

NegotiationSupport.org



A Portal to support host country governments with planning, negotiating, implementing, and monitoring large-scale investments.



With support from:



The objective

To improve knowledge management and sharing of available tools, resources, technical assistance and opportunities for training amongst support providers, host governments and other stakeholders working on foreign direct investment in low-income countries.



The strategy

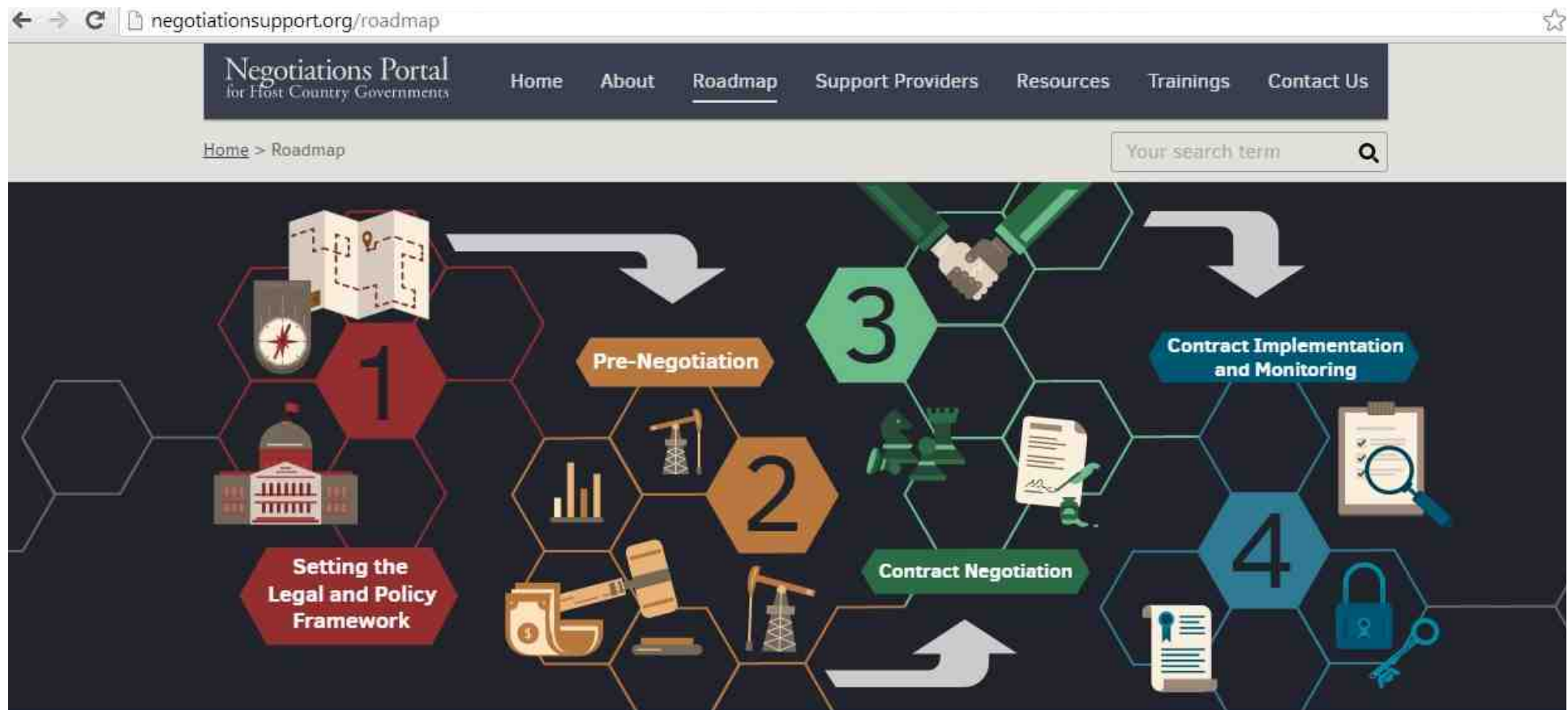
- 🔥 Online **Negotiation Support Portal** to act as a 'one stop shop' for host governments wanting to prepare for investment.
- 🔥 Regular **Meetings of Support Providers** to share learnings and coordinate interventions



The Portal has four main components:

- 🔥 A **Roadmap** that maps out all stages of an investment project, starting with setting the regulatory and institutional framework through contract negotiation, implementation and monitoring of an investment project.
- 🔥 **Tools & Resources** – that can assist governments at each stage of the investment process.
- 🔥 A searchable database of the major **Support Providers** who provide technical assistance at the various stages.
- 🔥 **Trainings**, organized by date and searchable by sector and location





The **Roadmap** breaks the investment life-cycle into four stages:

1. Setting the Legal and Policy Framework
2. Pre-Negotiation Stage
3. Contract Negotiation Stage
4. Contract Implementation and Monitoring.



The Roadmap

Each stage contains:

- 🔥 A description of the issues that arise at that stage.
- 🔥 Key tools that are available to assist with that stage.
- 🔥 Other useful resources.
- 🔥 Links to relevant support providers for that stage who are available to provide technical assistance to host governments on relevant issues.



Support Providers

A searchable database of major support providers that assist host governments with the various stages of investment.

Support providers are searchable on the basis of a number of criteria including:

- 🔥 type of support provided and expertise available
- 🔥 regional focus
- 🔥 response time
- 🔥 length of support
- 🔥 whether or not a fee is payable.

(Support Providers page shown in next slide)



Support Providers | Negotiations Portal

negotiationsupport.org/matrix

Negotiations Portal
for Host Country Governments

HomeAboutRoadmapSupport ProvidersResourcesTrainingsContact Us

Matrix Download

You can download a PDF version of the Matrix of Support Providers here:

Support Provider Matrix (1MB)

+ Selection Criteria for Support Providers

Search the NSP Matrix

Filters

reset

> Sector

> Region

> Type of Support

> Type of Expertise

> Length of Involvement

> Speed of Response


> Non-fee based Support

> Languages

> Negotiation Stage

Support Providers

Advocates for International Development



Africa, Asia, North & South America, Europe, Australia


English, French, Spanish, Other

Legal

description +

Full Description

African Legal Support Facility



Africa


English, French

Legal, Economists & Financial Analysis

description +

Full Description

African Minerals Development Centre



Africa


English, French

Geologists/Land Use, Good Governance, Fiscal & Tax Management

description +

Full Description

Centre for Energy, Petroleum and Mineral Law and Policy



Africa, Asia, North & South America

English

Legal, Good Governance, Fiscal & Tax Management, Economists & Financial Analysis

Full Description

Tools and resources

Types of resources include:

- 🔥 best practice guides
- 🔥 handbooks
- 🔥 toolkits
- 🔥 guidelines
- 🔥 model contracts
- 🔥 databases, etc.

All pitched at host government audiences.



Trainings

Short trainings and professional development courses for government officials and policy makers.

Searchable by

- 🔥 Duration
- 🔥 Sector
- 🔥 Investment stage
- 🔥 Location
- 🔥 Language

A regularly updated **trainings calendar** shows upcoming events.

(Trainings page shown in next slide)



negotiationsupport.org/trainings

Negotiations Portal
for Host Country Governments

HomeAboutRoadmapSupport ProvidersResourcesTrainingsContact Us

Home > Trainings

SearchEnglish

+ Selection Criteria for Trainings

Are you aware of other relevant trainings? [Let us know](#)

Search for trainings

Filtersreset

> Duration

> Sector

> Investment Stage

> Locations

> Language

Trainings

Short trainings and professional development courses designed to assist government officials and policy makers in the planning, preparation for, negotiation, monitoring, and implementation of large-scale investments

Jun 06, 2016

CCSI Executive Training: Extractive Industries and Sustainable Development

June 6-17, 2016. Columbia University, New York, USA

Rolling applications until March 1, 2016. [Further information](#).

Jun 06, 2016

CEPMLP: Negotiating & Documenting Petroleum Industry Transactions

June 6 - 10, 2016, University of Dundee, Scotland

[Further information](#).

Jun 06, 2016

Wits Enterprise: Developing and Maintaining Stakeholder Relations

June 6-10, 2016. Johannesburg, South Africa.

[Further information](#).

+ Asia Public-Private Partnership Training Institute (APPPI) Courses

Go to training

+ CCSI Executive Trainings and In-Country Trainings

Go to training

+ CEPMLP Post-Graduate Degrees and Professional Development Programmes

Go to training

+ Centre for Sustainable Minerals (CSRM) Professional Development Courses and Masterclasses

Go to training

+ IDEP Training Courses

Go to training

Portal outreach and dissemination

- ❖ CCSI conducts workshops and feedback sessions with key stakeholders to continuously improve the uptake and the usefulness of the Portal.
- ❖ Eg, Workshop (in partnership with the AMDC, ALSF and NEPAD) in Pretoria, South Africa. The 40 workshop participants included representatives from African governments, development agencies, civil society, and academia.
- ❖ Regular presentations to governments and conferences.
- ❖ Use of social media to encourage uptake.
- ❖ Coordination with other online platforms, support providers and partners.



CCSI Meetings of Support Providers

- A forum for support providers to discuss common challenges and opportunities and to facilitate greater coordination.
- Attended by development banks (eg. IMF and the World Bank), government aid agencies (eg. GIZ), academic institutions (eg. CCSI) and CSOs (eg IISD and NRGi).
- 2015 meeting focused on monitoring and evaluation of technical assistance.
- 2016 meeting on trainings, capacity building programs, M&E, and alumni engagement.
- Meetings preceded by in-depth surveys, mapping and analysis to concretize meeting outcomes.





**Columbia Center
on Sustainable Investment**

A JOINT CENTER OF COLUMBIA LAW SCHOOL
AND THE EARTH INSTITUTE, COLUMBIA UNIVERSITY

Increasing the effectiveness of trainings and capacity building programs

**M&E, alumni engagement, and opportunities for
coordination**

Prepared with support from:



Next steps for meetings of support providers

- 🔥 Many organizations are still experimenting with ways to increase the effectiveness of their interventions, means used for monitoring and evaluation, and complementary strategies (such as alumni engagement), that can be employed to enhance impact.
- 🔥 Robust consensus for meetings of support providers to continue.
- 🔥 Future meetings to be used for general coordination amongst support providers as well as to explore topics such as:
 - 🔥 Strategies to address complex decision-making by governments during uncertain times;
 - 🔥 A focus on support provider activities in one specific country or region; or
 - 🔥 The collective impact of support providers and how more sustainable change in the sector can be achieved.
- 🔥 Future meetings are open for funding and support.



Feedback welcome!

negotiationsupport.org/feedback

Negotiations Portal
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Home About Roadmap Support Providers Resources Trainings Contact Us

Home > Contact Us

Your search term

Contact

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Contact Us

Please contact us if you require any assistance locating a resource or a support provider. We are happy to assist!

We also welcome all feedback, comments, corrections, and suggestions on the Negotiation Support Portal to help us improve and update the content.

Name

Email

Company (optional)

Message

ccsi@law.columbia.edu

