

ESD.864 Problem Set #4
Due Session 18

Question #1. RAINS modeling of country positions

Develop a short “position paper” (max 2 pages including figures!) for your country going into the negotiations. The position paper should include:

- A concise statement of your goals for the negotiation
- Your negotiating strategy, specifics of your preferred outcome, and your bottom-line position
- Your initial arguments to convince other countries to support your position.

Use output from the RAINS model to illustrate your strategies and arguments.

Question #2. Negotiating outcome

Write a press release (text < 1 page, with 1 or two figures) announcing the outcome of the negotiation from your country’s perspective. You should:

- Summarize the agreed-upon outcomes and commitments
- Identify why this outcome is good or not for your country

You should include 1-2 figures from RAINS that show the most important outcome from your perspective.

Question #3. RAINS

Having now used RAINS as a negotiating tool, reflect on how having a simple model might have influenced the negotiating process. How do you think your outcome might have been different if you hadn’t used RAINS? What are the benefits and limitations of using simple models in international negotiations?

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ESD.864 Modeling and Assessment for Policy
Spring 2011

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