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The Negotiators – How to Make Peace

A documentary by Rosalind Bain

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The Negotiators – How to Make Peace

Storyline

“Negotiators, how to build peace” is a documentary that takes a penetrating look at the identity and evolution of people who seek solutions to armed conflicts in places such as Colombia, Mexico, South Sudan and the Balkans.

Synopsis

“Negotiators, how to build peace” is a documentary that takes a penetrating look at the identity and evolution of people who seek solutions to armed conflicts in the 21st century.

Using some of the world’s most entrenched conflicts as a backdrop, we take a closer look at their stories and discover through the eyes of the negotiators their work, how they manage negotiations and also the personal cost of trying to resolve conflicts in the most difficult circumstances.

We do this journey through the stories of our different characters. From Mexico, Jordi Raich, a “neutral intermediary” with more than thirty years of experience as an international aid worker and senior official of the International Committee of the Red Cross. Raich was one of the architects of Colombia’s 2016 peace agreement.

In South Sudan, Dorsa Nazemi shows us her work negotiating on the ground with tribal chiefs. Nepotism is a way of life, in a country where institutions and infrastructure are barely functioning.

Valentin Inzko is an Austrian diplomat and High Commissioner for Bosnia and Herzegovina. Since 2009 he has been working to apply the Dayton peace accords in the region. Inzko is a former ambassador, speaks seven languages and is a professional negotiator who knows the complex geopolitical balances in the Balkans.

Dag Nylander, a Norwegian, tells us how his country seeks solutions to conflicts and how he has been involved in many different negotiations around the world. Peace resolution has been one of the key elements of Norwegian foreign policy and Norway has a seat on the United Nations Security Council.



Jordi Raich



Dorsa Nazemi



Dag Nylander



Valentin Inzko



Jordi Raich has been working and living in this world for more than thirty years. Mexico was to be his last mission before retirement. But life, always full of light and shadow, offered him one last challenge. During the shooting of this film, which has lasted four years, Jordi Raich was diagnosed with metastatic lung cancer. His body now has to fight against a disease. He does not know the outcome. Now Raich, the negotiator, is negotiating with himself.

Negotiation is an inherent part of our lives. We all have to negotiate for everything, all the time. It is a fact that is in our DNA as human beings.



The Director

Rosalind Bain is a versatile British documentary and series director and producer with extensive experience of shooting overseas on an extensive range of entertainment documentaries, travel, history, science, remote location, archive and current affairs documentaries for ITV, CHANNEL 4, CHANNEL 5, BBC, Nat Geo and Netflix. Rosalind Bain is used to working in hostile environments, with journalistic skills and great gifts as an audiovisual storyteller.



Her most recent work includes a feature-length documentary for Discovery Science Cleopatra, sex, lies and secrets and the series Production for Viceland “How to rob a bank.” “The Drug Lords: Pablo Escobar” and “The Drug Lords: The Cali Cartel” for Netflix and ITN; “Secret History of Shiraz Wine” for BBC World and Persian BBC (2016), a film that narrates the origins of wine and in particular of the Shiraz variety. Filmed in several countries, including Georgia, Hungary, France and the USA.



“Ross Kemp: Extreme Worlds” for Freshwater Films Sky, a documentary about elephant poaching in Mozambique, filmed in the remote desert of the Niassa Reserve; “Primal Survivor” with Icon Films for National Geographic filmed on location in the Sahara and “Remembering the Armenian Massacres” for BBC Worldwide, a documentary in which journalist Lara Potrossians returns to Turkey on a personal journey to meet her Armenian grandfather and what remains of his culture; among others.



She has received many awards, such as the BMA for Best Science Program, Best Business Story Disclosure Journalist for Television in 2004 and Best Branded Content Campaign 2016.

Her work as a producer for Staff Four News, specialising in foreign affairs and conflict areas and, in particular, “Taliban: Afghanistan reports with Saira Shah” which won the Amnesty International award.

“The Negotiators” is his first feature film for cinema. A film that has taken him to Colombia, Mexico, Norway, the UK, Spain, Switzerland, Austria, Bosnia and Herzegovina and South Sudan.

The producers

OTTOKAR

Ottokar is a production company formed by a team of people who have been working in the audiovisual industry and the world of journalism for more than 35 years.

Ottokar is currently finishing their most complex work, the documentary film “Los Negociadores”, an international co-production between Spain, Austria and Switzerland.

Some of his works have been selected for different festivals and in 2018 he won the Ondas award for the documentary “Los hombres del silencio” broadcast on TVE and TV3.

In 2019 he produced the documentary “Ernest Lluch, free and daring” for RTVE and EITB. The documentary is a personal and intimate journey into the political figure of Lluch.

Ernest Lluch was the first socialist Health Minister who helped lay the foundations of modern Spain, implemented the current model of universal and free public health care and the first abortion law. Lluch was assassinated by ETA on 21 November 2000.

This documentary was in the official selection of the Festival FIC-CAT 2021, Festival de cine y derechos humanos Donostia / San Sebastian, Menorca DocFest and ZINEBI / Bilbao.

Josep Morell is a journalist and has worked in the press, radio and television. He has covered various international conflicts as a special envoy. He has been working for more than thirty years directing and producing documentaries for Canal+, TVE, Televisió de Catalunya and ETB.

Jordi Vilar started working as a programme editor at Televisión Española 40 years ago. Throughout his professional career he has created different post-production companies such as GHV, la Qui-mera and Ottokar. He has produced and directed documentaries for Canal+, TVE, Televisió de Catalunya and ETB.

In 2015 Josep Morell and Jordi Vilar created Ottokar to continue their professional adventure.

Ottokar have always worked on stories where the human factor and negotiation is very present.

BSX SCHMÖLZER



BSX produces cultural TV documentaries, TV magazine series, cultural print and online publications and cultural projects. The company was founded in 1990 by Hansjürgen Schmölzer. The marketing and communication management of “Graz 2003 - European Capital of Culture” was an important step for the company. In 2007, BSX established a creative park in the Annenviertel district of Graz. Today, theatre groups, film and media production services as well as film and publishing studios and event halls are housed there on a total area of more than 5,000 m². BSX has been awarded the “Globe Award” for the best marketed cultural project in the world (Graz 2003) and the Staatspreis Marketing. BSX manages the cultural platform CREATIVE AUSTRIA, which supports young Austrian artists and creatives in their international activities.

HANSJÜRGEN SCHMÖLZER

Hansjürgen Schmölzer is a documentary filmmaker, editor and cultural project manager. He is founder and owner of BSX Schmölzer GmbH, a production company for cultural projects in film, television and media.

His TV documentaries, mainly for the ORF, focus on socio-cultural and cultural-historical topics.

FILM AND TV PRODUCTIONS: Riot in the Matrix Documentary, 2019 screenwriter, director and producer. Matera From stone to cyberspace TV-Documentary, 2018 writer, director and producer. Cyprus - Island between two cultures TV-Do-

cumentary, 2017 writer, director and producer.
San Sebastian - Kitchen of Dignity TV-documentary, 2016, writer, director and producer.
When God was still a woman TV-documentary, 2015, scriptwriter and director (together with Markus Mörth).
2007-2018, ORF-Kulturmontag Cultural TV-Magazine Reports, editor and scriptwriter AUFBAUEND TV-Magazine-Report Series for ORF Steiermark, producer and editor, 30 episodes.
2014 - 2017, AUSTRIA CREATIVE MAGAZINE Cultural TV-Magazine for ORF-3SAT, 2007 Producer and Writer. Also editor-in-chief of the bilingual cultural magazine AUSTRIA CREATIVA.



Run by Esther van Messel since 1998, First Hand Films is a producer of documentaries, sales agent and a theatrical distributor for fiction and non-fiction in Switzerland. The company has executive produced dozens of international documentaries and made them seen by hundreds of millions of people.

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