



# Diplomacy and Negotiation for Humanitarian NGOs (Humanitarian Solutions in the 21st Century)

*Larry Winter Roeder, Albert Simard*

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?????? Diplomacy and Funding for Humanitarian Non-Profits is a practical guide to best practices in diplomacy and negotiation for non-profits (NGOs) who work to convince governments and international institutions to effectively protect humans through disaster assistance, sustainable development and the protection of cultures. The volume proposes a holistic approach to humanitarian assistance by integrating non-traditional and traditional humanitarian partners. Users of the book will be prepared to speak to diplomats and government officials in any setting, including war zones. The book mainly focuses on approaching local and national governments, the United Nations system, the international Red Cross movement and other international organizations. The reader will learn the rules of "diplomatic protocol", and much about the rules and procedures of major international bodies, as well as how to leverage media and knowledge management for planning, establishing, and managing a humanitarian initiative. To provide balance and real world relevance, the guide draws on a compilation of the extensive activities of both authors across a range of development, emergency management, knowledge management, and climate issues in government and in the NGO world, as well as interviews with a broad range of scholars and officials from NGOs, diplomatic missions, the media, the United Nations, the Red Cross, governments and corporations.?

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