



**A MASTERCLASS ON CLIMATE NEGOTIATIONS**

# **TOOLKIT ON CLIMATE NEGOTIATIONS**



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# FACILITATORS

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## MARIA-ALEXANDRA CONSTANTINESCU

### Volunteering

- Project Co-Lead on COP 27 for GCE
- EU Policy Team Co-Lead at ClimaTalk

### Full-time job

- Sustainability Specialist at Bridgestone

### Climate activism

- Youth4Climate Delegate
- COP26 Delegate
- COP27 Delegate

## IONA MURDOCH

### Full-time job:

- Higher Education Policy Officer at UK Council for International Student Affairs

### Volunteering:

- Trainer at Erasmus Student Network
- Climate advocator in my local community in Scotland

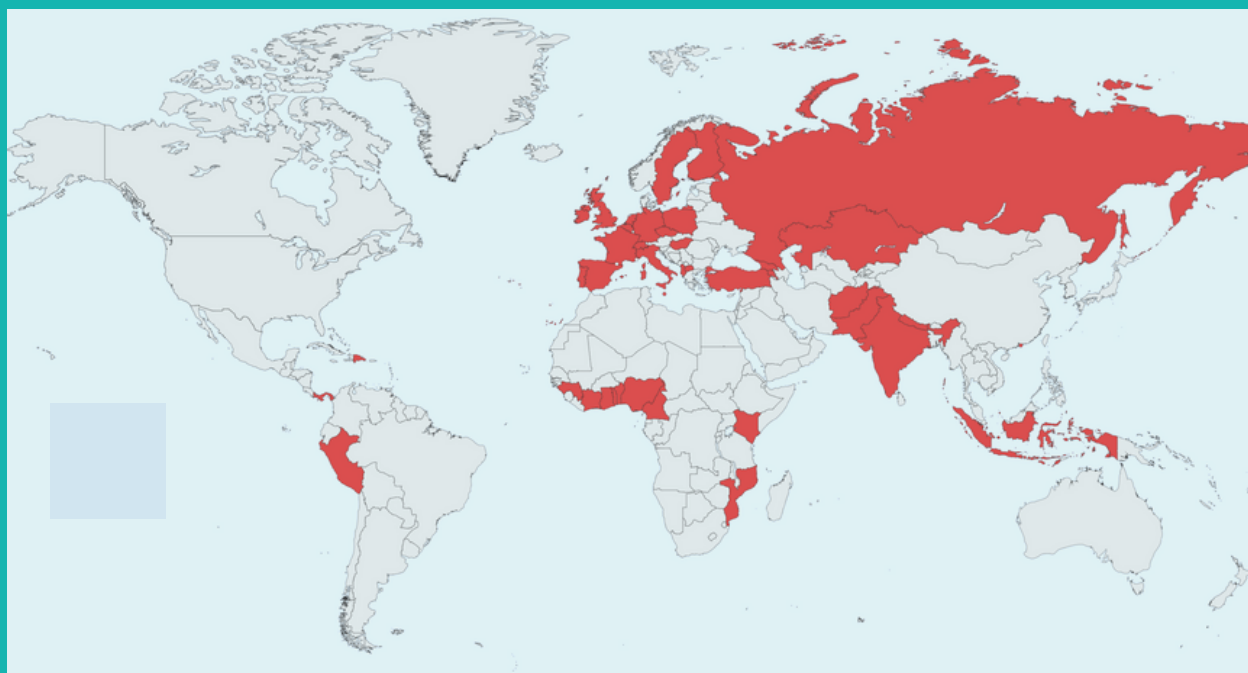
### Strong belief:

- Big believer in using discussions as the main form of climate justice tool



# PARTICIPANTS

Where are the participants developing the toolkit from?



What experience do our masterclass participants have?



# KNOWLEDGE

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- Check the climate legislation available at local and national level.
- Do you have additional regional / transboundary legislation? From this information, what are the key points applicable to your work?
- Read and understand the mechanism of the United Nations Framework Convention on Climate Change.

As a climate advocate, you cannot expect to get very far in your advocacy unless you know what you are talking about and you have solid facts to back up your arguments. Without this, nobody will listen.

There is a lot of content on social media giving statistics and voice to many players around the world. More often than not there is a new article or weather report on how someone in the world is being affected by climate change. And every day, in every corner of the globe, there are discussions and agreements (and disagreements) taking place on climate issues.

These agreements are taking place **locally, regionally, nationally, continentally, and internationally**. From legislation to treaties to policy, it is impossible to know it all.

In the "Developing a Toolkit" session, we ask YOU what you believe is worth knowing. Find the answers overleaf.

# KNOWLEDGE

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## THE PARTICIPANT'S LIST

- Paris Agreement
- Aarhus Convention
- Kyoto Protocol
- Montreal Protocol
- Escazu Agreement
- Convention on Biological Diversity
- UN Declaration on the Rights of Indigenous People
- Glasgow Climate Pact
- Energy Charter Treaty
- National legislation on CO2 emissions
- National Climate Action Policy
- Energy legislation

## THE FACILITATORS' LIST

- The Vienna Convention for the Protection of the Ozone Layer
- United Nations Framework Convention on Climate Change
- Each of the COP's final agreements
- Regional and interregional legislation (e.g. the EU Green Deal)
- National and local legislative frameworks in your own countries
- Youth manifestos and memorandums that have been validated at a global and/or regional level
- Any governmental or civil treaty, legislation, or policy that has an impact on the climate (e.g. housing agreements, trade, etc)

# AUDIENCE SEGMENTATION



- Define your audience - as a climate advocate, who is your target audience?
- What other audiences are you likely to encounter during your work? Categorize them and create three different key actions to reach each of them.

You have the knowledge, but you won't get anywhere by shouting it into an empty room, or a room full of strangers.

To get somewhere, we must think about **who** we are speaking to.

Understanding our audience and being able to segment it into categories is an important skill. It means that we can **alter our argument or negotiation based on the person standing in front of us.**

This section of the toolkit allows you to explore the profiles that you will regularly encounter at the relevant events, and also who from this people is more interesting to talk to.

Top tips:

- *Nobody is fully unapproachable. It is a matter of mindset.*
- *Make yourself memorable. Treat people as humans first and connect with them before delivering your opinion on something or attempting to negotiate.*
- *Use the internet to understand their profile before diving in.*

# AUDIENCE SEGMENTATION



Reflect on these questions to understand your audience:

What kind of events do you normally attend?



Who do you encounter at these events?  
Activists? Professors? Politicians?  
Artists?

Who do you normally talk to during the event?



Who would you like to talk to but you find unapproachable?

What do you think these people are looking for in a conversation?  
*(think background, interests, etc)*



What steps can you take to prepare in advance before meeting the people you'd like to talk to?



# FINDING YOUR COMMUNITY

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- Define your community and who you would like to have in it.
- Create a list of five key actions for building a community with like-minded people who could help with your climate endeavour.

A community is a group of people who become one. There is a common thread that brings everyone together, whether this is a mission, joint action, or something else entirely.

They can help you look legitimate, credible, and/or known by supporting your work through a brand or recognizable entity. It will also help you with your knowledge, motivation, and outreach, as well as to fill any skill gaps you might be missing within the group.

This could mean that you need to build a group from scratch, or you can join a local movement. Regardless, the most important thing is that you **identify with the group's voice**.

*Top tip:*

*A problem shared is a problem halved, or it can become a problem doubled. Be careful whom you choose to share your climate concerns with, and who you bring into your community.*

# FINDING YOUR COMMUNITY

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**Reflect on these questions to understand your target area:**

1. What groups (if any) are you currently involved in?
  - a. What do they do?
  - b. What do you offer to each other (skills, knowledge, time)?
2. What areas of the climate movement would you like to be involved in?
3. What does your local area need? (e.g. spreading awareness, understanding of different issues, clean water, resources...)
4. Can you identify a correlation? What do you need to do to satisfy 2 and 3?

**If you need to build a community from scratch:**

- Set a mission for the community, and choose the actions it will focus on.
- Consider your strengths and passions, and what skills you would need/like to have in your community.
- What kind of people to recruit to fill these gaps.
- Always question 'why' did you choose this mission, how you want to achieve it, and which actions and skills are required to achieve it (the golden circle)

# NON-NEGOTIABLES

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Set the values and beliefs you consider as 'deal-breakers' if people go against them

Every human being lives by their values and beliefs. These shape who we are, the things we consider to be important, and the actions we take.

When building a group, or deciding with a party your views on a certain topic, we can come up with our 'non-negotiables', or our 'deal-breakers'. In essence, topics or actions that you are not willing to go past them whatever happens.

For example, you could have the core value of honesty. You might struggle to work with people who exaggerate, and it forces you to make something up or lie to get what you want.

Another common core value for environmentalists is accountability. This could affect your reactions to lie, or to blame big corporate entities for polluting atmosphere.

Maybe you can think of a time where you were involved on a discussion and your gut stopped you from saying something or taking a specific action. This is most likely down to a core value.

To be able to negotiate effectively, consider what are your core values so that you know how far you can push yourself, and how far you can be pushed. Also consider what values the person at the other end of the table has when engaging in negotiations.

# NON-NEGOTIABLES

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**Reflect on these questions to understand your core values:**

1. What values do you support? Try to write down ten, and then rank them. Focus on the top five - your 'core values'.
2. What are some activities and actions that fall under these values? (assess only for the core)
3. Think of someone you know well, or someone famous. What values do they have that you do not agree with?
4. What are some activities or actions that you do not agree with about this person?

## **Top tip:**

- *Ask a close friend or family member to reflect on what strengths and values they believe you have. Do they match the ones you identified yourself?*
- *There may be some values you hold that are 'negative', or values you do not like about yourself. This is completely natural, and you can change these, but it will take time.*

# COMMUNICATION

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- Assess what communication channels do you normally use to get your message across social media, conversations, etc.
- Increase awareness of various communication techniques and how to adapt your message depending on the person

Communication is the giving or exchanging of information, and can be done in many different ways.

If you have ever spoken to someone and they didn't understand you, or the exchange went badly, this could have been caused by the way of communicating, or the noise that gets in the way of such an encounter (noise being literal background noise, different definitions, different beliefs).

If you have a specific point you want to get across, the best thing you can do is to first take a step back and consider what communication channel to use, and then how you should communicate it.

As the purpose is to build a community, the best thing you can do is to follow the golden circle and ask **what do you want to achieve, how, and why?**

# COMMUNICATION



## Some further questions to consider



1. What communication methods are you currently using?
  - Are you a peaceful warrior or a loud activist?



2. Who are you talking to?
  - Tailor what you are saying to the person in front of you. Consider
    - cultural differences and stereotypes
    - how empathetic you need to be
    - whether you are informing, persuading,...



3. The most important discussions happen outside the room - are you in the right place?
  - Build relationships with people of influence
  - Use the talents of your community to network, outreach, understand discussions, etc.



4. Why do people have the opinions they do, and **why** did they act in that way? (the golden circle)



5. Will there be any negotiations?
  - Allow for all voices to be heard, and perspectives to be shared. Choose an adequate setup for this exchange.

# FREE RESOURCES

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-  United Nations Climate Change Courses, including certification - click [here](#).
-  Advocacy tools & resources from Voices of Youth / Unicef - click [here](#).
-  Ellen MacArthur Foundation circular economy resources - click [here](#).
-  Climate Reality Leadership Corps Training, including certification - click [here](#).
-  Sustainable Sanitation and Water Management Toolbook Catalogue of WASH related courses - click [here](#).
-  Youth4Climate platform for climate advocates (UNDP / UNFCCC) - click [here](#).
-  Climate Change courses, including certification from Coursera (various Universities) - click [here](#).
-  Climate Change Professional Programs from EdX (Ivy League Universities) - click [here](#).
-  Opportunities for Youth (jobs, training, learning) - click [here](#).
-  United Nations Environment Programme (UNEP) tips & tricks for advocacy - click [here](#).