



Negotiating Under Fire: Preserving Peace Talks in the Face of Terror Attacks

By Matthew Levitt

"*Negotiating Under Fire* is a most useful guide for policymakers and diplomats dealing with violence during negotiating processes. Inevitably, opponents of negotiations will resort to violence and intimidation in order to stop the diplomatic process, and these actions are usually treated sui generis and haphazardly by governments. By analyzing major disruptions of the Israeli-Arab negotiations and drawing some lessons on how to cope with and overcome such attempts to stop negotiations, Matthew Levitt has done a real service in the cause of successful diplomacy." —**Daniel C. Kurtzer, Princeton University**



The impact of severe security crises on peace negotiations represents one of the most significant facets of modern conflict resolution theory to remain under-researched. It also stands out as the factor most likely to derail inherently sensitive negotiations. *Negotiating Under Fire* explores how such crises between two nations impact diplomatic initiatives between those countries. How do the negotiators' willingness and ability to continue influence the outcome? Do the levels of legitimacy, trust, and confidence within and between the parties change in such strained negotiations?

Through a detailed analysis of three critical moments in the Oslo peace process--the Baruch Goldstein Hebron massacre of 1994, the Nachshon Wachsman kidnapping and execution of 1994, and the nine-day string of suicide bus bombings carried out in Israel in March of 1996--the author concludes that insurgents or those hostile to peace talks can and do undermine negotiations.

Dr. Matthew Levitt teaches at Johns Hopkins University and is a senior fellow and director of the Stein Program on Counterterrorism and Intelligence at The Washington Institute for Near East Policy. From 2005 to 2007, he served as Deputy Assistant Secretary for Intelligence and Analysis at the US Department of the Treasury. Previously, he served as an FBI counterterrorism analyst.

\$44.95 • Cloth • 0-7425-5162-8 | 978-0-7425-5162-6 • August 2008 • 360 pp

To order, visit www.rowmanlittlefield.com, call 1-800-462-6420, or print and mail or fax this order form:

Name: _____ Address: _____ City: _____ State: _____ Zip: _____ Phone: _____ E-mail: _____ <input type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> AmEx Credit card #: _____ Expiration: _____ Signature: _____	ISBN	Title	Price	Qty	Cost
	0-7425-5162-8 978-0-7425-5162-6	Negotiating Under Fire	\$44.95		
	Promo Code*				4F8NUFML
	Shipping				
	CA, CO, IL, MD, NY, PA residents, please add sales tax				
	TOTAL				
	<input type="checkbox"/> All orders from individuals must be prepaid <input type="checkbox"/> Prices are subject to change without notice <input type="checkbox"/> Billing in US dollars <input type="checkbox"/> Please make checks payable to Rowman & Littlefield <input type="checkbox"/> Mail form to 15200 NBN Way, P.O. Box 191, Blue Ridge Summit, PA 17214-0191				

Shipping and handling:
 U.S.: \$5 first book, \$1 each additional book
 Canada: \$6 first book, \$1 each additional book
 International orders: \$10.50 first book, \$6.50 each additional book
 *May not be combined with other offers and discounts