

COERCIVE DIPLOMACY (I)

**COERCIVE DIPLOMACY IS A DIPLOMATIC
PROCESS THAT**

- ◆ IS EXPLICITLY BACKED BY THE THREAT
OF THE USE OF FORCE OR PUNISHMENT**
- ◆ TO CAUSE/COMPEL THE OPPONENT TO
NEGOTIATE A CHANGE OF HIS
ONGOING BEHAVIOR/ACTION.**

AN IRON FIST INSIDE A VELVET GLOVE

**NOT BASED ON AN ULTIMATUM, WHERE
THERE IS NO OPTION; “AN OFFER HE
CANNOT REFUSE”**

SEEKS TO COMPEL NEGOTIATIONS

COERCIVE DIPLOMACY (II)

**SEEKS TO GAIN FROM CREATING A
PROCESS:**

◆ THREAT WITH CHOICES

◆ NEGOTIATIONS UNDER DURESS

◆ PREFERRED OUTCOME

SUCCESS

◆ OTHER POSSIBLE OUTCOMES

BACK DOWN (BLUFF CALLED)

CRISIS MANAGEMENT

USE OF FORCE (COERCION)

**OPERATIONAL GOAL – NEGOTIATION
UNDER DURESS WHERE THE OPPONENT
DETERMINES IT IS TO HIS ADVANTAGE
(INTEREST) TO ACCEPT A CHOICE YOU
PREFER.**

COERCIVE DIPLOMACY (III)

SUCCESS IS BASED ON THE OPPONENT

◆ **RECOGNIZES THE CREDIBILITY OF OUR THREAT – CAPABILITY AND WILL.**

◆ **ASSESSES THE RELATIVE POWER**

◆ **DETERMINES THE COST/BENEFITS REQUIRE NEGOTIATIONS THAT FAVOR YOU.**

◆ **ACCEPTS AS A “MUTUAL INTEREST” -- A COERCED OUTCOME**