

Introduction to Role Play

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The Scenario

- Jamana, a fictitious West African country, has been approached by a foreign investor who wants to establish a 10,000 sugar production and processing operation.
- The Government has a new approach to promoting agricultural investment, involving interaction between stakeholders.
- We are now entering informal and formal negotiations between the investor, the Investment Approval Task Force, communities and civil society.



Four groups

- **The investor**
 - Willing to act responsibly and eager to protect local and national interests, but also wanting to get the deal done as fast as possible.
- **The Government Investment Approval Task Force**
 - Pro-investment but appreciative of the potential risks.
- **Communities**
 - Want to be consulted and have their voice and interests taken into account.
- **Civil Society**
 - Concerned about some social and environmental aspects of the deal.



The Goals

- Negotiate a fictional “investment agreement” and aim to achieve desired outcomes for all parties involved.
- Increase our understanding of the perspectives of different stakeholder groups involved in agricultural investment .