

Supplementary Material

In Table S1, we present the justifications for the connections between the key factors that can promote negotiation effectiveness and the key factors that can promote agreement effectiveness.

Table S1. Connections between the key factors that can promote effectiveness of negotiations and agreements

Key factor for effective negotiations	Key factor for effective agreements	Connection
Rivers of high value to the negotiating state	Effective monitoring	Rivers of high value to the state may have agreements that allow for more effective monitoring and reduce failures and consequences for the state.
	Consideration of local needs	When the river is of high value for the state, it is probable that the agreements include trust data of the system to allow the best management.
	Conflict resolution mechanisms	Due to the location's importance to the state,

		there is a greater interest in resolving conflicts to prevent them from escalating.
	Participation of river basin organizations	As the location interests the state, basin organizations tend to take more action due to its visibility and relevance.
Real problem and not future	Clear allocation structure	The existence of a real problem can favor clear allocation structures due to the issue's urgency.
	Effective monitoring	Real problems require agreements that allow more effective monitoring to prevent the issue from worsening.
High contentions issues	Effective monitoring	When negotiations involve contentious issues, agreements must include more effective monitoring mechanisms due to the importance of the matter being discussed.

Opponents with close relationships	Flexible allocation criteria	The agreements are more likely to be flexible when the opponents are close, as they seek mutual gain.
	Exchange of information between actors	The closer the relationship between the opponents, the greater the chance of communication and information exchange.
Consideration of local needs	Consideration of local needs	When the issues discussed in negotiations involve local considerations, the agreements will likely also consider local needs.
Stakeholder participation	Consideration of local needs	Stakeholders are more informed about local challenges; therefore, when they are present in negotiations, it is likely that the agreements will consider local needs.
	Conflict resolution mechanisms	When all the stakeholders are involved in the negotiations, there is a greater chance that the

		agreements will include conflict resolution mechanisms as the considerations of more parties are heard.
	Participation of river basin organizations	When all stakeholders are present in the negotiation, it is common for the agreements to include members of the basin organizations, as they are closer to civil society.
	Exchange of information between actors	When stakeholders are present in the negotiation, dialogue and information exchange between the actors occur.
Inclusion of non-state actors in negotiation arenas	Conflict resolution mechanisms	Agreements may include conflict resolution mechanisms when non-state actors are also present in the negotiations, as this broadens the process and brings it closer to reality.

	Participation of river basin organizations	Like basin organizations are composed of non-state actors, the presence of these actors likely corresponds to the basin organization's involvement in the agreements.
Power distribution among local actors	Equitable distribution of benefits	When the power distribution among the actors is homogeneous, there is a greater chance that the agreements will offer more equitable benefits.
	Exchange of information between actors	When the power distribution is more homogeneous, there is a greater chance of forming bonds and exchanging information among the actors.