



## FRONTLINE NEGOTIATIONS

CENTRE OF COMPETENCE ON  
HUMANITARIAN NEGOTIATION

Photo: Mark Henley

# Learn from Experience. Shape a Global Community.

## What is humanitarian negotiation?

Humanitarian negotiation is a set of interactions between humanitarian organisations and parties to an armed conflict, as well as other relevant actors, aimed at establishing and maintaining the presence of these organisations in conflict environments, ensuring access to vulnerable groups, and facilitating the delivery of assistance and protection activities.

## The Centre of Competence on Humanitarian Negotiation

Since its foundation in 2016, the Centre of Competence on Humanitarian Negotiation (CCHN) has been providing humanitarian professionals with a platform to learn and exchange around the topic of frontline humanitarian negotiation. It also contributes to scientific research around negotiation processes, tools and strategies and promotes collaboration across the sector.

# What we do



## Experience-based negotiation workshops

We provide humanitarian practitioners with a safe and confidential space to exchange on their practices and develop their negotiation skills.



## Fostering a global community of practice of frontline negotiators

We bring together a network of humanitarian negotiators working across different agencies, contexts and world regions.



## Research and development

We capture and analyse current negotiation practices and develop strategic negotiation tools.



## Support to organisations

We provide tailored support to organisations wishing to build the negotiation capacity of their staff members.

# Our community of practice

The core mission of the CCHN is to facilitate the emergence of a global community of practice of frontline negotiators. A community of practice is a group of individuals who share a concern or a passion for something they do, and learn how to do it better while interacting.

The CCHN is committed to connecting humanitarians with professionals from other sectors, including political mediators who make arrangements between parties to a conflict, government representatives who may influence humanitarian negotiations through their political power, local Non-Governmental Organisations involved in a humanitarian response, and researchers who publish papers and books on this topic.

## The CCHN community in numbers

**3,600** humanitarian practitioners in the CCHN community (as of March 2022)

**115** workshops and events organized in 2021 alone

**85%** of community members are based in field offices

Community members come from **130+** countries and **400+** organisations

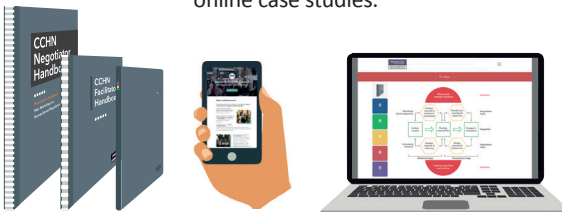
## Our negotiation resources



Drawing on the first-hand experience of hundreds of field practitioners, the CCHN has developed a comprehensive toolkit for humanitarian negotiators who negotiate at the frontlines.

Drawn from field practices, the CCHN's Field Manual on Humanitarian Negotiation proposes a method to conduct humanitarian negotiations in a systematic and organised manner. It includes step-by-step guides to strategically plan and implement a negotiation process.

A set of other publications support the Field Manual: the Negotiator Handbook, the Facilitator Handbook, the Negotiator Notebook, and online case studies.



These negotiation resources are available in English, French, Spanish and Arabic. They can be accessed or downloaded at [frontline-negotiations.org/cchn-field-manual](https://frontline-negotiations.org/cchn-field-manual).



## Some of our operational and thematic priorities for 2022

- Negotiating under pressure and in high-stake contexts
- Negotiating with difficult governments, criminal groups, and designated terrorist groups
- Negotiating with people on the move
- The importance of diversity and legitimacy within negotiation teams
- Negotiating in the context of natural hazards and disasters
- Evaluating access and the impact of compromises
- Negotiating with other humanitarian organizations and implementing partners

# Our partners and donors

The Centre of Competence on Humanitarian Negotiation (CCHN) was founded in 2016 as a joint initiative of five humanitarian agencies: the International Committee of the Red Cross, Médecins Sans Frontières Switzerland, the United Nations High Commissioner for Refugees, the United Nations World Food Programme and the Centre for Humanitarian Dialogue.

The Centre is hosted by the International Committee of the Red Cross and is based in Geneva, Switzerland.



The CCHN collaborates with researchers, leading academic institutions and training centres to transform negotiation experiences and practices into knowledge.

Our work is supported by the Ministries of Foreign Affairs of Denmark, Germany, Luxembourg, Norway, Sweden and Switzerland.

## Contact

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