

CRISIS MANAGEMENT

1. INITIALLY NEITHER SIDE BACKS DOWN.
2. KEEP FOCUS ON YOUR PRIMARY NATIONAL INTERESTS AND NOT SOLELY ON THOSE BEING THREATENED BY THE SITUATION.
3. KEEP TOP-LEVEL CONTROL OVER NATIONAL ACTIONS.
 - ◆ COORDINATE DIPLOMATIC AND MILITARY ACTIONS.
 - ◆ AVOID MILITARY MOVES THAT COULD BE PERCEIVED AS GOING BEYOND SHOWING RESOLVE – CONCERN FOR HIS PRE-EMPTING OR UNDUE ESCALATION.

- ◆ CONSIDER HIS LIKELY BEHAVIOR AND POSSIBLE OPTIONS – HIS ABILITY TO MAKE THING HAPPEN.
- ◆ CHOOSE DIPLOMATIC-MILITARY ACTIONS THAT SIGNAL A WILLINGNESS TO NEGOTIATE.
- ◆ CHOOSE ACTIONS THAT LEAVE HIM A WAY OUT COMPATIBLE WITH HIS INTERESTS.

4. GET TO NEGOTIATIONS

5. REMEMBER CRISIS MANAGEMENT IS BASED ON NEGOTIATIONS UNDER SEVERE STRESS.

- ◆ WHAT ARE HIS OBJECTIVES AND INTERESTS. SEEK OVERLAPPING/SHARED

INTERESTS.

◆ MAINTAIN COMMUNICATIONS
AND SEEK SUCCESSFUL
NEGOTIATIONS

5. THE GOAL IS ACHIEVEMENT AND
PROTECTION OF OUR PRIMARY
INTERESTS, NOT MILITARY VICTORY OR
“WINNING.”