



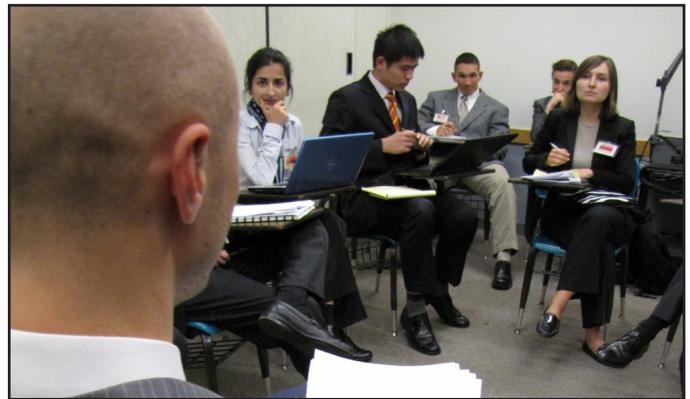
International Strategic Crisis Negotiation Exercise Georgetown University

MAJOR LISA LIVINGOOD

On the 6th and 7th of November twenty-nine graduate students from Georgetown University gathered together to practice the skill of high-level negotiations.

It is the year 2020, and hostilities between Armenia and Azerbaijan are on the rise. Representatives from seven countries have come to The Hague, neutral territory, to negotiate the complex issues which define the conflict. Each negotiation team has its own understanding of the conflict, as well as confidential instructions from its government which define national interests and positions.

Over the course of two days the students, representing Armenia, Azerbaijan, Iran, Nagorno-Karabakh, Russia, Turkey, and the United States, engaged in numerous bilateral and multilateral negotiation sessions. The simulation required the student teams to prioritize national objectives, determine appropriate negotiation strategies, distinguish between national interests and position based policies, and to think on their feet while facing teams with complex relationships to their own government, and unknown interests. It also forced students to consider the utility, or lack thereof, of military options in the diplomatic arena.



Students engage in a simulated multi-national negotiation



Students, role-playing negotiation teams from Armenia, Nagorno-Karabakh and Azerbaijan, present their interests to the United Nations Special Representative

Major Livingood is a Strategist working in the Joint-Multinational Group, part of the Operations and Gaming Division (OGD) of the Center for Strategic Leadership (CSL), U.S. Army War College (USAWC).

This exercise is part of an ongoing outreach effort by the Center for Strategic Leadership (CSL), Operations and Gaming Division, U.S. Army War College (USAWC). In 2009, an ISCNE was held at the USAWC, Princeton, Texas A&M, and Georgetown University. Each exercise engaged mentors and controllers consisting of former Ambassadors, USAWC-CSL military and civilian staff, officers from the Department of State, the Army, the Air Force, the Central Intelligence Agency, and academia. In 2010, CSL expects to continue its close relationship with already participating graduate programs, and is prepared to expand its engagements to other universities seeking realistic experiential learning in national security issues conducted at the strategic level of leadership.



AMB Steven Mann (right foreground), role-playing the UN Special Representative, chairs a Ministerial Meeting

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