



NEGOTIATIONS

6 November 2025



What?

When?

Why?



Situations

Diplomatic Negotiations



How



Tips





Failure to adopt the Joint Communiqué of the ASEAN Foreign Ministers' Meeting in 2012

The background image shows the interior of the ASEAN Coordinating Centre for Humanitarian Assistance (AHA Centre). On the left, a row of flags from ASEAN member states is displayed. In the center, a large circular logo features the ASEAN emblem and the text 'AHA CENTRE' and 'asean'. To the right, there is a modern lounge area with a red sofa, a bookshelf, and a table with chairs. The text 'ASEAN Coordinating Centre for Humanitarian Assistance on disaster management' is overlaid in the center in a bold, black font, with the words 'on disaster management' highlighted by a pink oval background.

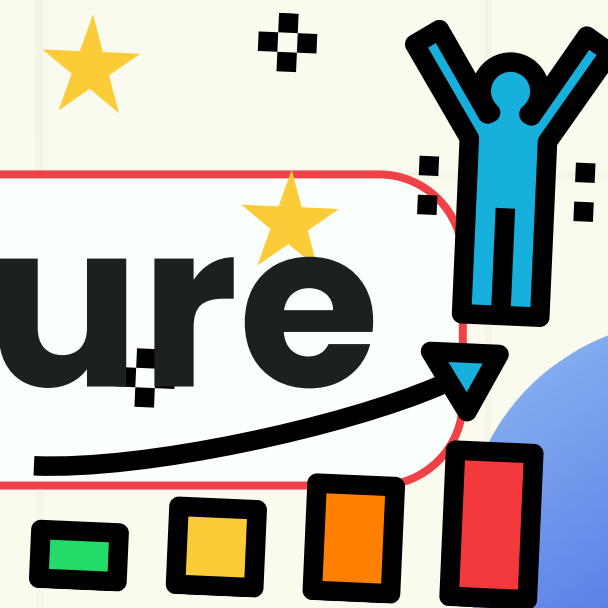
ASEAN Coordinating Centre for Humanitarian Assistance on disaster management



quality infrastructure

vs

high quality infrastructure



Promote regional connectivity among the ASEAN Plus Three countries by enhancing links and synergies between the MPAC 2025 and key connectivity initiatives promoted by China, Japan, the ROK, as well as other sub-regional and multilateral cooperation frameworks with and within ASEAN in order to attain people-oriented, people-centred community of peace and prosperity with sustainable and inclusive growth and development for shared benefit in the East Asian region, through extensive consultations and joint efforts, while reaffirming the need to promote sustainable, high quality infrastructure in accordance with broadly accepted international principles to facilitate trade, investment, and service competitiveness in the region





Exercises



Group Setup

- The class will be divided into 6-8 groups, with 4-5 participants in each group.
- These groups will be paired to form **3-4 negotiation pairs** as follows:
Group 1A-1B, Group 2A-2B, Group 3A-3B, and Group 4A-4B.

Task

- Within each pair, Group A and Group B will take opposing positions and negotiate on the two assigned exercises to reach a mutually acceptable solution.
- Each pair will deliver a presentation on the negotiation process of the two exercises and the outcomes of the negotiations.



Thank you

 <https://asean.mfa.go.th>

 ASEAN Thailand

 ASEAN_THAILAND

