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JOSHUA LEDERBERG
PRESIDENT

August 31, 1989

Dr. Harold Saunders
The Brookings Institution
1775 Massachusetts Ave., N.W.
Washington, D.C. 20036-2188

Dear Dr. Saunders:

Thank you for your letter of August 22nd and the enclosure which once again I read with great interest.

I listened sympathetically to your characterization as a practitioner drawing upon your own experience; but I thought there might be a few older written works that might bear on the kinds of ideas that you are developing right now. I do not have those books right in front of me (and I may be mistaken) but at least one or two of those titles may deserve your close inspection.

About your (P.5): negotiation is a substitute for the use of force but it by no means implies the irrelevance of military power. Better that it be kept latent since its actual exercise seems always to exact a higher price than had been bargained for. But there is an implicit larger context to the description of negotiation as a "peaceful alternative to force" (P.13). Your readers may not understand as well as you do how much conflict underlies negotiation, and the limited circumstances in which adversaries will accept negotiation as an alternative.

I will look for an early opportunity to continue this dialogue at closer hand.

Yours sincerely,

Joshua Lederberg

Encl. 8/09

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/prilib.1:Burton J.W. ~ SYSTEMS STATES DIPLOMACY AND RULES ~ Cambridge University Press ~
/prilib.1:Butterfield H. ~ DIPLOMATIC INVESTIGATIONS ~ Harvard (1966) ~ date: 1972 05/11

See Sprout, Harold + Margaret
Ecol. perspectives in human
affairs Princeton.