

National Aquaculture Association Policy on Negotiations

Background

The NAA is frequently involved in legislative, governmental (regulatory), and national policy discussions. Specific legislation may be developed as a consequence of NAA policy requirements. Additionally, NAA is involved in conjunctive programs with other aquaculture groups or interests. Some negotiations require NAA financial commitment. Several different negotiation approaches may be used. Winner-take-all approaches can compromise future relationships (short and long term).

Policy:

1. NAA will strive to negotiate legislative actions and other policy issues on the basis of mutual gain.
2. NAA will probe to clarify all interests.
3. Various options for consideration will be developed and presented to all parties. NAA will use objective criteria to support NAA positions.