

APPENDIX B: NEGOTIATION PROTOCOL

"Competition between....interests is often miscast as a one-dimensional battle between economic and social interests when, in fact, all of the interests are legitimate and compelling. They are interdependent and require solutions which are flexible, self-regulating, enduring and mutually productive. Failure to reconcile them will be to the detriment of all". (Stephen Owen, 1988 Annual Report of the Ombudsman to the Legislative Assembly of BC)

This Protocol sets out the basic responsibilities expected of those involved in negotiations. It includes principles which support effective, balanced and respectful communication and which reinforce consensus building and accountability in the negotiation process.

PRINCIPLES OF NEGOTIATION

The Province and contractors accept and encourage the principles of negotiation and utilize effective negotiation which:

- involves mutual respect and the sharing of information in a fair, consistent, equitable, reasonable and non-coercive manner;
- promotes an agreement based on responsible public administration practice;
- involves the parties reaching agreement on the program objectives and service(s) that will be delivered, including responses to changing needs; the cost of such service(s); and, the basis on which the contractor's performance will be measured, monitored and evaluated;
- ensures that the cost of service(s) to be provided is reasonable and leads to the development of a contract within the approved budget for the service(s) to be supplied;
- requires clear understanding of the authority and responsibilities of the negotiating parties; and
- promotes the best interests of clients served and the public.