

NEGOTIATING PROCESS. THE RESULT WAS THAT THE CHAPTERS ON WHICH CONSENSUS HAS BEEN REACHED MEET THE GREAT MAJORITY OF OUR OBJECTIVES, AND NO/NO OCCASION WERE WE PUSHED BEYOND THE PARAMETERS OF NEGOTIATING INSTRUCTIONS IN ORDER TO ACHIEVE CONSENSUS (ALTHOUGH AT ONE POINT WE CAME CLOSE ON THE ISSUE OF TECHNOLOGY TRANSFER). THE MORE DETAILED FINAL REPORTS BEING PREPARED BY THE DELEGATION WILL PROVIDE A SPECIFIC ASSESSMENT OF THE RESULTS OF EACH CHAPTER, MEASURED AGAINST OUR OBJECTIVES.

9. BEYOND THE PROCEDURAL PRESSURE TACTICS EMPLOYED BY PREPCOM CHAIRMAN KOH, SEVERAL OTHER FACTORS HELPED TO KEEP UP THE MOMENTUM OF NEGOTIATIONS. THE FACT THAT THIS WAS THE FINAL SESSION BEFORE MINISTERS ARRIVE IN RIO WAS A POWERFUL INDUCEMENT FOR DELS TO REACH COMPROMISES ON ISSUES THEY KNEW WOULD NOT/NOT BE POLITICALLY IMPORTANT TO THEIR LEADERS. A SECOND FACTOR WAS THAT THE G77 AS A BLOC IDENTIFIED THOSE ISSUES ON WHICH TO CONCENTRATE THEIR EFFORTS GAINS VIS A VIS THE DEVELOPED COUNTRIES - IN PARTICULAR, ON FINANCIAL RESOURCES, TECHNOLOGY TRANSFER AND THE EARTH CHARTER; AND THEY CHOSE NOT/NOT TO HOLD NEGOTIATIONS ON THE OTHER ISSUES HOSTAGE TO PROGRESS ON THESE THREE ISSUES. ALTHOUGH FEW G77 DELS WERE PREPARED TO NEGOTIATE ACROSS THE WATERFRONT OF ISSUES, EVERY CHAPTER OF AGENDA 21 HAD SUPPORTERS AMONG THE G77 WHO HAD COME PREPARED TO NEGOTIATE A CONSTRUCTIVE RESULT. AS A CONSEQUENCE, PROCEDURAL GRANDSTANDING BY ONE PERSON G77 DELS (E.G. MAURITANIA AND TUNISIA) WHICH HAD PLAGUED EARLIER PREPCOMS, WAS KEPT TO A MINIMUM. FINALLY, WHILE THE QUALITY OF THE UNCED SECTS WORK WAS NOT/NOT UNIFORM, OVERALL IT DID AN EXCELLENT JOB IN DRAWING ON