



# Iran Foreign Policy Course

## Foreign Policy Analysis

Phd Program of Iranian Studies

Diplomacy

# Diplomacy:

1. Exchange of information between states (communication)
2. Gathering of intelligence about foreign countries,
3. Negotiation of international agreements,
4. Minimizing the effect of friction in IR
5. Representing the state in the international affairs

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

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

## Instances for externalities in FP:

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 power  $\alpha$   
(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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