

Iddri-Sciences Po Scientific Seminar  
Supported by grants from Région Île-de-France (réseau R2DS) and  
Sciences Po

**INTERNATIONAL ENVIRONMENTAL NEGOTIATIONS**  
***INNOVATIONS FROM RESEARCH, SIMULATION, GAME AND PRACTICE?***

December 17, 2012  
Sciences Po, Salle du Conseil  
13, rue de l'Université - 75007 Paris

## PRESENTATION AND CONTEXT

Following the disappointment over the 2009 Copenhagen negotiations, Laurence Tubiana (founder and Director of the Institute for Sustainable Development and International Relations, IDDRI) with Sébastien Treyer (Director of Programmes at IDDRI), François Gemenne (Researcher at IDDRI), Grégory Quenet (Professor at Saint-Quentin University) and Bruno Latour (Scientific Director of Sciences Po) decided to 'rewind time' and organised in June 2011 the re-enactment of the negotiation. « **Copenhague : et si ça s'était passé autrement ?** » (**COP RW <<**) (***What if Copenhagen had happened differently?***) gathered together 160 students around a simulated negotiation table during six months (of preparation) and two days and one night (of negotiations). As the field of international negotiation research seems to have generally maintained simulations in the strict role of pedagogical tools, this large-scale simulation was based upon the hypothesis that it was useful to explore the heuristic potential of such complex simulations for social sciences. Therefore, the experience aimed at identifying how a simulation can contribute to both research and practice of international multilateral negotiations, and whether an innovative research agenda can emerge from this type of simulation, thus enabling new bridges between simulations and research.

Building on this original experience, IDDRI, with the support of Sciences Po and the Région Île-de-France, organises a workshop to identify new questions for research on simulation practice and negotiation.

The workshop will be organised as a working seminar, gathering participants from research and academia, negotiation practice, and observers of the COP RW or other simulations from other perspectives (sociology of science, art, etc.). A first session will be dedicated to a discussion on a draft debriefing paper of the COP RW experience, drawing some suggestions of what the simulation produced in terms of interesting material for research. The workshop will then lead to a discussion on the needs and the provisions for the role of simulation for research on negotiation.

The workshop will also give the floor to other participants and other experiences of simulations, in order to pave the way for the identification of possible research issues and challenges in the field of simulations and multilateral negotiations research. These contributions will be submitted for a special issue or a special section in the *Négociations* journal.

This workshop aims at:

- confronting hypotheses on the relevance of materials of the simulation for international negotiations with other perspectives of research, and particularly with the questions raised by sociology of sciences;
- questioning the heuristic role that simulation games could play in the dialogue between theory, practice and education, and between disciplines;
- reflecting upon what could be observed during complex negotiation processes and upon the corresponding observation methodology;
- identifying a research agenda for simulation and negotiation research.

## AGENDA

- 8:30 – 9:00 Welcome and coffee
- 9:00 – 9:15 Welcome speech and participants' introduction – "Tour de table"
- 9:15 – 9:30 **Simulation and research, an important issue for the *Négociations* journal**, by **Laurence de Carlo**, ESSEC, *Revue Négociations*
- 9:30 – 10:45** **Introductory session - How to interpret a complex simulation such as COP RW?**
- 9:30 – 10:05 Screening of the documentary presenting the COP RW simulation: "**What if it had been different?**", Look at Sciences (35 minutes)
- 10:05 – 10:45 **Presentation and discussion of a draft debriefing paper - What lessons can be drawn from the COP RW simulation? What do we want to observe?**  
Review of the major points of the background document gathering some avenues for research both on the content and the method, and possible advice for negotiators, by **Sébastien Treyer**, Director of Programmes, IDDRI, and **Maud Saggiante**, former Project Manager at IDDRI
- 10:45 – 11:00 *Coffee break*
- 11:00 – 1:00** **Session 1 - What can international negotiation researchers and practitioners learn from a complex simulation?**  
*Chaired by Charles Tenenbaum, Associate Professor in Political Sciences, Institut d'études politiques de Lille*

### **Introductory presentations:**

- "International environmental negotiations, research and simulation: advances and emerging challenges", by **Lawrence Susskind**, Professor of Urban and Environmental Planning, Massachusetts Institute of Technology; and Director, Public Disputes Program & Visiting Professor, Program on Negotiation, Harvard Law School
- "What dialogue between negotiation research, simulations for negotiation training and education, and real life negotiation? Example of international conflicts in the Caucasus", by **Charlotte Hille**, Assistant Professor, Department of Political Sciences, University of Amsterdam

### **Discussion:**

What emerging questions and challenges?

1:00 – 2:00

Lunch

2:00 – 4:00

**Session 2 – Game: a key concept for negotiations and for simulations**

Chaired by **Francesco Marchi**, Research and Training Office, Institute for Research and Education on Negotiation, ESSEC IRENÉ

**Introductory presentations:**

- “Game and international negotiations: issues for research?”, by **Laurent Mermet**, Professor, AgroParisTech
- "Analyzing a simulation through game: how COP-RW met the concepts discussed in ludology", by **David Goutx**, Engineer of the 'Corps des Ponts, des Eaux et des Forêts', PhD Student in Public Management

**Discussion:**

What emerging questions and challenges?

4:00 – 4:30

Coffee Break

4:30 – 6:00

**Session 3 – Simulation as re-enactment: changing the representation of the problem, changing the problem, changing sciences?**

Chaired by **François Gemenne**, Researcher Migrations & Climate Change, IDDRI

**Introductory presentations:**

- “Re-enactment and the capacity to change (the representation of) a negotiation problem” by **Grégory Quenet**, Professor, University of Versailles-Saint-Quentin-en-Yvelines, **Patrick Degeorges**, Project Manager, French Ministry of Ecology, Sustainable Development and Energy
- “Save as draft : the strange life of climate objects”, by **Sandrine Teixido**, **Axel Meunier**, and **Joffrey Becker**, Researchers and Observers of COP RW, The Sciences Po School of Political Arts team

**Discussion:**

What emerging questions and challenges? What possibilities to link different research fields?

6:00 – 6:30

**Conclusions and perspectives**