

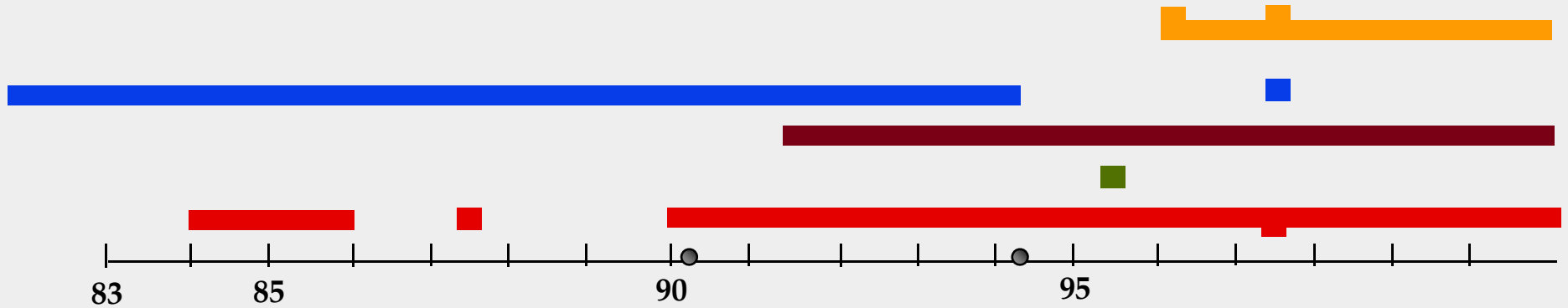
# South Africa



Deze presentatie vat de essentie samen van het proces dat Zuid-Afrika heeft doorlopen van 1985 t/m 1994, toen de eerste democratische verkiezingen plaatsvonden. De presentatie is in 1998 ontwikkeld om aan investeerders antwoord te geven op de vraag: 'Wat gebeurt er met Zuid-Afrika als Mandela de politiek verlaat'

De presentatie geeft dit antwoord door 5 bronnen (zie slide 2) met elkaar te vergelijken (Slides 5, 6, 7, 8 & 9). De kenmerken daarvan worden met elkaar vergeleken op slide 10. Slide 2 en 3 geven een overzicht van de voorbereidingen en de voortgang van de onderhandelingen.

# South Africa



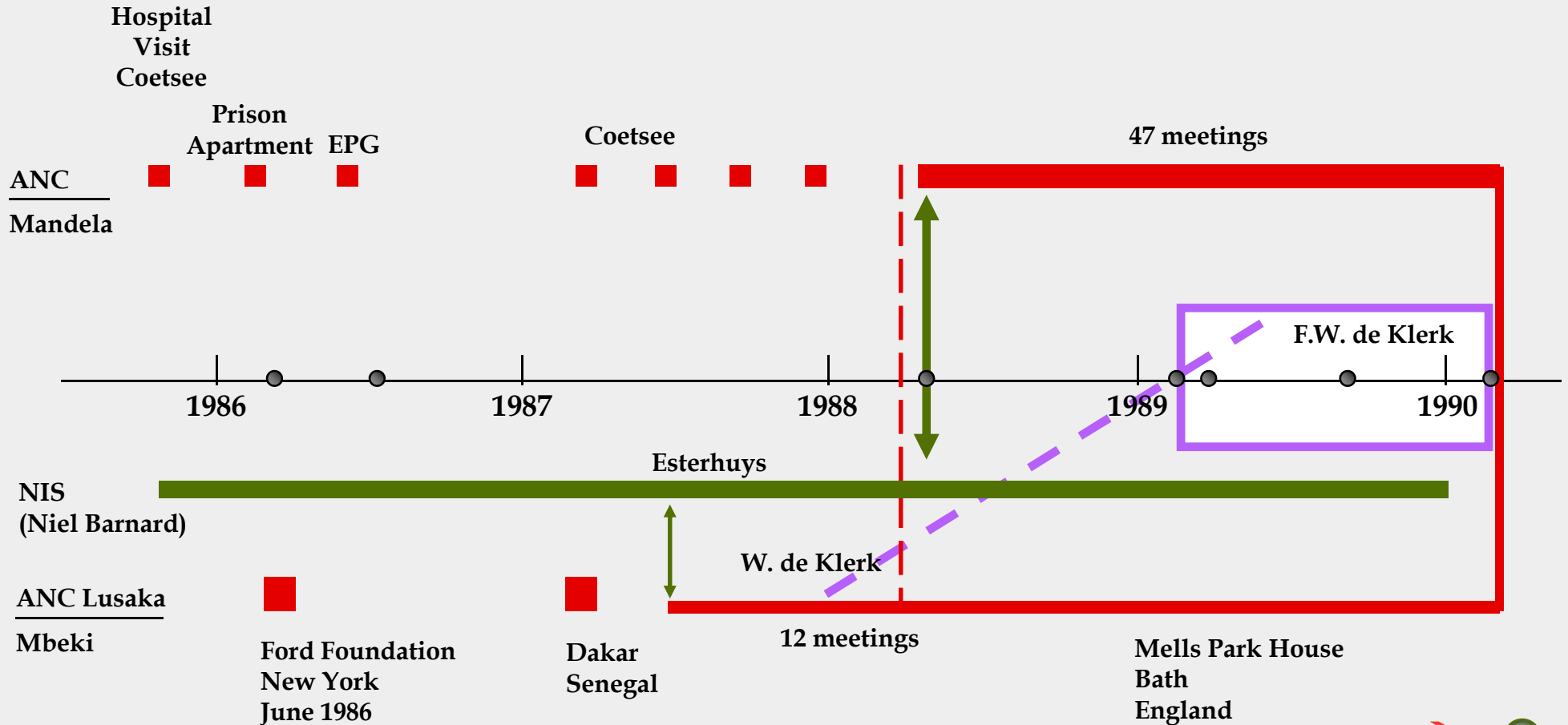
- The High Road & Low Road Scenarios, Anglo American Clem Sunter
- Speeches F.W. De Klerk
- Mont Fleur scenarios, Adam Kahane
- Anatomy of a miracle, Patti Waldmeir
- The Economist, London



# South Africa



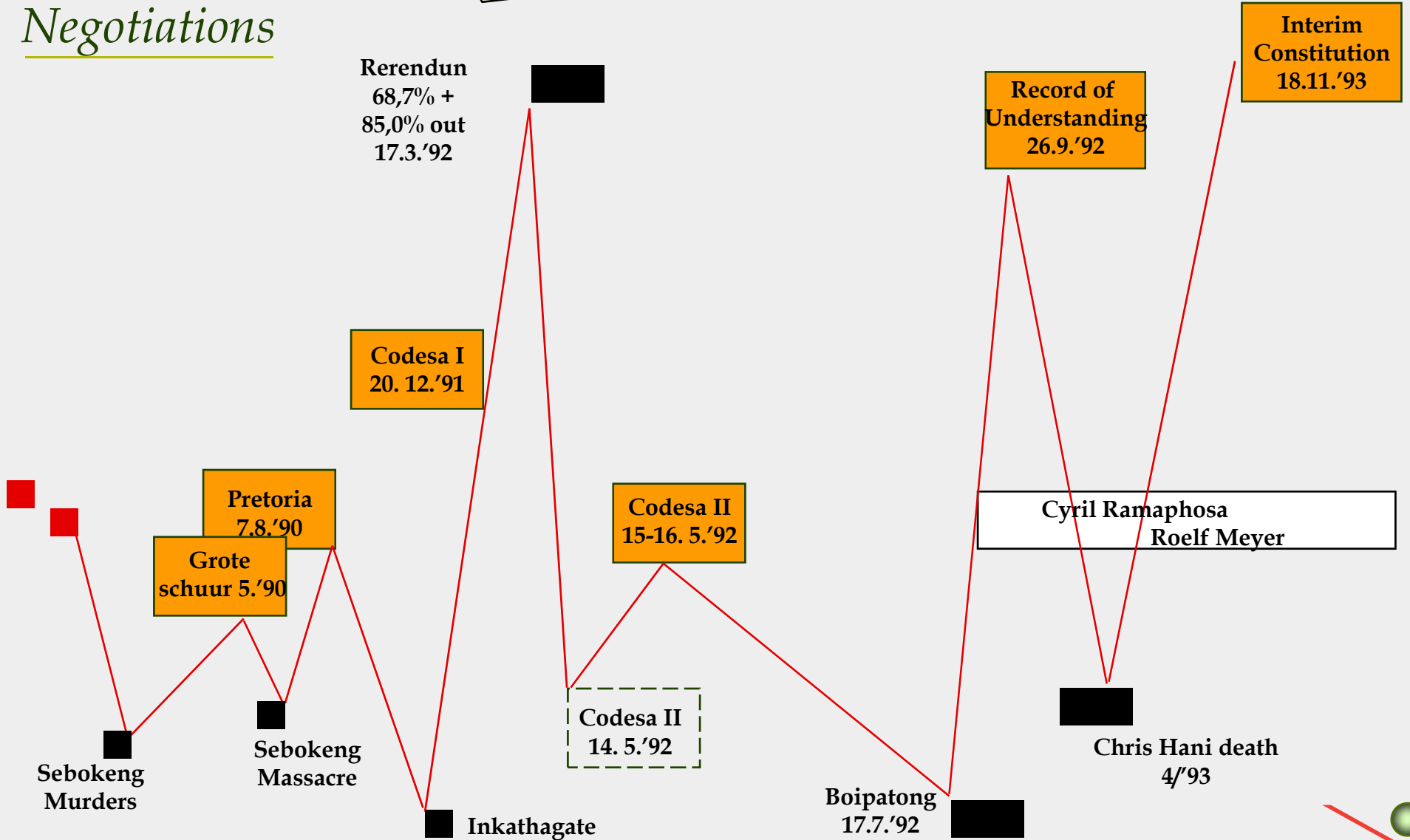
## Talking about Talking about Talks



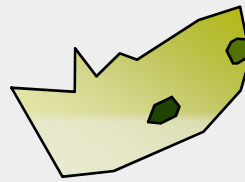
# South Africa



## Negotiations



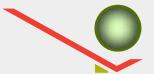
# South Africa



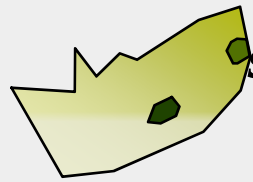
*s essence*

## *The High Road & The Low Road Scenarios*

- ★ 1984 - 1985
- ★ Anglo American
- ★ Scenario Project; South Africa in the “Nineties”
- ★ Pragmatic approach to uncertainty
- ★ Analyses added value of negotiations
- ★ Imagination - Analysis - Scientific
- ★ Economy
- ★ Concept Dynamics of changing societies



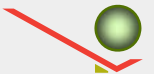
# South Africa



*s essence*

## *Anatomy of a miracle: Patti Waldmeir*

- ★ 1997 (1948-1994)
- ★ Journalist Financial Times
- ★ African soil
- ★ Pragmatism
- ★ Get to know your enemy
- ★ Respect
- ★ Naked power
- ★ Bad judgement

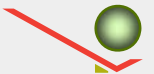


# South Africa

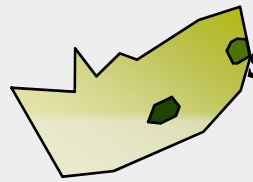


## Speeches F.W. de Klerk

- ★ November 1995
- ★ Personal account
- ★ African soil
- ★ Analysis character Afrikaners
  - History
  - Boer war
  - Apartheid
  - Communism
- ★ Economic forces
- ★ Pragmatic decision



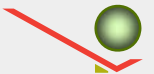
# South Africa



*s essence*

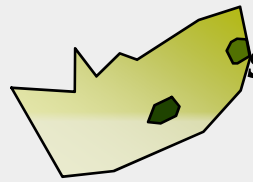
## *Mont Fleur Scenarios: Adam Kahane*

- ★ 1991: Adam Kahane, Shell
- ★ Scenario project
- ★ Imagination
- ★ Get to know your enemy
- ★ Analysis
- ★ Pragmatism





# South Africa



*s essence*

## *The Economist, London*

- ★ Economic Analysis
  - Strength
  - Problems
  - Achievements
  - Small first steps
- ★ Pragmatism
- ★ Capacity to Surprise
- ★ “. . . unspectacular – neither miraculous nor catastrophic – . . . . in view of apartheid legacy . . . . no small achievement.”

**The  
Economist**

*December 13th–19th 1997*



# South Africa



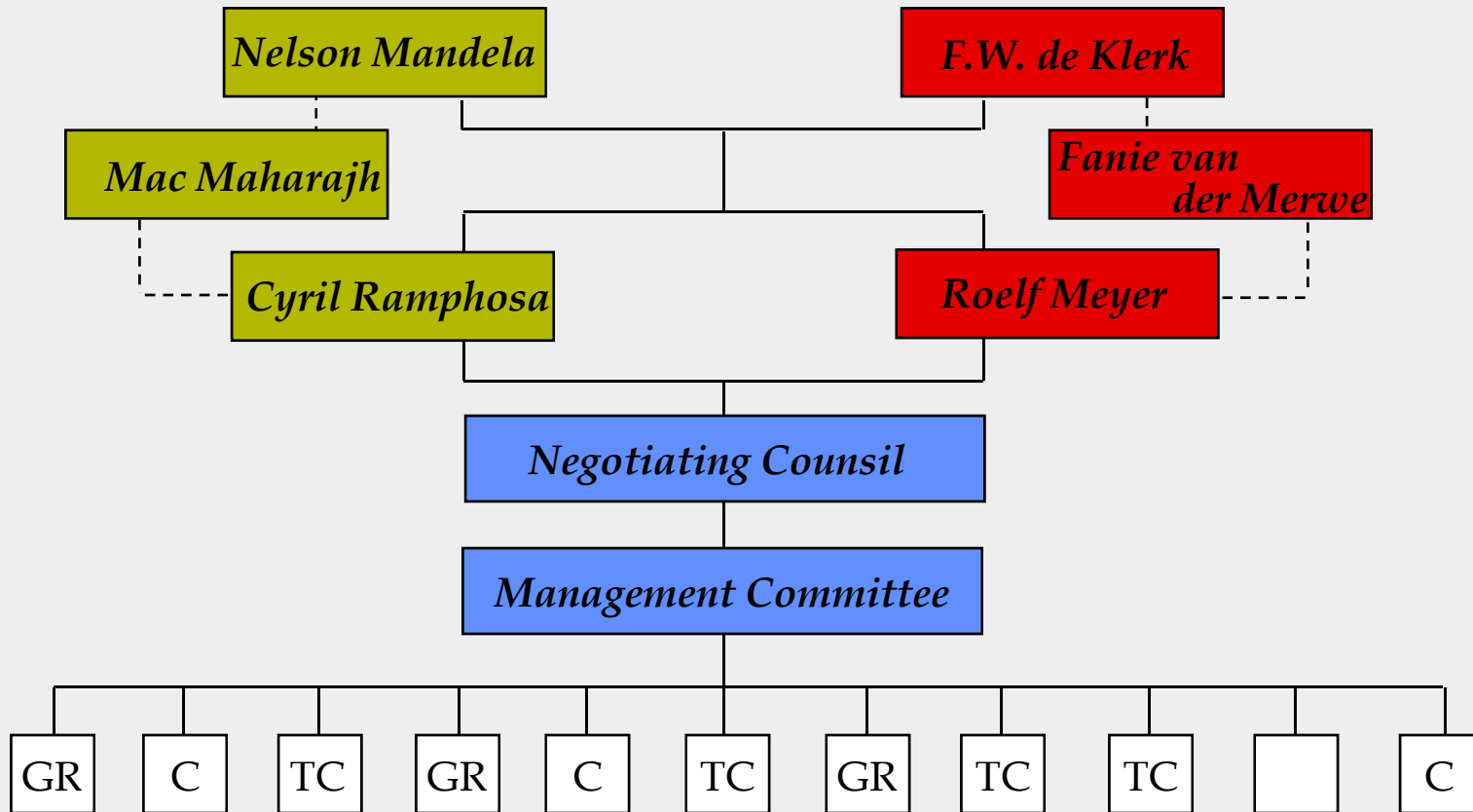
	<i>High Road Low Road</i>	<i>de Klerk</i>	<i>Mont Fleur</i>	<i>Anatomy of a miracle</i>	<i>Economist</i>
<b>African soil</b>		●	●	●	
<b>Pragmatism</b>	●	●	●	●	●
<b>Power</b>	●	●	●	●	
<b>Economy</b>	●	●	●	●	●
<b>Logic</b>	●	●	●	●	
<b>Scientific Analysis</b>	●				
<b>Imagination</b>	●		●		



# South Africa



## Negotiating Process



# South Africa

