

DEALING WITH OTHER STATES

◆ SITUATION – WHAT IS HAPPENING AND HOW DOES IT AFFECT THE U.S.?

POINT: WHICH STATES ARE INVOLVED?

POINT: IS THE ISSUE TRANSNATIONAL?

◆ WHAT ARE OUR PRIMARY INTERESTS?

◆ WHAT ARE THE PRIMARY INTERESTS OF THE OTHER STATES?

◆ WHAT ARE THE APPROPRIATE INSTRUMENTS OF U.S. POWER?

◆ WHAT IS THEIR POWER RELATIVE TO OURS?

POINT: WHAT CAN THEY DO TO HELP US?

POINT: WHAT CAN THEY DO TO OPPOSE US?

◆ WHERE DO OUR INTERESTS OVERLAP?

POINT: ON WHAT CAN WE WORK TOGETHER

POINT: ON WHAT WILL WE HAVE DIFFERENCES?

◆ WHAT APPROACH SHOULD THE U.S. TAKE TO TRY TO ACHIEVE ITS PRIMARY INTERESTS?

POINT: HOW CAN WE GET THOSE INTERESTS?

BY INTEREST I MEAN INTERMEDIATE NATIONAL INTERESTS, NOT CORE.