

A pragmatic Analysis of Negotiation Tactics among Egypt, Ethiopia and Sudan Concerning the Crisis of Renaissance Dam

Zainab Khudhair Abbas al-Mansori

Fine Arts Institute for Girls \ Evening Studies

zainabkhudairabbas@gmail.com

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Abstract

In many facets of life, such as intimate partnerships, commercial dealings, and international diplomacy, negotiation is essential. A thorough comprehension of the value of negotiation can enable people to successfully negotiate difficult situations and get the results they want. The current study aims to analyze samples of negotiation among three nations (Egypt, Ethiopia and Sudan) about the renaissance dam on the Nile River basing on Searle's (1969) Speech Act Theory to provide us with a framework for understanding the complexity of human communication on one hand and the profound influence of words and negotiation skills, on the other hand to reach to satisfactory solutions for all parties. The current study depends on the following processes in order to fulfill its objectives: reviewing the literature on negotiation tactics between these parties regarding the Nile River dam project; surveying the literature on related pragmatic and discursive concepts and the theoretical underpinnings of the study. The study hypothesizes that the pragmatic tools of Searle among parties may enhance negotiation tactics. The study's findings unequivocally show how ineffectual it was to use Searle's (1969) speech acts as a template for these three nations' negotiations. Large diplomatic disparities were evident in the overall outcome and effectiveness of those discussions, as Commissives expressions dominated those negotiations (58%), followed by Directives (23%), and Expressives ranked third (10%). Assertives and Declarations acts were not employed at all (0%).

Keywords: Negotiations, Renaissance Dam, Nile River, conflict, Searle's Speech Act Theory

تحليل تداولي لتكتيكات التفاوض بين مصر وإثيوبيا والسودان بشأن أزمة سد النهضة

زينب خضير عباس المنصوري

معهد الفنون الجميلة المسائي للبنات

المستخلص

في العديد من جوانب الحياة، مثل العلاقات الودية، المعاملات التجارية، والدبلوماسية الدولية، فإن التفاوض أمر ضروري. إن الفهم الشامل لقيمة التفاوض يمكن أن يمكن الناس من التفاوض بنجاح في المواقف الصعبة والحصول على النتائج التي يريدها. تتمحور الدراسة الحالية على تحليل عينات من المفاوضات بين ثلاث دول (مصر وإثيوبيا والسودان) على سد النهضة على نهر النيل استناداً إلى نظرية أفعال الكلام لسيرل (١٩٦٩) لتزويدنا بنموذج تحليلي لفهم تعقيد الاتصال البشري من ناحية والتأثير العميق للكلمات ومهارات التفاوض من ناحية أخرى للوصول إلى حلول مرضية لجميع الأطراف. اعتمدت الدراسة التداولية الحالية على العمليات التالية من أجل تحقيق أهدافها: مراجعة الأدبيات في تكتيكات التفاوض بين هذه الأطراف بما يتعلق بمشروع سد نهر النيل، ومسح الأدبيات في المفاهيم البراغماتية والخطابية ذات الصلة والأسس النظرية للدراسة. تفترض الدراسة أن الأدوات البراغماتية التي استخدمها سيرل بين الأطراف قد تعزز تكتيكات التفاوض. وتعرض نتائج هذه الدراسة بوضوح عدم فعالية استخدام أفعال الكلام لسيرل (١٩٦٩) بوصفها نموذجاً في

مفاوضات هذه الدول الثلاث. فلم تستخدم أفعال التأكيد والتصريح مطلقا (٠%)، في حين هيمنت التعبيرات الإلزامية على تلك المفاوضات (٥٨%)، تليها التوجيهات (٢٣%)، بينما حازت التعبيرات التوضيحية على المرتبة الثالثة (١٠)، مما كشف عن فجوات دبلوماسية كبيرة بشكل عام على نتائج وفعالية تلك المفاوضات.

الكلمات الدالة: المفاوضات، سد النهضة، نهر النيل، الصراع، نظرية سيرل لأفعال الكلام

I Introduction

1.1. Statement of the Problem

One method for handling disagreement in an organization is negotiation. There is a communicative aspect to negotiation because communication is also the main method of conducting negotiations. The communicative perspective discusses how interaction shapes context and how context shapes interaction. The effects approach and the key components approach are the two most widely used methods within the communicative perspective of negotiation[1]. According to the effects approach, communication is treated as a variable that can influence the results of negotiations[2].

This research attempts to answer the following questions:

1. Are negotiation tactics always effective and feasible to reach to settlement?
2. Do these three parties; Egypt, Ethiopia and Sudan adhere to Searle's (1969) Speech Act Theory?
3. What are Searle's (1969) Speech Acts that negotiators usually tend to use in order to reach to a solution to the conflict?

1.2. Aims

This study aims to

1. Give a brief explanation of negotiation and the effectiveness of its strategies in achieving agreement among conflicted parties.
2. Investigate Searle's (1969) Speech Act Theory used in the negotiation among Egypt, Ethiopia and Sudan.
3. Analyze the data basing on Searle's (1969) Speech Act Theory.

1.3. Hypotheses

The study hypothesized that

1. May the pragmatic tools of Searle among the parties enhance negotiation tactics or not?
2. Do the three negotiation parties; Egypt, Ethiopia and Sudan tend to adhere to Searle's (1969) Speech Act Theory?
3. Is there a strong correlation between lack of strategies of negotiations and reaching a blocked road between the parties?

1.4. Procedures

In order to achieve its aims and verify its hypotheses, the current study relies on the following procedures:

1. Surveying the literature on the related pragmatic and discursive concepts and the theoretical background of the study.
2. Reviewing the literature on negotiation tactics among these nations, Egypt, Ethiopia and Sudan about the dam project on the Nile River.

3. Collecting and analyzing the data basing on Searle's (1969) Speech Act Theory.
4. Discussing findings and drawing conclusions.

1.5. Limits

1. The study will deal with different types and strategies of negotiation among three nations, Egypt, Ethiopia and Sudan about the massive dam project on the Nile River.
2. The study is pragmatically based on Searle's (1969) Speech Act Theory.

1.6. Significance

This study is supposed to be of value for:

1. Linguists, in general, like sociolinguists, stylist and pragmatics, theorists and analysts, in particular because of the pragmatic study.
2. Negotiators generally need to distinguish between types of negotiation according to different situations, goals, etc.

II Literature Review

2.1. Pragmatics

When the term "pragmatics" first arose in the 1930s, it signaled the start of the discipline's growth as a branch of semiology or semiotics, the study of signs. The connection between users, words, and reference connections should be the focus of pragmatics. Morris divided semiology into three groups, including pragmatics, semantics, and syntax or syntactics. The core tenets of Austin, Searle, and Grice's theories of Speech Act Theory and implicature were established during the second stage, which encompasses the 1950s and 1960s. During the third stage, which occurred in 1977, Mey was the first to publish a pragmatics journal in Holland. Although Levinson's "Pragmatics" was also released in 1983, Leech's "Principle of Pragmatics" was [3]. In the late 1970s, pragmatics, a field of linguistics that focuses on communication, was established [4]. In this area, researchers also look into deixis, implicature, presupposition, Speech Act Theory, cooperative principles, and other ideas. According to [5], pragmatics has been the primary subject of research for linguistics and philosophy of language during the 20th century.

2.2. Speech Act Theory

This study will shed light on one of the most prominent socio-linguistic theories; it will analyze some samples of negotiations between Egypt, Ethiopia and Sudan Speaking Acts. This theory, which was created by John Austin and built upon by John Searle in 1981, clearly conceptualizes linguistic meaning as use. Simply put, the use of an utterance refers to its intended meaning.

Speech Act Theory is a branch of pragmatics that focuses on the use of words to perform activities as well as convey information. The American philosopher John Searle expanded on the Speech Act Theory idea, which was first presented by Oxford philosopher J.L. Austin in "How to Do Things With Words". It takes into account the extent to which statements are attributed with performing locutionary, illocutionary, or perlocutionary behaviors.

Austin's Speech Act Theory was inspired by his discovery that many utterances lack the "truth" value since they are highly contextual and reliant on a variety of dynamic elements. What does the statement "I promise to do it tonight" mean, for instance, in

terms of its truth value? Austin came to the conclusion that every Speech Act Theory involves the simultaneous performance of a number of diverse acts and that every Speech Act Theory has a dimension of meaning and a specific force. These behaviors comprise[6]:

- 1) A locutionary act, which conveys fundamental phonetic, syntactic, and semantic meaning.
- 2) An illocutionary act, or the "act of saying," which includes the force of change or vector of influence on reality generated by the utterance when it is spoken, as intended by the speaker.
- 3) A perlocutionary act, which refers to the effect(s) the utterance has on the listener/receiver of the message.

Today, it is evident that Austin's Speech Act Theory was a turning point in how we understood language, emphasizing language as an action rather than an abstract manner of representing reality.

Austin(1962)identified the following five fundamental categories of performatives[7]:

- (1) Commissives: Their entire point "is to commit the speaker to a certain action." E.g.: promise, contract, covenant, bind myself, undertake, give my word, and propose to.
- (2) Expositives: They "are used in acts of exposition involving the expounding of views, the conducting of arguments and the clarifying of usages and of references." E.g.: "I cite," "I recapitulate," "I turn next to," "I repeat that," "I quote," and "I mention that."
- (3) Exercitives. They relate to "the giving of a decision in favour of or against a certain course of action, or advocacy of it." E.g.: dismiss, appoint, degrade, demote, excommunicate, and name.
- (4) Behavabitives. They "include the notion of reaction to other people's behavior and fortunes and of attitudes and expressions of attitudes to someone else's past conduct or imminent conduct." E.g.: thank, apologize, criticize, deplore, compliment, commiserate, congratulate, condole, and sympathize.
- (5) Verdictives. They "consist in the delivering of a finding, official or unofficial, upon evidence or reasons as to value or fact, so far as these are distinguishable. A verdictive is a judicial act as distinct from legislative or executive acts..."E.g.: convict, acquit, reckon, read it as, place, assess, grade, characterize, estimate, and rule.

John Searle, who offered a framework for describing the actions that language is capable of carrying out, is to thank for this. The connections between one's words, actions, and the interlocutors' mental states are also outlined in this framework [6].

By proposing four Felicity Conditions for Requests, Searle [6] systematized and expanded Speech Act Theory in various dimensions:

- 1 .Propositional Content, which forecasts the listener's upcoming actions.
- 2 .Preparatory Condition, where the speaker assumes the listener is capable of doing something even though they have not yet done it.
- 3 .The speaker's honest desire for the listener to do an action is known as the sincerity condition.

4. Essential Condition, where the Speech Act Theory counts as an effort to persuade the hearer to take a certain action.

According to [7] and [8], there are five commonly acknowledged illocutionary places in utterances:

- **Directives:** effort to persuade the message's recipient to take some future action (e.g., a request, an order, an inquiry, etc.). The speaker is making an effort to change "the world" by his or her words; in a "words-to-world" fit, the speaker seeks to make the world conform to what is said.
- **Representatives:** effort to convey the situation as it actually is, pledging the speaker to "being the case it is presented to be." Conclusions, assertions, information, predictions, reporting, hypothesizing, stating, claiming, describing, telling, insisting, suggesting, asserting, or swearing that something is the case are all examples of representatives.
- **Commissives:** methods of attempting to bind the speaker to a specific future course of action, including promising, forewarning, threatening, guaranteeing, etc. Commissives likewise have a "world-to-words" fit, but unlike directives, the speaker's actions, not those of the listeners, will impact the world.
- **Declarations:** effort to change an institutional state of affairs. These might include starting a war, getting married, taking away someone's freedom because they committed a crime, etc.
- **Expressives:** effort to communicate an emotional condition. Expressive verbs include saying "thank you," "sorry," "hello," "I'm sorry," etc.

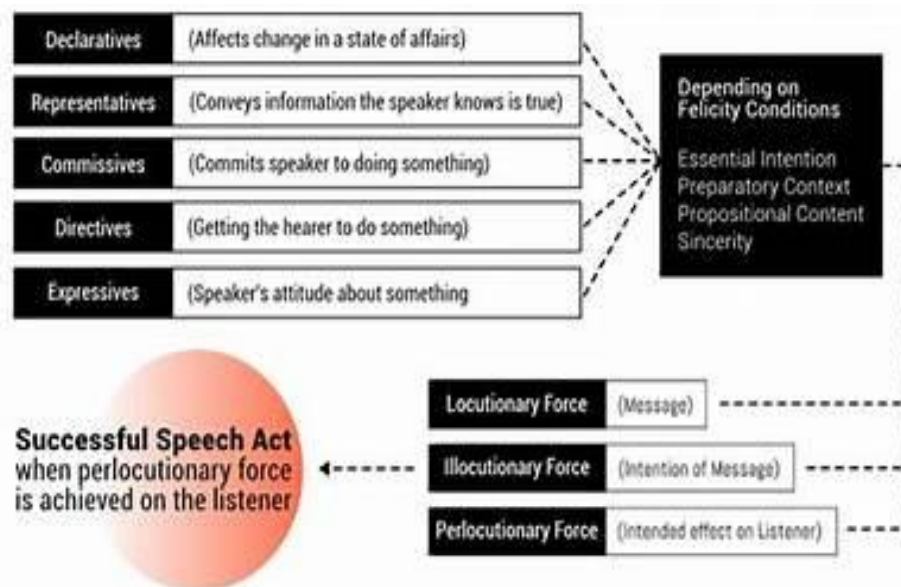


Figure 2: Searle's (1969) Speech Act Theory
Illocutionary Places in Utterances [9]

2.3. The Concept of Negotiation

When there is a conflict over at least one of the topics, negotiation is a conversation between two or more parties or people with the goal of arriving at a win-win solution. According to [10], negotiation is a process in which parties make concessions in order to reach a consensus on issues of shared interest. It aims to reconcile differences, gain an advantage for an individual or group, or create outcomes that accommodate multiple interests. In order to reach an agreement, it is frequently undertaken by presenting a stance and making concessions. A key element in deciding whether talks are successful is the degree to which the parties trust one another to put the negotiated agreement into practice. Every day, people engage in negotiations, frequently without even realizing it. According to [11], this type of decision-making involves two or more participants conversing with one another to try to reconcile their divergent interests. It is one of the methods that individuals can use to settle disputes [12].

2.4.Types of Negotiation

Negotiation theorists generally distinguish between two types of negotiation,[13]. The difference in the usage of the two type depends on the mindset of the negotiator but also on the situation: one-off encounters where lasting relationships do not obtain are more likely to produce distributive negotiations whereas lasting relationships are more likely to require integrative negotiating[14].

2.4.1. Distributive Negotiation is also sometimes called positional or hard-bargaining negotiation and attempts to distribute a "fixed pie" of benefits[12]. Distributive negotiation operates under zero-sum conditions and implies that any gain one party makes is at the expense of the other and vice versa. For this reason, distributive negotiation is also sometimes called win-lose because of the assumption that one person's gain is another person's loss[14]. Distributive negotiation examples include haggling prices on an open market, including the negotiation of the price of a car or a home.

2.4.2. Integrative Negotiation are some names for integrative negotiation. By utilizing the reality that different parties frequently place different values on distinct outcomes, it is a collection of approaches meant to increase the chance and quality of negotiated agreements[15].

2.5. Analytical Perspectives on Negotiations

2.5.1. Purpose behind Negotiation

Negotiations are the principal means of constructing international environmental Institutions[16]. Negotiations occur for several reasons: To agree on how to share or divide a limited resource, such as land, or money, or time; to create something new that neither party could do on his or her own; or to resolve a problem or dispute between the parties[12].

2.5.2. There are ten steps of Negotiation as follows:

1. Starting the Procedure: This section draws the researchers'attention to the negotiation process' expected patterns, the lens through which the negotiation experience may be seen, and the guidelines for speaking the truth without going into all the details[16].

2. **Begin Where you are Reality is Framed by Perception:** In order to effectively negotiate, a negotiator's perceptions and decision-making orientation must be devoid of, or at the very least sensitive to, restricting elements such natural bias and pride.
3. **Identify Patterns:** There are several instances of symmetry and uniform proportions that are rooted in the age-old mathematical laws. Similar to how there are patterns in life, there are patterns in negotiations as well[17].
4. **Complement:** Obey the Law Professionalism is characterized by the use of sound ethical judgment [17]. Ineffective, contested reconstructions of previous events and perceptions serve as the main foundation for decisions throughout negotiations .
5. **Listening with Four Ears:** An inability to listen well can undermine all other negotiating skills, including the best tactics, strategies, and mediation procedures.
6. **Plan Strategy:** The power of purpose is used by the negotiator to prepare, plan, and practice as they apply planning technique[17].
7. **Consider Strategies Tactics Concentrate on the Specifics and Carry Out the Strategy:** just as strategy deals with the negotiation's overall approach [18].
8. **Communicate Using Signals:** People tend to view others and themselves primarily in terms of their actions, which are apparent to others, while they view themselves largely in terms of their intentions, which are invisible to others. As a result, miscommunication frequently occurs. Within the first seven seconds of meeting someone, one often sends signals that disclose a concealed agenda[16].
9. **Become Adept at Persuasion:** Building a relationship at the outset of a negotiation is important because it is challenging to negotiate without trust, and trust is necessary for effective persuasion[19].
10. **Reiterate Timeless Principles:** The crucial element of successful negotiation is the final element, which all other elements support[16].

III Research Methodology

3.1. Research Design

There were two sections to the study: theoretical and practical. The application aspects encompassed many academic ideas, perspectives, and encounters. This study has employed a variety of methodologies. The descriptive aspect of the research design tends to identify particular details pertaining to an established phenomena. The study combined mixed methods: qualitative data collection and analysis of non-numerical research data, and quantitative analysis with statistics and numbers.

In this particular inquiry, data on negotiating strategies among Egypt, Ethiopia and Sudan over the Nile River dam have been described and analyzed using the descriptive analytical approach. Therefore, the research will examine negotiation tactics from a variety of pragmatic angles.

Analyzing the states' negotiation tactics in order to determine how Searl's (1969) Speech Act Theory affected the resolutions they came to was part of the practical portion of this research.

3.2. Sample

The sample for the study was given based on the information that was available. It included some newspapers and articles that had been analyzed according to Searls (1969) Speech Act Theory.

3.3. Instrumentations

In order to accomplish the goals of the study, the researcher utilized several tools for data collection, such as reviewing relevant literature. In addition to searching many different sources, like following up the news, media, research, articles, newspapers, etc.

4. Data Analysis and Findings of the Study

Egyptian, Ethiopian and Sudanese Negotiations (The Sample)

Ethiopia's foreign minister, Gedu Andargachew, stated that in order to resume talks with Egypt and Sudan about its massive dam project on the Nile River, "serious and fair" talks are required [12]. Gedu stated that the Egyptian side needs to have "strong political will" in order to resolve the conflict over the Grand Ethiopian Renaissance Dam (GERD) in an interview with China Global Television Network (CGTN).

Ethiopia's absence from the most recent round of US-sponsored negotiations, which were conducted in Washington in late February and were anticipated to result in a final agreement, contributed to the rise in tensions between Ethiopia and Egypt over the \$4.8 billion dam. It emphasized the requirement for more time for domestic discussions. Ethiopia and Sudan did not sign the US-drafted agreement regarding the construction and operation of the project; only Egypt did. Ethiopia stated that it would start filling the reservoir of the dam in July, despite the fact that there are still unresolved problems with the filling and operation of the dam.

"The solution for disagreement again is negotiations. We **demand** serious and fair talks to take place for us to return to the table once again. The only chance we have is to **agree** on this. For this, strong political will from the Egyptian side is needed."

In an interview, Gedu mentioned something that was excerpted and released by the foreign ministry on Monday[19]. Egypt accused Ethiopia of purposefully skipping the Washington negotiations in order to "hinder the path of negotiations" after Ethiopia failed to show up. Ethiopia anticipates become Africa's largest power exporter after the massive project, which is currently about 71% complete. However, Cairo worries that the project may limit the availability of the Nile waters, on which it is largely dependent. The massive project, according to Gedu, is essential to his nation's attempts to end poverty and resolve its severe electricity crisis [20].

"In Ethiopia, more than 65 million citizens live without electricity and the Investors we are inviting to help us defeat poverty are suffering from insufficient power supply, preventing industries from bearing fruit, and hundreds of factories are affected by this," Gedu said.

It is essential to generate jobs for the hundreds of thousands of Ethiopians who graduate from high schools and universities each year, he said. "The key for [resolving] all these problems is found in the completion of Renaissance Dam project." However, as Gedu noted[12], Ethiopia never intended to rely only on the Nile water.

"Though, the source of most of the Nile water can be located in Ethiopia and even with over 85 percent of the water contributed by Ethiopia," he said. "The water of the Nile belongs to Ethiopians, Egyptians, Sudanese and people of other Nile basin countries." "We give full recognition for the right of basin nations to use the water and we properly understand our right of using the Nile water responsibly," Gedu said.[20].

Gedu blasted the Arab League's efforts to settle the disagreement with Egypt over the project as "unacceptable" after the pan-Arab bloc earlier this month published a draft resolution endorsing Egypt's position in the conflict. Sudan demanded that the resolution's mention of its name be removed because it "does not serve the spirit of dialogue and negotiations," drawing Cairo's criticism, which said Sudan sought to "weaken the effect of the resolution."

"The [Arab] League's intervention and promotion of conflict on a matter that is not even concluded yet between the three countries is unacceptable," the minister for Ethiopia said. The bloc had a potential to take use of this circumstance to improve links between the Middle East and the Horn of Africa, he said.

"We **believe** the Arab League can still positively impact the differences between Ethiopia and Egypt. The Arab league **should** have a role to promote solidarity among countries in the Eastern African region and the Middle East based on mutual cooperation." [18].

To relieve its anxieties about the project, Egypt wanted to be given access to the design and studies of the dam. Ethiopia declined the request unless Egypt gave up its veto over water allocation. Egypt has severe concerns about the project. Sudan's President Bashir declared his support for the construction of the project following a meeting between the water ministers of Egypt, Ethiopia and Sudan in March 2012[21].

Egypt and Sudan have not ratified the Cooperative Framework Agreement, a Nile treaty that the higher riparian states signed in 2010, because they believe it violates the 1959 treaty [22], in which Egypt and Sudan granted themselves exclusive rights to all of the Nile water [23]. All of the nations that border the Nile have a forum for discussion thanks to the Nile Basin Initiative.

An international panel of experts was established by Egypt, Ethiopia and Sudan to examine and evaluate the dam research findings. The panel has 10 members-6 from each of the three nations and 4 from abroad—who are experts in socioeconomics, the environment, engineering of dams, water resources, and hydrologic modeling [24]. In November 2012, the panel met for the fourth time in Addis Ababa[23]. In addition to visiting the dam site, it looked at documents describing the environmental effects of the dam. At the end of May 2013, the panel gave the relevant governments its draft report. Egypt and Ethiopia have disclosed details of the report, though the complete document has not yet been made public and will not be until it has been reviewed by the governments. Without mentioning the standards and principles, the Ethiopian government claimed that "the design of the dam is based on international standards and principles" in the study. The project "offers high benefit for all three countries and would not significantly harm on both the lower riparian countries." However, according to the Egyptian government, "the assessment recommended changing and amending the dimensions and size of the dam." [23].

The Grand Ethiopian Renaissance Dam discussion is not appropriate for the Council's time and resources, according to Ethiopia's Minister of Water, Irrigation, and Energy. According to him, the project is neither the first of its sort in Africa nor the entire world, he said, adding: "Perhaps what puts [the dam] in distinction from other projects is the extent of hope and aspiration in generates for 65 million Ethiopians that have no access to electricity." [20]. Ethiopia has wishes for its neighbours, Sudan and Egypt, and believes in their ability to cooperate for their mutual benefit, he said. Highlighting the major and minor dams and canals that both countries built without taking into account the rights of other riparian countries, he pledged that Ethiopia will continue to negotiate in good faith, while emphasizing: "None of us ought to stand thirsty while watching the others drink." "Ethiopia does not respond well to undue political pressure and interference." Addis Ababa will continue to negotiate under the auspices of the African Union, he stressed, declaring: "None of us ought to stand thirsty while watching the other drink." [23].

Although the Nile's flow rate varies according to the season, with notable increases occurring in the Ethiopian highlands during the rainy season (June through August), Egypt does not consent to any changes in its current uses, which are based on its acquired rights. For instance, Dr. Mahmoud Abu Zeid, then-Minister of Water Resources and Irrigation of Egypt, stated in 2004 "Egypt **will reject** any proposal to lower its quota of Nile water," and that the CFA talks **would "have** to comply with one permanent feature: not to touch Egypt's historical rights." [25].

However, if there is a dispute regarding how these terms should be interpreted, the parties "may jointly request for conciliation, mediation or refer the matter for the consideration of the Heads of State/Heads of Government." The CFA also has a clause on the resolution of disagreements between the parties; in the event that they are unable to do so, they may take their disagreements to the Nile Basin Commission or the International Court of Justice [26].

This is what Egypt declares:

"Ethiopia is also bound to uphold the customary rules of international law, including the obligation not to cause harm and the principle of equitable and reasonable utilization. The obligation not to cause harm is designed to minimize the adverse effects of new projects, such as the GERD, on current and existing water uses. Also, existing uses are one of the factors that are used as the baseline to determine whether a new or planned water project is reasonable or and equitable. Ignoring existing and current uses is technically impracticable, inconsistent with international law, and politically untenable."

Egypt currently and historically consumes 55.5 BCM of the Nile Treaty's allotted water. [27]. Ethiopia views the GERD, the largest dam in Africa whose \$5 billion construction is 80% complete, as crucial to both its economic growth and the supply of energy. Egypt, on the other hand, views the GERD as a significant threat to its reliance on the Nile's water supply [25], which it uses nearly exclusively to meet its needs for fresh water. Sudan is looking for assurances on the dam's safe and proper operation in order to protect its dams, particularly the Roseires Dam, which is the largest of Sudan's dams. Sudan sees benefits from the dam in regulating the waters of the Blue Nile and reaping the benefits of the energy generated from it. Fabiani thinks the three nations should take advantage of the current chance to resume talks [26], noting:

“The threat posed by the dispute per se is less urgent than before, given the limited impact so far recorded on Egypt’s and Sudan’s water security and their relatively muted reaction to the third filling. So this window of opportunity for negotiations will not last forever and should be used to restart meaningful talks.”

Shinn, though, does not anticipate a quick return to discussions. “Ethiopia and Sudan are currently preoccupied with internal issues,” he said. Since military chief Gen. Abdel Fattah al-Burhan staged a coup on October 25, 2021, against the civilian branch of the transitional government, Sudan has been wracked by political turmoil[25]. Since the Tigray war began, Ethiopia’s Prime Minister Abiy Ahmed has been dealing with a growing domestic crisis that threatens to topple his government.

Ethiopia’s ADDIS ABABA (AP)-Ethiopia views the conflict over water use as a lifeline that will lift millions out of poverty, while Egypt sees it as an existential threat. There are just a few weeks left until the continent’s most potent hydroelectric dam is filled, and intense negotiations between the participating nations over how to run it have not yet resulted in an agreement. Ethiopian Foreign Minister Gedu Andargachew said, in an interview with The Associated Press, that his nation will nonetheless begin filling the \$4.6 billion Grand Ethiopian Renaissance Dam the following month-even in the absence of a deal. “For us it is not mandatory to reach an agreement before starting filling the dam, hence we **will commence** the filling process in the coming rainy season,” he said. “We are working hard to reach a deal, but still we **will go** ahead with our schedule whatever the outcome is. If we have to wait for others’ blessing, then the dam **may** remain idle for years, which we **will not allow** to happen,” he said. He added that “we want to make it clear that Ethiopia **will not beg** Egypt and Sudan to use its own water resource for its development,” highlighting the fact that Ethiopia is footing the bill for the dam’s construction.

This statement following the failure of the most recent round of dam negotiations with Egypt and Sudan, which was the first since the talks broke down. The foreign minister stated Ethiopia does not **think** it is time to bring the negotiations to a head of state level, but no date has been established for their return. The long-running conflict contrasts Egypt’s fear that the dam will severely reduce its water supply if it fills too soon against Ethiopia’s ambition to become a large power exporter and development engine. The main Nile branch, the Blue Nile, is receiving more water with the approach of the rainy season, and Ethiopia believes that next month will be a good time to start filling the reservoir of the dam. Experts worry that a collapse in negotiations could result in violence because Ethiopia and Egypt have both alluded to taking military action to defend their interests. The foreign minister of Ethiopia remained silent when asked if his nation will take military action to protect the dam and its functions.

“This dam **should** have been a reason for cooperation and regional integration, not a cause for controversies and warmongering,” he said. “Egyptians are exaggerating their propaganda on the dam issue and playing a political gamble. Some of them seem as if they are longing for a war to break out.”

Gedu added: “Our reading is that the Egyptian side wants to dictate and control even future developments on our river. We **will not ask** for permission to carry out development projects on our own water resources. This is both legally and morally

unacceptable.” He claimed that, accounting for potential low rainfall, Ethiopia has offered to fill the dam in four to seven years. The amount of water that Ethiopia will release from the dam downstream during a prolonged drought and the methods by which Egypt, Ethiopia and Sudan will settle future disagreements have been topics of contention in the negotiations.

Earlier that year, the US attempted to mediate a settlement; however, Ethiopia declined to attend the signing ceremony and charged that the Trump administration was supporting Egypt. The United States National Security Council tweeted giving some Ethiopians a sense of vindication. “257 million people in east Africa are relying on Ethiopia to show strong leadership, which means striking a fair deal.”

In reply to that, Ethiopia’s foreign minister said:

“Statements issued from governments and other institutions on the dam **should** be crafted carefully not to take sides and impair the fragile talks, especially at this delicate time. They **should** issue fair statements or just issue no statements at all.”

Additionally, Ethiopia’s foreign minister disapproved of Egypt’s request to bring the matter before the UN Security Council. Egypt has asked the Security Council to become involved in the conflict to help the parties find a “fair and balanced solution,” according to a statement released by Egypt’s foreign ministry. Egypt also wants to stop Ethiopia from “taking any unilateral actions.” The latest talks saw officials from the U.S., European Union and South Africa, the current chairman of the African Union, attending as observers. Following the conclusion of negotiations, Sudan’s Minister of Irrigation Yasser Abbas informed reporters that while the irrigation chiefs of the three counties had reached a consensus on “90% or 95%” of the technical concerns, there was still disagreement over the “legal points” of the agreement. According to the Sudanese minister, Ethiopia attempted to incorporate provisions in the project contract about old Nile treaties and water sharing, but both his country and Egypt **rejected** the proposal. Under agreements that date back to the British colonial era, Egypt has been granted the majority of the waters in the Nile. These agreements span decades.

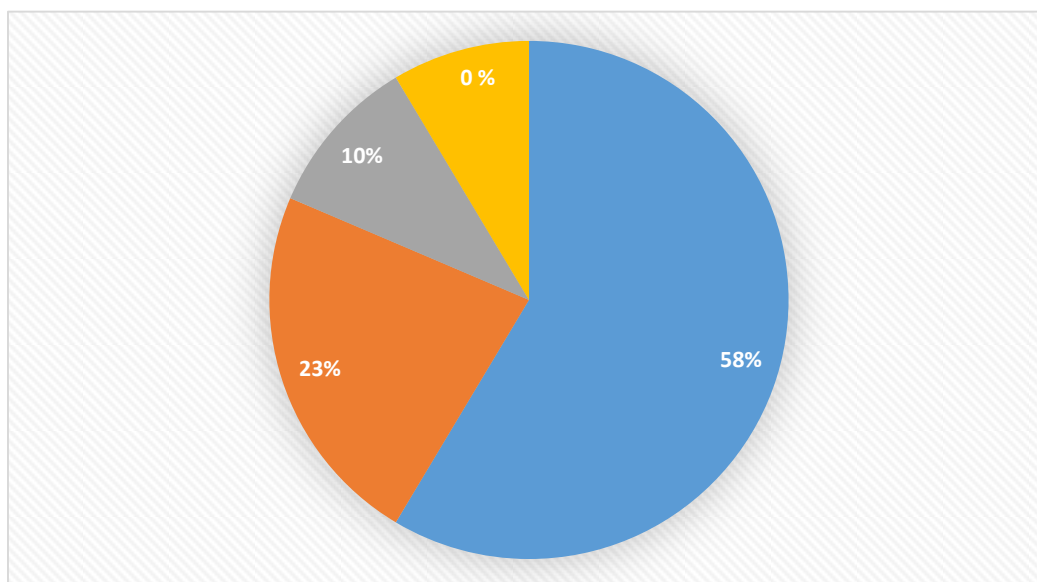
The Blue Nile is where 85% of the Nile’s waters begin in Ethiopia. Gedu stated, “The Egyptians want us to offer a lot, but they are not ready to offer us anything.” They wish to be in charge of everything. We’re not talking about a water-sharing arrangement. The International Crisis Group’s lead analyst for Ethiopia, William Davison, told reporters that the two nations should not become mired in a dispute over historical water rights.

“During a period of filling, yes, there’s reduced water downstream. But that’s a temporary period,” He stated. According to him, the dam might start producing electricity late that year or early in 2021. The foreign minister of Ethiopia voiced dissatisfaction with Egypt’s attempts to garner support for its position. “Our African brotherly countries should have supported us, but instead they are tainting our country’s name around the world, and especially in the Arab world,” he said. “Egypt’s monopolistic approach to the dam issue will not be acceptable for us forever.”[28].

Based on what was said in earlier examples of negotiations between Egypt, Ethiopia and Sudan over the large dam project on the Nile River, the application of some Searl’s Speech Act Theory (five illocutionary sites in utterances) will be displayed in the table below:

Table 1: *The Frequencies of Speech Acts employed in the Negotiations*

(1)	(2)	(3)	(4)	(5)
Directive	Representative	Commissive	Declaration	Exeprressive
Demand		will x 3		Agree
ask		will (not) x3		believe
should x 4 (advice)		reject		thinks
		rejected		

**Figure 2:** *The Percentages (Rates) of the Speech Acts Employed in the Negotiations*

The findings shown in the table above clearly indicate that the illocutionary acts by Searle (1969) [7] were ineffectually utilized in some samples of the negotiations between these three countries, which reflect their failing to reach to satisfactory solutions for all parties regarding the Nile River Dam. However, the majority of these acts were found **firstly**, in column NO.2 "Representatives" (0%), which denote lack of attempts to present an actual state of affairs, which may bind the speaker to accept the presented facts. Representative is a statement in which the speaker boldly communicates a point of view or a statement of fact is referred to as an representative Speech Act Theory (also known as representativeness). "Representatives" were not employed at all, which may persuade the speaker that a certain point was true (truth value).

"Declarations" NO.4 (0%), which referred to an utterance used by a speaker with the purpose of changing a situation in some way once the speech act has been uttered. Declarations can bring about a change in the world.

Secondly, NO.3 "Commissives", (Nearly 58%), which denotes attempts to bind the speaker to a future course of action. Commissives likewise have a "world-to-words" fit, but unlike directives, the speaker's actions, not those of the listeners, will affect the world. It is possible to ensure that the speaker commits to something by using declaration Speech Act Theory [29]. "Commissives" were most frequently applied in an attempt to bind the speaker to a future plan of action.

Thirdly, "Directives" NO.1(23%), which denotes attempts to persuade the audience to do some future action, show that the speaker is making an effort to change "the world" through words; in a "words-to-world" argument, the speaker makes an effort to make the world conform to his or her ideas."Directives" reflected the speaker's attempts to persuade the listener to take action.

Finally, "Expressives", NO.5, were very rarely used "to express the psychological state specified in the sincerity condition about a state of affairs specified in the propositional content" with a percentage of (10 %).

IV Conclusions

1. The Speech Act of Searl (1969) Theory is a crucial concept in the intriguing realm of media and communications since it helps us comprehend how meaning is formed by our words. Moreover, the impact it has on our interpersonal interactions.
2. The results of this study unequivocally demonstrate how unproductive it is to use Searle's (1969) speech acts as a model in these three nations' discussions. There were significant diplomatic gaps in the overall outcome and effectiveness of those discussions, as evidenced by the fact that Commissives expressions dominated those conversations (58%), Directives came in second (23%), and Expressives came in third (10%). Assertives and Declarations acts were not employed at all (0%).
3. Words have great power; they are more than just sounds or symbols. As a result, they have the capacity to influence people, communicate ideas, and express feelings. Speech Act Theory helps us understand that when we speak, we are using our words to execute actions in addition to conveying facts.

4. Knowing the many forms of negotiation is essential to achieving successful outcomes in both personal and professional encounters. Gaining proficiency in this skill can enable a person to handle challenging circumstances with ease, whether it is coming to an agreement in corporate negotiations or using diplomacy to settle disputes.
5. As it is evident, there are a lot of ways for people to settle disagreements. Each party employs its own techniques in an effort to acquire the best results possible in order to create a win-win solution while maximizing each party's utility.
6. This term's most elevated meaning is that of negotiation, an art form that enables an individual to establish their rights. The language, faith, and psycho-intellectual battles are fierce.
7. Man needs to believe in himself and his cause in order to succeed in negotiations. Obviously, this capacity needs to be improved in order to navigate such a situation by arranging the papers, understanding the negotiator's stance, and acting rationally while putting aside personal interests.
8. There are two main types of negotiations: the "win-win" negotiation, which reframes the conflict's causes in a way that benefits both sides, and the win-lose negotiation, in which one party benefits at the expense of another.

CONFLICT OF INTERESTS

There are no conflicts of interest

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