

1. Record Nr.	UNINA9910255446403321
Autore	Rathbun Brian C. <1973->
Titolo	Diplomacy's Value : Creating Security in 1920s Europe and the Contemporary Middle East // Brian C. Rathbun
Pubbl/distr/stampa	Cornell University Press, 2014 Ithaca : , : Cornell University Press, , 2014 ©2014
ISBN	9780801455056 0801455057 9780801479908 0801479908 9780801455063 0801455065
Descrizione fisica	1 online resource : illustrations
Collana	Cornell studies in security affairs
Classificazione	MK 1500
Disciplina	327.4009/042
Soggetti	Arab-Israeli conflict - 1993- - Peace Diplomacy Europe History 1918-1945
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	The value and values of diplomacy -- Creating value: a psychological theory of diplomacy -- Tabling the issue: two Franco-British failures of diplomacy -- Setting the table: German reassurance, British brokering and French understanding -- Getting to the table: the diplomatic perils of the exchange of notes -- Cards on the table: the negotiation of the treaty of mutual guarantee and the spirit of Locarno -- Turning the tables: reparations, early evacuation and the Hague conference -- Additional value: the rise and fall of the Israeli-Palestinian peace process -- Searching for Stresemann: the lessons of the 1920s for diplomacy and the Middle East peace process.
Sommario/riassunto	What is the value of diplomacy? How does it affect the course of foreign affairs independent of the distribution of power and foreign policy interests? Theories of international relations too often implicitly reduce

the dynamics and outcomes of diplomacy to structural factors rather than the subtle qualities of negotiation. If diplomacy is an independent effect on the conduct of world politics, it has to add value, and we have to be able to show what that value is. In *Diplomacy's Value*, Brian C. Rathbun sets forth a comprehensive theory of diplomacy, based on his understanding that political leaders have distinct diplomatic styles—coercive bargaining, reasoned dialogue, and pragmatic statecraft. Drawing on work in the psychology of negotiation, Rathbun explains how diplomatic styles are a function of the psychological attributes of leaders and the party coalitions they represent. The combination of these styles creates a certain spirit of negotiation that facilitates or obstructs agreement. Rathbun applies the argument to relations among France, Germany, and Great Britain during the 1920's as well as Palestinian-Israeli negotiations since the 1990's. His analysis, based on an intensive analysis of primary documents, shows how different diplomatic styles can successfully resolve apparently intractable dilemmas and equally, how they can thwart agreements that were seemingly within reach.
