



HEINRICH BÖLL STIFTUNG
The Green Political Foundation

Report of the Training and Strategy Building Workshop for Negotiators from Eastern and Southern Africa

21st to 23rd September 2009, Holiday Inn Silom, Bangkok, Thailand.

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1 INTRODUCTION

The Heinrich Boll Stiftung Regional Office for Southern Africa hosted a Training and Strategy Building workshop for negotiators from eastern and southern African in Bangkok, Thailand from 21 – 23 September 2009. The purpose of the workshop was provide Eastern and Southern African countries with an opportunity to come to a common understanding of the key issues being addressed through and by the Bali Road Map, the Nairobi Work Programme and the future agreements being negotiated for the United Nations Framework Convention on Climate Change (UNFCCC) and its Kyoto Protocol. The workshop also provided the negotiators with an opportunity to develop their own strategy for the negotiations including a list of priorities to be addressed during the negotiations.

This report presents the results of that workshop and is structured in two parts. Part A presents an analysis of the workshop and its (first) impacts. This includes a discussion on why African negotiators need training, key strategic considerations covered by the training, how this training differed from other trainings conducted and whether the training presents a replicable model for future activities of this kind. Part B presents an overview of the content presented to the negotiators. Part C ends with a presentation of the participants' workshop evaluations. This section summarises the responses of the participants to the evaluation questionnaire presented to them.

2 PART A – IMPACT ANALYSIS

With the effects of global climate change becoming ever more evident, international political efforts to reduce global warming and adapt to the resulting changes in climate are focused more and more on the UNFCCC and the Kyoto Protocol.

2009 is therefore a crucial year in the international effort to address climate change, culminating in the United Nations Climate Change Conference comprising the 15th Conference of the Parties (COP) to the UNFCCC, and the 5th Conference of the Parties serving as the meeting of the Parties to the Kyoto Protocol (CMP) to be held in **Copenhagen, from 7-18 December 2009**. In the run up to Copenhagen, there have been several negotiation sessions the most recent being the **Bangkok** sessions of **28 September-9 October** which are to be followed by the sessions in **Barcelona, 02 – 06 November 2009**.

2.1 The need to help African negotiators to become better negotiators

While the momentum builds, African negotiators are at a disadvantage for several reasons:

- While African negotiators know what they want out of the negotiations, they do not have the means to meet frequently and regularly and therefore lack the opportunity to meet and develop strategies. This is particularly important now when the negotiations are proceeding at such a speed that the issues are regularly evolving and African negotiators are not able to keep up.

- Issues which are of paramount importance to African countries – such as adaptation, finance and technology transfer – are either low on the agenda or highly contested. These countries therefore need assistance in protecting their own interests within the climate negotiations.
- Most African countries lack the necessary financial, systemic and human resources to engage in negotiations for international environmental treaties. The international negotiations are structured in such a way that in order to effectively participate parties need large multi-disciplinary delegations, which most African countries do not have.

2.2 The need for a different type of training workshop

There are a number of actors involved in training negotiators from developing countries including Africa. The most prominent are the European Capacity Building Initiative (ECBI); the United Nations Environment Programme (UNEP) and the UNFCCC Secretariat. There are some shortcomings in the training programmes offered by these organisations. For example:

- In some cases these meetings are only mandated to facilitate the Africa group to meet and therefore do not provide African negotiators with enough training to enable them to negotiate effectively
- In other cases, the training programmes merely state what is on the agenda of the negotiations and do not explain to African negotiators how to get what they want out of the negotiations.
- A few of the training programmes are biased to favour the interests of those providing the training e.g. promoting a European agenda rather than an African agenda.
- The UN bodies providing training, namely UNEP and the UNFCCC are required to remain neutral and they have to be careful not to be seen to influence the African position, so they can never advise the African group on what they should be negotiating for and how to get it.

In addition to the above, given the importance of ensuring Africa gets key issues onto the climate change discussions and that the African group seldom has resources to enable their meetings, the opportunity to strategise and network within the Africa group was very important. This is something the other training programmes do not deliver.

2.3 Strategic considerations covered by the workshop

The workshop considered the importance of forming a common understanding of the key issues. The facilitator therefore prepared summaries from the texts to be negotiated at Bangkok. This is because negotiators have to be fully conversant with all the key issues that will come up for negotiation in the next round of negotiations and must know all the issues that have been accepted or rejected in the past negotiations. Due to lack of resources, e.g. human capacity, internet and/ or email some of the African negotiators may not have the opportunity to read through the negotiating texts fully.

The three day workshop also included a substantial session designed to equip the participants with knowledge and skills on negotiating. This included topics such as: the art of bargaining, the qualities that a negotiator must cultivate, how to prepare for negotiations, the

need to be aware of what other groups are negotiating for, and the need to develop negotiating strategies. The workshop also emphasised that while many African countries have insignificant resources compared with developed countries, when these resources are combined and used efficiently, they can represent a very powerful negotiating bloc.

2.4 Evaluation of workshop effectiveness

The workshop was attended by 11 participants from 7 southern African countries. Although 21 participants had registered for the workshop, approximately 5 were unable to attend because of over-booked flights by both Kenyan and Ethiopian Airways, which resulted in their connections being delayed by several hours. The participants that were able to attend however were active and the discussions were very lively. The physical outputs of the workshop were draft, half-page statements (see Annex V) which were presented to the Africa Group meeting that was held from 24 to 25 September 2009.

The registration for the workshop by large numbers of participants shows that there is an interest in this type of workshop in the region. Furthermore, even though approximately half of the registered participants were unable to attend due to matters beyond their control, those that did manage to attend are influential in the negotiations. For example, one of the participants was from the Sudanese delegation, which is currently chairing the G77/ China. There was also a strong contingent from the Least Developed Countries (LDCs) group which is becoming more and more vocal in the negotiations.

There were also some intangible benefits/ outputs from the workshop. As a result of the workshop, some of the issues that are important for southern Africa and that were in the draft statement did find their way through the Africa Group into the draft G77/ China negotiating positions. For example three participants (from Malawi, Zambia and Namibia) participated in the refinement of the Opening statement by Algeria as Chair of the Africa Group at the first plenary of the 7th Session of the AWG/LCA. The facilitator also took part and assisted the participants through this process. While the participants reviewed the whole statement, they also ensured their key issues were incorporated. Furthermore it was evident throughout the meetings of Africa Group and the G77/ China that Malawi and Zambia were determined to make statements and focused on what they wanted to achieve mostly on the same issues the workshop helped identify. Malawi's and other participants' interventions are well summarized by the Earth Negotiations Bulletin available on line at www.iisd.ca/climate/ccwg7/ and also the daily bulletins. In the 2 areas submitted Malawi working with Zambia, Sudan, Namibia and Botswana managed to contribute to Africa's position substantially - driven largely by the collective position developed at the HBS workshop. This would not have been possible without the assistance of HBS to the African negotiators to meet, strategize and develop a position of their own.

The participants also stated that the workshop was useful for them. Some comments taken from the workshop evaluation (Part C) show that the participants were grateful for the opportunity to develop a common position, the insight provided into the key issues to be discussed, the advice on how the issues identified can be turned into interventions in negotiations and the importance of setting national priorities and developing national positions prior to the negotiations.

3 PART B – WORKSHOP CONTENT

3.1 Summary of the Workshop Programme:

An introduction to the UNFCCC process was provided. This session provided a background to the key issues regarding Long-term Cooperative Action (under the UNFCCC) and the Kyoto Protocol review process.

An overview of the most current agenda as pertaining to the Bangkok round of climate change talks was provided followed by an outline of the key aspects of the agenda as they relate to the specific circumstances of eastern and southern African countries, and Africa in general. Following this the participants worked in groups to consider issues on the agenda within the context of the needs of the Africa Group, and then these were linked to the aspirations of the G77/ China. The session also provided some contributions on what could form the negotiating issues for the Africa group, under the group of the Least Developed Countries (LDCs) and generally for the individual countries within the sub-group.

Finally the participants elaborated on a statement of intervention for each of the key issues identified: funding for climate change adaptation; the review of the financial mechanism for REDD – emphasising on special benefits for Africa; and emissions reduction commitments for both developed countries and larger developing countries. The workshop also explored methods to deliver the statements that were developed e.g. how to deliver them effectively, when to deliver them and how to persist in their demands. The participants were also capacitated on how to link the statements/ demands with the work of the different contact groups, informal consultations and plenary sessions.

3.2 Review of Presentations and Discussions:

3.2.1 Agenda and Chairs' Texts

The workshop discussed the agenda and Chairs' texts from both the Ad Hoc Working Group on Further Commitments for Annex 1 Parties under the Kyoto Protocol (AWG-KP) and the Ad Hoc Working Group on Long-term Cooperative Action under the Convention (AWG-LCA).

a. AWG – LCA

The box below presents the highlights from the AWG-LCA Chair's text as presented to participants:

Highlights from the Chair's text:

Several Parties have expressed the view that decisions by the COP would suffice to ensure an agreed outcome that would enable the full, effective and sustained implementation of the Convention through long-term cooperative action. One view among these envisages a set of COP decisions that would be legally binding by nature, emanating from the obligations and commitments of the Parties under the Convention.

Other Parties favour an agreed outcome in the form of a new legal instrument or instruments within the framework of the Convention. Among these, one view is that such an instrument should be separate from the Kyoto Protocol, while another view favours a single, unified legal instrument that would build on the Kyoto Protocol and incorporate its commitments. In this connection, the view was also expressed that a pathway to the integration of separate legal instruments could be provided, inter alia, by their provisions for entry into force. Some other Parties have referred to an agreed outcome in the form of an 'agreement', either without specifying, or expressly not addressing, its relationship to the Kyoto Protocol.

In their submissions related to the negotiating text, some Parties have proposed specific legal instruments for adoption at COP 15, namely a new protocol to the Convention, an 'implementing agreement' under the Convention and, as an option, one or more amendments to the Convention.

Another option advanced by Parties envisages a treaty outcome that could incorporate national schedules. Some of the above-mentioned options could potentially contain binding as well as non-binding elements. With respect to the option of amending the Convention, several Parties have expressed the view that consideration of amendments to the Convention is not within the remit of the AWG-LCA.

b. AWG-KP

The participants were also presented with the agenda for the AWG-KP and the highlighted are shown in the box below:

Highlights from AWG-KP Chair's Text:

- (a) consideration of the scale of emission reductions to be achieved by Annex I Parties in aggregate, and of the contribution of Annex I Parties, individually or jointly, to achieving such a scale of emission reductions;
- (b) emissions trading and project-based mechanisms; land use, land-use change and forestry; the coverage of greenhouse gases, sectors and source categories; common metrics; and possible approaches for targeting sectoral emissions; and
- (c) Consideration of information on potential environmental, economic and social consequences, including spill-over effects, of tools, policies, measures and methodologies available to Annex I Parties sometimes referred to as **potential consequences**.

3.2.2 Key Issues for Africa in the Bangkok Negotiating Sessions

After making presentations on the agenda and highlighting key issues, the facilitator focused on issues relevant to Africa based on the recently concluded African Union outcome of September 03rd 2009 at Addis Ababa, Ethiopia. The following sections provide a summary of the presentations made to participants and the discussions that followed.

a. Enhanced action on the provision of financial resources and investment to support action on mitigation and adaptation and technology cooperation

The participants were reminded that Africa's priorities towards the prospective financial framework must be based on the four agreed principles for financial measures, namely: the financial resources must be a) adequate, b) sustainable, c) new and additional and d) predictable. Secondly any Fund must be accountable to the COP.

Point of discussion:

Question: Which category is more helpful for the African countries and therefore should be emphasized: e.g. category Africa or category of most vulnerable states – why don't we use for example 'economically weak' countries instead?

Answer: It is generally dangerous to introduce new terms, like economic weakness. The agreed language of the Convention should be used as guideline as well in terms of categorization.

Other issues on the Financial Framework must recognize that:

- REDD is important for Africa and should therefore be emphasized as we develop a new Financial Framework
- Africa needs technology to develop on a low-emission growth path. Technology Transfer, Capacity Building and Finance need to be provided. This must be a negotiating stand for Africa so that the continent can participate in the global drive for mitigation
- Special aims regarding the alignment of funding which is inside the Convention and other funding which is outside the Convention: It is important that the funds explore other ways and opportunities that exist including the international levies.
- Grants were agreed in the Convention, so financing for adaptation need to be given as grant and not e.g. as loan. Efforts should be directed to ensuring there is an increase of the funding inside the Convention

Point of discussion

Question: Should China's effort to increase the financing for developing countries up to 1% of GDP be supported?

Answer: Yes – we must support the proposal by China. As Africa is most vulnerable, according to the IPCC, the African countries should focus on increasing their share of the financial flows, instead of focusing just on the total amount of assistance.

The Chair's text also presents main new financing proposals. The presentation reviewed their potential to fulfill the 4 core principles by: contrasting on experiences for Africa from existing mechanisms like CDM; testing for predictability of the funding; analysis of new financing proposals; and by reviewing lessons from Overseas Development Aid (ODA). The participants had to rank the proposals according to their conformance with the core principles.

b. Enhanced national / international Action on Mitigation of Climate Change

The workshop also discussed the Chair's outlined issues from the June Climate Change Sessions. They highlight the complexity of mitigation initiatives namely - the Nationally Appropriate Mitigation Action (NAMA) and the Clean Development Mechanism (CDM).

On the issue of binding targets the participants agreed that 'reduction targets could only be legally binding provided that Africa received full support on technology, capacity building and finance'.

Additionally, participants agreed that mitigation commitment for developed countries must be extended to all developed countries – irrespective of whether they are Parties to the Kyoto Protocol or not and the aggregate/absolute emission data should be used to determine they share of the burden and not any ratio – CO₂ per capita, CO₂ per GDP unit. Africa must use the guidance from and recommended by the Intergovernmental Panel on Climate Change (IPCC).

Point of discussion

Question: *Should Africa accept legal mitigation commitments for all countries including the African countries?*

Answer: *Advanced developing countries are interested in mitigation – a number of the 'advanced developing countries' including South Africa, China and India – have indicated that they are willing to reduce their greenhouse gas emissions. What is important for Africa is to recognize the opportunity to use Mitigation as a negotiating pawn. As adaptation is very important for Africa, mitigation can be a "bargaining chip" for discussion within the G77 + China Group.*

Mitigation actions by developing countries should be conditional on finance. The participants were reminded that the proposal to introduce REDD+ needs to be carefully considered. The negotiated and agreed process is for Reducing Emissions from avoided Deforestation and land Degradation (REDD). African countries – particularly countries of the Congo River Basin submitted proposals for REDD principles. The presentation highlighted the fact REDD is also important for Eastern and Southern Africa given the socio-economic importance of links between REDD and wildlife based Tourism and biological diversity. The majority of Africa's population reside in the Miombo the wet savannah. The Miombo forests are less carbon intensive the carbon stock per hectare is less but it shields and protects the Equatorial Forests from erosion. Several other proposals deviating from REDD will only delay the implementation of activities – in this way further delaying the opportunities Africa may reap.

c. Enhanced Action on Adaptation

The facilitator reminded the participants that the position of Africa for enhancing action on climate change adaptation is that the Adaptation Framework should be legally binding. Funding for climate change adaptation needs to be scaled up.

The workshop also discussed other key issues for Africa regarding adaptation - Adaptation must go hand-in-hand with technology transfer, financing and capacity building. Africa continues to adapt – though the continent has other priorities – we always have to face and deal with severe weather and climate – including frequent and severe droughts, floods and resurgence of public health issues such as malaria and diarrhoea. Africa is also rich with Traditional knowledge that must be considered and adopted as an important coping / climate change adaptation strategy.

The participants were reminded that several developed countries consider adaptation as a contentious issue. Several developed countries therefore do not want the framework to be legally binding. Within the G77 and China, some members are also not particularly interested in adaptation. It is for this reason that Africa needs to recognise the possibility to bargain inside G77+China to ensure that mitigation and adaptation are accorded – at a minimum – equal emphasis.

d. Enhanced action on technology development and transfer to support action on mitigation and adaptation

Technology development is necessary to implement adaptation and mitigation. The workshop highlighted the fact that development and transfer of technology are crucial for supporting both mitigation and adaptation initiatives in developing countries, also that the UNFCCC commits developed countries to engage in technology transfer with developing countries (Article 4.5)

The participants were reminded that successful climate change policy involves a two-track approach: mitigating (i.e. reducing greenhouse gas emissions and enhancing carbon sinks) and actions aimed at adapting to present and future climate change impacts. Mitigation and adaptation both require technological, institutional and behavioural initiatives, the economic and policy instruments to encourage such initiatives, and research and development to enhance their predictability, effectiveness and efficiency. The participants were further reminded that development and transfer of technologies to support mitigation and adaptation are key issues in the negotiation of a new Copenhagen in December 2009. The Bali Action Plan launched long-term cooperative action, now, up to and beyond 2012 to result in an agreed outcome at COP-15).

The participants were reminded that available technological options include: renewable energy sources, including solar photovoltaic, solar thermal, wind, hydro, geothermal, tidal, ocean thermal, and biomass; energy efficiency improvements, especially in building insulation and transportation; and carbon capture and storage.

The facilitator highlighted the major contentious issues for technology development and transfer, which are:

- The design, contents and institutional aspects
- National technology roadmaps, including their relevance to the implementation of national appropriate mitigation actions (NAMAs) and national adaptation plans;
- The provision of financial support for enhanced technology action to support mitigation and adaptation.

Other contentious issues include:

- (1) Measuring, reporting and verifying (MRV) technology cooperation: This issue links with the broader question of the MRV system that needs to be created for the Copenhagen Agreed Outcome as a whole, including the related institutional relationships, the NAMAs, and financial support and;
- (2) Intellectual property (IP) rights: This issue involves a wide range of regulations under different multilateral agreements and treaties.

e. The structure of the UNFCCC, Kyoto Protocol and the climate change negotiations

The workshop also provided a session to enable the African negotiator become effective in achieving desired results. Various bodies and structure of the Convention were explained. This included a discussion on their roles and composition; an explanation of the 5 different bodies established by the Convention and the Protocol (COP, Secretariat, the 2 Subsidiary Bodies (SBSTA and SBI) and GEF); and an explanation of the roles and composition of various informal groups.

The facilitator then explained how to keep track of the different discussions during the negotiations particularly through the documents regularly published by the UNFCCC Secretariat. Important aspects were highlighted such as the nomenclature of documentation, the relevance of the different documents, and the best methods to peruse the documents.

The workshop then went on to discuss the different methods and strategies for negotiating. This included the formation of coalitions with other African countries on certain issues, assigning different roles to different African countries, the different methods of bargaining, knowing when to stand firm and when to give way on an issue, and the importance of making timely interventions.

3.2.3 Recommendations arising from the discussions:

As discussions evolved, several recommendations were tabled for follow up during the negotiations. The most key of these recommendations are presented below.

Participants recommended that as African negotiators, it is important that emphasis is placed on and as the continent likely to be the worst affected and with the least adaptive capacity, Africa needs the greatest assistance.

The participants further recommended that southern and eastern African countries should support those countries that have proposed international levies as one of the means of ensuring financing for climate change adaptation. This option was favoured compared to all the types of funding options proposed by the Chair. The levies would be independent of potential bureaucracy and the funding would be under the direction of the agreed structures for the Adaptation Fund Board. Furthermore the participants recommended that African countries should propose that the continent should be allocated a major share of the funding

given that Africa is identified by the Fourth Assessment report of the IPCC as the continent most vulnerable to climate change.

It was also recommended that African countries should call for a targeted programme on REDD to allow more African projects in the period immediately leading up to and post 2012. This was important because Africa has not yet gained experience in the implementation of REDD. Other countries have more experience, for example China and Brazil. The participants felt that REDD would potentially be an important programme for Africa.

On mitigation the participants recommended that although Africa must consider the potential gains from supporting a global effort to reducing greenhouse gas emissions, actions by developing countries should be voluntary. This is because Africa is faced with other urgent problems besides climate change. On the other hand Africa must also consider using mitigation as a bargaining chip to get full support on adaptation.

The participants further recommended that it was necessary to argue for an African initiative that will mobilize more financial resources. Special regional initiatives for adaptation should be supported.

3.3 Major Outcomes

A key outcome of the workshop was the development of key elements for inclusion into the statement to be read by the Chair of the Africa Group (Algeria) for follow-up to ensure that they are included in the statement to be read by the Chair of G77/China (Sudan) at the opening plenary. This is important because the opening statements influence the agenda for the discussions that follow in the informal and contact groups. The informal groups and consultations produce draft decisions and draft conclusions that will be adopted by all parties in Copenhagen at COP15 and therefore become COP decisions.

The participants drew up the following as key elements for a statement by the Africa group:

- Adaptation funds should be sustainable adequate, predictable, new and additional to ODA and there is need to scale up adaptation financing.
- As indicated in the findings of the IPCC fourth assessment report, Africa is the most vulnerable to effects of climate change, therefore there is an urgent need for adaptation, in this regard Africa supports the proposal of G77 and China regarding the 0.5 to 1% of GDP as a resource for adaptation fund as well as support the proposal of deriving additional funding for climate change adaptation from levies on international air passengers (IAPAL) through IATA and also the international maritime emission reduction scheme, furthermore we are calling for 60% of all adaptation funds to be channeled to Africa
- Parties must ensure that financial, and technology transfer for adaptation commitments by developed country parties are legally binding and that the building blocks of the Bali Action Plan are taken together and address the special needs of Africa.

- The following key elements must be considered under the AWG-KP.
 - Improving access to CDM for Africa
 - Promoting core benefits for CDM by facilitative means
 - We support proposal on introducing a new article on REDD
 - Introduce an article on NAMA/ NAMA crediting mechanisms/ trade mechanism
- Parties must consider introducing an article to promote adaptation to climate change as a means of achieving the objective of Convention

4 PART C - WORKSHOP EVALUATION BY PARTICIPANTS

The participants were requested to complete workshop evaluation form. Most participants requested that HBS provide a similar activity for Copenhagen (COP 15) to enable them to develop further strategies to engage effectively at COP 15. According to the responses given many participants were very satisfied with the following elements: focus, achieving the objective and promoting exchanges. Overall, the participants were very satisfied with the workshop (see Figure 1 below).

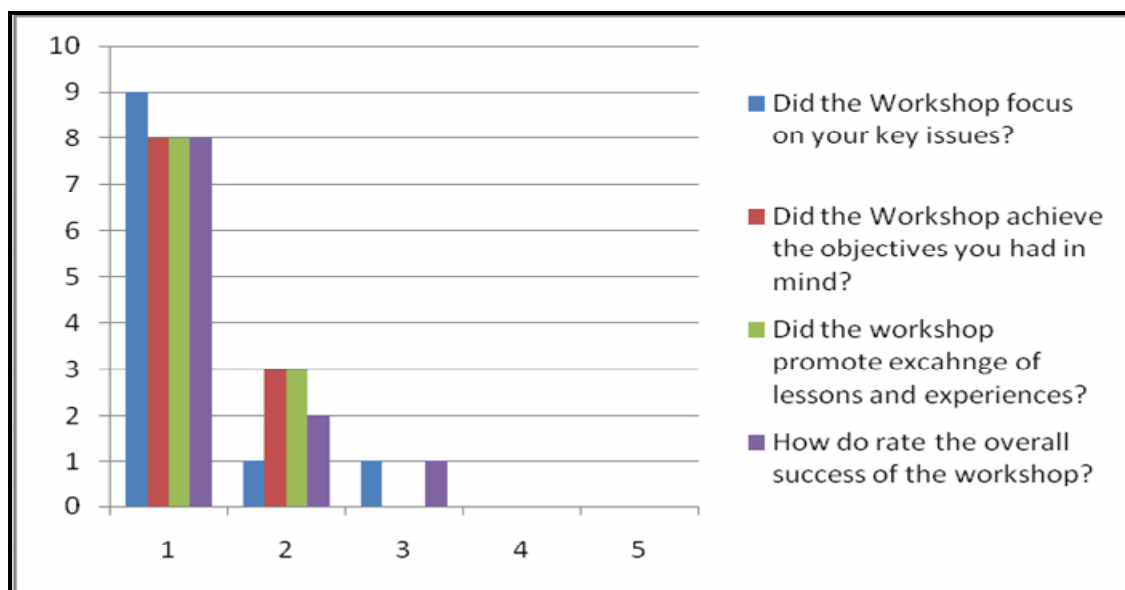


Figure 1: Summary of responses to some key questions

The x-axis of Figure 1 above represents a scale of 1 to 5 where 1 represents strong agreement and 5 represents strong disagreement.

All participants reported that as a result of the workshop, they are now better climate change negotiators (see Figure 2 below).

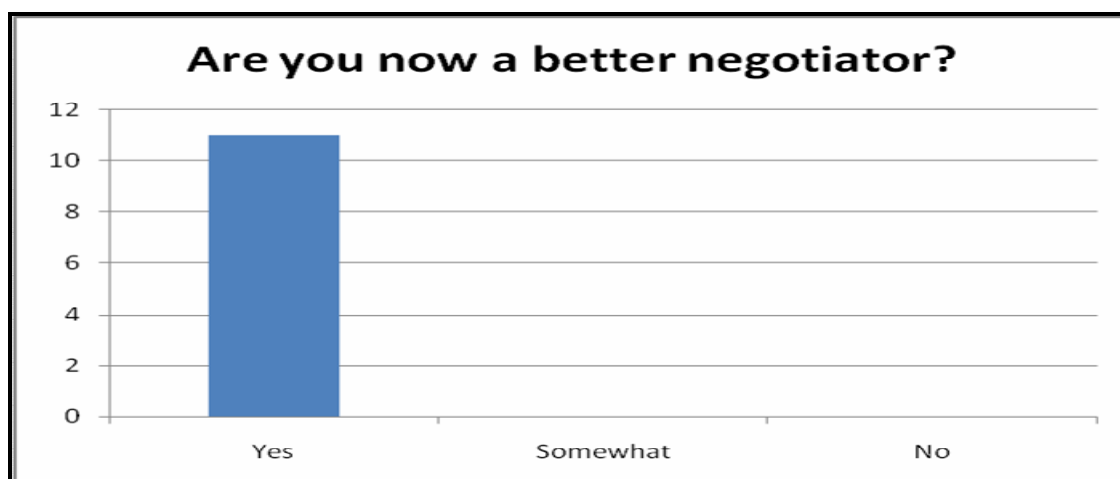


Figure 2: Responses to the question - Are you now a better climate change negotiator?

Regarding their views on the most beneficial aspects of the workshop, the participants' views are summarised below:

- a) As negotiators for their countries (individually and collectively as a region) – they were now capacitated. Strategies to use *common position* as one approach to achieving ensuring success in negotiating for better deals within the climate change negotiations.
- b) The workshop provided insights into the Climate Change Convention (UNFCCC) and its Kyoto Protocol, negotiation skills and issues relating to climate change in general – such as MRVs, policies and response measures.
- c) The step-by-step approach explaining key elements for the Bangkok sessions and practical approach to the climate change negotiations including how to engage the Chairs of the Adhoc Working Groups (AWG-LCA and AWG-KP) to incorporate their relevant issues in the negotiating texts.
- d) The explanation of key issues for Africa and how these issues may be developed into elements for intervention during the sessions. The workshop also provided strategies for identifying the common elements among different groups and including from within the Africa group.
- e) Practical approaches to setting key elements for negotiations using the Bali Action Plan pillars: Enabling the full, effective and sustained implementation of the Convention through long-term cooperative action now, up to and beyond 2012, by addressing, inter alia - A shared vision for long-term cooperative action; Enhanced national/international action on mitigation of climate change; Enhanced action on adaptation; Enhanced action on technology development and transfer to support action on mitigation and adaptation and Enhanced action on the provision of financial resources and investment to support action on mitigation and adaptation and technology cooperation.
- f) The importance of developing and or refining national (country) positions prior to international climate change sessions.

ANNEX

I: Preparing the African Negotiator

This part of the workshop presentations was based on a book by Joyeeta Gupta entitled “*On Behalf of My Delegation, - A Survival Guide for Developing Country Climate Negotiators,*” and it formed the climax of the workshop. The brief overview was followed by tips and tricks of a climate change negotiators which included understanding the issues at hand and being well versed with all issues related to FCCC, KP and keeping up to date with issues discussed at COP meeting. To enlighten the conference participants on the various organs associated with climate change issues, the participants were give an overview of Bodies established by the Convention and Protocol. Overview covered information on activities of bodies such as the Conference of Parties (COP), Secretariat, Subsidiary Body for Scientific and Technological Advice (SBSTA), Subsidiary Body for Implementation (SBI) and the role of the Global Environment Facility (GEF). As part of this background information, the participant were also given an overview and definitions of the various Informal Groups (i.e. friends of the chair/president, working group, joint working group, contact group, joint contact group, informal group and non-group) to be found at climate change negotiations. To add it all up the participants were given some enlightenment on how all these groups are structured and how they work together.

The overview and introduction was followed by further tips and tricks of negotiations such as what should one do when they alone at the negotiations, when they have missed some sessions and if they are unfamiliar with the issues being tabled. In addition to the tips and trips, conference participants were taken through the politics of climate change negotiations with regards working dynamics of the climate change regime coalitions (i.e. the various coalitions, their working, advantages and disadvantages). The participants were given tips and tricks of how to negotiate in the G77+China group and how to derive the best benefits from negotiating through the group. Finally the participants were taken through the essential elements that make a good negotiator and some tips on how to become a good negotiator.

ANNEX II:

II: Summary of new climate change funding initiatives (template: individual exercise)

FUND	SOURCE OF FUNDS	CLIMATE FUNDS FOR DEVELOPING COUNTRIES/YEAR	OBSERVATION	YOUR SCORE
AUCTIONS OF EMISSIONS ALLOWANCES				
Norway's auctioning of allowances	Part of Annex I Party's allowances withheld, auctioned by international body	US\$20-30 billion (bn) annually	Auctioning of allowances appears to be relatively well accepted. The EU has aligned its position with that of Norway.	
Germany's International Climate Initiative	9% of emissions permits auctioned domestically	US\$80 million (m) for adaptation/forestry; US\$80 million for sustainable energy		
US Adaptation & National Security Fund	Portion of revenue from allowance auctions	N/A		
CARBON MARKET-BASED LEVIES				
Extending the levy to Joint Implementation and/or International Emission Trading	Extending the 2% levy on CDM to JI/IET	2008–2012: US\$5.5–8.5bn 2013–2020: US\$3.5–7.0bn	Parties were unable in Poznan to reach consensus. Low probability for resubmission.	
CHARGES, LEVIES OR TAXES ON EMISSIONS OR SPECIFIC ACTIVITIES				
International Air Passenger Adaptation Levy (IAPAL)	US\$6 per ticket (Economy class), US\$62 per ticket (business/first class)	US\$8-10 bn annually, for first five years of operation.		
International Maritime Emissions Reduction Scheme (IMERS)	Levy using the global average price of carbon	US\$9 bn annually if applied world wide.	IMERS has been reviewed and broadly endorsed by various organizations, including UNFCCC, WWF, OXFAM, and UNDP.	
Swiss Global Carbon Adaptation Tax	Tax (US\$2/t CO ₂ e) on emissions from fuels. A free emission level of 1.5 tons of CO ₂ per capita is applied to all countries	US\$48.5 bn annually	There appears resistance to a carbon tax, especially if the tax has to be collected nationally for external use.	
Tuvalu's Burden Sharing Mechanism (Adaptation Blueprint)	01% levy on int'l airfares, maritime transport freight charges operated by Annex I 001% levy on int'l airfares, maritime transport freight charges operated by non-Annex I (LDCs / SIDS exempt)	US\$40 m from Annex II; US\$30 m from non-Annex I	Additional funding for the UNFCCC Least Developed Country Fund and the Special Climate Change Fund.	
Mexico's World Climate Change Fund	Mexico suggests the creation of a new fund (US\$10 billion per annum) and recommends a 2% adaptation levy	US\$200 m per annum.		
ASSESSED CONTRIBUTIONS OF DEVELOPED COUNTRY PARTIES				
G77 plus China	0.5% to 1% of Annex I countries' GNP	US\$201-402 bn annually		
OTHER INNOVATIVE FINANCING INITIATIVES				
EC Global Climate Financing Mechanism				

ANNEX III

III: The G77+China:

1. The need for G-77 and China

The South consists of three and a half billion people living in about 140 countries in thousands of communities with diverging religions, languages, customs and resources. However, it also exists as a loosely united body that is defined by its geographical location, its shared structural and political characteristics, its use of soft currency and its common historical experiences.

While the birth of the G-77 in 1964 principally aimed at developing a strategy of coalitional bargaining to restructure the international economic system in favour of the South, the G-77 has been used as a negotiating framework also for environmental and other issues. In the 1970s and 1980s, the G-77 had difficulty in articulating its position. With the end of the Reagan era, the Cold War and the economic decline in many developing countries, the developing countries once again tried to enhance their bargaining power with the preparations for the Earth Summit and were able to redefine a position. Since then the group has grown exponentially and they have been influencing the various committees of the UN. In 2000, the very first global G-77 summit was held.

In the mean while, at the ninth meeting of the Non-Aligned Movement (NAM), Julius Nyerere proposed a smaller group of countries to develop the policies for the South—the G-15. This group consists of Algeria, Argentina, Egypt, India, Indonesia, Jamaica, Malaysia, Nigeria, Peru, Senegal, Venezuela, Yugoslavia (Federal Rep.) and Zimbabwe. This group also tried to involve two non-NAM members—Brazil and Mexico.

2. The membership of G-77 and China

There are 153 non-Annex I countries. Of these 130 are members of the group G-77 and China. The chair of G-77 rotates among the countries on an annual basis. The chairmanship rotates between regions but there is no clear list of future chairs. The G-77 and China currently has a Rome Chapter (at FAO), Paris Chapter (at UNESCO), Nairobi Chapter (at UNEP), Washington Chapter (at IMF and World Bank) and a Vienna Chapter (since 1998 at UNIDO) (<http://www.G-77.org/vienna/index.html>).

3. The challenges in the G-77 and China

The G-77 has extraordinary challenges. It includes a few very rich countries in a vast majority of poor countries. The governance systems are different and they have limited resources. The secretariat of G-77 and China itself has limited resources. Although G-77 shares key concerns, there are many issues in which member countries have diverging interests. Key challenges faced by these countries include difficulties in articulating what sustainable development should look like. How can they ask for equity in the international

negotiations, without being held accountable by other countries and local actors for domestic equity related issues?

4. Tips and tricks

- Master the internal procedures and workings of the group. Be active within the group.
- All G-77 members speak through G-77. If you haven't discussed your position in G-77, don't discuss it in public.
- Assign responsibility for each negotiating issue to different colleagues within the G-77.
- Always attempt to put a proposal in writing and put it before the group in advance.
- Listen very carefully to the views of others and see if you are talking the same language.
- Identify the key G-77 interests and pursue them under each issue, unless they are incompatible with your national interests.
- Exchange ideas and approaches informally among the G-77 members.
- Try to understand the strengths and weaknesses of G-77, and try to contribute to minimizing its weaknesses.
- Some delegates tend to dominate the discussions (in particular English speaking delegates). Try to find ways of communicating to ensure that you too have a chance. Written submissions are one way to affect the agenda and the internal process
- Ensure that individuals with language skills are included on your national delegations.
- Capitalize on the size of the group and avoid feeling powerless against wealthier nations.

For more information read:

Journal of the Group of 77, e-mail [G-77off@undp.org] Sridharan, K. (1998). G-15 and South-South Cooperation: Promise and Performance, *Third World Quarterly*, Vol. 19, No. 3, 357-373. For more information visit: G-77: <http://www.G-77.org/>

ANNEX IV

IV: Preparing for negotiations.

1. Negotiating theory

The basic purpose of negotiating is to resolve conflict of interests on various issues. Negotiation aims to achieve a result that satisfies all Parties. A good negotiator is one who is a good listener, proactive, diplomatic and analytical, has technical knowledge, language skills and, above-all, self-discipline. It is important to remember that individuals can make a difference even if they are from very small countries.

2. Preparing for the negotiations

A good negotiator prepares thoroughly for the negotiations. This means that the negotiator has a good understanding of the issues at stake, as well as clarity about, his/her country's interests and position on each of the issues and the respective positions of other countries on all the issues. He or she has to be fully conversant with all the key issues that will come up for negotiation in the next round of negotiations and must know all the issues that have been accepted or rejected in the past negotiations. The negotiator must be fully aware of the legal implications of the Rules of Procedure and adopted text, must be familiar with diplomatic protocol and must have social skills that enable him or her to mix freely in the international context.

In the context of modern environmental diplomacy, a negotiator must not only have legal and political skills, but also good depth of knowledge on economics, finance and natural sciences. In addition, since most of these issues cover complexity at a very detailed level, the negotiator has to be able to assimilate the facts and separate them from the assumptions and the perceptions.

The negotiator needs to prepare in advance on the basis of the perceptions of the stakeholders in his or her own country in order to determine his or her own position on these issues.

A good negotiating team consists of a group of negotiators who cover the various issues and have expertise in complementary areas. The team is led by a head of delegation. There is frequently a deputy head who can negotiate during the all-night sessions. A clear division of labour among the team members in terms of substance and process is arranged in advance and takes advantage of different skills and technical backgrounds. The younger team members are groomed into the process. Some team members focus on cross-sectoral issues so that the country position is consistent in different related sub-issues. Some may be entrusted with the task of building coalitions with other countries.

Some may focus only on monitoring the process, and securing the most important documents for the negotiations. Legal drafters may be involved simply in drafting the text. Some may be responsible for making copious notes of the negotiations so that it is possible to double check on the (changing) positions of other countries.

The preparations need to be done in advance of the negotiations, so that at the negotiations there is time to respond to the new ideas and views that are being circulated.

3. Positions and bargaining

There are two types of bargaining strategies. One is referred to as distributive bargaining and the other as integrative bargaining. The simplest form of negotiation is distributive bargaining. Here one party wants one item from the other. This is a win-lose situation. In such situations it is likely that one wins at the cost of the other. In such negotiations, each party has an aspiration position (a position that the party wants) and a reserve position (the lowest acceptable negotiating position).

In integrative bargaining, an attempt is made to breach the gap between the interests of the two Parties by developing a possible package of negotiating elements, in which each side gives something to the other side and vice versa. This is possible through issue-linkages to other issue areas. Thus, each party makes some concessions in different issue areas and together they reach relative satisfaction. This implies that both Parties must be ready to seek potential options for developing such issue-linkages and need to have something to offer each other.

4. Tips and tricks

- Prepare thoroughly for each negotiating session.
- Have a clear brief outlining what deliverables your government expects. Know your interests and bottom line.
- Be careful not to over-defend your position. You may work yourself into a corner and it is then harder to change your position without losing face.
- Develop more than one version of a proposed text (you may also need to anticipate reactions).
- Consider relative strategies and chances available in trying to obtain the deliverables.
- Have reasons ready to defend key concepts and negotiating positions.
- Do not introduce complex language that does not clarify the process or provide a safeguard as it can create unforeseen problems.
- Be prepared to explain why existing text is or is not acceptable.
- Be flexible and prepared for tactical retreats, to gamble and, if necessary, to change course towards your goal.
- Try to develop useful linkages to other issues of concern to your country and reasons why these should be related to the climate negotiations.
- Try to identify areas in which you can provide concessions to the other party during the negotiations in return for issues on which your concerns are met.

For more information read:

Schelling, T.C. (1960). *The Strategy of Conflict*, Harvard University Press, Massachusetts.

Saner, R. (2000). *The Expert Negotiator*, Kluwer Academic Publications, The Hague.

ANNEX V:

Draft Statements: Key elements for negotiation:

The workshop participants were requested to:

- Identify key areas of common interest for Eastern and Southern Africa.
- Draft position for Eastern and Southern Africa on the selected issues and also identify possible elements for the statement to be delivered by the Chair of the Africa group and duly supported by the Eastern and Southern Africa with possible support from other like-minded countries.
- Identify areas of possible controversy, potential contra arguments from opposing groups and preferred fall-back position for the Eastern and Southern Africa initial position.
- Draft statements reflecting the views of ESA countries on key climate change issues.

From the above elements the statements would for example be of the form:

Statement delivered
(Option 1): by the Chair of the Africa Group /
(Option 2): On behalf of the Eastern and Southern Africa countries /
(Option3:) By Zambia and supported by Malawi, Mozambique, Namibia, Sudan....

Mr President, Let me thank you for the excellent arrangement and facilitation of the meeting....

Mr. President, Africa is the most vulnerable to the effects of climate change because of its low adaptive capacity. In view of this we propose as follows:

- Adaptation fund should be sustainable adequate, predictable new and additional to ODA`
- As a matter of principle to guide generation of resources there is need to scale up adaptation financing.
- As indicated in the findings of the IPCC fourth assessment report, that Africa is the most vulnerable to effects of climate change, therefore there is an urgent need for adaptation, in this regard Africa supports the proposal of G77 and china regarding the 0.5 to 1% of GDP as a resource for adaptation fund as well as support the proposal of levies on air passengers through IATA and international maritime emission reduction scheme, Therefore we are calling for 60% of all adaptation funds to be channeled to Africa
- Ensuring that financial and technology transfer for adaptation commitments by developed country parties must be legally binding

We look forward to working with you in ensuring Africa's needs are taken into consideration. Thank you for your attention

Similarly the participants identified the following as key issues to be included in the final decisions and conclusions of the Chair of the AWG/KP:

We regard the following as key elements that needs to be considered

- Improving access to CDM for Africa
- Promoting core benefits for CDM by facilitative means
- We support proposal on introducing a new article on REDD
- Introduce an article on NAMA/ NAMA crediting mechanisms/ trade mechanism
- On Adaptation: Introduce an Article to promote adaptation to climate change as a means of achieving the objective of Convention

We look forward to working with you in ensuring Africa's needs are taken into consideration. Thank you for your attention

ANNEX VI

VI: Agenda and annotations.



123 Hope Street, Gardens 8001, Cape Town

TRAINING WORKSHOP FOR EASTERN AND SOUTHERN AFRICA CLIMATE CHANGE NEGOTIATORS

Agenda for developing key issues for the Ad Hoc Working Group on Further
Commitments for
Annex I Parties under the Kyoto Protocol
and
the Ad Hoc Working Group on Long-term Cooperative Action under the Convention

21 – 23 September 2009

Holiday Inn Silom
Bangkok, Thailand

This overview is intended as a guide to assist participants with their planning prior to these informal consultations of the Ad Hoc Working Groups. It will be updated as new information becomes available.

Day 1		
SESSION A		
09H00 - 10H30	Opening session	
	Registration	
	Introduction of participants	
10H30 - 11H00	Coffee/Tea Break	
11H00 - 13H00	Introductory session - - Overview of UNFCCC process	
13H00 - 14H00	Lunch	
	AWG - KP	- AWG - LCA
- SESSION B		
14H00 – 15H30	Overview of current issues	
15H30 - 16H00	Coffee/Tea Break	
16H00 - 17H30	Break out Group to identify priority agenda and determine ESA position	Breakout Group to identify priority agenda and determine ESA position
19H00	Reception and Dinner	
Day 2		
SESSION C		
09H00 - 10H30	Analysis of the ESA position with respect to other UN Groups	
10H30 - 11H00	Break out Group to identify priority agenda and determine ESA position	Break out Group to identify priority agenda and determine ESA position
11H00 - 13H00	Analysis of the ESA position with respect to other UN Groups	
13:00 – 14:00	Lunch	
SESSION D		
14H00 - 15H00	Development of statement for intervention Development of a strategy to deliver the intervention	
15H00 - 17H30	Analysis of the ESA position with respect to other UN Groups	
Day 3		
SESSION E		
09H00 - 10H30	Refinement of the positions – how to deal with contradicting voices	
10H30 - 11H00	Coffee/Tea Break	
11H00 - 13H00	From Bangkok to Copenhagen – the road ahead and other (non LCA / KP) key issues – plenary discussion Wrap-up session: Feedback from participants - Next steps	
13H00 14H30	Lunch	
SESSION F		
	Formal closing session - Closing speech/remarks Participants depart	

Notes to the agenda:

SESSION A:

The opening session will comprise of opening statements and welcoming remarks by the Heinrich-Böll-Stiftung Regional Office for Southern Africa. This will be followed by a round of self introductions and an overview of why the meeting has been called – in particular – emphasising on what the expected end-of-meeting deliverable is expected to be.

The second part of the Session A (Introductory Session) will provide a map of the UNFCCC process. While the participants will have been climate change negotiators, for some time, this session will provide a discussion of what the main task is in terms of the agenda: the Long-term Cooperative Action and also under the Kyoto Protocol review process.

SESSIONS B and C

Session B will begin with an overview of the most current agenda as pertaining to the Bangkok round of climate change talks.

Session C will begin with an analysis of what key aspects of the agenda will be critical to eastern and Southern Africa. These will be drawn from SESSION B part II – from group discussions.

Session B will set key issues for Eastern and Southern Africa. Consider these issues within the context of the Africa group and linking these to the group of 77 and China. The session will provide some contributions on what should form the negotiating issues for the Africa group – under the group of the Least Developed Countries (LDCs) or generally for the individual countries within the sub-group.

The participants will be invited to also provide for sharing of work-load into the “Bangkok and beyond” framework.

The second part of SESSION B and C will be constitute group work discussion to focus on key issues and offer the participants an opportunity to further deliberate on key issues (very important), sticky issues (not-so important) and non-issues (least important). The participants will also be encouraged to think of opportunities to turn the non-issues and sticky issues into Opportunities – especially if these issues are valued differently by the members of the constituency (Africa, LDC group, SIDS group or G77 and China group).

At the end of the SESSION C the analysis will lead to development of a strategy to formulate a regional position – given the various submissions from other UN groups.

NOTE: each group will be expected to have a leader and a spokesperson who will report back at a plenary of the meeting at SESSION

SESSION D:

Session D will elaborate on a statement of intervention for each of the key issues – a minimum of 4 in total. Preferably cutting across both the AWG-LCA and the AWG-KP. It is expected that each of the statements and strategies should consider core ELEMENTS of the statements – with a view to also then develop FALL BACK (negotiating) position.

This iteration will have to be done for primarily the Africa group and also the G77 and China.

Strategy to identify LIKE-MINDEDness outside the key negotiating forum (Africa and G77+China) for example – identifying possible mergers with EU, Umbrella or other such bodies.

SESSION E:

The session will explore methods of delivery, how, when and how to ensure the persistency is defended. Linking the arguments to the work of and carried out within / by contact groups, informal consultations and plenary sessions.

The second part of the session will consider other issues on the road to Copenhagen. It will conclude with a wrap-up session and an evaluation.

SESSION F:

The last session will see the conclusion and closing of the meeting.

ANNEX VII:

VII: List of Participants.

	Country	Organisation	Name	Designation	Tel	Email
1	Botswana	Botswana Met. Services	Balisi Gopolang	Principal Meteorologist	2673612222	bgopolang@gov.bw
2	Malawi	Dept. of Climate Change & Met	Fredrick Kossam	Principal Meteorologist (Research)	2651822014	fredkossam@yahoo.com
3	Malawi	Environmental Affairs Dept.	Evans Njewa	Climate Change Desk Officer	2651771111	njewae@yahoo.com
4	Mozambique	Min. of Env.	Marilia Telma Manjate		25821466495	telmanjate@yahoo.com.br; telmanjate@googlemail.com
5	Mozambique	Min. of Env. Coordination Affairs	Natercia Nhabanga	Technician	25821465299	natnhabanga_11@yahoo.com.br
6	Namibia	Min. of Env. & Tourism	Petrus Muteyauli	Chief Environmental Economist	264612842701	pmuteyauli@yahoo.co.uk
7	Namibia	Min. of Env. & Tourism	Uazamo Kaura	Conservation Scientist	264612842701	uazamo.kaura@yahoo.co.uk; uazamo@dea.met.gov.na
8	Sudan	Min. of Foreign Affairs	Ali Mohamed Ahmed Osman	Diplomat at Env. Affairs Dept.	249911251663	ali863@hotmail.com
9	Swaziland	Swaziland Met. Service	Muzikayifani Stephen Mkhathshwa	Climate Officer	2684045728	muzi_feris@yahoo.com
10	Zambia	Min. of Tourism Env. & Nat Res	Carol Mwape	Env. Management Officer	260211229417	mwapezulu@mtenr.gov.zm; carolzm4@yahoo.com
11	Zambia	Min. of Tourism Env. & Nat Res	Prem Jain	Climate Change Unit Head	260211229417	