



---

Published on *Marine Ecosystems and Management (MEAM)* (<https://meam.openchannels.org>)

---

## **From the Archives: Managing Trade-offs: Viewpoints from the Negotiation Table (MEAM Apr-May 2012, Issue 5:5)**

*Editor's Note: From the Archives calls attention to past MEAM articles whose perspectives and insight remain relevant.*

Natural resource management is fundamentally about making trade-offs - between shorter and longer-term benefits, between different uses of ocean space, etc. In this article, experienced trade-off negotiators share tips and lessons learned from the negotiating table. [Read the article.](#)

---

**Source URL:** <https://meam.openchannels.org/news/meam/archives-managing-trade-offs-viewpoints-negotiation-table-meam-apr-may-2012-issue-55>