

Daniëlle Hirsch, CEO of Both ENDS starts her presentation by sketching the history of the organisation. As environmental NGO Both ENDS used to react on bad policies. Because we want to contribute actively on positive developments in our field, we started developing 'the Negotiated Approach'.

Because Both ENDS already worked in River Basin Management, they chose to apply 'the Negotiated Approach' on this field.

The First experiences with 'the Negotiated Approach' were achieved with Gomukh, an Indian partner of Both ENDS. Now the concepts is implemented in several places and contexts around the world. Every case demands a tailormade approach. So Both ENDS facilitates *tailormade* capacitybulding.

Andres Mora Portuguez is present on behalf of FANCA (Freshwater Action Network Central America) from Costa Rica aanwezig. FANCA also is a partner of Both ENDS. is ook een partnerorganisatie van Both ENDS. Andres tells us how by means of 'the *Negotiated Approach*' local waterboards became relevant and serious partners in negotiating with policymakers in Central and South America.

Before there where many decentralized waterboards, with no relevant voice in dicisionmaking: there was no connection to policymakers. A movie illustrates how the developments actually took place. Local waterboards became stronger by starting from the base bottom up.

Mora Portuguez: 'This is how we develop ourselves into strong, credible and capable partners in negitation with policymakers. We even have contacts at the level of national administrations. In these new way of working we have a relevant voice. That is the merit of *'the Negotiated Approach'*.