

SPONSOR'S PREFACE

The General Directorate for Development Cooperation of the Italian Ministry of Foreign Affairs provided a special grant to finance the publication of this book and its distribution to IDLI course participants. We are grateful for this generous support of IDLI's first publishing venture.

The International Development Law Institute in Rome, Italy, trains lawyers for development. Its Rome-based courses and seminars and in-country training workshops provide practical training for mid-career lawyers and legal advisors from developing countries. International development negotiation is a constant theme of the Institute's programs.

IDLI's objectives in publishing this volume and its companion *Trainer's Manual* are twofold: to strengthen the Institute's training materials on development negotiation and to provide, for the first time, an outreach capability.

Mr. Sunshine's text draws upon his innovative teaching experience at IDLI and elsewhere and his own rich experience as an international development negotiator.

Justice Feliciano's valuable foreword adds the perspective of an eminent developing country jurist. Justice Feliciano is Associate Justice on the Supreme Court of the Philippines and serves actively on IDLI's Board of Directors.

We at the Institute hope that the book will prove useful to IDLI participants, alumni and all others who take up the challenge of international development negotiating.

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