

Health in All Policies Training Manual Sources

Module 8: Negotiating for health

Key reading for participants

Recommended

- Smith S *et al.* (2012) [Urbanization and Cardiovascular Disease: Raising Heart-Healthy Children in Today's Cities](#). Geneva, The World Health Foundation, Chapters 1, 2 and 3 (13 pages)
- Video: CommGap, [Negotiation](#) (5 mins)
- Video: WHO (2011) [Unite in the Fight Against NCDs](#) (2 mins)

Optional

- CommGap (2009) [Intercultural Communication](#). World Bank (6 pages)
- CommGap (2009) [Non-Verbal Communication](#). World Bank (5 pages)

Supporting material for instructors

- Drager N *et al.* (2000) [Negotiating Health Development: A Guide for Practitioners](#). Geneva, Conflict Management Group and WHO
- Saner R (2000) *The Expert Negotiator: Strategy, Tactics, Motivation, Behaviour, Leadership*. Kluwer Law International
- Bhattacharya D (2005) [Least Developed Countries in Trade Negotiations: Planning Process and Information Needs](#) in *Asia-Pacific Trade and Investment Review*, Vol. 1, No. 1
- Gilson L and Erasmus E (2007) [Health Policy and Policy Analysis Training](#), Sessions 10 and 11. Centre for Health Policy, Johannesburg, University of the Witwatersrand
- [CommGap Publications](#). World Bank

GROUP ACTIVITY: NEGOTIATION ROLE PLAY – MEGACITIES AND CARDIOVASCULAR DISEASE

- Background information on cardiovascular disease
 - Smith S *et al.* (2012) [Urbanization and Cardiovascular Disease: Raising Heart-Healthy Children in Today's Cities](#). Geneva, World Health Foundation, Chapters 1, 2 and 3 (13 pages)
- Information specific to each group
 - Smith S *et al.* (2012) [Urbanization and Cardiovascular Disease: Raising Heart-Healthy Children in Today's Cities](#). Geneva, World Health Foundation, Chapter 4 relevant city profile

