

## **Can Community-Investor Negotiations be Fair?**

The assertion that, power tends to be concentrated and skewed in favor of Investors during negotiation for land acquisition is not in contention. This has been established and confirmed by many studies. There is therefore a search for solutions to curing this power imbalance.

One question that is continuously asked by community members is: "How can the power and information asymmetry be leveled to ensure that, contracts "we" negotiate are fair - so that communities, land and natural resource rights are protected"?

This discussion seeks to address the issues around the following:

1. How communities can be prepared for empowered negotiation
2. How to ensure equal knowledge and understanding to maintain a balance throughout the negotiation process;
3. How to ensure that contracts drafted support the long term economic prosperity of communities
4. How government both local and national can support empowered investor-community negotiations to ensure fair and win-win outcome.