

Terms - With Agreement:

September 26, 2005

Overview Part one

Both sides will appear in a series of combined challenge documents that would be publicly available at two week intervals. At various times throughout the process when questions are posed or negotiating issues offered, both sides will receive that information from each other simultaneously at a preset timetable of perhaps 96 hours prior to the publishing deadline. This analysis is designed as a quick two-page overview of the terms. The formal terms will be provided in much greater detail.

Format:

Each shared challenge documents will feature the two sides on an equal basis. The front and back covers will be split in half with one side consistently on the left and the other on the right. Content from the front page will be continued on subsequent pages. Each pair of facing pages will consistently call for one side to be featured on the left and the other on the right. All challenge documents will be standard magazine size of 9 x 12.

Visual:

Front page header: Designs for the top 2 inch header are under review with the recognition that the overseeing organization would select the final logo and look of the challenge document.

Front page: Each side will have the option of placing a photo, map, symbol or other visual item at the top of their front page column. (Note that a separate pdf is now being created that will show this format in detail)

Inside pages: Each side can choose 1/5th of each page to feature a non-text item such as a photo, graph, news story etc. that would support their case. (Certain sections such as the "Questions and Answers" would not have any visual elements.) Each side would have the option of either using this 1/5th page, including the caption, in either one or two parts per page.

Round 1: 24 pages

History will comprise 9 and 1/2 pages for each side that will begin at the top of the front cover page. (The split front cover creates the 1/2 page). Questions and Answers comprise 2 pages for each side and the back page features the vision from each side. (As noted earlier, the questions would be supplied before the publication date.) There would be 2 questions posed per page, thus a total of four questions would be posed per side in this example of Round 1. Each side could determine how much emphasis to place on each question by choosing how much space should be allocated to address each question. One question could be answered by a simple "No" while 2 entire pages could be used to answer a question of their own choosing.)

Round 2: 24 pages

History will comprise 7 and 1/2 pages for each side. This history section will benefit from the perspective of seeing the other side's view of the history of that conflict in Round 1. Historical elements that both sides agree to will be apparent as well as those elements where they do not agree. The question and answer section is expanded to 4 pages for each side. The back page again features each side's vision, benefiting from the perspectives supplied in the earlier round.

Overview Part Two:

Private talks often begin with small confidence building steps that create personal trust between negotiating partners. The logic behind this approach is that by putting off the larger and more contentious issues to later, the atmosphere will be improved by the time the more difficult compromises need to be made. Examples of the failure of this approach abound. The Oslo process represents a recent prominent example of how and why this strategy did not live up to its promise.

Public talks represent a different approach by calling for both sides to put forth important issues near the beginning of this process rather than at the end.

Round 3: 20 pages

Front page: Each side lists the three negotiating points where it seeks agreement. 7 and 1/2 pages is allocated for each side. This Negotiating Proposal section would call for each negotiating point to begin in bold type and will continue with arguments why the other side should agree to that position. The question and answer section in this round would be 2 pages for each side. The back page would again feature each side's vision for the future.

Round 4: 20 pages

Front page: The Negotiating Response section (6 and 1/2 pages for each side) would begin on the front page and would call for the opposing side's first negotiating point listed in bold type in the beginning, clearly marked and the text immediately following would constitute the response to that point. This response section would call for that side to respond to all three of the negotiating points requested from the other side and each subsection would end with a summary response that may or may not take a step closer to the position posed. The question and answer section would be 2 pages for each side. An "Overview" section of 1 and 1/2 pages for each side, ending on the back cover, would call for each side to address potential tradeoffs. For example, one side could accept a term offered by the other side on the condition that one of its own points is accepted.

Overview Part Three:

This process could be continued into further rounds by using the format in round 4. The ability of this process to depict the detailed tradeoffs to reach agreement is central to what makes public talks qualitatively different than private talks. Historically, two sides often begin a negotiating effort, when they negotiate in good faith, by staking out vastly contradictory stands where only compromise can yield an actual agreement. Thus, by showing their perspective constituencies the step-by-step compromises along the way, these negotiating partners will not be immune to the charges of sell-out by extremists. But rather, they will make a stronger case to the majority of their constituency than they could by an announcement that the media and their political opponents may distort.

Overview Part Four

One potential outcome of public talks is that at any point along the way, the two sides may agree to formal face-to-face talks, which may be significantly more fruitful because of the earlier steps surrounding public talks.