



# Participatory and Negotiated Territorial Development

A territorial based approach to development



The **Participatory Negotiated Territorial Development (PNTD)** approach is a facilitative process that strives for development through dialogue and negotiation. Basically the idea is to facilitate the creation of negotiation tables where different stakeholders (often with opposite interests) can sit together trying to find a common agreement on the development of their territory.

## What we do

As a first step FAO carries out an in depth analysis of the situation by taking into account all the actors concerned and their visions, interests, power relations and margins for negotiation. Secondly, we identify the weak parties, who may need support in order to participate effectively in the process. We organize ad hoc capacity building programs, looking at which capacities are needed, by whom and to do what.



Finally, we support the establishment of negotiation, where local actors or their representatives, in a spirit of cooperation, can jointly examine the problems towards a socially legitimised agreement.



## Understanding the context

The evolution of rural development methodologies has been a dynamic process, subject to continuous debate and review. Over the last few decades, technical assistance projects were mainly based on top-down approaches. Interventions were defined by sectoral priorities (natural resource planning, watershed management, soil and water conservation, etc.) and addressed partially the constraints of the territories they dealt with. Rarely they were adapted to local contexts and needs. Furthermore, the gender dimension, asymmetries of power among stakeholders and the capacity of institutions to actually implement equitable governance mechanisms were seldom addressed. PNTD offers a possible alternative approach where the territory is considered an 'entry point' to promote access, use and management of natural resources.



Creating negotiation tables is a critical step to ensure a 'shared' territorial development. This is why it is vital to empower the negotiation skills of disadvantaged actors in order to voice their needs and concerns during the process. The results can ensure these people can enjoy rights that are often denied: a communal land title issued, an agreement on how to manage a specific rangeland resources, the formulation of policies, laws and regulations related to territorial aspects.



FAO works in extremely sensitive contexts including post-conflict countries where local people have unequal bargaining power and huge knowledge gap. In some cases most marginalized actors, such as women and ethnic groups, are not fully aware of their territorial rights.

FAO collaborates with other international agencies, NGOs, Civil Society Organizations at different level to carry out the needed empowerment, awareness raising and capacity building activities.

## Partners

Governments, Local NGOs/Civil Society Organizations, International Agencies, training institutions.

### CONTACT US

FAO - Land and Water Division (NRL)  
Viale delle Terme di Caracalla  
00153 Rome, Italy  
Tel: (+39) 06 570 53843  
E-mail: [NRL-Director@fao.org](mailto:NRL-Director@fao.org)

### MORE INFORMATION

<http://www.fao.org/nr/aboutnr/nrl>