



# Iran Foreign Policy Course

## Foreign Policy Analysis

### Diplomacy

Without common **interest**, there is nothing to **negotiate for**.

Without **conflict**, there is nothing to **negotiate about**.

## Instances:

1. Environment: Acid rains: Britain – Scandinavia (Germany)
2. Trade: Customs tariff
3. Security: military competition (negative) / Security agreements (positive)

Levels of policy interdependence  $\alpha$  Level of state power

Levels of state factor  $\alpha$   
(material power resources & levels of policy interdependence)

Negotiation results from different theoretical points of view:

Who wins the negotiation?

- Realists: materialistic power speaks,
- Liberals: structural cannot be translated into power across the board.

structural power  
v.s.  
issue-specific power

# BATNA

Best Alternative To a Negotiated Agreement

determines the issue-specific power of an actor

## Behavioral power tactics like:

- Threatening to veto any but the most favorable agreement,
- Building a coalition that alter the issue-specific power balance,
- Finding an alternative that lessens one's dependence upon agreement.



# Liberals

In 2-party negotiations,  
the final deal  
reflects the issue-specific power balance  
reflects the dependence of the parties to the deal.

With issue-specific power and behavioral power  
Smaller powers can potentially win the negotiations

# Managing the Complexity in negotiations

1. Adding and subtracting issues and create a bargaining set
2. Coalition: structuring the negotiation into manageable groups
3. Leadership: Complexity demands leadership: solve 2 problems:
  - A. agenda failure
  - B. negotiator's dilemma: exaggerating the bottom-line



# Two level games

- Domestic game: to secure ratification of the deal → what deal maximizes the chance to re-election?
- International game: to secure the best possible game → What is the most favorable game for national interest?

# Negotiations and Culture

1. How they understand the negotiation?
2. Their orientation toward time
3. Their risk acceptance
4. Their protocol and proper behavior
5. Their decision making style



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