



## **LOBBY WORKS**

**Report of the International Meeting in Goa**

**October 2007**



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## Introduction

In 2005 the initiative to set up a professional unit for lobby/public affairs consultancy was taken by a group of interested individuals who were also the partners of ICCO. It was aimed at lobbyists working especially for civil society organisations. BBO/Entree became involved as external advisor in the project and ICCO Netherlands supported the first phase of preparatory research and later the establishment of IPAC in New Delhi. Soon this was followed by CODE in Vietnam. Here the work started with the organisation of a high level discussion with members of the National Assembly, Party Organisations and various ministers. After positive feedback from this discussion this professional lobby organisation was founded, based in Hanoi.

Interest in the model is shown from various other Asian organisations. With the support of the donor agency ICCO and later Cordaid the ground work for an international platform for professional exchange was laid at the end of 2006 and the beginning of 2007.

The meeting in Goa, scheduled from 20<sup>th</sup> to 22<sup>nd</sup> October 2007, started with opening remarks by Mr. Narender Kumar, who shared with the participants the self introduction by the participants about the background of the meeting and how the idea of lobby works came into being. He informed the participants that the international network "Lobby Works" intends to support the process of strengthening the professional skills of the lobbyists in the field of mapping, political analysis, strategy, negotiation, etc. The opening remarks were followed by a self introduction by the participants (kindly see the annex 1).

The results of the meeting in Goa were inspiring and showed the progress that can be achieved by a more professional approach for the relations between social movements and its CSO's and NGO's and the public sector. Some organisations have now picked up the new strategies and others are preparing to jump on the 'band wagon'. This report shows the results and the next steps for the Lobby Works network

November 30, 2007

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## Chapter 1

### **Background of the Goa meeting and of 'Lobby Works'**

Forming a network to support national initiatives on professional lobbying was always an important element of the process behind Lobby Works. Professional lobby units, be it independent like Code and IPAC, or organised in a special unit of bigger organisations, are always relative small and isolated when it comes to the development of professional skills and strategies. A professionals network can help to create opportunities to share experiences and innovation with other lobbyists (at first in the same region, but in the end, world wide).

The Asian actors and some other interested parties came together in Goa for a first professional exchange on their core issues and to look into the future of a lobby work(s) network. The participants discussed issues, exchanged their practices and assessed whether a peer network of professional not for profit lobbyists in Asia will contribute to the further development of lobbying in the Asian and hopefully later African countries. At the end of the meeting the question how to organise such a network was discussed and the forms of membership were discussed.

### **Background of this network meeting**

Several elements make it necessary for civil society organisations to reflect about the way they deal with governments and the whole of the public sector. In the triangle of actors in society, civil society organisations, the private sector and the public sector have a dynamic relationship. In changing alliances the three parties co-operate, confront, make deals or fight each others. In this complex process considerable changes can be noticed, leading to both 'push' and 'pull' factors for the social organisations to improve the relationship with the other actors.

First off all the economic growth of the last years (in Asia) has strengthened the position of the private sector towards the public sector considerably. Governments and administrative bodies (civil servants or bureaucrats) are more inclined now to strike deals with the important actors in the private sector. At the same time the 'red tape' and corruption in the public sector worries the private sector a lot, which make them look for allies in the civil sector of society to pressure governments to take actions against this and other obstructions. Additional to that, in countries like India, big companies are feeling the social pressure to become more 'social responsible' and started creating welfare programs and to look for co-operation with certain NGO's.

In the public sector the new economic environment and the 'change of generations' brings new people in charge, better educated, with new often rather pragmatic concepts of policy making. These new leaders and their civil servants look at society in a different way. Without idealising the new public sector, we can see that its concept of leading society and development, gives in many cases more openings for co-operation with civil sector (business and CSO's). The business sector seems to understand this better than the 'traditional' NGO's and has jumped already in the new openings, serving this way of course first of all their private company interests. NGO's seem to be late to react and sometimes still hesitate to explore the new political environment, thus leaving the floor to the 'quick and dirty' and not using the margins the new situation offers them (and especially their client groups)

The 'push' factors for the civil society organisations are also relevant. Many NGO's experienced the limitations of their strategy of confrontation towards the other actors in society. Even if a moral victory has been achieved, the results for the client groups were often very limited. That is why a number of NGO's has gradually shifted to a model of co-operation with both the public sector and the private business. Their experiences were mixed. Surely new opportunities were found, results realized, but the 'price' was not always acceptable: political co-optation, risks of corruption, power play by the private sector. The conclusions of these experiences were also mixed. Yes, it is in fact possible to get to win-win situations with the other actors, but only if the CSO's/NGO's know how to 'play the game' and can keep their standards.

It became and becomes very clear however that just continuing the old 'confrontation' strategies or the 'wait and see' approach frequented by NGO's will not work in the long term and only marginalize the influence of the social movements in the fast changing societies.

In many parts of the world based on this analysis, private actors, profit or non profit, came to the conclusion that somehow they want not to be left out in the cold and take part in process of change in society and policy making. Professional lobbying or public affairs work is for them an important instrument to strengthen the position of social movements in the dynamic power games in many (Asian) countries. It is a way to deal with the other actors in society, based on (power)analysis, negotiation and the creation of level playing fields where deals, favorable for the client groups(!) can be made. Most social organisations have to work hard to keep up with the developments in their client groups and in society (the economy and politics). Specialists to support these complex relationships with the public sector and the private sector can contribute to the efforts of CSO's and NGO's and make them more effective in their work for the client groups (still the people in need, the marginalized)

The idea for an international network like **Lobby Works** came with the intention to support this process of strengthening the professional skills of the lobbyists in the field of mapping, political analysis, strategy, negotiation etc. In the first meeting in Goa the participating lobbyists looked for ways to co-operate in order to strengthen their roles to social movements in civil society.

A related important issue during the meeting was the new role for the donor agencies in this changing context. Traditionally donors are the 'money providers' for social movements, but in the new strategies for NGO's, the relationships with (international) donors could be broadened and include joint strategies for learning and 'linking' together.

### **The first international meeting**

The first international meeting of Lobby Works took place on 20,21 and 22 October 2007 in Goa, India. Eighteen participants, most of them professional lobbyists or 'lobbyists to be' exchanged their experiences and identified fields of common interest.

Apart from the exchanges and aspect of 'getting to know each other' and each others realities the meeting gave results in the field of:

- better understanding of the changing Asian realities in the political/ democratic environment for social movements, in chapter 2 the presentation of mr Pooran Pandey of the Indian Times Foundation and the conclusions of the discussion are summarised



- some good practices for a professional and 'client based' lobbying. In chapter 3 the results are summarised of the workshop on the issue of CTM's and the practice of working under a counter insurgency regime. In chapter 4 we summarised the presentations of Code in Vietnam about mining. In chapter 5 some experiences in Cambodia, Indonesia, Sri Lanka, Pakistan and South Africa are presented
- in the final chapters the elements are listed which are necessary to strengthen the further development of professional lobbying in some countries where so far no systematic lobby practices have occurred and the way how international co-operation, such as in Lobby Works, can contribute to the work of the national units and become part of the 'linking and learning' process
- as background information a presentation of developments in a donor organisation (ICCO) helped to define and intensify new forms of professional co-operation with international donor agencies



## Chapter 2

Summary key note contribution by mr Pooran Pandey

### Indian Times Foundation

Winds of change sweep Asia.

The enormous changes in Asia have the pattern of the 'flying Geese', after the Asian tigers, it is now time for the world's two largest countries in terms of population – India and China - to become major economic growers. China will be the 'factory' of the world and India the 'outsourcer'. These new conditions lead to new models of governance in the region. The outcome will be a major rebalancing of the world. Mr Pooran Pandey gave some of his opinions on the result of such a major change in world relations.

What does this mean for the 'traditional' way of thinking about development as practised for many years by NGO's in India and in donor countries?

The first question to be answered is if these large Asian growers will copy western democracies or develop something like an 'Asian' democracy? One thing is very clear, in all countries political consciousness is raising and people become more assertive. But from the side of the governments the message has not been very clear. This could be related to the fact that in today's world where ideology has lost dynamics and grip, cultural elements become stronger in the expression of political objectives and practices.

'Asian values' have come to the heart of the discussion, supported by the successes of the 'Asian economies'. But the questions 'what are Asian values' remains to be answered.



Some cultural traits can be recognised according to mr Pandey. Elements are mentioned like 'group orientation', which make people more group oriented, or 'working for society', or 'motivation by duties and responsibilities', rather than by rights and individualism, 'self discipline and personal sacrifice for the common good' etc. Religion plays an important role and some criticise the Western type of separation between 'state and church', since it has led to a moral void in society, giving way to corruption.

Now are these 'Asian values' really Asian values? Hard to say, but obviously the Asian style of governance lays more emphasis on stability and basic welfare, leading to a 'strong' government and sometimes curtailed political rights. Clear common objectives should not be hampered by time consuming democratic checks and balances. However the 'Asian values', one has to admit, have sometimes clearly been used by leaders to deem opposition forces as subversive.

In an environment of globalisation, the Asian nations have to come to terms that they still have a large quantity of citizens living in poverty. Public Affairs consultants (lobbyists) can play an important role to challenge the governments to think of strategies to bring the people in the periphery into mainstream life.

In such a delicate and demanding situation the social movements should rethink their strategies and come up with lobby strategies to deliver reflection and the contributions of the movements to the decision makers. This becomes more and more a highly professional task, were lobbyists can bring forward models to help the people in the margins but also enlarge the 'public good'.

This is the time with many new fora for co-operation, both in countries like India, as on international scale. Together civil actors can demand for a more 'people centred' agenda of the public sector. In India recently a lobby process against the introduction of CTM's (counter terrorist measures), brought together many different stakeholders (social, business, religious). All of them would be affected by the original government proposal and were able to discover their common agenda to curb the government policies. This experience should be the first step in long term strategies to change the realities of the poor in India.

Learning to shape new strategies, based on a long history of organising, social movements should learn in networks like Lobby Works. We live in dramatically evolving times. The issues of human development are in the hands of social organisations, but more and more also in the hands of people. Communication brings them together. The times are exciting and we need all our creativity to leverage possibilities of partnerships and collaboration.

The time is ripe.

### **Remarks and conclusions by participants**

- The changing context of democracy in Asia is a reality. Important elements are a more pluralistic, more fluid decision making process. This makes a more professional lobby practice necessary.
- For social lobbyists it is important to keep up with the changes in the 'lobby market', to make sure that other actors - like the private sector in a surging economy - will not dominate the political arena. By forms of co-operation the civil forces can become stronger towards the public sector
- The growing connectivity, not only of the organisations but also of the 'ordinary citizens' becomes an important factor in the development of (Asian) democracies.
- Until now NGO's have developed a lot of skills to organise 'moments'. Relatively short mobilisations, one issue movements, 'hit and run' strategies. Social organisations have been weak in 'connecting', bringing their movements and issues in relation with other movements and decision makers.
- The meeting underlines the conclusions of mr Pooran Pandey that it is important to have a platform to discuss changes in the political contexts of our countries and to learn new strategies.

## Chapter 3

### Workshop with case study 'Lobby and Anti Terrorist Policies'

*Workshop 1 started with two presentations.*

*The first presentation was on the issue of counter terrorist measures at international level and the answer of NGO's (Cordaid policy theme, presented by Govert van Oord).*

*The second presentation was about counter insurgency in practice in Manipur and the effects it has on civil society organisations (UNMM presented by mr Nobo Urikhimbam).*

#### **1. Counter Terrorist Measures: Incentives for Lobby**

A summary of the Cordaid strategies presented by Govert van Oord.

Since long the discussion has been whether civil society organisations in conflictive zones should be considered as part of the problem or – the contrary – part of the solution towards peace. Very often political leaders see CSO's as part of the problem, especially since 9/11. The risk is serious that this point of view leads to more and more restrictions and procedures for the work of CSO's and NGO's.

A closer look at this issue gives a lot of evidence about the political load of the anti terrorism strategies. It already starts with the definition of terrorism and terrorists. History shows many men and women called terrorists who turned out to be national liberators and/or symbols of change. Anyones definition of terrorism includes political values and is very often based on the interests one has in the situation. On top of that, the role of liberators or terrorists can change over the years as the example of Manipur shows us very clearly.

Without a fixed definition of terrorism it is still possible however to define *terrorist acts* with characteristics like:

- > disproportional violence
- > lack of relation between instruments and objectives
- > violence against civilians, not against combatants
- > a main objective is to create fear

For CSO's and NGO's the CTM's are a difficult and sensitive area because it touches power structures and vested interests, is affected by violence, and asking of NGO's to take an independent position in a conflictive and polarised situation.

So why should NGO's take anti terrorism on their agenda anyway?

First of all for internal reasons: it harms and limits NGO work and there is a serious increase of situations where government or security structures control civil funds. In many cases CTM's restrict NGO's in their work for and with affected people. Sometimes civil organisations are put on a black list, without a explanation why they are on the list and, worse, how to get of the list. A more general concern of the NGO's is the militarization of security, meaning a shift in the budgets, from poverty alleviation to military and security institutions.

There is however also a 'positive reason' NGO's take the CTM's and their impact on their agenda. It should first of all be clear that NGO's fully reject terrorist acts. Fear and insecurity do not support development of the poor and the vulnerable and organisations focused on development have an option to fight against the roots of terrorism. Of course the struggle against terrorist acts and for development is not easy and in a war torn

situation like in Manipur or Aceh sometimes very risky. That is why a professional lobby strategy can support the NGO's involved in anti terror activities

The contribution of lobbyist can vary from reaching an agreement with the local decision maker on a local definition of terrorism (and so lifting the ban for civil organisations to work) , to help create the (political) conditions for civil society organisations to contribute in their own way in the fight against terrorist acts. Of course the defence of human rights and the values of civil life are always high on the lobby agenda under these conditions. A lobbyist working for a social movement will always underline the need to keep the poor and marginalised people first on the public agenda!

In practical terms the lobbyist can help to map the actors and interests involved in CTM, make sure that the definition of terrorism is not just supporting the powerful, suggest roles for civil society in the CTM and underlines the need that development/poverty alleviation remains topic number one (as the best long term investment against terrorism).

CTM's are a good example were NGO's can use the skills of professional lobby to help them in the sensitive political arena.

The lobbyist is ready to work with the power centres and work for 'deals' between them and the NGO's. This is an issue were no one should be naïve, but neither leave the floor to the military or security forces. With a professional attitude and persistence results can be obtained. International co-operation is essential, as also the case of Manipur can show.

## **2. UNMM Manipur**

Counter insurgency in practice in Manipur and the effects on civil society organisations - presented by mr Nobo Urikhimbam.

The second case study was presented by Mr. Nobo Kishore Singh of United NGO Mission in Manipur on the conflict situation in Manipur and the use of lobby approach to break the deadlock and reinitiate the peace process.

The total area of Manipur is 22,327 Square Kms, comprising 10% of valley and 90% hills. The literacy rate in Manipur is 78 percent for male and 59 percent female. Agriculture is the main occupation of Manipuri people. There are 33 different ethnic groups present in the State of Manipur involved in internal conflict and rebellion. There are broadly two types of armed conflict in Manipur, the conflict between rebellions, government security forces and the conflict between and among the rebellions. Everybody in Manipur have more or less similar stories about illegal arrest, killing, arbitrary detention and torture as a result of the conflicts and rebellions.

There are a number of causes of conflict in Manipur:

### *Armed Forces (Special Power) Act 1958*

In 1958 AFSPA was introduced and applied to Assam and Manipur primarily as a means to suppress the Naga people's self-determination movement. In 1972, AFSPA was amended to allow for the declaration of 'disturbed areas' by the federal government and to extend its reach to include the other states of the northeast. The law provides extensive and largely unfettered powers to the armed forces, both regular army and paramilitary. The result was that in Manipur, what began as a movement for self-determination for the Naga people is today far more complex. Other tribal and non-tribal communities have become engaged in the conflicts and a faction-ridden armed opposition has emerged,

organised on the basis of community affiliations and demands for greater autonomy and self-determination.

*Corruption and Unemployment:*

There is a lot of corruption in the politics of Manipur that is also one of the causes of conflict in Manipur. The State Parties' failure to seek a durable resolution of the underlying problems through serious and meaningful dialogue indicates that the political approach has not received sufficient attention to-date. Government also thought to have strong alliance with the rebellion groups to fulfil its own ends to be in power.

Additionally, widely prevailing unemployment and underemployment is also one of the cause for people's dissatisfaction making conditions easy for youths to involve in the conflict attitudes. The indigenous people of northeast India face enormous educational challenges and inequality that in turn prolong and exacerbate their economic, social and health problems.

*Nationalism and Ethnic Conflict:*

At the time of India's independence, the departing British left more than 500 previously independent princely states, most of which were incorporated into modern India by merger agreements between the newly independent government and the various rulers. Following this procedure, the Manipur Merger Agreement of 21 September 1949 was concluded between India and Maharaja of Manipur. The indigenous people and peoples of Manipur were however not offered any role in the decision-making process about the merger.

After the India's accession of Manipur and a massive posting of Indian Army troops, armed opposition by the Naga, Ahomia, Meitis and Tripuies people broke out as they sought to restore and exercise their right to self-determination. Tension in that region originated in demands for self-determination by the Naga people in the post independence period which led to an armed struggle.

*Systematic Gender Based Violence:*

The systematic ongoing gender based violence is also one of the factors for the conflict in Manipur. Gender based discriminations and atrocities on women in the form of sexual abuse, molestation, and also rape by the people of different rebellion groups of militants and armed forces is constantly prevalent in Manipur.

*Space for Civilians:*

There are four main groups working in the area that are Kuki Armed Groups, Naga Armed Groups, Meities Armed Groups and Indian Army or the forces with AFSPA. The three armed groups are the main bodies causing conflict. Under these, many small armed groups operate by forming and making alliances. On the other hand, there is the Indian Army with the Special Powers Act that contravenes international human rights. In this scenario of Manipur, civil society people are forced to live where there is no space for civilians to play their role in their own land.

## **Context of Conflict**

***Position & Interest of Underground Armed Groups:***

UGs claim for their independence, integrity and sovereignty of their own state. Like Naga groups want greater land should be added to the territory of Nagaland and Kuki people claim for their separate homeland. In the same way, they put their interest that as they

maintained their organisation so they can also manage and organise their land and efforts under their own leadership and separate governance.

**Position & Interest of Government of India:**

Government of India, on the other hand, claim that the State of Manipur is a part of India, which is why, it should be ruled. Government of India can easily manage the affairs of Manipur. Government also wants to keep Manipur as its part for national security reasons and also it wants to become economic super power by utilising consuming the resources of the region.

**Impact of Arms Conflict:**

- Systematic violence of Human Rights or Women Rights committed by the State and Non-State actors are the daily routine in the North-East.
- Increasing gender based violence such as rape, molestation, torture, using women as human shield during army operation, etc.
- It became inevitable to keep gun with you just for livelihood and for self defence.
- Increased number of widows and orphans who are helpless and running from pillar to post.
- Drama of fake surrender for getting employment or promotion to army or helping to counter insurgency.
- Young women are being used as an informer/porter of arms and ammunition by militant groups and security forces.
- Underground Groups are extorting money if not given easily. They even kill children for their motive. For example; killing of Luningla, Elizabeth, Martin and Hubert.
- There is a close nexus among political parties, security forces and Underground Groups.
- Biggest Operation Tornado in the history of Manipur in October 2005.
- Biggest cross border operation at Manipur and Burma in December 2006.
- A vast fertile land is kept as futile land due to land mine.

**Agenda for Internal Armed Conflict:**

India needs about forty thousand MW of electricity and energy to become economic super power in the world.

- Smuggling of Petroleum and Uranium from the territory of indigenous people.
- Violation of United Nations treaty on racial discrimination and International Labour Organisation convention 107.

**Options for a way out:**

- There is a strong need of capacity building of civil society organisations and the people of Manipur in general, on the tool of public engagement, lobby for bringing change in the present situation.
- The other thing that could be done is Advocacy for the issues, to make the issue know at front to the decision makers and authorities.
- Strategically increase the space for Civil Society as a voice against violence committed by state and non-state actors.
- Bringing the issues in a bigger platform in a lobby with parliamentarians, United Nations, European Union and ask for policy change.
- A counter report should be send on the Armed Forces (Special Powers) Act to United Nations-CERD, so that any action could be taken there to repeal the act

- Strategically capacity building of women from various ethnic community on conflict solution by (international) trainers

### **Emergence and Relevance of Lobby Work:**

Lobby work builds the confidence of UNMM and decision makers to engage in the dialogue of repealing AFSPA. Lobbying is a good and effective way of engaging with the problematic issues. Such an approach maintains consistency and keeps the process continuously moving in certain direction. Lobby is also not threatening, as it is based on negotiation and communication skills and it's more effective in an informal friendly atmosphere. Parliamentarians, which are, the people who have the authorities, ministers and all very often prefer lobby work above mobilisations and violent actions.

### ***Preparation for Lobby Work:***

- The first and foremost is the well preparation before starting the work of lobbying. Everything should be well planned and organised in a systematic way. Priority should be given to take a step that should be most effective and can lead into a right direction.
- The next step should be to develop the briefing documents that can be utilized at the time of discussion with the people who can play an influential role so as to make the points clear to get what exactly lobbyist wants.
- The other thing that is very important is to make a complete study and research of the issue to be presented to the decision makers.
- The identification of the key people who can be of great help regarding the issues is also significant in this context. To involve more and more people for the cause of the issue can pressurise the government to achieve desired end.

### **Key Achievements of the lobby so far:**

- The official Jeevan Reddy Commission's Report on AFSPA "the Act, neglected by the GOI so far, has become a symbol of oppression.
- Prime Minister is committed to reform the Act, but still has not started the process after two years.
- There is satisfactory start of reconciliation among people to people, but violence is also very apparent.
- A counter/shadow report to CERD/UN has been presented and accepted.

## Remarks and conclusions by participants

- The presentation and the discussion made it clear that 'northern' lobbies like CTM might be important for their partners. Very often the relevance and impact for the South are not clearly communicated to the partners in the South. This implicates that it is very difficult for the southern partners to be a partner in such a strategy. A good international exchange and more professional co-operation (through lobbyists) can be helpful to reduce this problem.
- In many cases a situation of violence and injustice can continue because of a lack of information at various levels. The situation in Manipur can only continue to exist, because hardly anyone outside Manipur realises and questions what is going on in this state. This proves that communication and information about the reality of a conflict zone are crucial and that an international network like lobby works can help to find new strategies to help to bring the news to the outside world.
- A lobby to 'demilitarise' security has to be owned by the civil society organisations. Building such an ownership of the lobby is important, but –as we can learn from Manipur and similar situations – takes a lot of time and leadership.
- Exchanging experiences with lobbyists from neighbour countries can be very helpful to break through the isolation and feelings of frustration for those who work under permanent pressure.

## Chapter 4

### **Workshop economic developments and rights of minorities**

**Land Use and Mining in Vietnam**, is the case during workshop 2, presented by Mr. Pham Tu Quang from CODE Vietnam on the Land Use and Mining issues in the Country.

#### **Context in Vietnam:**

The country of Vietnam is located in South East Asia, with one political party unified from American war in 1975. The population of Vietnam is 84 millions with 54 ethnic groups. The country is considered as a fast developing economy. The reform of legal system started since 90's.

Vietnam has a young NGO sector, the concept of civil society is gradually emerging, which is trying to play a role in influencing policies, lobby and advocacy. Lobby is considered an important tool for strengthening between sectors.

#### **Challenges:**

- Public awareness about lobby
- Missing legal framework for lobbying
- Lack of personal lobby skills

CODE' s Vision: To balance development between public, business and civil society sectors of Vietnam in integration and open market economic system.

The objective of CODE is social development; the approach professional and skills are commercial management skills. The activities of CODE include training on communication skills, policy analysis and lobby and advocacy; advising and building up sustainable development model, natural resources management and community business development; advising on networking, public-private partnerships and lobbying; and co-organising forums and seminars.

#### ***The main issues in mining are:***

- Ethnic minority people lose their land
- Resettlement losing tradition and culture resulting into conflicts at different levels
- The lack of engagement between local people and company
- Post mining impact
- Among environmental problems that excessive mining in the regions is causing: are Pollution; Land cleaning affecting internationally

#### ***Issue Framing for Lobbying:***

- The acceptance that mining will be unavoidable.
- The fact that long term social and environmental impacts have not been addressed.

#### **CODE' s Strategies of dealing with the issue at hand:**

- Analysing the situation/formulating problems
- Actors' analysis
- Seeking alliances: CODE is seeking alliances with the Saigon- Economic times, whereby they were able to conduct interviews with local authorities, to conduct a quick

study in the future affected communities, while cooperating with scientist from agriculture and Forestry University. CODE is looking for partners from Cambodia.

- Networking-Capacity Building: CODE is involved in networking and capacity building in the area, which includes cooperation with Saigon Economic Times for survey; creating a forum with local authority and other actors; setting up a scientific group for consultation and organising a workshop.

***Lobby analysis:***

According to CODE, a client is an organisation who comes to you with his needs and wishes, in the hope that you will be able to help him out; and thus serving the client is the objective of the organisation.

The lobby clients include partners from networks, especially local people who will be affected by the mining. Lobbying is based on general accepted values and specific issues. CODE tries to find new clients for their lobby as they fit in its analysis.

**Remarks and conclusions by the participants**

- A systematic assessment of the situation is necessary, which takes time and professional skills.
- It is important to define a client for the lobby, even if in the initial stage the client is not yet directly involved. In the long run this will make the lobby more effective and protects the lobbyist.
- It is always the question whether lobby is the best instrument to get what the client wants (in stead of militant action or pressure). This has to be analysed first, the de facto reality on the ground is crucial in this analysis.
- This case of Vietnam is a good example of an issue where international exchanges in the field of lobby can be very useful.
- The participant advised mr Tu not to define the field of actors/stakeholders too narrowly.
- It is crucial to be early in the process to be able to influence the public 'definition' of the problem and the strategy.

## Chapter 5

### Country Presentations

The participants presented some of their cases and experiences

#### **a. API - Cambodia**

The civil society interface with tools like lobby and advocacy is of a recent origin. After years of internal conflict, in 1993, political context opened at the national level and freedom of expression and association was included in the new constitution. Since then, there has been huge growth of NGOs, INGOs, labour unions, CBOs, professional associations, and students groups, which as a sector intervened where government and market fail.

In terms of policy influencing instruments, very limited lobby and advocacy efforts were made during the first post-UN government mandate from 1993-1998. However, after 1998, lobby and advocacy were initiated while there was a rise in consciousness amongst Cambodians of their democratic right to actively push the government for improvements in their daily lives. Issues such as land ownership, natural resources management, human rights and good governance became common concerns of ordinary Cambodian, and with the backing of a range of international supporters changes were demanded.

#### ***Overview of Lobby and Advocacy Work in Cambodia:***

Development activities in Cambodia are entering their second decade and lobby and advocacy capacity can therefore be considered to be in its early phase. While lobby and advocacy has increasingly found a place in Cambodia, there are still very few NGOs in the country actively/effectively involved in it. A survey conducted in 2006 by the Council for Development in Cambodia found only 3% of Cambodian NGOs and 2% of INGOs involved in Lobby and Advocacy. Many lobby actions and advocacy campaigns have been *reactive* to conflicts arising from the local level, as is the case with forestry, fisheries and land issues. These tend to be needs-based campaigns that address livelihood issues. Other campaigns have been *pro-active*, addressing broader issues that affect the general population, and do not arise from widespread conflict, such as women's and children's rights campaigns.

#### ***Advocacy & Policy Institute:***

In early 2002, Pact Cambodia, with guidance from an Advocacy Advisory Committee composed of representatives from nine local and international NGOs, initiated research examining advocacy campaigns in Cambodia during 1997 to 2001. This research highlighted the need to increase technical lobby and advocacy skills within civil society and to create stronger relationships with government. In response to this need, the advocacy and policy program was established in 2003 (then became advocacy and policy institute) to address issues of advocacy, public policy, equity, justice, human rights, poverty reduction and sustainable development.

API's mission is to serve the long-term democratic and social development needs of Cambodia through the provision of services in the areas of advocacy and policy development. API is committed to working together with all national and international institutions who share its values to advocate for positive and peaceful social change and to improve the capacity and cooperation of all Cambodians. API also seeks to build bridges between governments, citizens and private sector.



#### Some Achievements of API:

Over the years, API has researched and published ten advocacy books – one hand book on advocacy, one assessment report of advocacy in Cambodia, five books for the advocacy expert series, one parliamentarian hand book, training program, one handbook and training manual on grassroots advocacy.

The API has also provided intensive advocacy expert training to 64 NGOs to improve their ability to design, plan and implement effective advocacy campaigns. The training focussed on advocacy campaign management, building relationships with government, working with the media, building and maintaining coalitions, and advocacy through legal services.

The third area of intervention of API is *grassroots advocacy* whereby it developed and supported community based grassroots advocacy by equipping Cambodian NGOs and community people with tools to manage and implement sustainable advocacy campaigns that effectively addresses local development issues affecting their communities. In cooperation with other NGOs, media agencies, and National Assembly members API formed the working group to build support for passage of a freedom of information law.

#### *API Future Work:*

In combining its existing organisational capacity with the needs and demands of Cambodian society, API has identified three priority areas (or pillars) that will provide the long-term structural support needed to make it a critical provider and generator of Cambodian advocacy and policy endeavors:

- This pillar seeks to support community-based organisations (CBOs), local government and local NGOs in the promotion and protection of human rights and the encouragement of democratic growth and participation.
- This pillar seeks to respond to existing and emerging issues by developing strategically-chosen issue-based lobby & advocacy activities through partnerships with NGOs and other important institutions and community stakeholders.
- This pillar seeks to strengthen the capacity of Cambodian advocates from across all sectors –horizontally- and from the local to the national level –vertically- to engage with and influence government policy-makers.

**Conclusion:**

The wide range of ongoing campaigns and strategies identified at the present time that indicate lobby & advocacy in Cambodia is gradually accumulating experience and gaining ground, though development of lobby & advocacy capacity has been uneven according to sector. Sustainable lobby & advocacy depends on developing capacity at the local level. Further capacity building efforts should focus on widening the base of associations that are active and working on community issues.

**Remarks and conclusions by the participants**

- It is good to realise that professional lobby is not every day work for NGO's & will not likely to become their everyday work. Therefore some specialists in professional lobbying to help them in specific problem areas, are important.
- Additional to 'formal' lobbying, NGO'S have to find a way to have a more 'natural' way to work with the authorities (starting from the local level).
- For the Cambodia case an analysis of the public sector (& and the problems in the civil society) should be made, in order to define better lobby strategies.
- In lobby the relation between training and practice is important.

**b. Parliamentary Liaison Office - South Africa**

South Africa has a vibrant civil society with literally thousands of organisations mobilising and strategising, taking to the streets, demonstrating, getting up petitions, protesting and generally making their voices heard. The people of the present age in South Africa have many joys and hopes: freedom from racial oppression, a new sense of dignity, a democratic political order, the rule of law, and the possibility of materially better life. And, of course, South Africa face many griefs and anxieties,: poverty still blights the lives of many, as does crime and lawlessness; AIDS and other diseases are rampant; civil and political liberties are not by any means permanently secured; and the temptations of materialism and greed threaten the common good.

All of these aspects of national life, positive and negative, are voiced and heard in the public fora, and in Parliament in particular. Almost without exception, every new law and every new item of government policy touches on peoples lives, and either promotes or hinders progress towards full humanity. The Church may not stand aloof from these developments. Thus, The Parliamentary Liaison Office of the Southern African Catholic Bishops Conference is the vehicle for contact and dialogue between the Roman Catholic Church in South Africa on the one hand, and the country's parliament and government on the other. Since 1997 it has provided an avenue for the church- as part of the civil society- to contribute debates on issues of public policy, to exert an influence for the common good in areas of political, economic and social concern, and to help shape legislative and policy developments.



The activities of Parliamentary Liaison Office are:

***Written & Oral Formal Submissions:***

These are made on legislation before parliament. These are usually written, but wherever possible they are supplemented by an oral presentation to the relevant parliamentary committee. In preparing submissions PLO take as starting point the key tenets of 'Catholic Social Thought', above all, the notion of common good. PLO also considers solidarity, the option for the poor, subsidiary and, especially in financial, trade and budgetary policies, the notion that the goods of the created world belong to all and the principle of the priority of labour over capital.

***Written Responses:***

Sometimes a government department will ask for public input into policy formulation. Such public policy is usually issued first as a Green Paper – a draft version – and then finally as a White Paper, which constitutes official government policy. These policy documents are every bit as important as legislation, very often legislation flows from a White Paper, so it is vital to exert an influence at the beginning of the process of policy formulation.

***Keep Abreast of Happenings in Parliament:***

***Informal Contact:***

Informal contact with members of parliament, cabinet ministers and senior civil servants is a most important and fruitful part of the work. It is often the case that more can be achieved by PLO over a lunch or dinner, where conversation is frank and off the record, than by making a formal submission.

***Attendance at Parliament:***

PLO tries to keep abreast of whatever is happening in Parliament, the tabling of new legislation, the reports of government departments, the development of government policy, the annual budget, and the general cut and thrust of political debate. Researchers spend a lot of their time attending meetings of Portfolio Committees for each government ministry such as health, education, defense, etc, there is a matching committee of MPs. On other notable occasions such as the annual opening and the budget speech, and question time,

is a way of showing the interest and involvement of the Church, and of interacting with the parliamentary process.

***Networking:***

To network with and whenever necessary, forming alliances with other civil society organisations and parliamentary monitoring groups in order to maximize resources and capacity when working on the same pieces of legislation. PLO makes briefing papers to inform 'common readers' and give them a working knowledge of the subject matter and some conclusions based on Catholic Social Thought. PLO also publish Occasional Papers reflecting the areas of interest of researchers and interns, and Research Papers.

***Roundtable Discussions:***

As important as well-researched and written briefing papers are, there is also a need for a more direct and immediate exchange of ideas and standpoints. The fourth main area of work of PLO involves organising and hosting roundtable discussions and seminars, as well as meetings between those in leadership positions in Church and State

**c. MONLAR – Sri Lanka**

According to the representative from Sri Lanka, the pains and destruction is felt most strongly among the rural agricultural sector, which forms more than half the population in the country, although they also have the highest potential to contribute positively towards such a process of change. Apart from this, political unrest and suppression resulted in Sri Lanka becoming the country with highest number of political killings. These contributed to the intensification of the internal war. Against this background, Movement for National Land and Agricultural Reform (MONLAR) was formed as a network of farmer organisations, NGOs and people's organisations in other sectors at the beginning of 1990.

In response to the serious socio-political and economic crisis that emerged in Sri Lanka at the end of 1980s, MONLAR initiated a process of dialogue among people, island wide, with the objective of developing a people's response by working out an alternative sustainable development approach.

MONLAR from its early beginnings have had the vision that an "alternative to destructive economic globalisation was possible". Initially it was with the understanding that the situation in Sri Lanka and among most poor people of the world demanded such an alternative, if the poor and the natural environment were to survive. Thus, any minor adjustments or efforts to make the present processes of inhuman economic globalization a little more humane was not satisfactory. The experiences of the past years and the emergence of movements against globalisation world wide and the experiences such as Seattle, World Social Forums of Porto Allegre and also the more recent experience of the Asian Social Forum has convinced them that "Another World is Possible".

The challenges of working out the key element of an alternative development strategy, alternative strategies of eradication of poverty, building of a wide vision among the people "A Better World is Possible", developing viable and acceptable alternatives to the so called "PRSP" processes pushed by the powers. All these make it necessary that MONLAR want to shift way from being a typical "NGO" with a limited sphere of influence. Rather it should now begin to acquire its intended task of being a "catalyst" for a much wider movement preparing to play the creative role expected of a broad national movement.

The approach adopted by MONLAR is to build national awareness in collaboration with organisations working among all other sectors of society affected/victimized by the present model. Its effort is to bring about policy changes at macro/national level, while developing people's own strength, awareness and capacity to protect their livelihoods, environment, food security, fighting against poverty and disparities.

MONLAR has worked for formation of people's organisations especially around agriculture. With the adoption of the parliamentary form of government Sri Lanka adopted social welfare policies. The World Bank and IMF propagated policies which emphasize increasing productivity of land rather than sustainability. Hence this resulted in loss of livelihoods as well as rights over land. The peoples' organisations adopted strategies to protest against these policies with resistance and advocacy.

Lobbying efforts were clearly focused on a no compromise position so far as peoples' demands were concerned. This strategy has worked well for Sri Lanka so far and some of the achievements have been:

- Government has been forced to say 'no' to water privatization.
- People have been able to counter successfully withdrawal of labour protection laws.

Some of the issues that continue to trouble Sri Lanka are the current agricultural practices which have destroyed ecology and hence also soil quality. Many parts of Sri Lanka are experiencing agricultural crisis, crop failure and farmer suicides. Therefore there is a need to go back to some of the traditional agricultural practices which had sustainability built in.

A lobbyist in the vision of MONLAR has to have a clear overall objective vision, especially including in depth research into the issues and make sure the efforts will be people centric.

#### **d. Raasta Development Consultants – Pakistan**

Raasta Development Consultants is a private organisation that provides professional consulting services to national government organisations, UN agencies, international organisations, NGOs and other institutions involved in development activities. Established in 1989, Raasta has worked in Pakistan and several other countries.

##### ***Services and Expertise:***

To handle the diversity in the nature of its work, Raasta has a structure of *specialized units*, which carries out in-depth qualitative and quantitative studies, surveys and evaluations, which are oriented towards implementation. The organisation is involved in *Capacity Building and Evaluation work that* include design, development and implementation of long and short term training programmes. Raasta has a unique relationship with all partners in the development sector, and there is a regular programme of information exchange with several national and international development organisations under its *Networking Unit*.

Based in Karachi, Raasta has a wide network throughout Pakistan. Having carried out extensive field based research, training, community development, gender and institution building work all over Pakistan and in several other countries (from the grass roots level to the federal government), Raasta is well versed in issues and needs encompassing the entire range of development activities and participates actively in relevant initiatives.



On the issue of changing role of the donors, Raasta noticed a huge shift in the priorities as well as the mechanism of funding civil society organisations by donors. Some of this change was welcomed as it was based on the learning from the past; however, some of this change was forced upon the development cooperation. There is also a tendency, especially within the Dutch co-financing agencies to explore newer ways of resource management, including co-responsibility and decentralization. In India many donor agencies such as Oxfam, Action Aid etc are already raising funds locally.

### **Remarks and conclusions by the participants**

- The case of PLO shows that lobbyists can work for one client, be it their own organisation or a specific body/institute (like a church) in society.
- Lobbyists can substantially contribute to the democratic decision making process if they are well organised and systematic.
- Lobby can make sure that an ad hoc issue becomes the trigger of a more structural process of change.
- Lobby requires enough knowledge and understanding and some courage.
- It is important to find ways of co-ordinating lobbying with other more 'activist' strategies (no compromise) if possible. Lobby is not replacing grass root work.



## Chapter 6

### The role of clients in a lobby

This session presented by Govert van Oord focused on the role of clients in the work of a professional lobbyist. There are several reasons to look carefully in the role of clients:

- the client 'owns' the lobby, lobbying without a client is very risky, the lobby organisation can be suspected to serve self interests or to play political games
- having clients for a lobby safeguards the fact that the lobby organisation is still serving the need of the target group and is endorsed by them
- clients have to pay the costs for the lobby – both literally (if they can afford it) and in terms of compromise (they have to live with the outcome)

In the early stage of a lobby, a lobby organisation must define who is the client of the lobby (beneficiary) and if necessary help the client to organise for the lobby process. The professional lobbyist will from then serve the needs of the client group, trying to strike a deal between the interests of the client group and of the public decision makers. In such a process the lobbyist has to be careful with the images each actors has of the other parties involved. Very often the image of NGO's is not so positive among public sector representatives (nor the other way round).

Lobby organisations usually serve organisations they already know from the networks they participate in (issue networks, donor partner networks etc.). Sometimes the lobby starts does start from a client group but from a point of general concern or an assessment of needs, but even then the lobbyist will seek a way to make the 'target group' a 'client group'. This includes sometimes efforts to organise the client group before the real lobby can start. In the long run, it is highly recommended that each lobby should have a defined client group.



For not for profit NGO's the marketing question 'why should organisations hire us?' is a real problem. First of all our clients need to understand the additional value of professional lobby for their organisations and objectives. After that they can choose to work with our lobby organisation based on our track record, our reliability and the fact that we proved to be really service oriented (being there when we are needed).

In order to be able to serve the clients we need to listen carefully to them and try to develop lobby strategies that are familiar to them, not too far from their daily work and realities. The lobbyist has an added value. He/she does not simply repeat the wishes of the clients, but 'translates' social issues into political strategies. This is where the knowledge and know how of the lobbyists lays.

Services to our client organisations are tailor made, developed for the 'arena' where the client groups and the decision makers will meet. It is very important to be transparent about the costs of lobbying: financial costs to influence the decision makers and the 'costs of compromise'. As we learned from the contribution from Sri Lanka, not everybody is ready to pay the price for compromise.

How cost conscientious a professional lobbyist should be, he/she will never be 'for sale'. With donors agreements can be made for a form of 'trust fund' to cover the costs for insolvent client groups.

Its is important that clients understand that in lobbying, winning the case can never be guaranteed. There are usually more powerful players involved, often the public decision makers prefers to follow other than social interests, even if the lobby was professionally successful. But in that case winning a better reputation and improving our organisations under the pressure of the exposure to the public decision makers, can also be seen as important long term gains for the client organisations.

During the lobby process, evaluation of the process and the obtained or missed results is important for the learning process. In case of some gains it is important to show to the clients and the financial donors that the services were successful and are appreciated.

### **Remarks and conclusions by the participants**

- For a professional lobbyist it is very important to create added value for the lobby clients. A lobby organisation should avoid becoming its own client!
- Part of the professional contribution of a lobbyist is to make sure that the lobby objectives and the lobby work are closely related to the 'normal' NGO work.
- In the 'not for profit' strategy, proposed by Lobby Works, the role of money is important. It should however not be the only criteria to start a lobby or to choose a client. Trust funds or external donors can play a role in this. Sometimes it is unavoidable that for a certain period of time lobbyists are pro-active in lobbying, before the client group is organised. In the long run a client group cannot be missed.

## Chapter 7

### **The role of donors, developments in ICCO**

The participant from the ICCO lobby department presented a power point presentation about ICCO's new strategy to share ownership and responsibility with the southern partners. At first it is good to realise that ICCO's approach of programming is different from other agencies. ICCO has on top of the government funds, two steady ways of funding in development work, individual fundraising and fundraising through the church organisations. Still, this relationship with funding organisations in the Netherlands is not very decisive in the policy making for ICCO. Through the years agencies like ICCO have become large bureaucracies and, thanks to government procedures, almost have become a civil servant organisation. ICCO actively tries to counter these trends by working on a setting in which they can become more innovative and where they will be stimulated to generate new ideas. For this purpose ICCO looks not only for new formats but also to new actors in a programmatic approach.

For ICCO, but also for organisations like Cordaid, the more programmatic and thematic approach is leading now. ICCO has programmes for Democracy and Peace, Sustainable Economic Development and Access to Basic Services. In the new context the program officers have not only to provide financial support to partners but have to take our aspects into consideration: capacity building, linking, financing, and finally lobbying/ policy influencing. This results in a lot of discussions between programme officers and partners and of course not every program officer is able to excel in all the roles. They can ask for and get assistance from internal and external specialists. The ICCO lobbyists' play such an advisory role, and an organisation like BBO is often asked to support from outside. The Lobby Works network can in the opinion of ICCO play a role in strengthening the position and work of the program officers, the lobby part, in their relation with the partner network.

#### **Remarks and conclusions by the participants**

- Donors should be stimulated to develop a new understanding of and - based on that - a new policy to support the role of civil society organisations and new stakeholders in changing political environments.
- Relations and networks of civil actors are in general getting more fluid/ ad hoc and rather unpredictable. The change to more strategic/ 'political' networking has proven to be difficult for donors. Lobby Works can offer help/co-operation here.
- Local funding and local sustainability becomes more important for southern partners
- Donors have so far made incomplete analysis, why the donor policies did not achieve the desired impact on poverty and democracy.
- ICCO's programmatic work is an interesting strategy to improve its performance in this respect (linking etc.)



## Chapter 8

### Proposed Action Plan for Lobby Works

The participants in Goa concluded the meeting with an action plan for Lobby Works. The general conclusion was formulated that meetings of this kind and a network to improve professional attitude and qualities of services by lobbyists are very useful for the members. When the network becomes more 'settled' after some years, the selection of participants and the level of the exchange can improve.

The participants formulated several functions for this LW network:

- To share / exchange information / training materials / development.
- To understand trends: What are general trends in society and policy making, where en when do they happen?
- To share / exchange experiences (capacity building). What are the best / failure practices? To train staff / internship - strengthening our capacity to become professional lobby orgs.
- To work together in joined lobby cases.
- To develop the quality standards (code of conducts) to make sure that the members are stay with high quality of lobby service.
- To connect with other existing lobby organisations / networks.
- To help members to access funds / clients for our works.
- To contribute for awareness raising that lobby is positive/ worth to work with (especially in countries were lobby is a new concept).
- To do join / cross evaluation – to improve the work of the members.
- To facilitating crucial public debates on important political developments.
- To provide links and concrete services in North – South relations, including with donors.

### Finance

The participants choose for a 'light' structured network, where the members share the responsibilities. Each year one member organisation will take the role as secretariat for one year. The second year this organisation advise the new secretariat, so that the actual steering committee always exists of two members.

On short notice the organisation who takes up the responsibility for the secretariat covers the costs of the network, together with some external donors. In the long run the support for the network will be given through the members.

### The Steering Committee

The functions of the Steering Committee will be the following:

1. Responsible for the secretariat (each organisation for 1 year, 1 year in, 1 year assist)
2. Organising / coordinating the annual meeting of members.
3. Lead agency for external and internal contacts (members, donors ...)
4. Clearing house / focal point (contact for the needs of members)
5. Developing and updating the criteria for membership / code of conducts
6. First assessment for new members (first gate, needs for further participation)

### Membership

The 'membership' for the network is there to make sure that the level of exchange and mutual support remains on a sufficient level. The best way to assess if a new members

has the capacities to join or what it takes to become a member is to formulate a quality standard for professional lobby work for social movements/ organisations and a code of conduct to be followed by the members. The quality standards include analytical capacities, rules for client orientation and the presence of knowledge and know how about the public sector.

The code of conduct for the members of Lobby Works is concerning transparency, ethics and the relations with both the clients and the public sector.

The members of the Lobby Works Network will be mainly professional lobby organisations and organisations with a lobby department/ unit or a permanent lobby staff. The membership of lobbyists of the donor organisations is possible, although the Goa participants would like to clarify the problems related to their possible double role as funders and as participants.

### **Special role for Lobby Works**

The Lobby Works network has some special functions (USPs):

- It is a professional lobbyist network for ‘learning by doing’ and sharing.
- The strongest drive comes from the need for a more professional attitude in NGO sector (pilot for other sectors).
- It can answer developments in political sector.
- It can act as a bridge between non profit and private sector organizations.
- It is part of the strategy to work with/support a new generation of civil and political leaders.



## Annexe - 1

### **Goa Introduction of Participants of Meeting:**

#### **Anne Marie Gehrels:**

Anne Marie is one of the members of ICCO, Netherlands. ICCO is the inter organisation for development cooperation. It works in 50 countries in Africa, Asia, Latin America and Eastern Europe. Anne Marie works for the activities related with advising and training on lobbying to various organisations. Anne Marie also have the experience of working with BBO's. ICCO support enterprising people worldwide. Major support ICCO provides in activities peace and prosperity. In this way, Anne Marie expected from the Goa Workshop to analyze how lobby work can be utilized for bringing peace and prosperity in different parts of the world so that ICCO can support for lobby and advocacy activities.

#### **Pooran Pandey:**

Pooran Pandey is associated with the Times Foundation of India. Times Foundation is the largest media conglomerate in India. It can create awareness on crucial social issues. Times Foundation is a powerful enabler of development goals because its unique characteristics dramatically improve communication and the exchange of information. Pooran Pandey has the hardcore engagement with all the three important agencies of civil society that are corporate world, government and NGO's. Pooran specially focused on the lobby and advocacy with these three stakeholders.

#### **Sinthay Neb:**

Sinthay Neb was the participant from Advocacy and Policy Institute in Cambodia. API serves the long-term democratic and social development needs of Cambodia through the provision of services in the areas of advocacy and policy development. Sinthay works for the capacity building and training of NGO's and Civil Society Organisations in the field of policy advocacy. Sinthay feels the need of developing a firm strategy for policy influencing, to include Human Rights approach in the field of lobbying.

#### **Huub Sloot:**

Huub Sloot was associated with BBO. Huub specially work for the projects related with the lobby work and advocacy, that's why he was interested to attend the workshop. He work and plan activities with some of the partner organisations to build up the capacities and strengthen them for lobby work. Most of his experiences were of African countries in lobby support work.

#### **Mike Pothier:**

Mike Pothier is one of the members of Parliamentary Liaison Office, Cape town, South Africa. It is the Southern African Catholic Bishops' Conference is the official vehicle for contact and dialogue between the Catholic Church in South Africa on the one hand, and the country's Parliament and government on the other. It contribute on issues of public policy, to exert an influence for the common good in areas of political, economic and social concern, and to help shape legislative and policy developments. Mike also works with the Parliament Committees on part time basis. They set up structures for channels of communication between Church and Government. The other activity in which he sometimes busy in is dialoguing between and among various stakeholders.

#### **Pham Quang Tu:**

Pham Quang Tu was another participant in the meeting from Consultancy on Development (CODE), Vietnam. The vision of CODE is to keep balance between public,

business and civil society in Vietnam in integration and open market economic system. Tu in CODE initiated many community development programmes. With recent political developments and change in the system found space for lobby work, especially policy formulation, and implementation, increasing public awareness and capacity building with many partner support organisations. At the same time he believed that there is a strong need of recognising and working as professional organisation for lobbying. The focus areas of CODE are mining, livelihood and cross border measures.



From left to right: Huub Sloot, Annemarie Gehrels, Narender Kumar, Govert van Oord, Zia Nazar Niazi, Mike Pothier, Shewli Kumar, Sanvia Danih, Sinthay Neb, Indria Fernanda, Rusdi Marpaung

### **Anand Kothadia:**

Anand Kothadia is associated from past very long time with IPAC. He also attended Delhi Training to help in the efforts of lobbying at all levels. Presently he is also active in the area of Primary Education Universalisation as he is also one of the member of Education Forum in Maharashtra.

### **Nobo Kishore:**

Nobo Kishore was also the participant in the meeting was affiliated with United NGO Mission of Manipur (UNMM), India. UNMM is working on the conflict situation in Manipur and the use of lobby approach to break the deadlock and reinitiate the peace process. UNMM represents a network of NGO's from north-east India. It is lobbying against the armed forces act with impunity. Underground terrorist groups also target civilians and also the non-state actors. Therefore Nobo told that there is a need lobbying for changing

situations. For the same objective UNMM linked up with IPAC as lobby support organisation.

**Govert Van Oord:**

Govert is the partner of IPAC and Code, named Entree in Netherlands. Govert retired from his job in BBO. He was the first official professional lobbyist with the Church in the country. Later he worked with NGO's to make lobby more professional. Since 1992, he also worked with the private sectors and developed a capacity building training. In 2001, he presented this lobby training to ICCO partners in Ethiopia.

**Indria Fernida:**

Indria Fernida came from The Commission of Disappearance and Victims of Violence (KONTRAS), Indonesia. KONTRAS works for the improvement of Indonesian people's awareness of the importance of Human Rights and to support consistent change in law and politics that will bring about increased protection of the people from disappearances and violence. Indria works in Kontras as coordinator, she coordinates with the lobbyists for capacity building for Human Rights.

**Sarath Fernando:**

Sarath Fernando was affiliated with an organisation named Movement for National Land and Agricultural Reform (MONLAR). It aims at contributing towards the process of change by helping both village level communities as well as those in other sectors through information, education, analysis, etc. MONLAR as its vision tries to reach rural poor at the maximum through awareness, education and organised action.

**Rusdi Marpaung:**

Rusdi Marpaung is one of the founders of Imparsial in Indonesia, established in June 2002 with some of the most prominent human rights advocates. Organisation's commitment is to uphold the fundamental equality of the rights possessed by all human beings with special concern on promoting the rights of unfortunate.

**Zia Nazar Niazi:**

Zia Nazar Niazi was the participant from Raasta Development Consultants, Pakistan. She is acting presently on the position of Chief Coordinator in Raasta. She functions in for-profit and non-profit organisations and initiatives in Pakistan, working on a range of social and community development themes. She has extensive experience of working with community based civil society organisations and private sector organisations, bilateral and multilateral aid agencies, and national and provincial government institutions. She expected acknowledgement with the lobby work and to know how can development organisation like her's can use the tool of lobby for bringing change in the existing situation.

**Shewli Kumar:**

Shewli Kumar was another participant from Tata Institute of Social Sciences (TISS), Mumbai. TISS is considered to be the first school of Social work. TISS engage in a continuous study of Indian Social Issues and Problems and impart education in Social Work to meet the emerging need of trained human power. Shewli is the part of Centre of Dalits and Tribal Studies. She wanted to take the idea of lobby work and advocacy to TISS, so that the institution like TISS could also put some pressure on the decision makers.

**Narender Kumar:**

Narender Kumar is the Executive Director of Indraprastha Public Affairs Centre (IPAC), Delhi, India. It is a lobby support organisation that seeks to function as an intermediary providing lobby support services to various development organisations, operating at international, national and provincial levels. Narender worked, before initiating the efforts of IPAC, in organisations like OXFAM and Pairvi for issues like food security and child rights. This process for Lobby work started right from the time of working in Pairvi. As Pairvi was not comfortable with the idea of professional lobby work thus started IPAC.

## Annexe - 2

### **Programme for the international meeting of professional Lobbyists**

#### ***Day 1, October 20***

##### **Morning Sessions: Introductions**

- 09:00 hr Introduction of the participants, their (lobby) work and the background of the LW initiative, (ppp by the chair).
- 10:30 hr The context: Development in Asian Democracies as context for lobby activities, Mr. Pooran Pandey Indian Times Foundation (invited).
- 11:00 hr Plenary discussion chaired by Mr. Narender Kumar
- 12:30 hr Lunch break

##### **Afternoon Session: Workshop 1: Lobbying Practices in Asia**

- 13:30 hr: Workshop: Counter Terrorism and Development Project: Peace building in Manipur.
- The background, the elements for an effective lobby, relations with worldwide counter terrorist measures (presentations Govert based on Cordaid Papers, UNMM and IPAC).
- 14:30 hr Chaired by Mr. Rusdi Marpaung
- 16:00 hr Summarising and closure of Day 1 by the Chair.

#### ***Day 2, October 21***

##### **Morning Session: Workshop 2: Lobbying Practices in Asia**

- 09:00 hr Workshop 2: Land Use and Mining, Foreign investments in Rural Areas and the Rights of Rural Minorities.
- The possible strategies to turn this issue in an effective lobby program. How to involve local actors and client groups?
- Presentation Pham Tu Code, Sinthay Neb, Pact Cambodia
- 10:30 hr Discussion chaired by Shewli Kumar
- 12:00 hr Conclusions: Where does lobby become an effective instrument?

### **Afternoon Session: Not for Profit Lobbying for Clients**

- 13:30 hr Introduction: Methods for Planning, executing and evaluating of Client based Lobbies (Presentation Entrée) PP of Govert
- 14:30 hr Discussion chaired by IPAC
- 15:30 hr New Professional Relations with Donor Agencies, Presentations by Mike from South Africa and Zia from Pakistan
- 16:00 hr Discussion chaired by Huub Sloot BBO
- 16:30 hr Summarising day 2

In the evening the organisers meet to prepare day three.

### ***Day 3, October 22***

#### **Morning Session: Development of Professional Skills**

- 09:00 hr Summary by the Chair: Needs and changes to improve lobby consultancy for not for profit organisations, results of day1 & 2.
- 09:30 hr Group Work: Brainstorm listing the needs and opportunities. Who gives the lead points?
- 10:30 hr Reporting
- 11:00 hr Plenary Debate: Structures for co-operation: decision making in a peer network. How should the network function and make decision? Chaired by IPAC.
- 12:00 hr Conclusions
- 12:30 hr Lunch
- 1:30 hr Plenary Discussion: International Cooperation: the best role for a network of professional chaired by Tu
- 14:30 hr Plenary Debate: Planning for the Future Cooperation.
- 15:30 hr Concluding: perspectives, tasks-Govert, Narender and Pham Tu
- 16:30 hr Closing and Farewell Dinner

### **Departures, October 23**