

# Essential Steps to Become a Negotiator

- Study diplomacy
- Understand the concept of negotiation
- What is negotiated, why is it negotiated, what is it negotiated for and with whom is it negotiated?
- Is there enough information to bring a negotiation position (TACCC)?
- What are the ideas of other internal actors in the country?
- Understand the national, social, economic and mainly political circumstances
- In what framework of event will it be negotiated?
- What are the positions of neighboring countries or within the region? Do they share the same ideal?
- If you do not share the same ideal, look at consensus positions or better explain why your position would benefit other countries in the region and try to highlight your point of view.
- Consensus will not always be reached given different national circumstances. In this sense, look for countries that share the same ideal inside and outside the region.
- Understand the rules of negotiation within the United Nations system
- Study carefully the positions of the countries that will not agree with your position and prepare for the worst possible scenario.
- A key point that must always be present is to have political support at the highest level, so it is extremely important to have the understanding and support of the highest decision-maker.