# Multilateral Negotiations, Mediation and Egypt's Role

Date; 25 November 2025 By: Amb. Dr. Sameh Aboul-Enein



### **Session Overview**

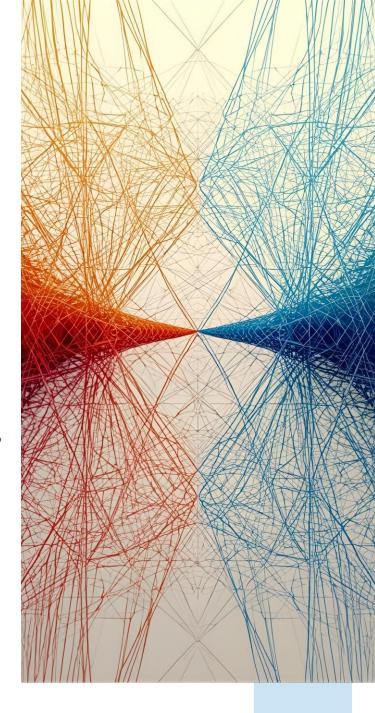
- Today's lecture explores how multilateral negotiations and function when multiple actors seek to reach consensus on global issues.
- We will examine the principles, rules, and techniques that shape
   multilateral diplomacy, and how complexity affects decision-making.
- We will introduce mediation as a core method of conflict resolution, including its strengths, limits, and strategic value in managing complex disputes
- Real-world examples from Egypt will highlight its role in managing complex multilateral negotiations and in leading mediation efforts in the Palestinian-Israeli conflict
- By the end of the session, you should understand how states, regional blocs, and institutions influence outcomes and legitimacy and have a clear, practical sense of how diplomats utilize mediation to reach sustainable agreements



## Multilateral Negotiations

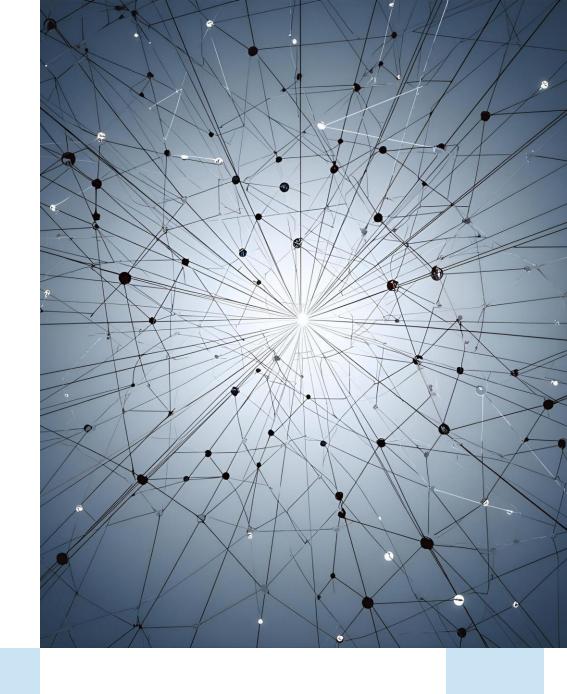
# Beyond Bilateral Negotiations: From Direct Talks to Multilateral Diplomacy

- Most negotiations start between two parties
- **1.Direct bilateral negotiations involve face-to-face diplomacy** between two states or entities with defined agendas and reciprocal goals
- **Example:** The Egypt–U.S. Joint Economic Commission (2nd Session, Sept 2024) renewed structured talks on trade, investment, and energy cooperation, marking a return to high-level economic dialogue
- 2. **Indirect or proxied bilateral negotiations** occur when parties cannot meet directly and rely on **third-party mediation or facilitation**
- **Example:** Israeli-Palestinian talks mediated by Egypt, Qatar, and the United States, with UN coordination on humanitarian access.
- Beyond bilateralism, today's global challenges, such as climate change, pandemics, migration, nuclear proliferation, and regional conflicts involve multiple stakeholders and demand shared legitimacy and coordinated action through multilateral negotiation.



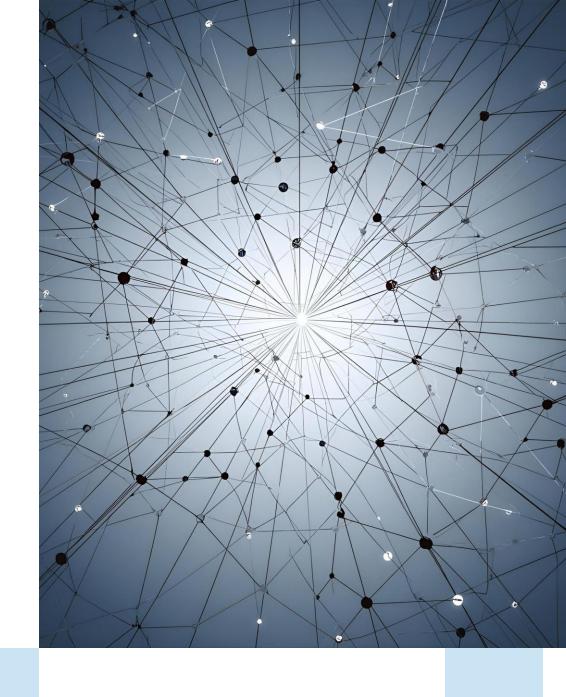
# What Makes a Negotiation Multilateral?

- Multilateral negotiation involves three or more actors: states, regional bodies, or international organizations. They work to reconcile diverse interests within an institutional framework
- Unlike bilateral talks focused on power balance, multilateral diplomacy depends on procedural fairness, legitimacy, and coalition dynamics to secure lasting outcomes
- Delegates operate at two levels, maintaining consensus with their domestic or bloc mandates while bargaining in the international arena



# What Makes a Negotiation Multilateral?

- Because many interests intersect, issues are often linked or traded across agendas, for example: security for trade, environment for finance, to build balanced packages
- The process unfolds through formal plenaries and informal consultations, blending technical expertise with political negotiation.
- Ultimately, success in multilateral settings is measured not only by agreement reached but by the perceived inclusivity and legitimacy of the process itself







# Core Principles of Multilateral

- Negotiation Presentation ensure that decisions reflect global legitimacy, not just great-power consensus
- Rule-based procedure (agendas, speaking order, and decision thresholds), create predictability and procedural fairness
  - Consensus orientation emphasizes decisions all can support, even if imperfect, reinforcing legitimacy
  - Institutional mediation by chairs, secretariats, and facilitators safeguards neutrality and continuity across sessions



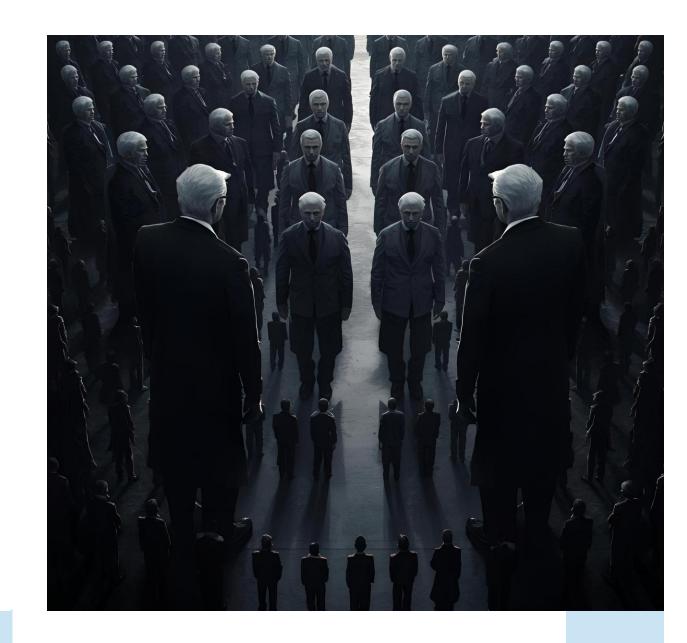


# Why Multilateral Negotiations are Harder?

- The diversity of interests among many actors multiplies potential deadlocks and delays
- Issues are interconnected, requiring package deals that balance concessions across sectors.
- Delegates operate under tight mandates from capitals, limiting flexibility and innovation
- Consensus-based systems, such as the UNFCCC, can lead to lowest-common-denominator outcomes, trading speed for universality
- Success thus depends on procedural innovation breaking complexity into manageable stages while maintaining legitimacy

## Power Asymmetry in the Room

- Larger states shape agendas through resources and expertise, while smaller states amplify influence through coalitions and moral authority
- Informal formats like mini-lateral meetings or "Green Rooms" enhance efficiency but risk perceptions of exclusion
- Skilled chairs balance transparency and practicality, ensuring marginalized states feel represented
- In multilateral diplomacy, perception of fairness often determines durability more than the text itself







### Why do Coalitions Form?

States form coalitions to increase bargaining power, share expertise, and project solidarity on contested issues

- **Defensive coalitions** (e.g., OPEC, African Group) protect shared interests from external pressure
- **Promotional coalitions** (e.g., AOSIS on climate change) advance new norms and agenda items
- Integrative coalitions (e.g., the EU) coordinate internally to speak with one voice globally

Coalitions succeed when they **maintain unity at the core** yet **remain flexible enough** to attract external partners





### Coalitions in the UN System

- Group of 77 (G77) + China, established in 1964, represents 134 developing
  countries advocating for equity, South—South cooperation, and development
  finance. It coordinates common positions in negotiations on sustainable
  development, trade, and climate change, and remains the largest
  intergovernmental coalition in the UN.
- African Group is composed of 54 African Member States and operates as a
  unified negotiating bloc across the UN system, often aligned with the G77.
  The group focuses on development, peacebuilding, and equitable
  representation, and frequently serves as a moral and political anchor in
  multilateral fora
- Non-Aligned Movement (NAM) founded in 1961 and includes 120 countries
  advocating for sovereign equality, neutrality, and global justice. NAM is a
  normative coalition promoting multilateralism and opposing great-power
  dominance.
- Association of Southeast Asian Nations (ASEAN) consists of 10 members
  and acts as a regional coordination bloc, emphasizing consensus, quiet
  diplomacy, and preventive engagement in UN and regional decision-making.





### Coalitions in the UN System

- European Union (EU) and EU-27 Bloc negotiate as a single entity on trade, climate, and human rights issues, leveraging economic weight and institutionalized consensus mechanisms
- Within the UN, the EU often **leads on normative diplomacy**, including humanitarian law and global governance reform
- Permanent Five (P5) of the Security Council, comprising China, France,
   Russia, the United Kingdom, and the United States, the P5 dominate peace
   and security decision-making through the veto system
- Informal sub-groupings (e.g., P3: France, UK, U.S.) coordinate **Western** positions on sanctions, conflict mandates, and crisis resolutions
- Like-Minded Group of States (LMG) is a flexible coalition of mainly middle
  powers and developing countries that coordinate on human rights, climate,
  and development issues, emphasising consensus, non-confrontation, and
  procedural fairness
- Emerging issue-based coalitions, such as the Alliance for Multilateralism or the Humanitarian Core Group, reflect new diplomatic trends focused on specific thematic agendas rather than geography



## Inside Coalition-Building

- Coalitions coordinate through pre-meetings, joint communiqués, and shared text drafting to ensure message coherence
- Members often trade support across agendas, for instance, environmental concessions for trade benefits are used to build cross-issue leverage

- Informal diplomacy in corridors and "Friends of the Chair" groups often decides outcomes before formal sessions begin
- The most durable coalitions blend strategic coherence with pragmatic inclusivity, avoiding ideological rigidity



# Mandates and Institutional Roles

- A mandate defines the scope, authority, and objectives
   of a negotiation or process authorized by an
   intergovernmental body, usually through a UN General
   Assembly or Security Council resolution
- It answers three key questions:
- 1. What is being negotiated?
- 2. Who has the authority to negotiate it?
- 3. Within what boundaries or principles must it occur?
- Narrow mandates restrict initiative; broad mandates empower innovation and trust-building



### How are Mandates Created?

- A **Member State or group of states** (often a regional bloc like the G77, NAM, or EU) proposes a draft resolution outlining the issue to be addressed.
- The resolution is negotiated, amended, and adopted by the relevant UN body (e.g., GA First Committee, Security Council, or Human Rights Council).
- Once adopted, it becomes the formal negotiating mandate, authorizing a working group, committee, or ad hoc body to begin intergovernmental negotiations



#### Institutional Roles

- The UN Secretariat or specialized agency (e.g., UNODA, UNEP, WHO) provides technical expertise and administrative support
- Institutional actors such as chairs, facilitators, and secretariats act as process guarantors, guiding tone, sequencing, and agenda management
- Regional bodies such as the EU, AU, and ASEAN coordinate members' positions, projecting collective influence on global platforms



# Example: Chemical Weapons Convention

- The UNGA resolution of 1980 mandated a negotiating process under the Conference on Disarmament (CD) in Geneva to prohibit the development, production, and use of chemical weapons
- States debated definitions, verification systems, destruction timelines, and compliance mechanisms, balancing security interests with humanitarian law
- After 12 years of negotiation, the CWC was adopted in 1992 and entered into force in 1997, establishing the Organisation for the Prohibition of Chemical Weapons (OPCW) to oversee implementation
- Why Mandates Matter? A clear UN mandate gives legitimacy, focus, and continuity to negotiations, ensuring states work within agreed parameters toward enforceable outcomes.





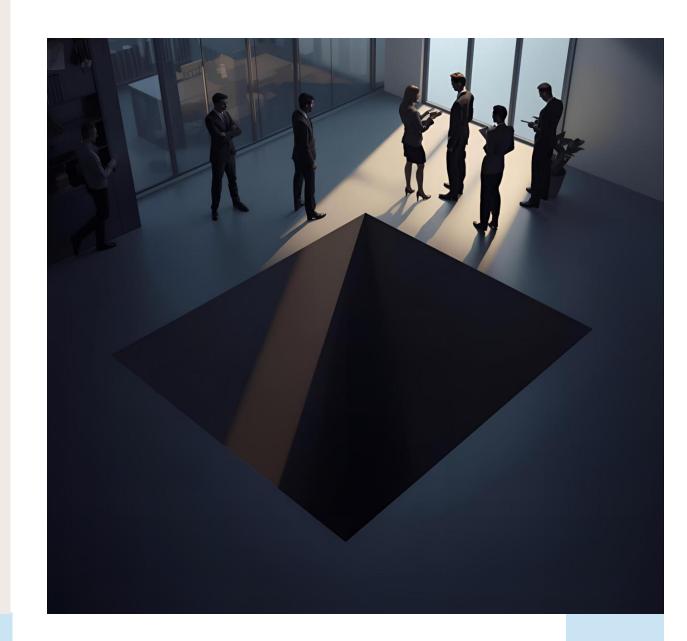
#### **Techniques & Strategies**

- Negotiators use sequencing to address simpler issues first to build trust and early consensus
- Negotiators link diverse issues to create balanced compromises acceptable to all through package deals.
- In constructive ambiguity, negotiators craft flexible language that accommodates divergent interpretations
- Using quiet diplomacy, negotiators resolve impasses through discreet bilateral consultations outside plenary
- Negotiators ensure procedural transparency through maintaining open communication to sustain trust in leadership



# Common Pitfalls in Multilateral Negotiation

- Text fatigue arises when over-negotiation produces dense, incoherent drafts
- Fragmented coalitions weaken negotiating leverage and blur common messaging.
- Rigid procedures or over-centralized chairs alienate smaller players
- Excluding non-state stakeholders like civil society, experts, and the private sector reduces legitimacy and implementation buy-in
- Sustainable agreements require balance between openness and manageability, not maximal participation alone



## Mediation

#### Mediation

- The UN and regional organizations professionalized mediation to address intrastate conflicts as seen in Mozambique (1992), Guatemala (1996), and Bosnia (1995).
- Mediation now supports political transitions, peace processes, and humanitarian access, facing new challenges from fragmented conflicts and digital misinformation.
- As highlighted in the UN Secretary-General's A New Agenda for Peace (2023), mediation must become more inclusive, adaptive, and innovative to remain effective.





#### Mediation

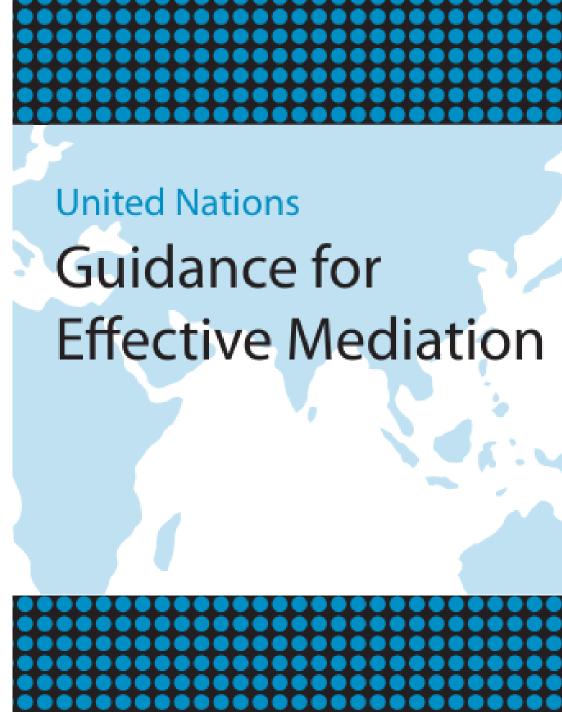
- Mediation is a process whereby a third party assists
  two or more parties, with their consent, to prevent,
  manage or resolve a conflict by helping them to develop
  mutually acceptable agreements
- Unlike negotiation, mediation involves a neutral third party, and unlike arbitration, the outcome is not legally binding unless the parties agree to it.
- Data on mediation indicates that the proportion of armed conflicts that receive mediation attention has not increased, but decreased due to the changing nature of conflict. This necessitates use of innovative approaches



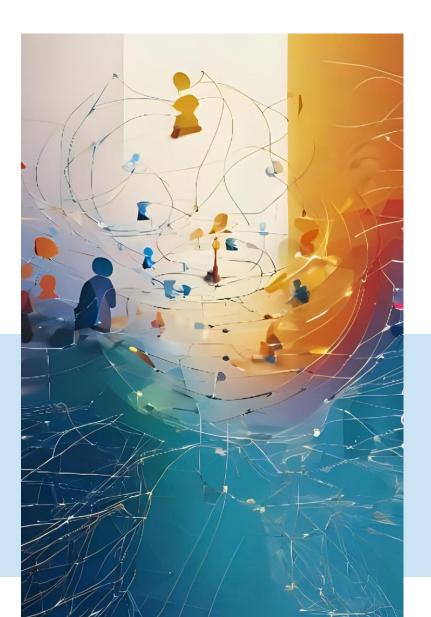
The **United Nations** has developed a comprehensive framework to guide mediation practice which sets out the core principles:

- Consent of the parties buy-in of the parties is crucial for successful mediation
- Impartiality the mediator must be trusted and neutral
- Inclusivity broad participation strengthens legitimacy and durability
- National ownership solutions must reflect local priorities and contexts
- Respect for international law and human rights –
   agreements must comply with established norms

Question for discussion: to what extent are these pricniples applicable in today's conflicts characterized by fragmentation, non-state actors, hybrid orders, and conflicts involving one-sided violence or actors less likely to attract mediation?

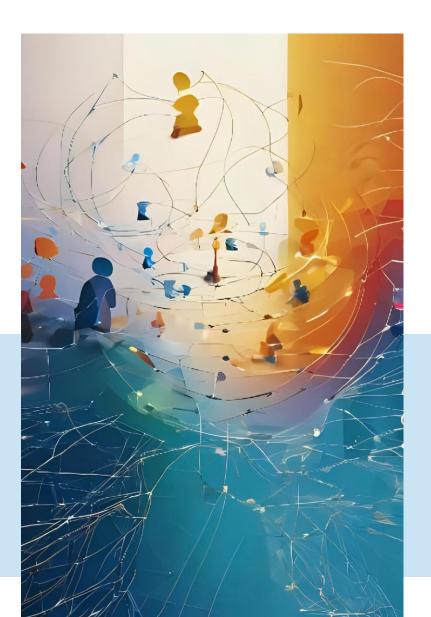


### Strategies & Approaches to Mediation



- Facilitative Mediation: Mediator structures the process so that the parties themselves can reach a mutually acceptable resolution. The mediator does not offer opinions, recommendations, or predictions about outcomes. The focus is on empowering the parties to craft their own agreement
- **Directive Mediation:** The mediator uses incentives and disincentives to press the parties to accept its solutions
- Formulative Mediation: The mediator proposes political solutions to the parties
- Transformative Mediation: focuses not on resolving the substantive dispute itself, but on transforming the relationship and interaction between the parties.

### Strategies & Approaches to Mediation



- Bargaining Mediation: Mediators not only facilitate communication, dialogue and negotiations between the conflict parties but also bargain with them
- **Disaggregated Mediation:** Mediation is not a single event or actor-driven process, but rather fragmented across multiple levels and actors—international envoys, regional organizations, states, local leaders, civil society
- Inclusive Mediation Mediators ensure that peace processes reflect the voices of all affected groups including women, youth, displaced populations, minorities



- Mediation is flexible and adaptable, allowing processes to be tailored to the specific context and needs of the parties
- Because it is voluntary and based on consent, agreements reached through mediation are more likely to be accepted and implemented by the parties themselves
- Mediation can transform relationships, fostering empowerment, recognition, and reconciliation, not just short-term settlements
- The UN Secretary-General notes that mediation is a cost-effective tool for conflict prevention and resolution, often requiring fewer resources than peacekeeping or arbitration



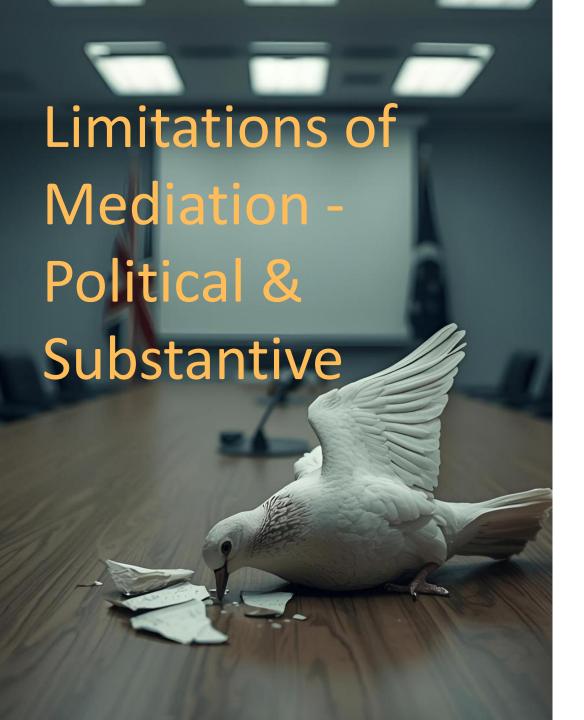
# Limitations of Mediation - Structural & Procedural

- Mediation is often delayed until violence escalates, reducing opportunities for prevention and makes trust harder to build
- Unclear or politically motivated mandates weaken mediator authority and credibility
- Absence of a clearly designated lead mediator results in rivalry among multiple mediation actors creates confusion and undermines coherence

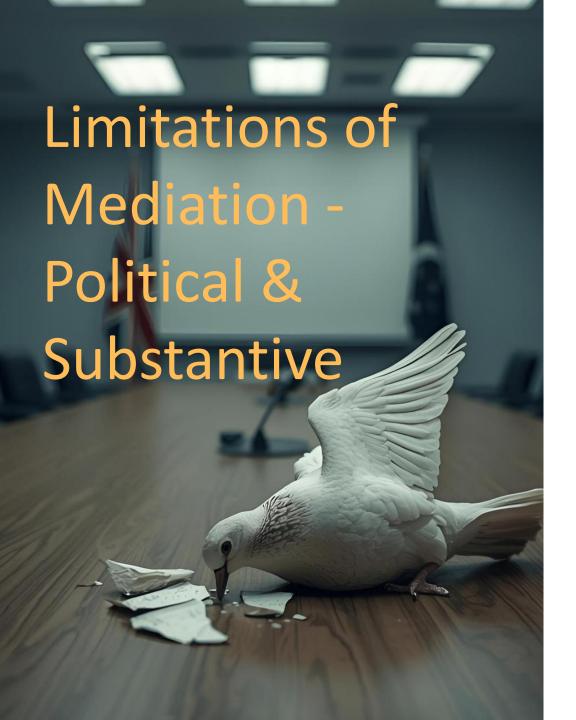


# Limitations of Mediation - Structural & Procedural

- Mediators may lack specialized expertise on complex issues such as power-sharing, security, or natural resources
- Regional and local mediation capacity remains underdeveloped, leading to gaps in legitimacy and sustainability
- Mediation efforts are frequently underfunded, undermining continuity and professionalism



- The political will of the parties is weak or inconsistent, limiting space for compromise
- The proliferation of violent actors, often in the context of protracted insurgencies, terrorism, and extremism, increases the intricacy of conflicts and complicates peace initiatives
- Power asymmetries distort negotiations and reduce the likelihood of balanced agreements
- Spoilers deliberately undermine negotiations through violence or obstruction



- Balancing peace and justice remains a dilemma; poorly managed trade-offs can delegitimize the process in the eyes of victims and civil society
- Agreements are sometimes vague or unrealistic to implement, and lack robust follow-up mechanisms
- Security Council divisions and inconsistent support weaken mediator authority and limit effectiveness

### Mediation in Practice









#### **United Nations**

plays a leading role through the
Secretary-General, Special Envoys, and
the Mediation Support Unit, offering
global legitimacy and technical
expertise

#### States & Coalition of States

sometimes act as mediators, particularly when they have strategic interests or influence over the parties

#### Regional organizations

such as the AU, EU, OSCE, & LAS as regional actors often have greater legitimacy and leverage in their contexts

## Non-governmental organizations & local

play critical Fibes, providing informal entry points, shuttle diplomacy, & community-based mediation that enhances legitimacy & sustainability

## **Case Studies**



2025

Egypt's Role in Regional Non-Proliferation Diplomacy

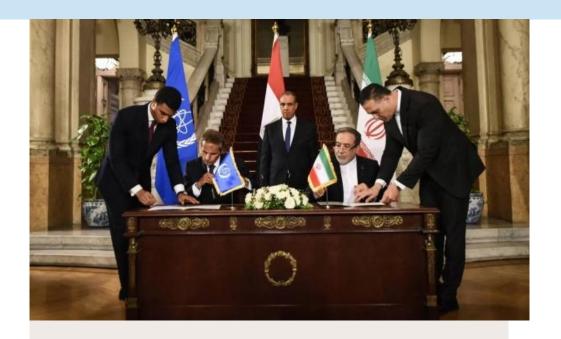
- At the 2025 IAEA General Conference, Egypt led a resolution urging that all nuclear facilities in the Middle East be placed under comprehensive IAEA safeguards, and that every state in the region accede to the NPT without exception
- The move coincided with renewed P5+1-Iran talks to revive elements of the JCPOA, prompting Egypt to reposition itself as a regional stabilizer and nonproliferation advocate
- Egypt's diplomacy sought to expand the conversation beyond Iran, highlighting the need to address Israel's nuclear opacity and prevent selective application of safeguards



2025

Egypt's Role in Regional Non-Proliferation Diplomacy

- Cairo framed its initiative as a step toward a Middle East Nuclear-Weapon-Free Zone (MENWFZ), an Egyptian priority since the 1974 UNGA proposal and the 1995 NPT Review Resolution
- The effort underscored Egypt's multilateral negotiation strategy, linking non-proliferation, disarmament, and regional equity to sustain NPT legitimacy amid renewed nuclear diplomacy



2025

Egypt's Role in Regional Non-Proliferation Diplomacy

- Egypt built broad support for its IAEA safeguards resolution by framing it as a universal transparency measure, avoiding polarizing language.
- Through careful wording and quiet diplomacy, Cairo maintained dialogue with both Western and Non-Aligned blocs, showing skill in consensus drafting
- Egypt leveraged its diplomatic credibility, not material power, to advance equity and universal compliance within the NPT framework.
- Hosting the IAEA-Iran consultations in Cairo earlier in the year strengthened its legitimacy to lead the Vienna initiative, a critical step in sequenced diplomacy.
- Combining technical facilitation with norm-based negotiation can enhance a state's influence in multilateral arenas.

# Egypt's Role as Mediator in the Palestinian–Israeli Conflict

- Since the Camp David Accords (1978), Egypt has served as a central mediator between Israel and Palestinian factions, maintaining open communication with all sides.
- Core Mediation Functions include:
  - 1. facilitating ceasefire negotiations (notably in 2014, 2021, and 2024 Gaza escalations)
  - 2. Hosting intra-Palestinian reconciliation talks between Fatah and Hamas in Cairo
  - 3. Serving as a **trusted conduit** between the Palestinian Authority, Israel, and international actors (e.g., UN, U.S., Qatar).
- Mediation approach adopted is hybrid model combining facilitative and directive mediation. Egypt listens, proposes frameworks, and exerts diplomatic leverage when needed. Efforts are supported by quiet shuttle diplomacy, regional intelligence coordination, and sustained engagement.
- Rooted in Article 33 of the UN Charter (peaceful means), Arab League mandates, and UNGA/UNSC resolutions endorsing mediation and de-escalation



### Egypt's Mediation in the 2014 Gaza Conflict

- After the 2014 escalation between Israel and Hamas caused heavy casualties and damage in Gaza, Egypt led intensive ceasefire talks in Cairo, acting as the primary mediator with backing from the UN and the U.S
- Mediation Strategy relied on back-channel diplomacy through Egyptian intelligence and the Ministry of Foreign Affairs
- Applied directive mediation, tabling a detailed Egyptian ceasefire proposal that all parties eventually accepted.
- Achieved a permanent ceasefire on 26 August 2014, ending 50 days of hostilities
- Egypt's proposal became the basis for post-conflict reconstruction coordination and humanitarian access via Rafah
- Key Lesson: Legal mandates matter less than trust and logistical control,
   Egypt's ability to control border access gave it unique leverage



### Egypt's Mediation in the 2021 Gaza

- Escalation
   In May 2021, intense fighting erupted between Israel and Hamas following tensions in East Jerusalem. The conflict lasted 11 days and caused severe humanitarian damage
  - Egypt acted as the lead mediator, conducting shuttle diplomacy between **Tel Aviv and Gaza** through the General Intelligence Service in coordination with the UN Special Coordinator (UNSCO), Qatar, and the United States
  - Egypt combined facilitative and power-based mediation, providing a neutral venue while leveraging political and security influence
  - Pushed for an unconditional ceasefire, accepted by both parties and declared on 21 May 2021 and supervised the entry of Egyptian aid convoys through Rafah
  - Emphasized reconstruction guarantees to sustain the truce, initiating the Cairo Reconstruction Framework, pledging \$500 million for rebuilding Gaza.
  - Key Lesson: Egypt's ability to align national security interests with regional stabilisation, consolidated its status as a trusted intermediary.



- October 2024 conflict marked one of the deadliest Israeli hostilities in Gaza in a decade, displacing hundreds of thousands and causing a regional diplomatic emergency
- Egypt, sharing both a border and security interests with Gaza, emerged as the primary mediator trusted by multiple sides
- Egypt hosted the Cairo Truce Talks, attended by delegations from Israel, Hamas, the Palestinian Authority, the U.S., Qatar, and the UN
- The talks aimed to negotiate humanitarian pauses, hostage exchanges, and a framework for sustained de-escalation.
- Egyptian intelligence **facilitated indirect negotiations**, supported by verification from the UN and U.S.
- Egypt blended **facilitative and directive mediation**, combining quiet backchannel communication with structured diplomatic summits
- Egypt's Mediation Approach adopted a multilevel strategy integrating humanitarian diplomacy (civilian protection, aid delivery), security mediation (deconfliction channels), political facilitation (engagement with all parties)



- On 19 January 2025, Egypt and Qatar brokered a three-phase ceasefire
  that launched with a 42-day first phase covering full cessation of
  hostilities, Israeli withdrawal from populated zones, hostage exchanges,
  and sustained aid via Rafah and Al-Arish.
- Egypt's General Intelligence Service led **shuttle diplomacy and monitoring**, **backed by the UN and U.S.**, ensuring implementation continuity.
- Al-Arish functioned as a permanent aid-coordination hub, hosting international envoys, high-level delegation visits and synchronizing UNRWA, WFP, and Egyptian Red Crescent operations
- On 4 March 2025, Cairo convened the International Conference on Gaza Relief and Reconstruction, aligning donor pledges with renewed commitment to the two-state track
- Between March and August 2025, Egypt coordinated several humanitarian pauses, enabling relief convoys, medical evacuations under UN supervision



- Israel's moves toward annexation in the West Bank and the displacement of civilians from Gaza, tightened siege and declared famine, provoked a global diplomatic shift with mass protests, EU and Global South condemnations, and several states moving toward recognition of Palestine.
- This shift prompted the U.S. to draft a phased ceasefire framework in consultation with Arab partners
- Egypt **engaged directly in this stage as the chief regional mediator**, with the parties negotiating the implementation modalities of the U.S. proposal.
- Last week, Egypt hosted the final-phase Sharm el-Sheikh talks, co-mediated with the U.S., Qatar, and UN, culminating in a comprehensive ceasefire and hostage-exchange accord
- The deal mandates a lasting halt to hostilities, phased Israeli pullback from Gaza, and restoration of humanitarian corridors monitored by Egyptian intelligence & UN



#### **Challenges**

- Parallel efforts often fragmented diplomacy and complicated Egypt's coordination with Western and UN partners.
- Egypt's leverage was rooted in access and credibility, not coercion, constraining its ability to ensure full ceasefire compliance
- Aid through Rafah—Al-Arish faced recurrent bottlenecks, security restrictions, and political sensitivities.
- Rivalries among major powers and regional blocs narrowed Egypt's space for neutral diplomacy.
- Repeated violations and slow reconstruction eroded confidence in mediation outcomes.



## Egypt's Mediation Trajectory in the Palestinian -Israeli Conflict (2014-2025)

• From 2014 to 2025, Egypt's mediation evolved from tactical ceasefire brokerage to a comprehensive regional diplomacy model.

Each phase added new layers:

- 2014: Directive ceasefire mediation, Egypt acted as broker of stability
- 2021: Hybrid diplomacy blending facilitation with reconstruction
- 2024: Integrated humanitarian and political mediation and acted as a regional stabilizer
- 2025: Multilateral diplomacy, integrated mediation and humanitarian coordination, consolidated Egypt's position as indispensable regional stabilizer and convenor
- This trajectory underscores Egypt's rare ability to bridge political divides, integrate humanitarian imperatives, and retain legitimacy with all actors, a hallmark of effective state-led mediation in complex, protracted conflicts.



# Egypt's Mediation (2014-2025) in the Palestinian-Israeli Conflict: Takeaways

- Egypt's success lay in **phased mediation** moving from **ceasefires to reconstruction to political dialogue**, showing that sustained engagement can transform **crisis management into structured diplomacy**
- Egypt's strength lay in **hybrid mediation and blending diplomatic tracks**, combining political negotiation, humanitarian coordination, and security facilitation to maintain trust with all parties
- Egypt's **historical role**, **geography**, **and balanced relations** gave it unique legitimacy with both Western and regional actors, a crucial asset no external mediator could replicate
- Long-term mediation depends on institutional continuity, notably the Egyptian MFA and General Intelligence Service, which ensured consistency across governments and crises.
- By 2025, Egypt will have evolved from a reactive broker to a regional architect of conflict resolution, linking security stabilization with humanitarian and political frameworks.



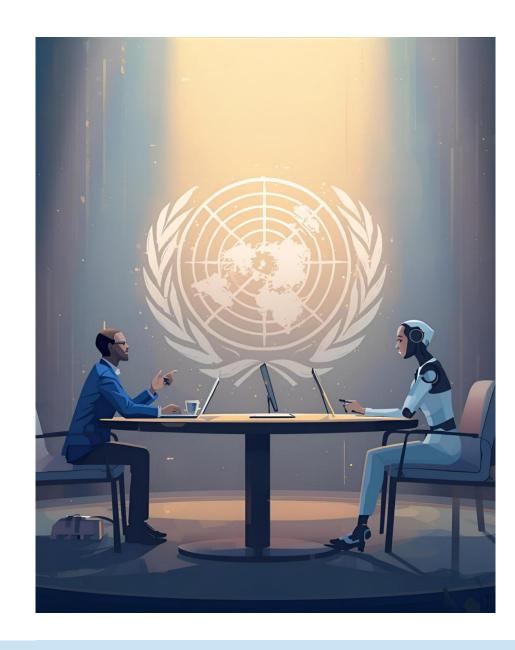
### Reforming Mediation: Political, Structural & Process Dimensions

- UN mediation is increasingly hampered by great-power rivalries (especially the P5) and fragmented conflicts, which limit impartiality and leverage; this makes local legitimacy and broader inclusion more essential than ever
- Sustainable reform requires strengthening the Mediation Support
   Unit, creating reliable funding streams, and supporting regional and
   sub-regional bodies like the AU to professionalize mediation
- Modern practice emphasizes sequenced and adaptive processes, hybrid models such as med-arb, and deliberate design choices that integrate gender sensitivity, cultural awareness, and inclusivity to improve durability



### Reforming Mediation: Digital and Al Dimensions

- Artificial intelligence is being tested to process vast conflict data, identify actors, and suggest entry points, offering mediators sharper situational awareness
- UN pilots show online platforms can expand participation for women, youth, and displaced groups, widening legitimacy and buy-in
- Experiments with large language models demonstrate they can perform some mediator tasks such as drafting interventions or framing dialogue—comparable to humans, though always under human oversight
- New professional guidance stresses confidentiality, bias mitigation, and transparency as essential conditions for safe AI use in mediation



### **Learning Outcomes**

- Understand what distinguishes multilateral negotiation from bilateral or mediation processes
- Identify the institutional and procedural rules that govern negotiations involving multiple states.
- Analyze how coalitions form, how mandates limit or empower negotiators, and how consensus is reached.
- Critically assess key theories and strategies of mediation in international diplomacy.
- Compare the strengths and limitations of mediation and decide when to utilize it in conflict resolution.
- Apply theoretical frameworks to real multilateral negotiation and mediation cases, connecting practice to theory



## Q&A Thank you

Amb. Dr Sameh Aboul-Enein