

Edition Notice

EDITOR

of the instructions for the simulation game// act worldwide

Entwicklungspolitisches Netzwerk Sachsen e.V. (Saxon Development Policy Network (registered society))
(ENS e.V.)

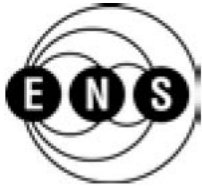
Kreuzstr. 7, 01067 Dresden

Telephone (03 51) 4 92 33 64

Fax (03 51) 4 92 33 60

E-Mail: kontakt@einewelt-sachsen.de

<http://www.einewelt-sachsen.de>



 // **weltweitwissen:**

EDITORS

Astrid Günther, Anne Schicht, Tobias Wallusch V.i.S.d.P. (Responsible in accordance with the Press Law):
Anne Schicht

The simulation game was promoted by the Free State of Saxony and the Foundation Nord-Süd-Brücken. It was developed in cooperation with arche noVa e.V., with the Saxon Youth Foundation and STUBE in the Ecumenical Information Centre.

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Katja Springer

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Astrid Günther Franziska Müller Abdoulaye Ouedraogo Silke Pohl Anne Schicht Julia Timoschtschenko

Dorothea Trappe Jana Utikal Tobias Wallusch

From left to right: All persons participating in the simulation game meet to introduce themselves and to analyse the simulation game in the assembly room.

A group starting to take their part

Informal talks between the countries



Contents

// act worldwide 3 What is the simulation game about? 4 What is the objective? 5 Who joins the simulation game? 6 What are the rules of the simulation game 9 What has to be kept ready? 13 What contents is taken for granted / has to be prepared beforehand? 13 What modification possibilities are there? 14 photos / Impressions / 15 materials

The simulation game /act worldwide:

The simulation game// act worldwide was developed in the course of the preparations for the congress // worldwide learning from the 14th to 17th November 2007 at the Saxon parliament. A team reflected beforehand on how to benefit from 15th November, which was intended to be reserved for students. It was intended to be something active and up-to-date. Although the actual EPA negotiations had already been running for some years, it was not until 2007 that development policy groups realised its explosiveness. The preparatory team considered this issue exemplary and topical enough to explain it to young people by means of a simulation game. Although the group was well aware of the work to be done and the efforts to take to conceive a new simulation game, they decided to run the risk.

After the successful simulation game on 15th November 2007 at the Saxon parliament, there were demands for materials from // act worldwide. Both teachers and development policy multipliers were requested to revise the simulation game for easy re-use, and they created the present brochure.

On the attached CD you will find all enclosures to the simulation game// act worldwide.



What is the simulation game about?

"A new free trade agreement shall be concluded between the EU and African countries. This is wonderful for the population of the industrialized countries, as such agreements guarantee for supermarket shelves to be filled with goods from all over the world. In the European politicians' opinion this an excellent chance, since it means more prosperity for Africa. Some African states welcome this agreement whereas others are not at all enthusiastic over it. In several African countries threatening strikes and protests are already expected to break out, and on top of this, European globalisation activists are raising objections... Anyway, the mood at the negotiating table is seething. What happens next? What will the negotiating partners agree upon? Will the Free Trade Agreement be concluded? And how will the press reacted to this? " (Announcement flyers, 15.11.2007)

The relations between Africa and Europe have been controversial for decades. It is true that the African countries could get rid of colonialism through their independence, but those who thought a period of catching-up modernization and economic growth to follow, was deceived. Irregular trade relations widened the gap even more, and made the African world market share decrease.

Since the current Lomé Convention was limited, in 2002, negotiations on a new era in the African-European cooperation were resumed. However, African heads of governments and representatives of non-governmental organizations were appalled by the draft of the EPAs (Economic Partnership Agreements). This is the name of the new contracts: Not only did the European proposals lack any development policy perspective but on top of this valid trade benefits were to be abolished and liberalisation obligations were to be enforced, which would have been unique in the worldwide trade. But the African countries came out strongly, insisted on their rights and they succeeded in denying Europe's request for a binding signature until the end of the year of 2007. Interim agreements were concluded and the decision was postponed. This gives us more time, but a final agreement showing prospects for the African continent has still to be concluded. Usually, simulation games are complex role-plays with conflicts of interest and high pressure on decisions. This applies also to // act worldwide: At the end of the simulation game an economic agreement is to be signed. A draft contract has been written, but the contracting parties' opinions on this are very different. Their interests are contrary.

// act worldwide does not imply individual roles for certain individual persons, but allocates group roles. In a

group, (political institutions, organizations or interest groups) different actors work together.

The simulation game // act worldwide represents the bilateral negotiations between groups of countries with economic content. On the one hand, reality is inevitably simplified – this requires temporal and spatial limits. On the other hand, the simulation game aims to rigidly follow the actual EPA-negotiations with regard to the arrangement of the roles.

Therefore //act worldwide is a simplified representation of reality. In this way, not all aspects of the contents of the agreement will be dealt with. Neither will all countries of the groups of countries negotiate, nor will the groups of countries. Nevertheless, a realistic insight into economic negotiations on the highest level will be given.



What is the objective?

"The objective of simulation games is to render complex political and / or social reality, and contexts and processes difficult to access manageable and transparent." (Massing 2004, 165)

The objective of // act worldwide is to understand the contract negotiations between the EU Commission and the West African group, and the EU Commission and the Southeast African Group.

Cognitive objectives /Increase in knowledge:

- * Insight into global economic and political contexts.
- * Specific situation of the individual roles, especially of those countries which join the game.
- * How do trade and its mechanisms work?
- * What are the contents of the agreements?
- * Insights into the complexity of negotiation procedures and realisation that often "the" solution does not exist / insights into the difficulty to reach a result satisfying all parties

Development of skills:

- * Communication with team-mates
- * Situation analysis
- * Negotiation, negotiation of compromises
- * Formulation and representation of interests
- * [Ability to deal with conflicts](#)
- * [Ability to work in a team](#)
- * Intuition
(for the situation of "weak countries" and "strong countries", and the NGOs)
- * Practice of frustration tolerance
- * Practice of the ability to think in alternatives
- * Solidary behaviour
- * Development of problem-solving skills

Suggestions for actions(for the subsequent actions after the game):

- * Commitment to fair trade
- * Purchase of the respective products
- * to get informed about development policy issues

From left to right: Having fun in playing the game and sufficient breaks... help to survive the hard negotiation day

Representatives from Tanzania in the plenary room





Regional Negotiations of the Southeast African group

Who joins the game?

The sizes of the groups playing the various roles are different. For example, let us take a total number of 40 participants and let us propose the size of the group on this basis.

UE Commission

1* should be a larger and more efficient group of about 5 people, since they have to negotiate with several groups. In reality, this group has the best negotiating conditions: experts in economy, material equipment
2

* should act on their own since the stipulated negotiation will not take place before the end of the implementation phase.

* if required, a teacher can assume this role (however, only if this is really necessary, since there is the risk of teacher-student dependency which might have a distorting effect on the game)

1* favours the draft agreement.

2

3European agricultural organisation

2* should consist of a medium-sized group of about 3 people

1* favours the draft agreement

2

3European textile industry

3* Should consist of a medium-sized group of about 3 people

1* favours the draft agreement

2European Civil Society (Northern-Non-governmental organisation NGO)

3

4* Should consist of a small group of about 2 people

5* rejects the draft agreement

6* has little possibilities to exert influence

Southeast African Group (SADC), consisting of the three countries

- Botswana * Tanzania * Namibia

All countries should dispose of a medium-sized group of about 3 people each. There are aspects both favouring the draft agreement and indisputable arguments against it. In any case, the countries will not accept the first version of the draft agreement.

West African group, consisting of the three countries

- * Senegal * Nigeria * Ghana

All countries should dispose of a medium-sized group of about 3 people each. There are aspects both favouring the draft agreement and indisputable arguments against it. In any case, the countries will not accept the first version of the draft agreement.

African Cotton Seed Oil Industry

1* should dispose of a small group of about 2 people

7* rejects the draft agreement

8

African chicken industry

2* should dispose of a small group of about 2 people

9* rejects the draft agreement

3

African Civil Society (South non-governmental organization - NGO)

1* should dispose of a small group of about 2 people

2* rejects the draft agreement

3* has little possibilities to exert influence

Journalists

1* should consist of a medium-sized group of about 3 Persons

2* should attend events and be in a position to summarize important facts

4* should be objective

5

In case there are only a small number of simulation game actors, we recommend omitting the following roles:

3* Either the roles of the West African Network or the roles of the South East African Network

* One "economic role" of the European and African group each

At least two actors should be available for each role.



THE "AFRICA PUZZLE"

EXAMPLE: ROLE DESCRIPTION FOR NAMIBIA - SOUTH-EAST AFRICAN GROUP

Description of your task: You are representatives of the country of Namibia. As a country of South-East African Group, Namibia negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these by an agreement. And now, the final agreement has to be concluded! The EU submitted a draft agreement to you. In case other countries should sign the free trade agreements and Namibia should reject them, only these countries would continue to have duty-free access to the European market. That would certainly be an immense disadvantage for you, since the old contract is going to expire at the end of the day. Therefore, you have to reach an agreement before the end of the day. Until the expiration of this deadline you can negotiate with other groups, submit amendments etc.

1Proposals on how to proceed:

2* Read your role card and discuss the situation in your country: What is the economic situation? What problems do you have? What interests do you have?

3* Read the agreement and find out how it could serve your country and in how far it might be noxious to your country. Which groups in your country would favour the agreement and which groups would reject it? Do set priorities!

4* Discuss about the objectives of your negotiations. (You will find proposals on the bottom of this page.)

* What strategies can you apply in order to protect your interests?

5* Who would you like to meet, what are the objectives of your meetings, what should be avoided at any rate? You should also reflect on the views the other groups might take.

6* Would you like to delegate tasks? If so, you should not fail to constantly communicate the results achieved by your group.

Description of the situation in Namibia: The former German colony of South West Africa, was one of the last countries in Africa to get their independence in 1990. The official language is English, which however, is spoken only by about eight percent of the population. Due to the more or less haphazard borderline demarcation by the former colonial powers - through former tribal areas - as well as by many strong migration movements in the 19th and 20th centuries Namibia has become a typical multi-ethnic country. There are living a large variety of ethnic groups.

The country: Basically, Namibia is dominated by two deserts: in the west by the Namib extending from the

Cape province far into Angola after reaching Namib desert and in the east by the Kalahari desert. Between these two deserts there is the inner highland with an average height of 1,700 m, which, around the capital town of Windhoek, also exceeds the height of 2,000 meters.

Economy: As the Trade Minister Immanuel Ngatjizeko you are a member of the SWAPO Party, who has been governing for 28 years. Basically, your attitude towards international trade agreements is positive: It is true that your country is quite big (2.3 times as large as Germany), but with about 2 million inhabitants (Germany has 80 million) its population is very small. Therefore you need to do business with other countries to attract more people to buy the goods produced in your country.

Better roads and paths to reach your neighbour countries would constitute the basic conditions. Otherwise all Free Trade Agreements are in vain. Therefore you need EU funds! Your main export products are raw materials such as diamonds and natural gas, and for these products you get good money from Europe. But would it not be better if you were able to manufacture these diamonds into valuable jewellery on your own instead of exporting them as raw materials at low prices? You are still lacking the machinery and technology to do so. The same applies for your agriculture. 50 percent of your population lives on the arduous field work, livestock and fisheries, just enough to cover their own needs. Without any duties, a lot of European food will be available at so low a price that no one will buy local food. In this way, many of the already poor farmers and fishermen go broke. But what will happen if the Europeans eventually discontinue their supplies? Therefore you need to modernize your agriculture, so that you can produce at lower costs and in larger quantities. For this reason you need EU development aid funds, and even more time and protective tariffs. A third of the population has absolutely no work or else works in the "informal sector", such as e.g. street vendors or shoe shiners. These people do not pay taxes and have no social security such as pensions or health insurance.

Strategies of action: it is you to define your government's concrete objectives. Below please find some indications on how to proceed:

- * modify some points of the text of the agreement to your favour
- * ask for exceptions for certain products (e.g. protection of your own agricultural products)
- * ask for more time before signing the agreement
- * ask for an alternative to free trade agreements
- * ask for accompanying development projects
- * ask for more time and money to prepare your own agriculture for the free trade agreements.
- * other concessions



What are the rules of the game? Phases and time frame

SECTION 1: PREPARATION

1. **1.1. Introduction into the game:** Contents and objectives of the simulation game will be indicated and named and explained briefly. The schedule and roles to be played are presented. A careful introduction is highly recommended in order to avoid misunderstandings that might have effect on the entire simulation game.

1. **1.2 Information Phase:** This is an introduction to the topic of global economy, bilateral negotiations between groups of countries on economic agreements, the role of the WTO (World Trade Organization) and the contents of the agreement. This information phase may be concluded in different teaching units before the actual simulation game. The more the actors know about the theoretical background, the more smoothly the negotiations can be concluded in the simulation game. At this very moment, and no later than during the next phase, the roles shall be allocated. The role allocation should not be left to chance. The groups should be well mixed with regard to their capacities. Certain groups hold a "key position" and should be particularly strong. This applies e.g. for the EU Commission and the journalists group.

Note: It is recommended to cast the roles by different numbers of persons: please see the indications under "Who joins the game?"

1. **1.3 Elaboration phase:** During this phase, the actors have to get familiar with their roles. Explanations can be given if need be. At the end of this phase the actors have to agree upon their objectives and their order of priority within their group and have to develop a strategy. They should find possibilities and limits of compromises. It is recommended that the actors of a group assume specific tasks (e.g., they can appoint a spokesman, who writes press releases and who is always available for the press. There can be a coordinator, who distributes requests for discussions, etc.), group discussions and decisions should be put down in writing, this also in order to be able to better reconstruct them. The teams will now get their first task: They have to introduce themselves and their points of view in the following press conference with a maximum of three sentences.

According to our experience, for the phases 1.2 and 1.3 at least 2 hours will be required if the actors have no or very little previous knowledge. The better they know about world economy and their role, the more smoothly the negotiations will eventually be carried out.

SECTION 2: NEGOTIATIONS (actual phase of the game)

2.1 press conference: Within a total time of 15 minutes each representative represents his/her group. In doing so, all other parties to the game have once again the opportunity to get to know the remaining actors. With their brief statements on the draft agreement the groups are to receive the first indications on who might be their future allies or whom they still would have to convince. The moderation of this game can be assumed by the head of the game. At this point, the latter one is recommended to take a role (and to point this out), e.g., in his capacity as a WTO he invites to support and to further the negotiations.
[// act worldwide is divided into sections 1-3 and several phases of the simulation game](#)



Due to their superiority the EU-Commission presents themselves confident

As a WTO it is also possible to treat the groups differently (and subliminally). E.g. the EU Commission will be allowed to begin and will be supported benevolently by the moderation, and the civil societies will be the very last ones and will be granted only a few possibilities. The journalists might get the opportunity to ask short questions.

2.2 Informal discussions: Discussions with other groups can be held during the entire section of the simulation game. The larger the groups' cast, the more opportunities for informal discussions will be taken. The objective of the talks is to convince negotiating partners of their own points of view and necessary amendments to the draft agreement. The "government" groups (i.e. the EU Commission and the African group of countries) negotiate on dates previously stipulated. The other groups, however, have to try to exert their influence prior to these dates if possible.

2.3 Negotiations: At least three negotiation rounds should take place: two internal rounds on the occasion of which the countries of the two African groups meet (West African Group and Southeast African group). Afterwards, representatives previously elected by each group of countries negotiate with the EU Commission. Then, two separate negotiations shall take place with the objective to agree upon an agreement the contracting parties can sign upon its conclusion.

2.4 Press-News: This element can be used as often as you like. However, it should be used at least once. All groups meet at a predetermined point of time. The journalists announce this news (e.g., some progress was made in the negotiations with the groups of countries, some actions were carried out by the civil society, etc). Some tasks of the game refer to the Press-News. E.g.: those who groups who have been indicated here, are allowed to attend the next negotiation round as a silent observer).

2.5 press conference on the conclusion: After the negotiations between the EU Commission and the representatives of African groups all participants will meet for the last press conference on the occasion of which the results of the negotiations will be presented briefly. Moreover, all groups will get the opportunity to comment on these results.

Events: If there is the risk for the simulation game to become very unilateral (e.g., if one group is very dominant or if very unrealistic solution proposals are presented), the head of the game may insert further events. These may be read out in the Press News. There are events to put the groups favouring the signing of the draft agreement under pressure or to support them.

EXAMPLE OF AN EVENT: DECISION ON DEVELOPMENT AID BUDGET

(Brussels / Belgium): The EU agreed upon the new development aid budget. African countries having concluded an economic partnership agreement (EPA) will receive 15 million Euros per year from a separately provided transition fund and on top of this political consulting by the consulting company PriceWaterhouseCoopers.



Game tasks: The simulation game is strongly dominated by negotiations. In order to keep the simulation game alive, game tasks can be inserted. These tasks have to be assigned by the head of the game to different groups at different times. The game tasks also help to structure the game. The specially marked game tasks should inserted at any rate.

EXAMPLE OF GAME TASK: PRESENTATIONS

On the occasion of the final negotiations, the World Trade Organization (WTO) invites for a press conference to be held between the EU and African countries. You have the opportunity to briefly present yourself and your position. Moreover, all the other groups will present themselves.

T a s k :
Please sum up in three sentences who you are and what is your attitude towards the free trade agreement. Please select the most interesting form appropriate to your. Please decide who of you will present your group.

This presentation is very important. The other groups know about you only what you say here!

Listen carefully to the presentation of the other groups. Do they have similar opinions on the agreement? Who could be your partner?

N o t e :
This game task has to be assigned to all groups.

SECTION 3: REFLECTION

This section means the transition from action to reflection. This phase is very important for the success of the

learning process, and therefore sufficient time should be granted.

1. **3.1 Dissociation:** First of all, everybody should put daylight between himself and the role. This could be done by means of some relaxed movements. The actors should dissimulate their roles and reflect on the simulation game from a certain distance. In order to enable them to do so they have to reflect on the experiences they have just made during the game. The actors should evaluate the game intuitively, assess the process of the game and verbalize feelings (frustration and sense of achievements).

2. **3.2 Analysis:** As a conclusion, important questions about the problems regarding the contents and the synchronisation with the real world trade situation will be asked and answered: of the world situation and answered: "What were the main results? What were the most important categories (interests, power, rights, values, ideologies)? What findings can be generalized, i.e. can be that can be transferred to other political areas?"

Please find enclosed our proposal for a schedule for the simulation game.

Schedule for the simulation game

EXAMPLE:

FREE TRADE AGREEMENT BETWEEN THE EU AND THE AFRICAN COUNTRIES

WHEN?	WHAT?	WHERE?
10:00 – 10:30	Welcoming and Presentation of the simulation game	big room
10:30 – 11:30	Introduction of the contents of the simulation game	big room
11:30 – 12:30	Role identification and strategy development	in small groups allocated to the available rooms
12:30 – 13:15	Lunch / Break	
13:15 – 13:35	Press conference for all	big room
13:45 – 14:05	1st meeting of African Groups of countries	in two smaller rooms
	All others: informal discussions and action planning	big room
14:25 – 14:35	Press news for all	big room
14:35 – 14:45	Strategy meeting of all groups	big room
14:55 – 15:15	2nd meeting of Groups of African countries	in two smaller rooms
	All others: informal discussions and action planning	big room
15:15 – 15:35	2 parallel negotiations between the African representatives with the EU	in two smaller rooms
15:45 – 16:00	Press conference with the announcement of the results of negotiations for all	big room
16.20 - 17:00	Evaluation, feedback & discussion	big room

What must be kept ready? (Material/Rooms)?

MATERIALS

- * Paper, pens, Posters
 - * Pin board for the press corner
 - * Utensils for individual roles for identification and Action

 - * Name cards to affix
 - * Role descriptions, several versions

 - * draft agreement (Attention! this agreement has to be given only to the African countries and the EU Commission)
 - * small dictionary (see annex)
 - * background information for the individual roles

 - * keep ready game tasks and possible events

 - * broad overview of roles and process of the game
 - * at least three rooms in case the game is played with all roles
 - * one bigger room for informal talks, presentation of all groups, and press conferences
 - * two smaller rooms for the negotiations
- In case fewer roles are played in the game, two rooms might suffice.
Nevertheless: the more room the better

What contents is taken for granted What contents has to be developed beforehand

THE FOLLOWING CONTENTS AND KEY POINTS SHOULD BE DEVELOPED

- * economic destination routes (protection of the national economy versus abolition of trade obstacles – i.e. free trade)

- * Problem of free trade in case a country is economically weaker than the other one

- * Relations between the European countries and the ACP countries (former colonies) – until today the EU granted special regulations and special rights to the ACP countries

- * WTO – Special regulations violate WTO Guidelines
- * therefore new agreements should be made in conformity with WTO = EPAs

In the evening all participants to the game will come together in the plenary room

Namibia is in a good mood



What are the modification possibilities? (smaller groups, other rooms, less roles, etc.)

In case the group consists of less than 40 actors, some roles should be omitted.

- .1* either the roles of the West African Network or the roles of the Southeast African Network
- .2* one "economic role" each from Europe and Africa.

The group of actors should consist of at least 25 actors.

We recommend to play //act worldwide with one single cast, if possible. It is advisable to work in project weeks and project days (also in an interdisciplinary way). The development of the contents can take place in different periods of time (one day or one week in advance).

In the Annex, there are three draft agreements. One detailed draft agreement and two other ones focusing on trade obstacles, investments, competition policy, public procurement, intellectual property and investments. Depending on the time available one of these three agreements can be chosen. The two shorter alternatives should be used in case there is very little time for the game or for younger actors. Especially the younger actors should not be overstrained by the manifold economic aspects of the detailed agreement so as not to make them lose their pleasure in the game. For older actors, who are presumed to have more perseverance, we recommend the longer version of the game. In this case, the detailed agreement as a basis for // act worldwide is better in order to convey the explosiveness of the EPAs.



Photos Impressions Materials

ENCLOSURES (CD)

Agreements (short and long versions)
Role descriptions
Game tasks
Events
Dictionary
Proposal on how to proceed

LITERATURE

THE SIMULATION GAME METHOD:

Peter Massing: Planspiele und Entscheidungsspiele (Simulation games and decision games), in: Siegfried Frech, Hans-Werner Kuhn, Peter Massing (Editor): Methodentraining für den Politikunterricht (Training in methods for politics lessons), Schwalbach 2004, Pages 163-174

BACKGROUND INFORMATION ON THE EPAS

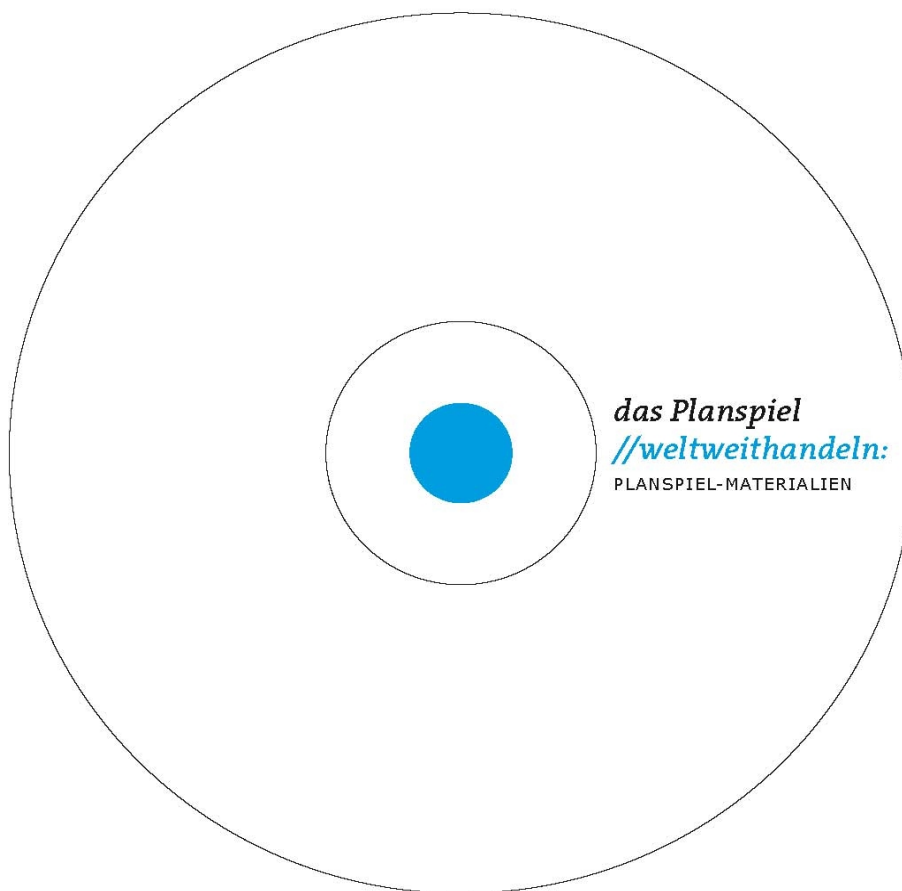
<http://www.attac.de/wto/epas/>

<http://www.bmz.de/de/service/infothek/fach/materialien/Materialie174.pdf>

<http://www.stopepa.de>

<http://www.epa2007.de/>

<http://www.acp-eu-trade.org/>



NAMIBIA

79 AKP-Staaten

Economic Partnership Agreements EPA

ab 1.1.2008

EPA's schaffen
Freihandelszonen

Internationale
Organisation

weitgehende Zoll-
freiheit

Afrika \rightleftharpoons EU

EU verhandelt
mit Regionalgruppen

überwiegend
ehemalige
Kolonien

Gleichbehandlung
Afrikas gegenüber
anderen Nicht-EU-Staaten

im Spiel
Namibia, Tanzania,
Botswana
als SADC South African
Development
Community

Lomé-Abkommen '75:
bevorzugte Zollbedingungen
Afrika \rightarrow EU

Entwicklungs-
hilfe
EU \rightarrow Afrika

Cotonou-Abkommen
2002 \rightarrow 2007

I Role descriptions

In the folder there are the role cards, with which the participants should get prepared for the game. These cards include the necessary background information regarding the contents.

There are cards for African cotton seed industry and African textile industry (during the game only one of the two African Industries should be used!)

African Cotton Seed Oil Industry

African textile industry

African NGOs (non-governmental organizations)

EU Commission

European NGOs (non-governmental organizations)

European textile industry

European agriculture

Journalists

Country of Botswana

Country of Ghana

Country of Namibia

Country of Nigeria

Country of Senegal

Country of Tanzania

II Game tasks

The folder contains optional game tasks which can be used in the game. In this way, the game can be controlled in a better way and new impulses can be given to the participants who can be entrusted with new task and receive bonuses in the different phases of the game.

EU Game task

Game tasks in general (especially aiming to instruct the participants)

Game tasks regarding informal discussions (for those who do not officially participate in the negotiations)

Game tasks regarding NGOs and trade associations

III Annex

The folder contains additional documents: a sample schedule with a timetable and the respective phases of events, which can be introduced into the game by the press or through a press review respectively and give the participants incentives, a detailed guideline for the introduction of EPAs and the subject of the game regarding the EPAs contract (with all items: tariff barriers, investment, public procurement, Intellectual Property), EPAs contract - investments (includes only tariff barriers and investment), EPAs contract - only intellectual property (includes only tariff barriers and intellectual property), a dictionary with short explanations of the most important expressions.

In addition, the CD contains a PDF - Version of the brochure of the simulation game.
If you have lost the brochure, you can also order it from the Saxony Development
Policy Network while stock lasts.

Contacts: Saxony Development Policy Network

Kreuzstraße 7

01067 Dresden 03 51 - 4 92 33 64

kontakt@eineweltsachsen.de www.eineweltsachsen.de

Role Description: African Cotton Seed Oil Industry

Task

You are representatives of the African Cotton Seed Oil Industry. With your machines you transform small grains into oil to be utilised for flavouring of food, Soap production or production of fuel. You are one of the few exceptions among your countries, since you manufacture raw material on your own, whereas the major part of African production consists in the simple exploitation of raw materials – i.e. drudging in the field or mining metals arduously from the mines.

Proposals on how to proceed:

- Read your role cards and discuss about your situation: What interests do you have / represent?
- Read the agreement and reflect on how it could be useful to you and at which point it would be noxious?
- Discuss what objectives you would like to pursue in the negotiations. (Proposals on the bottom of this page)
- What strategies can you apply to realise your interests?
- Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.

Situation

Since the outbreak of mad cow disease in Europe, African cotton seed sellers prefer to export their seeds to Europe, rather than sell it to you, since the European producers of livestock feed offer more remunerative prices: Up to € 114.33 per ton compared to 45.73 € on the local market. Since it has been forbidden in Europe to utilise meat and bone meal for feeding cattle after the mad cow disease had come up, the demand for oil-cake made from the cotton seed, increased strongly. In Europe, the latter one is fed to cattle as a substitute for bone meal.

In the West African countries, about 20.0000 tons of cotton seeds were exported to Europe during the past few years. The seeds got to Europe duty free, and they are bought up by farmers subsidized by EU funds, i.e. farmers receiving financial support.

"This is unfair competition", protests Roland Riboux, the president of the West African oil seed association, since the prices on the local market will rise enormously due to the keen demand from Europe. Therefore, the African oil millers who do not receive any government support can afford the raw material only in smaller quantities. The major part of the oil mills work only at 25

to 30 percent of their capacity.

For example, the oil plant in Togo is coping with many difficulties. Most of the 245 employees lost their jobs. The oil mills on the Ivory Coast, in Mali, in Togo and Benin are producing at a loss. They reduced their oil prices by up to 25% to attract more consumers, but they did not succeed in overcoming their difficulties. Some of the mills will go bankrupt soon. If they had better machines, their production might be more efficient, i.e. they would extract more oil from fewer raw cotton seeds. But who can actually afford such a modern equipment as the competitors in Europe?

Given this situation, there are voices to shout for a ban on cotton seed exports. However, this contradicts to ideas of the powerful European countries, which are claiming an entire trade liberalisation in their free trade agreements, i.e. they intend to drop all tariffs.

Objectives and discussion points

- To maintain tariffs on the export of certain raw materials (i.e. cotton seeds) into the EU - assistance in the modernisation of your machines - State subsidies? – Reason: you create jobs for the population – intensification of trade relations with other African countries?

Strategy

- Try to find allies!
- Try to establish contacts with your governments, so that they represent your concerns in the negotiations and do not wilt under EU pressure. You are not allowed to partake in the negotiations.
- Try to establish contacts with the EU in order to realise your interests.

Role Description for the African textile industry

Task

You are representatives of the African textile industry. With weaving looms and sewing machines you have your employees manufacture cotton into trendy clothes and fine fabrics, and you are one of the few exceptions in your countries, since you manufacture raw material on your own, whereas the major part of African production consists in the simple exploitation of raw materials – i.e. drudging in the field or mining metals arduously from the mines.

Proposals on how to proceed:

- Read your role cards and discuss about your situation: What interests do you have / represent?
- Read the agreement and reflect on how it could be useful to you and at which point it would be noxious?
- Discuss what objectives you would like to pursue in the negotiations. (Proposals on the bottom of this page)
- What strategies can you apply to realise your interests?
- Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.

Situation

The production of fabrics and finished clothes has a long tradition in Africa, especially in the west of the continent. Already in the 9th century, travel reports mentioned yarn-spinners and weaver communities as well as active trade in cloths. It is true that during the colonial the production of textiles was prohibited to a large extent, and the countries were reduced to raw material producers. However, in the meantime, every country has developed a more or less efficiently working textile industry.

These are mainly small plants, which, unfortunately, often survive only behind high tariff barriers. You still produce mainly for the market of your own country. But the population spends their small amounts of money for cheap textiles from Asia or second-hand clothes from Europe. Will this improve after the conclusion

of the free trade agreement? This is rather unlikely, since after the abolition of the duties many more textiles from the European competitors will be imported into the country. Their machines are bigger and more modern, and therefore they can produce more cheaply. In the end, you are very likely to have to reduce your employees' wages in order to keep your prices at a competitive level.

In the most cases, legitimate exports to the neighbour countries cannot be put into practice since the legal obstacles are insurmountable. Smuggling is flourishing. But it would be a huge profit for you, if you could reach the local population in a legitimate way. This requires a regional integration on the basis of valid laws and expanded trade routes. Do the African countries or even the EU have the possibility to do something in this respect?

Objectives and discussion points

- ✓ Maintain the duty-free access to the EU markets. .
- ✓ Maintain tariffs in order to protect the textile sector.
- ✓ Intensification of the regional integration with the other African states.
- ✓ Assistance in the modernisation of your machines.

Strategy

- ✓ Try to find allies!
- ✓ Try to establish contacts with your governments, so that they represent your concerns in the negotiations and do not wilt under EU pressure. You are not allowed to partake in the negotiations.
- ✓ Try to establish contacts with the EU in order to realise your interests.

Role Description of the African civil society = Southern Non-governmental Organisations (NGOs)

Task

You are employees with an African non-governmental organization (NGO), i.e. you are no representatives of the economy, the government or certain political parties. You would rather like to convince them to tailor their activities to the requirements of the entire population, especially the poorest. It is self-evident that the companies and politicians do not like anyone to meddle in their affairs

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What interests do you have / represent?
- ✓ Provide yourself with the agreement, read it and reflect on how it could be useful to you and at which point it would be noxious?
- ✓ Discuss what objectives you would like to pursue in the negotiations. (Proposals on the bottom of this page)
- ✓ What strategies can you apply to realise your interests? Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to delegate tasks? If so, the results achieved by your group do always have to be communicated correctly.

Situation

You do not think a great deal of free trade agreements. With these agreements only the strongest countries are sure to win, whereas the majority will fall by the wayside. If the tariffs are abolished, the European countries will be in a position to export their products to the African markets without any problems and manoeuvre domestic producers into bankruptcy. How shall a small African family business compete with the large European companies? Jobs will get lost and families are forced to migrate in order to win their bread elsewhere.

The agreements will be concluded without the citizens' participation.

In your opinion, instead of trade agreements, the country badly needs schools, water and energy supply have to be secured and an extensive road network has to be established.

Without tariffs, European products will congest the African countries and ruin local producers.

It is unfair competition: African producers are not in a position to produce as cheaply as European producers since they lack government support and their technology is obsolete.

Therefore, unemployment is sure to rise, the people will impoverish and be forced to migrate, e.g. to Europe. However, this is not appreciated by the EU countries.

Objectives and discussion points

maintain tariffs to protect the African countries

duty-free access to EU markets

UE funds for development projects, especially for the development of infrastructure such as roads, ports, water and energy supply, but also schools and hospitals.

more cooperation and trade between African countries

involvement of the society and the NGOs into the negotiations

more time for negotiations

definition of social and environmental objectives: gender mainstreaming, environmental sustainability and resource conservation, control of African governments so as to ensure compliance with laws and human rights (e.g. through regular conferences).

Strategies

Find out what problems the Free Trade Agreements could create, find their victims!

Look for allies (such as the European NGOs and other African actors)

Your only means for exerting pressure is the politicians' bad publicity: Therefore you should talk to the press, give interviews and write press releases, or else cause a sensation by organising demonstrations and protests. You must find an attentive ear.

Role description of the EU Commission

Task

The Commission of the European Union (EU) negotiates on behalf of their 27 member states. This means that EU is allowed to take decisions without having to make arrangements with the representatives of the member states. This negotiating mandate will be exercised by the “Directorate General for Trade”.

In the EU, a General Directorate takes more or less the same role as a Ministry of the Federal Republic of Germany: the General Directorate can draw up directives and regulations, monitor their implementation, draft expert opinions, offer support programmes, represent the EU in special issues on foreign affairs, and, in a few words, determine what is going to happen in Europe in the different political sectors (e.g. economy, environment).

The Directorate General for Trade has been leading the free trade negotiations since 2002. They are the most influential actor. All the African countries depend more or less on the EU: the EU is their most important trading partner and also the most important donor of development aid.

Situation

You have a definite opinion on the free trade agreements:

1. Only a liberal order of world economy without borders will guarantee economic growth and personal prosperity. So far, the global economy has been strongly influenced by restrictions such as high tariffs, import quotas as well as interdictions to import certain goods. Such barriers have to be eliminated until the same conditions prevail all over the world and companies can freely pursue their interests.
2. Europe should have better access to the African markets. In addition, customs duties and import quotas in African countries should be abolished. Moreover, in the African countries laws against instability, corruption and bureaucracy have to be enacted. Otherwise no private company dares to invest into resource-rich countries whereas Chinese state-owned companies secure the best possibilities. Private enterprises are mainly interested in the production of raw materials and in the development of the sector of services such as water supply, telecommunications, and the banking and financial sectors. However, the African markets are interested in the sale of goods abundantly produced in EU such as poultry, milk powder, and sugar.
3. Basically, you would like to seal your markets against competitors, but that does not correspond to claims of the world trade organization WTO aiming to abolish worldwide trade barriers. However, in most cases, the inflow of goods from African countries into the EU is low, and, except for a few sensitive products such as sugar or beef, there is no other competition.
4. You are worried about actions to be brought before the WTO arbitration court by the emerging economies. These include Brazil and India, who feel discriminated by the trade advantages the EU grants to African countries: Advantages granted to one of the countries must also apply to all other countries, as stipulated in the WTO's most-favoured-nation clause. However, according to your secret lore such actions take a little while to be instituted, read through, recognized and decided by a verdict. These actions are quite certain to take more than 12 years. Therefore, during the negotiations, you can exert

pressure by making reference to the WTO.

Strategies for action

In compliance with the above-mentioned reasons you would like to:

- implement the Free trade agreements in any case, since both parties will benefit from them: the EU will benefit from their export opportunities, the African countries will profit by the European goods and the access to the EU market.
- claim additional self-interests: concerning investments, liberalization of services and the Public Procurement (i.e. what government institutions need: paper, phones, computers, office equipment, building materials ...; an economically important role)
- use leverage, should the African countries not join in. You should not forget that you have been their main trading partner for decades, and China is far from keeping pace with you. In addition, the EU development aid budget will have to be decided soon, and it is most interesting that this decision will have to be taken just before the day of the negotiation deadline.
- You should make as little concessions as possible! With a view to some of the issues in question, there is certainly some negotiating range, but this is known only to you and not to anyone else!

In case of any doubt, you might make the following compromises: for example, you could decide upon the conclusion of a preliminary agreement comprising only the most important items such as trade liberalization or investments. It is also possible to conclude the agreement only for a short period of time, e.g. for a limited period of 5 to 10 years.

Role description of the European civil society = the northern non-governmental organizations (NGOs)

Task

You are representatives of the European civil society as a non-governmental organization (NGO). Such organizations are largely working in honorary capacity, i.e. without being paid. Therefore, in the most cases, your power and your influence are very low. E.g., well-known NGOs are Greenpeace, Brot für die Welt, or Amnesty International. You are not directly involved in the negotiations. However, you are critically watching the procedure keeping an eye on human rights.

Proposals on how to proceed:

- ✓ Read your role cards!
- ✓ Agree upon a common point of view.
- ✓ Get the agreement, read it and reflect on what should be modified.
- ✓ What strategies can you apply to realise your interests?
- ✓ Who would you like to meet, what are the objectives of these meetings and what should be avoided in any case? Do also reflect on what views the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

- Currently, about 852 million people are suffering from chronic hunger. However, the paradox lies in half of all the hungry people being small farmers who grow food on their own. As they have only a very small piece of land in a mostly unfavourable location difficult to access due to missing transportation routes, their revenues do not even suffice to feed their own families.
- Your concern lies in the creation of equal life chances for all people in all parts of the world. In your opinion, the free trade agreements such as the EPAs defeat your plans and have exactly the opposite effect.

- In your view, the reason for the different possibilities does not really lie in the missing donations and development aid funds but in the existing economic system which is a disadvantage for the weak countries.
- Free trade agreements will raise the influence of European companies, since they outclass their Southern competitors due to their size and technology. African farms and companies will go bankrupt, unemployment, poverty and hunger will increase, their dependency on European producers will grow.
- The African countries deserve a preferential treatment since they cannot be considered equal trading partners. Therefore, they should be protected by duties on European products. And this especially because certain European products (in particular agricultural products) are subsidized by the governments and thus much cheaper than African goods.
- The principle of food sovereignty should be recognized and supported, i.e. their right to decide upon their agricultural policy on their own. The guiding model is a smallholder agriculture producing food in a sustainable manner mainly for the local population. Self-sufficiency, local and regional trade should take precedence over exports and world trade.
- In your opinion, partnerships between the Southern countries serving to strengthen the local economy are undermined by the Free trade agreements.

Your claims and reasons

- The EU must not impose any liberalisation of trade in goods and other trade-related areas to the African countries.
- The EU shall not exert pressure to sign the agreements soon.
- The EU shall guarantee that there will not be any disruptions or an interruption of African exports to the EU.
- The regional integration is more important for the development of the countries than the import / export with the EU and should be given preference.

Your action strategies

- You should try to convince the public of your points of view (e.g. by protests, demos, press releases).
- You should try to come to an agreement with the Southern NGOs.
- You should try to talk with the main actors ((amongst others the EU Commissioner of economy) and to convince them.
- You might even be lucky and be admitted to the negotiations.

Role description: European Textile Industry

Task

You are representatives of the association "textile + fashion" in Berlin representing the interests of many small and medium-sized textile companies from Germany. As experts you know the manufacture and trade of clothes very well. When the EU negotiates with the African countries, you want to contribute with your knowledge and prevent the agreement to entail disadvantages for you.

Proposals on how to proceed:

- Read your role cards and discuss about your situation: What interests do you have / represent?
- Read the agreement and reflect on how it could be useful to you and at which point it would be noxious?
- Discuss what objectives you would like to pursue in the negotiations.
- What strategies can you apply to realise your interests?
- Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.

Situation

At the moment, all European companies are in a similar situation: They have keen interest in concluding free trade agreements. They wish for improvement of the opportunities in international trade: New markets are opening up so that their products can be delivered to even more countries. This corresponds entirely to the so-called "Lisbon strategy" of the European countries, implying that the European Union shall develop into the most dynamic and competitive economy in the world by the year of 2010.

The representatives of the corporations and associations cooperate with EU Parliament, since they would like the EU to consider their interests during the negotiations. As they have not been elected like the Members of Parliament, they have to act undercover and cannot attend official events.

Objectives and points of discussion

You would like clothes to be transported to Africa at more favourable conditions in the future, since European producers are facing keen competition from China, which is supplying cheaper and cheaper clothes. Furthermore, European producers have to follow strict environmental standards being different from those in Africa or China. It is also important that clothes from Europe are of much better quality since their producers dispose of much better machinery.

For all textile producers in Europe, it would be good if the duties on imports of their products to Africa disappeared. In such case, the prices could really be lower and people would buy more clothes.

Strategies

As representatives of the general association "textile + fashion" you do not participate in the negotiations. However, in order to achieve as much as possible, you try to get involved undercover.

- ✓ You can offer to the African countries to help them by consultations (since you can offer expert knowledge to them).
- ✓ Try to integrate the areas of intellectual property and investment into Free Trade Agreement, since this is supposed to increase your turnover.
- ✓ You can try to convince the representatives of the EU Commission to conclude the agreement to your favour (e.g. by "blandishments" and small gifts, but also good points of discussion).
- ✓ You can try to slow the actions of African and European non-governmental organizations down (or to convince them that the agreements entail advantages for the population).
- ✓ You can make public relations, revert to the press, hold conferences!
- ✓ Your employees have already brought forward concrete arguments against the governments of the African countries.
 - a. o Nigeria: Since the country is lacking industrial goods and also high-quality clothes, European industrial goods could be imported.
 - b. o Ghana: The country is rich in natural resources and could export raw materials and in turn import industrial products, e.g. clothes from Europe.
 - c. o Namibia and Tanzania: You can promise to open new businesses and thus create jobs and strengthen the market.

Role description of the European Agricultural Association

Task

You are representatives of the European Agricultural Association IMMERGRÜN, having its head office in Brussels and representing many smaller and medium-sized farms producing food such as meat, cereals, milk, vegetables, fruit and poultry in Europe. As experts you know the production and trade of food very well. When the EU negotiates with the African countries, you would like to contribute with your knowledge and the agreement to entail disadvantages for you.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What interests do you have / represent?
- ✓ Read the agreement and reflect on how it could be useful to you and at which point it would be noxious?
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ What strategies can you apply to realise your interests?
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.

Situation

Farmers in Europe have great interest in the conclusion of the Free Trade Agreements. They are hoping for an improvement of the opportunities in international trade. New markets are opening up so that their products can be delivered to even more countries. This corresponds entirely to the so-called "Lisbon strategy" of the European countries, implying that the European Union shall develop into the most dynamic and competitive economy in the world by the year of 2010.

The representatives of the European Association of Agriculture IMMERGRÜN cooperate direct with EU Parliament, since they would like the EU to consider their interests during the negotiations. As they have not been elected like the Members of Parliament, they have to act undercover and cannot attend official

events.

Objectives and points of discussion

IMMERGRÜN would like European farmers and agricultural businesses to sell their excess production and low quality products on the African markets at more favourable prices than before. To date, farmers had to pay duties for the products they imported into Africa. This rendered the products expensive. With the Free Trade Agreement these duties ought to be lower. That would be good for European agriculture. However, in order to avoid the importation of too many agricultural products from Africa into Europe (since this would be competition), IMMERGRÜN supports import quantity restrictions such as quantity quotas and hygiene standards. On top of this, IMMERGRÜN would like to patent European seeds in order to have African farmers pay royalties if they intend to use them for agriculture.

Strategies

The representatives of IMMERGRÜN do not participate in the negotiations and therefore they cannot exert any direct influence. However, in order to achieve as much as possible, they try to get involved undercover.

- ✓ You can offer to the African countries to help them by consultations (since you can offer expert knowledge to them).
- ✓ Try to integrate the areas of intellectual property and investment into Free Trade Agreement, since this is supposed to favour your turnover.
- ✓ You can try to convince the representatives of the EU Commission to conclude the agreement to your favour (e.g. by "blandishments" and small gifts, but also good points of discussion).
- ✓ You can try to slow the actions of African and European non-governmental organizations down (or to convince them that the Free Trade Agreements entail advantages for the population).
- ✓ Make public relations, revert to the press, hold conferences!
- ✓ Your employees have already brought forward concrete arguments against the governments of the African countries.

- a. o Senegal and Botswana: European agriculture could ensure the supply of basic food.
- b. o Tanzania: You could guarantee for investments to be made, which would create jobs and make the population win their bread.

Role description for journalists

Task

You are the representatives of the writing guild. Your action is essential for modern democracies. Otherwise, who else should inform all the people about important events and allow for control over politicians' and companies' activities? Therefore, you are also called the "fourth power" besides the three political powers (i.e. government, parliament, courts).

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation and your interests.
- ✓
- ✓ Read the agreement and reflect on what are the most important items.
- ✓ Discuss what objectives the other actors are pursuing in the negotiations. Even if you do not negotiate you have to be prepared with regard to their contents.
- ✓ Watch all procedures exactly and listen carefully to everything they say. Your readers do not want to miss anything.
- ✓ Do you want to assign tasks? If so, the results achieved by your group have to be communicated constantly.

Situation

With a sharp ear and a sharpened pencil you pursue discussions about the European partnership agreements (Free Trade Agreements). There are many issues for and against. Which ones? Collect them and write press reports about them! As journalists you are hotly sought-after interlocutors, since the individual actors inform their citizens about their positions and ask for support only by your help. But do you have time for all requests? Remember also that your readers want to be entertained and are mainly interested in scandals and curiosities.

As journalists you are obliged to respect neutrality. However, this should not prevent you to form your own opinions and to lighten the events up through biting comments and / or provocative questions.

Strategies

- ✓ Participate in the official negotiations and interview the negotiating partners afterwards.
- ✓ Write press releases.
- ✓ Select the news, since there is only limited space.

Role description of Botswana – South African Group

Task

You are representatives of the country of Botswana. Botswana as a country of the South African group negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these negotiations. Now the final negotiations have to be conducted!

The EU submitted a draft agreement to you and the other ACP countries. Should the other countries sign the agreement and you should not do so, only these countries would continue to have duty-free access to the European market. That would be of tremendous disadvantage for you, since the old agreement expires at the end of the day. Therefore you will have to make an arrangement by then. For this purpose you can negotiate with other groups, bring forward modifications etc.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What is the economic situation? What problems, what interests do you have?
- ✓ Read the agreement and reflect on what could be noxious and what could be useful to you. Which groups in your country would agree with it, which groups would disagree with it. Do set priorities!
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ What strategies can you apply to realise your interests?
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

Botswana is one of the seven countries of the South African group. Given his large diamond deposits (70% of the total export) the country is considered relatively prosperous and stable. Furthermore, Botswana is a country with relatively little corruption, high public spending on education and low spending on military and defence, which does by far not apply to all Africa! Therefore, it is often referred to as "model country".

Country

Botswana has a population of 1.65 million people and a size of 600,000 sq km and is therefore one of the most sparsely populated countries in the world (2.8 Inhabitants per square kilometre, Germany: 231 per sq km). A large part of the country belongs to the Kalahari Desert, salt lakes on the borders offer only wild animals opportunities to survive. The country has no access to the sea.

Economy

Botswana forms part of the African countries with a constantly growing Economy. Botswana's per capita income amounts to 3200 \$, that is ten times as much as the per capita income of Tanzania! However, the income distribution is very unequal. About 40% of people, especially in the rural areas, live in poverty.

The positive economic development and continuous improvement of the living conditions can be ascribed to the rich diamond mines. The money earned in this way was mainly invested in the education and the development of the country. Therefore Botswana presently needs only little development aid from the EU. The deposits are supposed to last for another 50 to 60 years. And then? The development of a Botswana's own industry is an important objective. However, many residents lack the money to open up a business on their own. The free trade agreement will allow foreign investors to come into the country. Will they help to reduce unemployment and to modernize the country?

A danger for the continuation of the Botswana's development is also the high number of AIDS sufferers and high mortality resulting therefrom. Moreover, the country has no access to the sea. In order to export to Europe other tariff-protected countries have to be crossed and this entails higher export costs. Regional and global integration with falling tariffs and expansion of infrastructure could help, since more intra-African trade provides local producers and markets with new customers.

Strategies for action

Naturally, it is you to have to determine the objectives and strategies of your government. Below please find some indications on what you could do:

- 1 modify parts of the text of the agreement to your favour
- 2 ask for more time before subscription
- 3 request an alternative to the free trade agreements and accompanying development projects

Role description of Ghana – West African Group

Task

You are representatives of the country of Ghana. Ghana as a country of the West African group negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these negotiations. Now the final negotiations have to be conducted!

The EU submitted a draft agreement to you and the other ACP countries. Should the other countries sign the agreement and you should not do so, only these countries would continue to have duty-free access to the European market. That would be of tremendous disadvantage for you, since the old agreement expires at the end of the day. Therefore you will have to make an arrangement by then. For this purpose you can negotiate with other groups, bring forward modifications etc.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What is the economic situation? What problems, what interests do you have?
- ✓ Read the agreement and reflect on what could be noxious and what could be useful to you. Which groups in your country would agree with it, which groups would disagree with it. Do set priorities!
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

Ghana is one of the 17 countries of the West African Economic Network (ECOWAS). The country was a British colony, the official language is English and therefore, with regard to their culture, the residents are considered different from their non-English neighbours. They meet them with distrust. Nevertheless, Ghana is very interested in regional integration with their neighbours.

Ghana is divided into a coastal plain, rainforest and savannah. In the well-preserved rainforest, there is a large variety of species. 21 million people are living in Ghana, 2 million in the capital of Accra.

Economy

Due to large reserves of raw materials (gold, cocoa, timber, petroleum, diamonds), the country is one of the "richest" in West Africa. Nevertheless, the per-capita income is still low, only \$ 434 U.S. (2005). However, strategies to fight poverty work quite well: The number of people living on less than U.S. \$ 1 per day live, fell from 51.7% (1991) to 28.6% (2006).

The EU is most important trading partner for Ghana: 53% of exports from Ghana go into the EU, 33% of the imports come from the UE. (Exports: especially cocoa beans, timber and gold; imports: mainly machinery, chemicals, clothing, medicine, etc.). Ghana must have the possibility to continue to export its products at a low price.

Since the free trade agreements imply tariff-free access to the EU markets, the raw material export will benefit from them. However, by exporting raw materials you cannot earn the money you need to import industrial products. Therefore, the country is more and more running into debts. Furthermore, the prices for raw materials are strongly fluctuating.

Therefore the country's objective is to develop its own industry. Approximately 15% of workers have already been employed in industry. The introduction of the free trade agreements means that the EU's industrial products can be exported to Ghana without any customs duties. For Ghana's industry, it will be difficult to compete with the cheaper European products. Exemption clauses to protect the industry might be helpful.

About 60% of people are working in the agricultural sector. The production of food such as poultry or tomatoes is cheap, but they are still more expensive than subsidized European food. Already now, local farmers are losing their markets and their incomes. And when the agreements come into force even more products will be imported!

To the contrary, farmers from Ghana hardly succeed in exporting their food into the EU. Amongst other things, this is due to the strict EU hygiene regulations. For this reason, especially fish is being exported to the neighbouring countries. Therefore, the reduction of the intra-African tariffs would be an advantage.

Strategies for action

Naturally, it is you to have to determine the objectives and strategies. Below please find some indications on what you could do:

- modify parts of the text of the agreement to your favour

- press for exemptions of certain products

- ask for more time before subscription

- request for accompanying development projects

Role description of Namibia – South African Group

Task

You are representatives of the country of Namibia. Namibia as a country of the South African group negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these negotiations. Now the final negotiations have to be conducted!

The EU submitted a draft agreement to you and the other ACP countries. Should the other countries sign the agreement and you should not do so, only these countries would continue to have duty-free access to the European market. That would be of tremendous disadvantage for you, since the old agreement expires at the end of the day. Therefore you will have to make an arrangement by then. For this purpose you can negotiate with other groups, bring forward modifications etc.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What is the economic situation? What problems, what interests do you have?
- ✓ Read the agreement and reflect on what could be noxious and what could be useful to you. Which groups in your country would agree with it, which groups would disagree with it? Do set priorities!
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

Namibia, the former German colony of Southwest Africa, was one of the last countries in Africa to get their independence in 1990. The official language is English, which however, is spoken only by about 8 % of the population. The country is a typical multiracial country with many ethnic groups. This is due to the more or less haphazard borderline demarcation by the former colonial powers as well as many migration movements.

Basically, Namibia is dominated by two deserts: in the west by the Namib and in the east by the Kalahari desert. Between these two deserts there is the inner highland

with an average height of 1,700 m, which, around the capital town of Windhoek, also exceeds the height of 2,000 meters.

Economy

As the Trade Minister Immanuel Ngatjizeko you are a member of the SWAPO Party, who has been governing for 28 years. Your attitude towards international trade agreements is positive: Your country is quite big (2.3 times as large as Germany), but with about 2 million inhabitants (Germany has 80 million) its population is very small. Therefore you need to do business with other countries to reach more consumers of the goods produced by the economy of your country. To date this has been prevented by bureaucratic obstacles and poor constructions of roads and paths. EU funds are required to in order to change this situation.

Your main export products are raw materials such as diamonds and natural gas, and for these products you get good money from Europe. But it would be better if you were able to manufacture these diamonds into valuable jewellery on your own like the Europeans do. However, you are lacking the machinery and technology to do so.

The same applies for your agriculture. 50 percent of your population lives on the arduous field work, livestock and fisheries to earn enough to cover their own needs. Without paying duties, a lot of European food will flood the country and eliminate local food from the market. In this way, many of the already poor farmers and fishermen go broke. You will depend on Europe – and what will happen if the Europeans eventually discontinue their supplies?

Therefore you need to modernize your agriculture, so that you can produce at lower costs and in larger quantities. For this reason you need EU development aid funds, and even more time and protective tariffs.

A third of the population has absolutely no work or else works in the "informal sector", such as e.g. street vendors or shoe shiners. These people do not pay taxes and have no social security such as pensions or health insurance.

Strategies for action

Naturally, it is you to have to determine the objectives and strategies. Below please find some indications on what you could do:

- ✓ modify parts of the text of the agreement to your favour
- ✓ press for exemptions of certain products (e.g. agriculture)
- ✓ ask for more time before subscription

- ✓ request an alternative to the free trade agreements and accompanying development projects
- ✓ ask for more time and money in order to prepare your own agricultural sector

Role description of Nigeria – West African Group

Task

You are representatives of the country of Nigeria. Nigeria as a country of the West African group negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these negotiations. Now the final negotiations have to be conducted!

The EU submitted a draft agreement to you and the other ACP countries. Should the other countries sign the agreement and you should not do so, only these countries would continue to have duty-free access to the European market. That would be of tremendous disadvantage for you, since the old agreement expires at the end of the day. Therefore you will have to make an arrangement by then. For this purpose you can negotiate with other groups, bring forward modifications etc.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What is the economic situation? What problems, what interests do you have?
- ✓ Read the agreement and reflect on what could be noxious and what could be useful to you. Which groups in your country would agree with it, which groups would disagree with it? Do set priorities!
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

Nigeria is one of the 17 countries of the West African group. Half of the population of this group, i.e. 140 million people divided into about 250 ethnic groups live in Nigeria. Furthermore, this multi-ethnic country is the region's most important military power, their economic output is about eleven times higher than the economic output of their neighbour countries. Therefore, the country has an enormous impact on the other countries. Due to this strong dominance Nigeria is not interested in regional alliances. Why shall they render themselves dependent upon others if they can get along on their own?

Economy

Oil plays a central role in the Nigerian economy. About 40% of the gross domestic product results from oil production. However, Nigeria does not succeed in having the population profit by the money earned through oil exports for the population. Only a small elite benefits from this, and corruption is a major problem. Moreover, oil production is causing serious environmental problems.

Health care is very poor. Only half of the Nigerians dispose of clean drinking water. Also the educational system is weak: only 68% of the population can read and write. The average per-capita-income is USD 700 per year. Therefore, development aid programmes are very important and render Nigeria dependent on the EU.

The dependency on a single product means great vulnerability to a country. Therefore, Nigeria is trying to develop other income sources and is fostering their independent industry. Their objective lies in getting more independent from imports of industrial products. For example, in Nigeria there are textile industries and Peugeot production plants. So far, Nigeria has been in a position to protect their industry by imposing tariffs on the competitors' cheap imports. However, this will no longer be possible once the free trade agreements have come into force.

However, the industry suffers from the insufficient infrastructure. Although Nigeria has the best developed roads and railway network in Africa, the various regions of the huge country are not sufficiently linked to one another. Overloaded ports restrict the quantity of the exports and there are frequent electricity failures.

About 60% of the population is employed in the agricultural sector. The largest part produces only for their own consumption: peanuts, cocoa, citrus fruits, sugar etc. The production does not suffice to feed the whole population. Therefore, important food has to be imported. With regard to this sector, the free trade agreements imply the import of food without any tariffs and can therefore be bought at lower prices in Nigeria. However, some farmers in Nigeria are very likely to lose their jobs.

Role description of Senegal – West African Group

Task

You are representatives of the country of Senegal. Senegal as a country of the West African group negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these negotiations. Now the final negotiations have to be conducted!

The EU submitted a draft agreement to you and the other ACP countries. Should the other countries sign the agreement and you should not do so, only these countries would continue to have duty-free access to the European market. That would be of tremendous disadvantage for you, since the old agreement expires at the end of the day. Therefore you will have to make an arrangement by then. For this purpose you can negotiate with other groups, bring forward modifications etc.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What is the economic situation? What problems, what interests do you have?
- ✓ Read the agreement and reflect on what could be noxious and what could be useful to you. Which groups in your country would agree with it, which groups would disagree with it? Do set priorities!
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

Senegal is one of the 17 countries of the West African group. The country lies on the border between the Sahel zone and the tropics with access to the Atlantic coast. In the capital of Dakar, there live 2 million people. Senegal's total number of inhabitants amounts to 11 million, divided into over 20 different ethnic groups.

Compared to the other African countries, the French speaking democracy is rather modern, which, from the regional point of view, renders the country's own products very expensive. Nevertheless, the country forms part of the Least Developed

Countries, the poorest countries in the world. 65% of the population earns less than U.S. \$ 1 a day, the same percentage is illiterate. In spite of good economic development (economic growth of around 5% in the year of 2005), so far poverty could not be decisively reduced. Therefore, development aid funds play a major role in Senegal.

Economy

In particular, Senegal produces peanuts and cotton and, moreover, fish as the main export product. Small fish producers can supply sufficient quantities to the local and regional markets. Foreign fish producers have the fishing rights for deep-sea fishing, but they provide jobs for the people. Strict EU hygiene regulations continue to prevent the export of fish to the EU.

The signing of the Free Trade Agreement would not entail any benefits for the export trade. Senegal, like all Least Developed Countries, is already allowed to export all products duty-free to the EU except for arms ("Everything but arms Agreement"). However, this has not added to Senegal exporting more products, since the country is lacking the technical facilities. The main export markets are the West African countries, but Senegal also exports more products to India than to France, for example.

Senegal has a relatively well-developed manufacturing industry. Important sectors are food, the chemical industry and textile processing. But the industry is suffering from old technology, missing infrastructure (roads, electricity) and missing qualification. The Free Trade Agreement will jeopardize the exports even more: tariffs on European products would fall and the manufacturing industry could no longer defy the financially strong foreign competition. Money and time would be required to prepare the industry and to develop the necessary infrastructure.

70% of the population is working in the agricultural sector. A large part of the cultivation area is not only grown with food for self-supply but also with peanuts and cotton destined for exportation.

Currently, the country is importing more products than it is exporting (and the imports are rising). Over 50% of all imported goods come from the EU. The country earns money from the duties foreign companies pay: If the Free Trade Agreements entered into force, the national income would drop by 10%. Senegal would lack this money needed to finance health programmes and social programmes.

Strategies for action

Naturally, it is you to have to determine the objectives and strategies. Below please find some indications on what you could do:

- ✓ modify parts of the text of the agreement to your favour
- ✓ press for exemptions of certain products
- ✓ ask for more time before subscription
- ✓ request for accompanying development projects

Role description of Tanzania – South African Group

Task

You are representatives of the country of Tanzania. Tanzania as a country of the South African group negotiates with the EU on the free trade agreement (European Partnership Agreements). Six years ago, your country committed itself to these negotiations. Now the final negotiations have to be conducted!

The EU submitted a draft agreement to you and the other ACP countries. Should the other countries sign the agreement and you should not do so, only these countries would continue to have duty-free access to the European market. In the long run, this could be a disadvantage for you. Therefore you should also submit your conditions to be met in order to enable you to sign the agreement. For this purpose you can negotiate with other groups, bring forward modifications etc.

Proposals on how to proceed:

- ✓ Read your role cards and discuss about your situation: What is the economic situation? What problems, what interests do you have?
- ✓ Read the agreement and reflect on what could be noxious and what could be useful to you. Which groups in your country would agree with it, which groups would disagree with it? Do set priorities!
- ✓ Discuss what objectives you would like to pursue in the negotiations (Proposals on the bottom of the page).
- ✓ Who would you like to meet, what is the objective of this meeting, what should be avoided at any rate? Please take the views into consideration the other groups might take.
- ✓ Would you like to assign tasks? If so, the results achieved by your group have to be constantly communicated.

Situation

Tanzania, one of the seven countries of the South African group (SADC), belongs to the world's poorest countries (LCDs - Least Developed Country). It is about two and a half times as big as Germany, but has less than half of the population (36 million). Every second inhabitant has to get along with less than \$ 2 per day. Development aid payments are indispensable.

The tropical country situated directly south of the equator is characterized by savannah areas and includes several large mountains, including the highest mountain in Africa, the Kilimanjaro. In these regions, there are still original rain

forest areas. Before its independence, the country was a British colony. Between 1891 and 1919, the modern Tanzania was part of the former German East-Africa, a German colony.

Economy

The majority of the population is living on agriculture generating almost 50% of the gross domestic product. Due to rising food prices private income is mainly spent on food. Therefore, Tanzania depends very much on the European countries' development aid.

Mining and tourism promise future growth, but frequent droughts throw the country back in its development.

The EU is the most important trading partner for Tanzania: 50% of the exports from Tanzania go to the EU, 21% of the imports come from the EU. (Exports: in particular gold, diamonds, fish, tobacco and coffee; imports: mainly industrial products such as machinery, vehicles, chemicals, clothing, medicine, electronics, etc.) .

As one of the LDCs (see above) enjoys the advantages of Tanzania Everything but arms agreement" (EBA, duty-free export to the EU) - a Free Trade Agreement would not entail any benefits. On the contrary, government revenue would get lost due to the elimination of import duties (EU-Exports). However, Tanzania heavily depends on continuing to export its goods at low prices.

Tanzania's objective is to support local agriculture and to strengthen its own industry. 85% of its exports are agricultural products, 80% of the population are employed in the agricultural sector. The Tanzanian economy cannot compete with cheap EU-products. Many small farmers would go bankrupt if duty-free EU-products were imported. Due to strict EU hygiene regulations only very few products can be exported into the EU. A strengthening of the trade with neighbouring countries would be an advantage. For better sales opportunities, especially in the EU-Market, a modernization of the agricultural enterprises would be required.

Strategies for action

Naturally, it is you to have to determine the objectives and strategies. Below please find some indications on what you could do:

- ✓ modify parts of the text of the agreement to your favour
- ✓ press for exemptions of certain products (e.g. agricultural products)

- ✓ ask for more time before subscription
- ✓ request an alternative to the free trade agreements and accompanying development projects
- ✓ ask for more time and money in order to prepare your own agricultural sector

Game Task EU: Everything but arms

This cannot continue forever: If the Least Developed Countries Tanzania and Senegal continue to benefit from duty-free access to the European market, they will never agree with the EPAs and take their own efforts for economic development.

Therefore you should announce the expiration of the agreement Everything But Arms for next year. Revert to the press and talk to the countries concerned, since the negotiations for the EPAs have become more urgent than ever before!

Note: This game task has to be assigned to the EU Commission

Game Task EU: Granting of rights

In the negotiations between the EU Commission and the West African / South African group, civil rights groups are granted the right to talk (maximum 4 sentences). You in the quality of EU Commission are allowed to choose one group each (no government), who gets the right to express their opinion.

Note: This game task has to be assigned to the EU Commission

Game task: Presentation

The World Trade Organization (WTO) invites for a press conference at the opening of final negotiations between the EU and the African countries. You have the opportunity to briefly present yourself and your position. All the other groups will attend the press conference as well and present themselves.

Task: Tell in about 4 sentences, who you are and what is your opinion on the Free Trade Agreement. If possible, present yourself in an interesting way adequate to your role. Reflect on who should present your group.

This presentation is very important. The other groups know about you only what you are telling them on this occasion!

Listen carefully to the presentation of the other groups. Do they have similar opinions on the agreement? Who could be your partners?

Note: This game task should be assigned to all groups.

Game task: Regional Negotiations

The regional negotiations are going to take place. You will meet the other two countries from your regional group. You have 20 minutes to draft a common position on the Free Trade Agreement.

You can decide whether you

- a) agree to the agreement
- b) do not agree to the agreement
- c) agree to the agreement, if certain requirements are met.

You have to agree upon the conditions you would like to set to EU. The other two countries might have different interests. Therefore you should reflect on what is important for you.

Note: This game task should be assigned to the African countries.

Game task: negotiator (1st round)

You are negotiators in the regional negotiations. Nominate someone of your group to conduct these negotiations. You are interested in the successful outcome of the negotiations - you therefore have to proceed wisely and you might have to settle a dispute. Your group should develop a strong common position so that your interests will withstand those of the EU. You have to keep the balance between the negotiation leader and representatives of the interests of your country.

Above all, you have to take care that you do not run out of time!

The negotiator's tasks are the following:

7 Welcoming of all participants

8 Request to all participants to tell briefly which country they are from and
Brief explanation on what the negotiations are about:

e.g. "We are here to discuss the Free Trade Agreement. There is the EU agreement which has been submitted to you. Would you like to agree to this agreement or would you like to suggest modifications? "

Collection of all comments and leading of the discussion

Summing-up of all items

Decision on the country to conduct the next negotiations

Saying good-bye

Bonus: You can negotiate on your own or else ask the head of the game to assist in the moderation of the discussion / the taking of minutes.

You can ask the head of the game to photocopy the minutes.

Note: This game task has to be assigned to both one country of the South African group and one country of the West African group.

Game task: 2 Regional negotiations

We are getting closer and closer to the highlights of the negotiations: The official talks with the EU! However, before these talks you should clarify once again in your regional group whether your positions have changed. Eventually, you have to enter into negotiations with a common position.

The EU representatives will negotiate with you directly after the talks.

Task: You should reflect jointly on whether you are still requesting exactly the same from the EU as in the first negotiations. Reflect on your minimum requests. ("these requests cannot be undercut").

Note: This game task should be assigned to all African countries.

Game task: negotiator (2nd round)

You are negotiators in the regional negotiations. Nominate someone of your group to conduct these negotiations. You are interested in the successful outcome of the negotiations - you therefore have to proceed wisely and you might have to settle a dispute. Your group should develop a strong common position so that your interests will withstand those of the EU. You have to keep the balance between the negotiation leader and representatives of the interests of your country.

Above all, you have to take care that you do not run out of time!

The negotiator's tasks are the following:

1 Welcoming of all participants

Brief explanation on what the negotiations are about:

e.g. "We are here to discuss the Free Trade Agreement for the last time. Would you like to make any amendments? The EU delegation will arrive in 20 minutes and we will have to negotiate with a common position.

Collection of all comments and leading of the discussion

Summing-up of all items

Decision on the persons to participate in the EU negotiations. A total number of 6 persons are admitted to participate in the negotiations. It is no longer the countries to negotiate in the EU negotiations, but the group has a common position.

Saying good-bye

Bonus: You can negotiate on your own or else ask the head of the game to assist in the moderation of the discussion / the taking of minutes.

You can ask the head of the game to photocopy the minutes.

Note: This game task has to be assigned to both one country of the South African group and one country of the West African group.

Game task: negotiations with the African countries

You are now going to enter into the final negotiations with African countries. The negotiations with the South African and West African group will take place at the same time. At the end, all parties will have to decide whether they will sign the agreement. The EU will conduct the negotiations.

Task: Decide on who of you is going to negotiate in which group and coordinate your strategies (The groups may consist of 3 persons each). Nominate a person to conduct the negotiations.

The tasks of the head of the negotiations are the following:

- ✓ Welcoming of all participants, presentation if necessary
- ✓ Brief explanation on what the negotiations are about
- ✓ Grant guest groups the right to talk
- ✓ Collection of all comments and leading of the discussion
- ✓ Summing-up of all items: presentation of a draft agreement for final decision
- ✓ Adoption of the agreement

At a subsequent press conference you will be in a position to sign the agreement and find unreserved press approval.

Note: This game task should be assigned to the EU.

Game task: negotiations with the EU

Now you are going to enter into the final negotiations with the EU. At the end of these negotiations, the decision on the signing of the agreements will have to be taken.

You should hold a short final meeting with the other countries of your group and remember your common position.

- a) What do you request from the EU?
- b) What compromises are you prepared to accept?
- c) What is your minimum request? ("this request cannot be undercut").
- d) Who should conduct the negotiations (the others can support the respective person)?

Note: This game task should be assigned to the African countries.

Game task: Granting the right to talk

In the negotiations between the EU Commission and the West African / South African group, the civil society groups are granted the right to talk (maximum 4 sentences). You as a South African group are allowed to choose another group (no government) who may briefly give their opinion.

Task: Decide at the beginning of the 2nd regional negotiations to which representative of the civil society you would like to grant the bonus.

This game task should be assigned to the South African group.

Game task: Granting the right to talk

In the negotiations between the EU Commission and the West African / South African group, the civil society groups are granted the right to talk (maximum 4 sentences). You as a West African group are allowed to choose another group (no government) who may briefly give their opinion.

Task: Decide at the beginning of the 2nd regional negotiations to which representative of the civil society you would like to grant the bonus.

This game task should be assigned to the West African group.

Game task: Press release

The submission deadline for press news is going to expire. You want to be sure that your position / your group will be represented in the news!

Write a press release on new important developments you are involved in. You can also draft a press release together with another group. Key-points will suffice.

Note: This game task should be assigned to all groups.

Game task: Activation of the press

You would like to have your messages published in the press. Unfortunately, in the most cases, only the governments are interviewed. Therefore it is not easy for you to be taken into consideration in the news.

Carry out an action conveying your ideas. Invite the press (press release). You can this also together with other groups. If the action is sensational, it is quite certain to be taken into consideration in the news within the next few days and will have an impact on the governments.

Note: This task should be assigned to the civil society and economic groups.

BONUS:

When the press reports about your actions, two persons of your group may participate as observers in the 2nd Regional negotiations.

Game task: Agreement

You know that the EU Commission and two groups of African countries are negotiating with one another. They are said to have already drafted an agreement.

In order to better represent your position it would be good to know what it says.

Task: Try to find out what the draft agreement says.

Note: This game task should be assigned to the civil society and the economic groups.

Game task: Flyer

As a small organization / association it is difficult for you to publish your opinion.

You have the opportunity to design flyers. You can also associate with another group together. The head of the game helps you to copy the flyers and then you can distribute them.

Note: This game task should be assigned to the civil society and the economic groups.

BONUS:

If a regional or EU Commission consider your position important, they can invite you and you have the right to talk during the negotiation between a regional group and the EU. BONUS (for a business association or NGO):

The right to talk during the negotiation between an African group and the EU.

BONUS (for a business association or NGO): Observers in the 2nd Regional Conference of the Group

BONUS (for a business association or NGO): Observers in the 2nd Regional Conference of the Group

Game task: Informal Talks

Now it is time for discussions in a small discussion forum, lobby talks, secret agreements, confidential talks, important agreements with groups you do not meet on other occasions.

Reflect on who you can help to pursue your objectives. You can try to meet members of this group and plan your common projects together.

You can also divide your groups. Please make sure to interchange the results of your talks and keep on planning your projects together.

Note: For all actors not partaking in simultaneous negotiations on the agreements.

Game task: Informal Talks

The ACP countries do not negotiate together with the EU, but in regional groups. The EU can play off these groups against each other.

In order to prevent this, you should try to get into conversation with the other regional group and coordinate your negotiation strategies.

Note: Only for African countries.

Game task: Informal Talks

Your government notes that your capacity does not suffice to read the agreement completely and to negotiate successfully. While the EU is working with hundreds of lawyers, your department is very small. Therefore, you do not know exactly what you are going to sign.

What is the solution to this problem? Who can you revert to? Look for partners during this discussion forum!

Note: Only for African countries.

Game task: Informal Talks

The West African group has already been existing since 1975. Regardless of the negotiations on the EPAs you try to develop an economic community. Senegal is much more important for the Economic Community than the cooperation with the EU, as you export more products to other African countries than into the EU.

Task: Try to convince other African states that regional solidarity is important. The EU has to be convinced that at the beginning the African countries open

their borders only between their countries and that they open their borders to the EU at a later date.

Note: Only for representatives of Senegal

Game task: Informal Talks

Your country's industry has already got the possibility to import duty-free into the EU. However, your companies rarely succeed in doing so.

Task: Reflect on what might be the reasons for this. What is the solution to this problem? Is there a possibility to modify the EPAs in such way that it will become easier for your country's industry? Who can you revert to? Look for partners during this discussion forum.

Note: Only for Tanzania and Senegal.

Game task: Informal Talks

The road construction minister lets you know that only a fraction of all roads in the country is adapted for trucks. In many places it is impossible to erect establishments due to good road connections being missing. Unfortunately, the government is lacking the money to be necessary for new road constructions.

Task: Reflect on how to resolve this problem. Who can you talk to and with whom can you negotiate on financial aid? Could the solution lie in the modification of the EPAs? Who can you revert to? Look for partners during this discussion forum.

Note: Only for African countries.

Game task: Informal Talks

There is a power blackout once again. Nevertheless, you can continue to negotiate, since there is an emergency generator. But in all over the country the companies have to interrupt their work several times a week owing to a power blackout. That renders the investments and the productions in your country unprofitable. Unfortunately, the government is lacking the money needed in order to resolve the problem.

Task: Reflect on how to resolve this problem. Who can you talk to and with whom can you negotiate on financial aid? Could the solution lie in the modification of the EPAs? Who can you revert to? Look for partners during this discussion forum.

Note: Only for African countries.

Game task: Informal Talks

Until today your country has exported almost exclusively raw materials. However, the prices for raw materials are not very high and fluctuate heavily. Therefore, your country's earnings depend on the world market price of raw materials. One solution to this uncertainty would be to enlarge the product range, i.e. to export different products in order to reduce the risk should the price fall.

Task: Reflect on what production lines you intend to develop. What needs to be change in the EPAs, before you can do so? Who can you revert to? Look for partners during this discussion forum.

Note: Only for African countries.

Game Task: Conference

As an NGO you are excluded from the negotiations. But you want to be heard as well. And the previous agreements between the EU and the African countries say that also the civil society should have voice in the chapter.

Organise a conference on the EPAs. Reflect on what you would like to discuss. Invite representatives of other groups to discuss with you on the podium. Invite all the others to join in. Do not forget to involve the press (press release)! Reflect on who should moderate the discussion and who should represent your position.

Note: This game task should be assigned to the African and European NGOs.

Game Task: Fund Raising

As an NGO you need money to pay your employees, to print flyers, to organise events, etc. The negotiations on the EPAs are very work-intensive for you and cost money. Now, you are running out of money and cannot continue any longer.

Task: Search for groups who might give you money as development funds or sponsorship. After receiving the money, you furnish proof to the bank (head of the game). Then you can go on playing.

Note: This game task should be assigned to the African and European civil society.

Game Task: Right to be heard

The negotiations between the EU and the African countries are proceeding in a very devious way. Although you as an economic actor will be affected by the agreements, your government is cloaking themselves in silence.

However, you heard that the EU obliged the African countries to talk to you in your capacity of the economic representatives of the country so as to render the negotiations more democratic.

Task: Claim your right and try to talk to governments of the African countries, so that your claims will be integrated into the negotiations.

Note: This game task should be assigned to the African and European business associations.

Game Task: Convincing African countries

As you heard in your capacity of the representatives of the European industry and agriculture, the African countries have certain reservations against the EPAs. However, the undersigning of the agreements means a lot to you. New markets and sales opportunities for your products would present themselves and are necessary for you to cope with worldwide competition.

Try to talk to some African countries in order to dispel their their concerns about the EPAs and to show the benefits of such agreements. You might win them over by some promises.

Note: This game task should be assigned to the European business associations.

Game Task: Participating in the conference

You have heard is that the opponents of the EPAs want to organize a conference. This is quite certain to be nothing else than propaganda to obstruct the economic agreements.

Anyway, you might succeed in taking part in the conference so as to draw attention to the advantages of the EPAs.

Note: This game task shall be assigned to the European business associations only in case the game task "conference" has been assigned to the African and European civil societies.

Time Schedule for the Game: Act worldwide
Free Trade Agreement between the EU and the African countries

Quando?	Cosa?	Dove
10:00 – 10:30	Welcoming & Introduction to the game	big room
10:30 – 11:30	Presentation of the contents of the game	big room
11:30 – 12:30	Role identification and development of strategies	in small groups allocated to the available rooms
12:30 – 13:15	Lunch/ Break	
13:15 – 13:35	Press conference for all	big room
13:45 – 14:05	1 st Meeting of African Regional associations	in the two smaller rooms
	all others: informal discussions and planning of actions	big room
14:25 – 14:35	Press News for all	big room
14:35 – 14:45	Strategy meeting of all groups	big room
14:55 – 15:15	2 nd Meeting of African Regional associations	In the two smaller rooms
	all others: informal discussions and planning of actions	big room
15:15 – 15:35	2 parallel negotiations between the African representatives and the EU	in the two smaller rooms
15:45 – 16:00	Press conference and announcement of the results of the negotiations for all	big room
16.20 17:00	Evaluation, Feedback, and discussion	big room

Decision on Development Aid Budget

(Brussels / Belgium): The EU agreed upon the new development aid budget. African countries having concluded an economic partnership agreement (EPA) will receive 15 million Euros per year from a separately provided transition fund and on top of this political consulting by the consulting company PriceWaterhouseCoopers.

Brazil sends lawyers

(Buenos Aires / Argentina) Brazil threatened to take legal action the EU because of the negotiations on the economic partnership agreements (EPAs) between the EU and the ACP countries. "If the negotiations should fail in one region, we will take legal action against the EU in accelerated proceedings at the WTO arbitration court since the existing trade practices violate the World Trade Organization regulations," said the Brazilian Trade Minister Luiz Fernando Furlan. For the region concerned punitive tariffs might be imposed.

The reason for this is the disadvantage for emerging market countries which are not granted the same low tariffs as the ACP countries.

Successful conclusion of the conference "Intensifying Trade Creating a Successful Partnership!"

(Johannesburg / South Africa) The EU and South Africa, which is Africa's most influential country from the economic point of view, organised the conference on "Intensifying Trade Creating a Successful Partnership.

Economic state secretaries and representatives of the chambers of commerce of Namibia, South Africa and Botswana attended the conference and were invited to an evening reception given by the South African head of state Thabo Mbeki and the EU economic commissioner Peter Mandelson. During the conference, violent confrontations break out between globalisation protesters and the police, with one protester being killed.

Politicians express their dismay. Nevertheless, the debates concerning the contents are continued successfully. They succeed in settling many contentious points. "The talks took a promising and harmonious course" Mandelson said.

Analysts give green light!

(New York) A report published by the consulting firm Deloitte & Touche certifies to some countries of the West African alliance (Ghana, Nigeria, Senegal) that they form part of the most interesting "emerging markets" which are getting more and more interesting for foreign companies.

Not only because of their substantial natural resources (petrol, phosphate, gold) but also due to the economic infrastructure of these countries an increase in direct investments is expected for the next few decades. It is of utmost importance to give the right impetus for a progressive economic policy at this very moment. This

includes trade liberalization, opening of their own markets to investors as well as the improvement of investment conditions.

Pacific region concludes an EPA!

(Port Vila / Vanuatu) After a strength-sapping negotiation round the representatives of the Pacific Region together with the EU commissioner Peter Mandelson appeared before the press cameras shaking hands and smiling. All contentious points could be cleared in a final negotiation marathon.

The negotiators Honorary Consul Keil and Kiribati minister Tofinga were noticeably pleased with the positive outcome of the negotiations:

"We concluded an agreement constituting a solid basis for the relations between the EU and the Pacific Islands guaranteeing at the same time an intensive and equal partnership. The former agreements lacked flexibility and did no longer correspond to the political reality and the globalisation requirements. We expect tourism industry to benefit from the EPAs and that our location will gain more economic attractiveness by the liberalization of services and investment conditions. In addition, we hope to also set a positive signal for the other EPA Regions".

German entrepreneurs welcome the EPAs

(Stuttgart / Germany), Juergen Schrempp, chairman of SAFRI, the Southern Africa Initiative of German Economy, gives positive comments on the occasion of a trade fair to boost exports of German companies on the trade agreements to be concluded between Europe and African countries.

"The EPAs and the tariff reductions will simplify many things." said the former manager of DaimlerChrysler. He said that a large part of Africa's current economic and social problems resulted from the protected markets. "The people have a right to benefit from the European products and markets! Antiquated protection policy should not discourage them" concludes Schrempp.

Scathing criticism from France to the EPAs

(Paris / France) In July 2006, a delegation of Europe's Committee of the French National Assembly published a detailed report containing scathing criticism of the EU Commission, in particular of the Directorate General of Trade leading the negotiations on the EPAs with African countries.

The report speaks about a triple shock, the African countries will have to face should they sign the EPAs:

1. a financial shock due to the expected revenue losses because of the elimination of import duties;
2. an industrial shock, as the weak industrial sectors of the ACP countries being in their development stage will not be in a position to cope with the increasing EU competition;
3. an agricultural shock for the agrarian ACP countries, as local markets and producers will not be able to compete with cheap imports, i.e. highly subsidized agricultural products from the EU.

Moreover, the report says: "These fundamental changes jeopardize peace and stability in the zones, some of which are close to Europe." The EU Commission is sharply criticized for pushing African countries to put Customs Union into effect already in 2008.

As sharp the criticism, as radical the recommendation of the report: it is "absolutely necessary" to withdraw the present mandate from the EU commission.

Protest against the proposed free trade agreement

(Berlin / Germany) About 200 critical globalisation activists gathered in front of the Federal Chancellery in Berlin to draw the attention of the German Chancellor Angela Merkel and the EU Trade Commissioner Peter Mandelson to their massive criticism of the Free Trade Agreements.

Strikes in Kenya against EPAs

(Nairobi, Kenya) during the World Social Forum in Nairobi, hundreds of African farmers demonstrated against the ongoing negotiations on Economic Partnership Agreements (EPA) between the EU and the ACP countries. The free trade agreements jeopardize the existence of millions of farmers. 50 partner organizations of the charitable organization Misereor signed a declaration and claimed to respect the social and environmental standards.

Natural disaster in Africa

(Accra / Ghana) In these days, muddy, reddish-brown waters are relentlessly destroying villages and settlements in more than a dozen African countries. The annual rainy season urgently needed for agriculture turned from blessing into curse. Like a belt the water disaster is extending across the continent from Senegal and Burkina Faso over Nigeria and Chad to Ethiopia and Kenya in East Africa. Ghana was struck particularly hard, and the north of the West African country was declared a disaster area.

The victims talk to us by mobile phone, SMS and e-mail. "We have lost everything: clothes, dishes, our reserves" as Innocent Okia from Uganda complained. This year's family harvest of the 18-year-old guy was destroyed. "The torrential rain worsens the economic situation even more in Ghana and many African countries." said Anthony from Ghana who already thought about the consequences

The water does not only cover corn, wheat and oats, which are now going to rot. UN helpers fear that the flood irretrievably washed away parts of the most fertile arable land in Africa. Food prices are rising, but there is no hope for the masses of water to drop. On the contrary, the water level is rising even more.

EVENTS / / act worldwide

The Chinese Trade Minister Bo Xilai finishes his Africa trip in Cameroon

(Douala / Cameroon) Today the Chinese Trade Minister Bo Xilai said good-bye to the African continent after an almost two weeks stay. "Important contacts and arrangements on agreements with regard to trade relations could be made and coordinated." as said the satisfied Bo Xilai at a press conference.

For China, many African countries are an important source serving to meet their requirements for security in energy supplies and growth policy. In contrast to the EU, China will waive political requests in case development aid is being granted and therefore is a very acceptable trading partner.

Uranium discoveries in Tanzania are of strong international Interest

(Dar Es Salaam / Nairobi) New discoveries of extensive uranium resources give a new impetus to Tanzania mining sector. The world market prospects are very favourable and the mining costs in Tanzania are comparatively low. Due to the special requirements regarding security and environment it usually takes several years to grant the respective mining rights. The discoveries of uranium by British-Australian joint ventures have been the first one worldwide for about 25 years.

Disastrous consequences through EPAs?

(Brussels / Belgium) In 2003, the European Commission commissioned to the consulting company PriceWaterhouseCoopers a study on the possible impacts of the EPAs for West Africa which revealed that a West African EPA would:

- nip the conditions for the development of a modern West African industry in the bud.
- significantly reduce the export of the current agricultural products to a large extent and
- lead to regional confrontations and conflicts on how to deal with natural resources.

African industry against the EPAs

(Vienna / Austria) About one hundred industrialists signed a petition against the Free Trade Agreement EPAs, says the Association of African industry. "The protest is also shared by other industrialists and must not be ignored by the governments!" as a representative of the association said.

The industrialists are opposing an opening of the ACP markets. They fear not to be able to compete. So far, protective tariffs contributed to the development of their countries and helped create jobs.

Recalling the time of colonialism

(Nairobi, Kenya) On the occasion of the anniversary of the liberation from colonialism, in Nairobi, several thousand demonstrators recalled the heavy legacy of the former colonies. They claimed for the European Countries' confession of guilt. In particular, the constraint to sign the EPAs would be a step into the wrong direction. Europe has to assume its responsibilities for the African countries and not force them into new economic exploitation.

Guideline for the introduction in world trade and EPAs

1. Economic destination routes

Problem with the free trade in case one country is stronger:

Land A produces cheap shoes, machines, etc.

Moreover, there are problems regarding the unequal value of production structures: Country A produces jewellery from the diamonds country B is mining and exporting to country A.

✂ country A yields more profit with the manufactured product, can research, render products even cheaper by means of the utilisation of new machines, so that finally even the trousers need no longer to be imported from country B as they are produced by country A itself and that only the cheap raw material (in this case silk) have to be imported.

2. Relations between Europe and the ACP countries

- History: colonialism and exploitation, therefore, in 1975 the Lomé Convention was concluded and offers the following advantages to the ACP countries:

- They can sell certain quantities of their products in the UE by paying very low duties (= a big advantage to other countries, e.g. Latin America)
- They were allowed to require duties to be paid on UE products

✂ WTO requires this regulation to be abolished.

- WTO announced claims and punitive tariffs, since the existing agreements violate the principle of reciprocity (since there are advantages for the ACP countries) and non-discrimination (e.g. against Latin America) - But: the modifications versus the EPAs are certain to be also in the UE's interests

✂ for this reason there should be negotiations on the EPAs (European Partnership Agreements)

- Between the UE and the six ACP regions (two regions in the game)
- Already in 2000 (under the Cotonou Agreement) there was the obligation to conclude new trade agreements,

Objectives:

- Free trade in the regions, - free trade with the UE, - abolish tariffs / trade barriers, - facilitate investments in other countries, etc.

Criticism:

- too big a challenge, - not yet prepared, - very different countries, - probably also different impacts, - too short a period of time for preparation (a 10-year deadline), - UE exerts high pressure, - no sympathetic ear for alternatives

ECONOMIC PARTNERSHIP AGREEMENT

BETWEEN

THE MEMBERS OF THE GROUP OF COUNTRIES IN AFRICA, THE CARIBBEAN AND THE PACIFIC OCEAN (ACP)

ON THE ONE HAND

AND THE EUROPEAN COMMUNITY (EU)

OTHER HAND

PREAMBLE

- CONFIRMING their advocacy for a cooperation serving to realise their objective of poverty eradication, a sustainable development and the gradual integration of ACP countries into the world economy,
- RECOGNISING the fact that a solid and sustainable economic policy is a precondition for any development,
- TRYING to ensure the wage earners' basic rights,
- TAKING INTO CONSIDERATION the obligations to be fulfilled in compliance with the World Trade Organization

the EU and the ACP countries decided TO CONCLUDE THIS AGREEMENT.

NEW TRADE REGULATIONS

In view of the above principles, the contracting parties stipulate to agree upon new trade regulations in conformity with WTO aiming at the gradual abolition of all trade barriers existing between them (or at least a minimum of 90 % of same).

COOPERATION STRATEGIES

Investment and private sector development

Through their cooperation, the contracting parties shall support the creation of a favourable investment environment necessary for the equal treatment of both domestic and foreign companies. This includes economic and institutional reforms and the development of dynamic, viable and competitive private economy.

Competition policy

In order to ensure the abolition of unfair competition, the contracting parties commit themselves to concentrate the government activities on the guarantee of an optimal competition and the abolition of restrictions on competition both on national and regional levels. Their objective is to ensure the equal treatment of all competitors. Government expenditure must also be available for private providers. Furthermore, the contracting partners shall have to create regulations providing

for the prohibition of agreements between enterprises and concerted practices aiming at or implying the prevention of competition.

Public procurement

The Parties stipulate that all procedures and rules for public procurement tenders have to be open and transparent. Foreign and domestic bidders must enjoy equal rights.

Protection of intellectual property rights

The parties recognize the need to guarantee an effective protection of intellectual and industrial property and the rights forming part of the Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS Agreement). In this context, they have pointed out how important it is to join the TRIPS Agreement attached to the WTO Agreement and the Convention on Biological Diversity (CBD).

.....
Peter Mandelson
(EU Commissioner for Foreign Trade)

.....
Representative of the respective
ACP Regional Groups

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NEW TRADE REGULATIONS

1. The contracting parties stipulate to agree upon new trade regulations in conformity with WTO aiming at the gradual abolition of all trade barriers existing between them (or at least a minimum of 90 % of same).

1.1. No party may impose new duties or raise existing duties, unless stipulated differently in another section of this agreement.

1.2. Each party shall abolish the existing tariffs on all products within 10 years, unless stipulated differently in another section of this agreement.

1.3. No party shall prefer their own the products to those from other countries.

FOREIGN INVESTMENT INCENTIVES

2. The contracting parties stipulate to open all major economic sectors to foreign investments and to strengthen the rights of international investors intensively.

2.1. The investors of other countries must not be discriminated against the investors of the parties' own countries.

2.2. The rights of investors must not be violated by strict government regulations on social or environmental standards.

2.3. The investors may transfer their profits tax-free between the contracting countries.

Article 1.3. does not apply to the current agricultural policy of the EU. The EU may continue to subsidize their agricultural products

The new trade regulations enter into force today.

.....
Peter Mandelson
(EU Commissioner for Foreign Trade)

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Representative of the respective
ACP Regional Groups

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NEW TRADE REGULATIONS

In view of the above principles, the contracting parties stipulate to agree upon new trade regulations in conformity with WTO aiming at the gradual abolition of all trade barriers existing between them (or at least a minimum of 90 % of same). The new trading regulations will come into force on 1st January 2008, unless the contracting parties stipulate any earlier dates.

NEW COOPERATION STRATEGY

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Dictionary for the simulation game / act worldwide

World Trade	International trade, transnational exchange of goods, funds and services
Investments	Use of money, machinery or tools for the production of goods. The investor partakes in the profits and decides on the company's objectives.
Subsidies	Government support for private companies. For example, the EU subsidizes their agriculture to protect it as an economic sector and to provide the population with cheap food.
Import	Imports of goods, capital, services, etc. into a country
Export	Exports of goods, capital, services, etc. from one country
Duties	Trade Barriers: Government Taxes on import and export; Duties render goods more expensive.
Quotas	Trade Barriers: restraint the quantity of merchandise
Free Trade	Trade not being restricted by trade barriers
WTO: World Trade Organisation	International Organization dealing with the regulation of trade and economic relations. It currently has 151 member states. The objective of the WTO is an international free trade.

WTO's objectives and criteria:

1. standards of free trade, reduction of trade barriers
2. elimination of discrimination (Example: If a country has a trade advantage, it must also be granted to other countries, i.e. all countries have to be treated in the same way, regardless of whether they are "poor" or "rich")

EPAs	Economic Partnership Agreements: free-trade agreement between EU and ACP countries; the EPAs shall comply with the WTO Standards
ACP Countries	Former colonial states in Africa, the Caribbean and the Pacific
Industrial countries	Technologically advanced, rich countries, especially from Europe and North America
Developing countries	Poor countries showing higher unemployment and illiteracy rates etc. compared to the industrialized countries
LDC Countries	The Least Developed Countries, i.e. the 50 poorest countries
EBA Agreement	Everything but arms: a special contract between the EU and the LDC countries allowing the latter ones to export duty-free and quota-free and to levy import duties on goods from the EU
Development Aid	Financial and technical assistance and advisory services from industrialized countries to fight poverty in developing countries