



NEGOTIATION AND COALITION BUILDING

GHMUN WORKSHOP 4

THE ORDER OF THINGS

-
- I. Coalitions
 - II. Negotiation
 - III. 5 Stages of MUN

GLOBAL HOUSTON MODEL UN

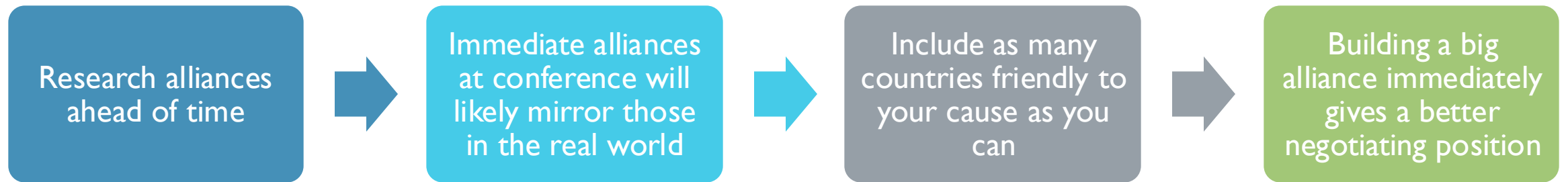
- **April 5, 2025**
- **West Houston Institute**
- **High School and Junior High Sections**
- Register at: globalhoustonmodelun.org
- Questions: globalhoustonmun@wachouston.org
- Position Papers due April 3
- Use the GHMUN Delegate Guide!





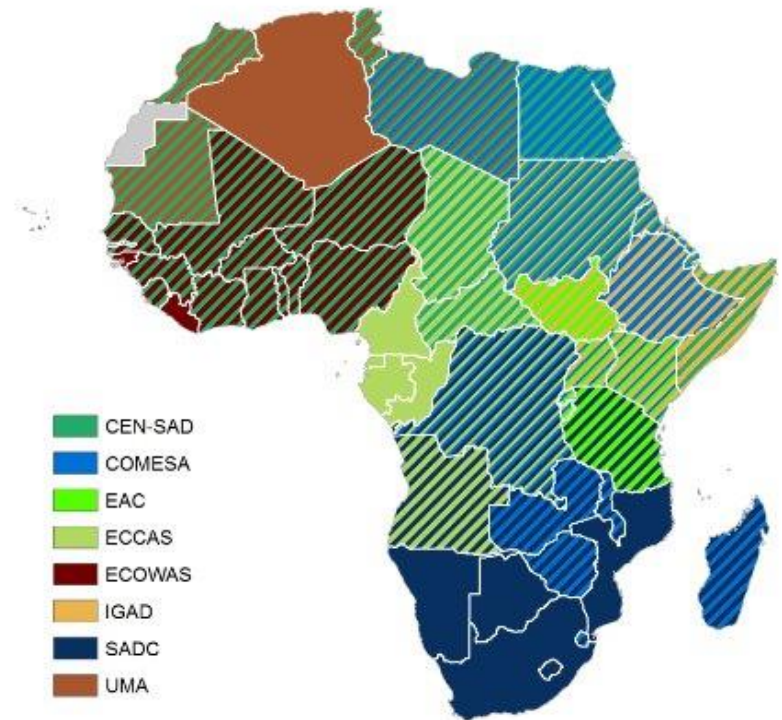
COALITION
BUILDING

ALLIANCES IN THE REAL WORLD



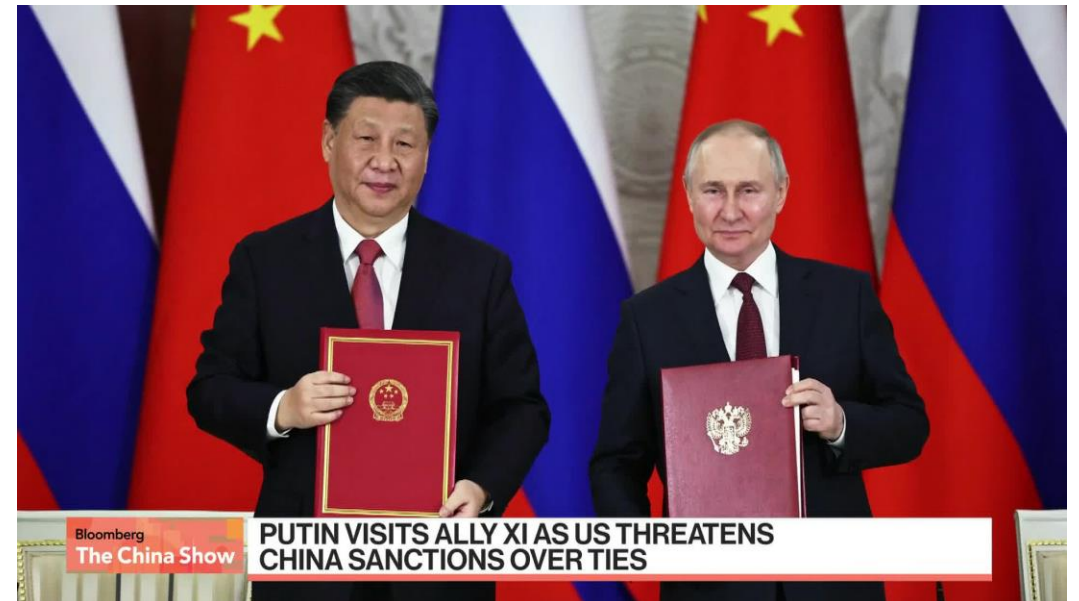
DON'T NEGLECT THE LITTLE ONES

- There are a huge number of small Intergovernmental Organizations
- Economic Communities
- Alliances of small states
- Nonaligned groups
- Regional IOs
- Global interconnect Ness means (almost) every country is bound to one-another in some way



STRATEGY VS FRIENDSHIP

- Friend – deep historical and/or cultural connection, shared values, geographic proximity
- Strategic Ally – bound almost solely by a strategic objective
- Friends persist, Strategic Allies may defect if given a reason



Bloomberg
The China Show

PUTIN VISITS ALLY XI AS US THREATENS
CHINA SANCTIONS OVER TIES

SWING VOTERS

-
- Some countries may arrive without a grand strategy
 - They might only have self-interest that could be accomplished with either coalition
 - These countries could be key if voting is tight



NEGOTIATION

4 TYPES OF INCENTIVES & DISINCENTIVES

- Win-Win: most preferred, symbiotic incentive. Ex. Free trade agreement
- Lose-Lose
 - least preferred, disincentive. Ex. Tariffs.
 - Your loss > opponent loss
- Lose-Win: never beneficial, implies you have a dependency on other party
- Win-Lose: disincentive,
 - punishes action you disapprove of
 - Only works in situations where other party is dependent on you

LEVERAGING RESOLUTIONS

The Resolution is the culmination of all delegates' work at the conference

Inclusion in/exclusion from the resolution is a powerful tool

Making minor concessions can have good returns

Leverage your own support for a resolution if you're not an author

STATE POWER AND NEGOTIATING

State power
doesn't necessarily
beget negotiating
power

Only translates if a
state can translate
its power into
incentives to sway
other delegates

The vote of a small
country counts
equally to a
powerful one

Alliances of small
states can create
their own leverage

STAY TRUE TO YOUR COUNTRY

-
- Be authentic to the interests of your country
 - Do not give up or demand things your country wouldn't
 - Be mindful of where your leverage comes from – what can you provide/take away?
 - What does your country want? How can/would they (you) get it?

5 STAGES OF MUN

I. INTRODUCTION

-
- Opening Speeches
 - Declaring Positions
 - Scope out your friends & allies
 - Determine those who oppose your interests
 - Prioritize who to talk to
 - Good time to utilize your position paper

2. COALITIONS

First Moderated and Unmoderated Caucuses



Sharing ideas



Creating coalitions



Consolidate alliances quickly



Delegates get settled in

3. DRAFTING

-
- Unmoderated Caucuses (mostly)
 - Platform Creation
 - Drafting the first version of the working resolution
 - Launch-off point for the tougher negotiations
 - Find your footing in the committee

4. AMENDING AND POLITICKING

-
- Where most of the political maneuvering happens
 - Votes are tentatively gained/lost
 - Resolution concessions are made
 - Near full committee involvement

5.VOTING

-
- Voting on presented resolutions
 - Final amendments made right before votes
 - Final political moves
 - Opportunity for drama
 - Celebration once resolution passes

WINNING BEST DELEGATE



Authenticity &
Knowledge



Caucus Participation
(moderated)



Diplomacy &
Cooperation
(unmoderated)



Parliamentary Procedure

THE MOST IMPORTANT TAKEAWAYS



Have fun



Learn

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- **Position Papers: April 3**
- **GHMUN Delegate Guide!**
- Final Workshop: Know Before you Go – April 3rd

