

Role profile: Moderators

Who you are:

Adalberto Espejo

Nobel laureate for literature

Alva Salas

Editor-in-chief of the renowned weekly newspaper "Reciente"

Yasuní National Park is among the world's ten greatest biodiversity hotspots, and was designated a biosphere reserve by UNESCO. However, 7.2 billion US dollars' worth of oil has been discovered in the park's soil. It is impossible for the oil to be extracted without destroying the forest. Ecuador cannot afford to simply pass up on this money. However, in 2007 president Correa made a proposal to the UN General Assembly according to which he would forgo oil production in the Yasuní ITT area if the international community paid half the value of the lost revenue into a UN trust fund over a 13-year period. The money is to be used not just to protect the Yasuní rainforest, but also to support the creation of an energy supply based on renewables and promote economic and social development in Ecuador. The government's aim is to become independent of oil exports.

The Yasuní ITT initiative was met with great enthusiasm by the international community. After countries around the world pledged 100 million dollars by the end of 2011, President Correa announced that Ecuador would definitively forgo oil production in the Yasuní ITT area in order to preserve the rainforest. The initiative was supported by the UN, which opened a trust fund for the purpose. However, not enough money has been paid in so far, and Correa must make a decision by 31/12/2011. In order to make the decision, Correa has invited key stakeholders to support and advise him.

As high-profile public figures, you have intervened in the case and offered to mediate between the stakeholders involved. The Ecuadorian government has accepted your offer, and invited you to moderate the conference scheduled for November 2011.

Rollenprofil Moderation

Your objective:

Your objective is to bring all the parties involved together at a table, and promote an exchange of views on the issue. You sympathise with the interests of both the Ecuadorian government and the governments of Germany and Norway (after all, you too want economic development for your country). You also sympathise with the worries of the people who live in Yasuní National Park, and the concerns of the Climate Justice environmentalists. Your goal is to reach a compromise which accommodates all parties and leads to an amicable settlement for everyone involved.

Strategy

Your strategy in pursuit of this goal should take the following aspects into account:

- › All parties to the negotiations should have the opportunity to speak and be involved in the discussion. Long monologues are not very conducive to a compromise, and you should curtail them in a friendly manner.
- › A relaxed, peaceful atmosphere helps everyone to feel taken seriously and understood. Heated exchanges and insults, meanwhile, can cause participants to leave the discussion in anger, putting your goal at risk. Your job as moderators is to make it clear that everyone stands to gain from a cooperative approach.
- › In many cases, aspects such as the level of compensation payments cannot be agreed upon during the official negotiations. Informal negotiations are often better suited to this end. Accordingly, you will provide a format comprising both official and unofficial talks. It is a good idea to make it clear before every round of unofficial negotiations that they are not breaks, but an important opportunity to conduct unofficial talks.
- › During the conference, life goes on in the outside world. A news ticker (the facilitators) will inform you of key events immediately. If you receive such an event from the facilitators, you should announce it at the end of a round of negotiations.

The conference schedule is as follows:

No	Programme	Duration	Time	Your tasks	Moderation
1	Opening	10'		Conference opening, welcome, all stakeholders introduce themselves and their positions (max. 2 minutes per group).	
2	Group phase: Strategic planning	5'		The stakeholders are given some time to discuss how to proceed, or to approach other groups for informal negotiations.	
3	First round of negotiations	10-15'		The negotiations begin immediately, regardless of whether all delegates have returned to their places. If unofficial negotiations have already taken place, at the start of the new round you should ask questions to determine what progress has been made in the negotiation process. At the end of the round, you invite everyone to a "coffee break" (for unofficial negotiations).	
4	Group phase: First round of informal negotiations ("coffee break")	10'		The stakeholders are given some time to discuss how to proceed, and to approach other groups for informal negotiations.	
5	Second round of negotiations	10-15'		First, ask questions to determine what progress has been made in the negotiation process. Urge the Ecuadorian government to decide upon a concrete course of action. In any case, a final decision must be made after the third round of negotiations at the latest. At the end of this round, you ask the Ecuadorian government whether it is in a position to make a decision, or whether it requires a final round of negotiations. Depending on how much progress has been made, the government can withdraw at this point and make its decision. In this case, the following round is the final one. If the government requires more time for negotiations, you should call a "break" for unofficial talks.	
6	Group phase: second round of informal negotiations/possible decision	10'		see above	
7	Possible third round of negotiations	10'		see above	
8	Possible group phase: Decision	10'		At this stage, the Ecuadorian government should if possible make a decision as to whether or not the oil will be extracted. You explain to everyone present that the Ecuadorian government will now withdraw in order to deliberate and come to a decision. The other groups can use the time as they wish.	
9	Final round	10'		At this point, the Ecuadorian government announces its decision. All groups have the opportunity to comment on the decision in a final statement. You will then end the conference.	

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Important

Pay attention to the time! You are responsible for making sure the timing for each stage is followed, and the delegates keep their contributions short. The negotiations must be completed by the specified time! To prevent the group from reacting negatively to your strict time management, it is a good idea to remain friendly and ask for their understanding. If necessary, you can turn to the Ecuadorian government or the facilitators for support.

Do not underestimate the importance of your task! You have the crucial mission of ensuring that the negotiations run smoothly and lead to an agreement among all parties involved. You can also use your influence as public figures in informal talks, seeking to steer stalled negotiations towards a compromise.

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List of names:

The following list of names will help you to maintain an overview of everyone at the negotiating table:

Moderators:

Adalberto Espejo

Moderator and Nobel laureate for literature

Alva Salas

Moderator and editor

Ecuadorian government:

Rafael Correa

President of Ecuador

María Fernanda Espinosa

Minister for Cultural and Natural Heritage, Ecuador

Carlos Lucro

Minister for Economic Affairs, Ecuador

Yvonne Baki

Government Special Envoy for Yasuní, Ecuador

German government:

Dirk Niebel

Minister for Economic Cooperation, Germany

Gudrun Kopp

State Secretary to the Minister for Economic Cooperation, Germany

Hans-Jürgen Beerfeltz

State Secretary to the Minister for Economic Cooperation, Germany

Reiner Scheffler

Manager of energy technology company PowerTech, Germany

Norwegian government:

Erik Solheim

Minister of the Environment and International Development, Norway

Ingrid Fiskaa

State Secretary to the Minister of the Environment and International Development, Norway

Tove Andersson

State Secretary to the Minister of the Environment and International Development, Norway

Ecuadorian NGO CONTIGO (confederation of indigenous nationalities):

Marlon Santi

President of the confederation of indigenous nationalities CONTIGO, Ecuador

Mara Tristán

Vice-president of the confederation of indigenous nationalities CONTIGO, Ecuador

Humberto Álvarez

Representative of the Sarayaku community

Frida Santos

Representative of the Sarayaku community

German NGO Climate Justice:

Lale Ergün

President of Climate Justice e.V., Germany

Konrad Grünberg

Deputy President of Climate Justice e.V., Germany

Sonja Nowak

Climate Justice e.V., Germany

Oil company Global Oil:

Paolo Idris

Manager, Global Oil

Lorenzo Accumularo

Chief Operating Officer, Global Oil

Rosa Fanelli

Management Strategy and Corporate Development, Global Oil

Antonio Amado

Expert, Global Oil