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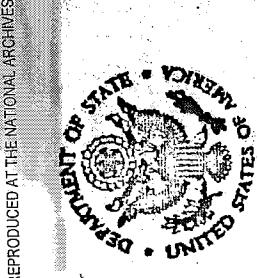
SUBJECT: SOME THOUGHTS ON NEGOTIATING WITH SYRIANS

1. SUMMARY: ALTHOUGH THE GOING HAS BEEN AND WILL REMAIN DIFFICULT, I BELIEVE YOU ARE ON THE RIGHT TRACK WITH THE SYRIANS AND PARTICULARLY WITH ASAD WHO IS NOW BEGINNING TO TRUST THE USG. IN THIS PAPER I TRY TO TELL YOU WHY AND ALSO TRY TO CONVEY TO YOU MY IMPRESSIONS OF HOW THE SYRIANS AND THE ARAB-SPEAKING WORLD IN GENERAL APPROACH BARGAINING AND NEGOTIATING. IN PARTICULAR, THE ARABS MAKE A DISTINCTION BETWEEN BARGAINING FOR CARPETS OR OIL AND NEGOTIATING ON WEIGHTY MATTERS SUCH AS RESTITUTION OR REDRESS FOR INJUSTICE. IN BOTH INSTANCES, HOWEVER, THE ARABS SPEAK OUT OF SPECIFIC MENTAL SETS OR WHAT I HAVE CALLED IN THIS PAPER THE "BEDU SYNDROME" AND THE "SOUK SYNDROME."

I DO NOT CLAIM THAT MY THOUGHTS ARE THE LAST WORD BUT TAKEN WITH OTHER INFORMATION AT YOUR DISPOSAL AS WELL AS YOUR OWN IMPRESSIONS THEY MAY, I HOPE, BE USEFUL IN THE CRITICAL AND ROUGH DAYS AHEAD. END SUMMARY.

2. I WAS INTRIGUED TO READ IN THE FEB. 11 ISSUE OF NEWSWEEK INTERNATIONAL A STORY ON SYRIA WHICH STARTS OFF WITH AN ALLEGED QUOTE FROM YOU: "I HAVE NO FEELING FOR THE SYRIANS." IF THE QUOTE IS CORRECT, I WOULD RESPECTFULLY SAY THAT BASED ON MY OBSERVATIONS FROM MY LIMITED VANTAGE POINT DURING YOUR RECENT VISIT TO DAMASCUS AS WELL AS ON LOCAL REPORTS PROVIDING ME WITH FEEDBACK FROM THAT VISIT, YOU ARE MISSTAKEN. I BELIEVE THAT YOU IN FACT DO HAVE A "FEELING FOR THE SYRIANS." YOU MAY ALREADY KNOW THIS BY NOW EITHER BY INSTINCT OR BY INTELLLECT. IN ANY EVENT, THIS OPENING PROVIDES ME WITH AN OPPORTUNITY TO PASS ON TO YOU, IF I MAY, SOME THOUGHTS ON "NEGOTIATING" WITH SYRIANS. I DO NOT CLAIM THESE THOUGHTS ARE THE LAST WORD BUT RATHER THAT THEY ARE THE RESULTS OF SOME YEARS OF TRYING TO UNDERSTAND THE PEOPLE OF THIS AREA. I WOULD HOPE THAT, TAKEN WITH OTHER INFORMATION, IMPRESSIONS AND ADVICE AVAILABLE TO YOU, THESE THOUGHTS MAY BE OF SOME HELP DURING YOUR DIFFICULT NEGOTIATING DAYS AHEAD.

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3. FIRST, SOME RATHER GENERAL OBSERVATIONS. THE ARAB-SPEAKING PEOPLES OF THE NEAR EAST AND NORTH AFRICA VARY CONSIDERABLY AMONG THEMSELVES DESPITE A COMMON HERITAGE OF LANGUAGE AND RELIGION. IN THIS THEY ARE ANALOGOUS TO THE LATIN AMERICAN SPANISH SPEAKERS. THE SYRIANS AND EGYPTIANS ARE, FOR EXAMPLE, DIFFERENT NOT ONLY IN SUCH OBVIOUS THINGS AS DIALECT BUT EVEN IN RACE, AS I AM SURE YOU BECAME AWARE DURING YOUR RECENT PEREGRINATIONS IN THE AREA. I MENTION THIS DIFFERENCE AT THE OUTSET NOT TO OVER-EMPHASIZE IT BUT RATHER TO POINT OUT WHAT AGAIN I KNOW IS OBVIOUS TO YOU BY NOW: THAT THE CURRENT NEGOTIATING SITUATIONS VIS-A-VIS AN ARAB-ISRAEL PEACE SETTLEMENT IN SYRIA AND EGYPT DIFFER AND IN ADDITION THAT THESE DIFFERENCES FLOW FROM SOME RATHER PROFOUND EGYPTIAN AND SYRIAN VARIATIONS ON THE OVERALL ARAB THEME BASED ON GEOGRAPHY, HISTORY AND RACE. SUFFICE IT TO SAY FOR THE PURPOSES OF THIS DISCUSSION THAT DESPITE THE DECADE OR SO OF NASSERIST-INSPIRED ARAB NATIONALISM, EGYPTIAN LEADERS ARE STILL ABLE TO LOOK AT THINGS IN EGYPTIAN TERMS BECAUSE EGYPT HAS BEEN A DISCREET POLITICAL, RACIAL AND CULTURAL UNIT FOR CENTURES. SYRIA ON THE OTHER HAND WITH ITS FRACTIONAL POPULATION SPLIT INTO A VARIETY OF SECTS, PEOPLES AND LANGUAGES HAS NEVER ENJOYED THE UNITY OF EGYPT AND FOR THAT REASON THROUGH THE MILLENNIA HAS SOUGHT UNITY, WHETHER ON THE RELIGIOUS LEVEL AS IN THE DAYS OF ISLAM OR ON THE POLITICAL LEVEL AS IN THE DAYS OF ARAB NATIONALISM. TO THE MODERN-DAY SYRIAN ESPECIALLY, THE SEARCH FOR ARAB UNITY HAS BEEN A GENUINE QUEST FLOWING FROM THE VERY WELL SPRINGS OF HIS CONSCIOUSNESS. IT IS NOT SURPRISING, THEREFORE, THAT THE CRADLE OF ARAB NATIONALISM WAS TO BE FOUND IN DAMASCUS AND IN GREATER SYRIA FROM THE BEGINNING OF THE TWENTIETH CENTURY WHEN THIS CONCEPT BEGAN TO BECOME MORE CLEARLY ARTICULATED. THUS, THE ARAB-ISRAELI CONFLICT (IN THE SYRIAN MIND THE LATEST IN A SERIES OF ARAB NATIONALIST STRUGGLES) IS MUCH MORE OF A GUT ISSUE THAN IT HAS EVER BEEN TO THE EGYPTIAN. PALESTINE, AFTER ALL, WAS PART OF SYRIA IN THE OTTOMAN DAYS AND THAT IS NOT SO VERY FAR BACK IN TIME. THIS POLITICAL CONNECTION WAS FURTHER STRENGTHENED ON A MUCH MORE MEANINGFUL LEVEL: THAT OF FAMILY RELATIONSHIPS WITH INTERMARRIAGE GOING ON AT ALL TIMES BETWEEN FAMILIES OF DAMASCUS, JERUSALEM, NABLUS, BEIRUT, ALEPPO AND HEBRON. I THINK IT IS IMPORTANT TO BE AWARE OF THIS SYRIAN INVOLVEMENT WITH PALESTINE ON THE NATIONALIST, POLITICAL AND FAMILY LEVELS IN ORDER TO UNDERSTAND THE PRESSURES WHICH ANY SYRIAN REGIME, AND PARTICULARLY THIS ONE, IS SUBJECT TO AS IT GROPS FOR SOME KIND OF SETTLEMENT WITH ISRAEL. THESE ARE PRESSURES WHICH ARE NOT PRESENT

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IN EGYPT AND WHICH ENABLE SADAT TO PURSUE WHAT WE WOULD CONSIDER A MORE "PRAGMATIC" POLICY. I HASTEN TO ADD, HOWEVER, THAT DESPITE THE FREEDOM OF ACTION ENJOYED BY THE EGYPTIANS, THE YEARS OF NASSER HAVE LEFT THEIR MARK ON THE EGYPTIAN MIND OR AT LEAST ON THE MIND OF THE EGYPTIAN ELITE. THUS, WHEN SADAT SAYS HE IS COMMITTED TO AN OVERALL SETTLEMENT OF THE ARAB-ISRAELI QUESTION AND NOT SIMPLY AN ISRAEL-Egyptian AGREEMENT, I THINK HE MEANS IT. THE DIFFERENCE BETWEEN SADAT AND ASAD ON THIS QUESTION IS THAT SADAT ENJOYS MORE FREEDOM OF ACTION TO WORK FOR THIS GOAL WHILE ASAD IS BOXED-IN BY POLITICAL, SECTARIAN, HISTORICAL AS WELL AS PSYCHOLOGICAL FORCES.

4. A SECOND OBSERVATION. THE SYRIAN ARAB (PERHAPS THE LEVANTINE AND PALESTINIANS AS WELL) HAS ALWAYS BEEN A MIDDLE MAN. GEOGRAPHY HAS DICATED THIS AND HISTORY HAS REFLECTED IT. THE AREA HAS FOR LONG BEEN A CROSSROADS OF PEOPLES, IDEAS, ARMIES, TRADE, ETC. IT IS A CROSSROADS, HOWEVER, IN WHICH THERE HAS ALSO BEEN A CLOSE INTERACTION BETWEEN THE DESERT AND THE SOWN (UNLIKE EGYPT WHERE THE NILE HAS CUT AWAY A CLIFF-GIRDLED VALLEY WHICH IS ISOLATED ON BOTH SIDES BY THE LIBYAN AND SINAI DESERTS) GREATER SYRIA FLOWS ALMOST IMPERCEPTIVELY FROM SOWN TO DESERT AND DESERT TO SOWN.

5. A THIRD OBSERVATION. THIS INTERACTION HAS RESULTED IN TERRITORIAL AND POLITICAL TENSION BETWEEN THE BEDU AND THE TOWNSMEN. FOR, DESPITE THE LONG ESTABLISHED IMPORTANCE OF AGRICULTURE AND GRAZING IN THIS AREA, SYRIA HAS ALWAYS BEEN BASICALLY AN URBANIZED SOCIETY.

6. IT IS IN THE "SYRIAN" CITIES LIKE DAMASCUS, ALEppo, BEIRUT, JERUSALEM, HEBRON THAT THE LEVANTINE MENTALITY PAR EXCELLENCE HAS DEVELOPED. FOR MANY WESTERNERS, PARTICULARLY THE "LAWRENCE," IT IS THE BEDU WHO IS THE TYPICAL ARAB TYPE. THERE IS NO DOUBT THAT THE BEDU HAS INFLUENCED THE ARAB SPEAKER THROUGHOUT THE NEAR EAST AND NORTH AFRICA WITH REGARD TO SUCH CONCEPTS AS HONOR, REVENGE, HOSPITALITY AND LOVE OF POETRY AND LANGUAGE. IF I MAY INDULGE MYSELF IN PSEUDO-SOCIOLOGICAL JARGON, I WILL CALL THIS THE "BEDU SYNDROME." IN TERMS OF POWER, HOWEVER, IN THE FULLEST SENSE (POLITICAL, SOCIAL, CULTURAL AND RELIGIOUS) THE TRULY DOMINATE TYPE IN SYRIA IS THE TOWNSMEN AND MORE PARTICULARLY THE MERCHANT (MOHAMMED, THE GOOD BUSINESSMAN HE WAS, RAILS AGAINST THE BEDU SEVERAL TIMES IN THE KORAN AS DECEITFUL AND DESTRUCTIVE). THE CITY

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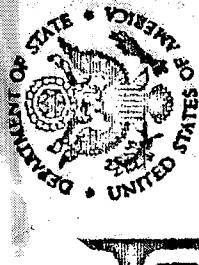
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AND MORE PARTICULARLY THE MARKET PLACE HAS, THEREFORE, PRODUCED ANOTHER COMPLEMENTING IF NOT CONFLICTING ETHOS TO THE BEDU SYNDROME. THIS ETHOS I WILL CHARACTERIZE AS THE "SOUK SYNDROME." IT IS A SYNDROME OF PRAGMATISM, ACCOMMODATION AND ABOVE ALL OF BUSINESS LACED WITH WHAT IN WESTERN TERMS MIGHT BE CORRECTLY DESCRIBED AS "BOURGEOIS" SOCIAL, CULTURAL AND FAMILY ASPIRATIONS. IN MY OPINION THE "SOUK SYNDROME" IS THE PREDOMINATE CULTURAL MATRIX IN WHICH THE ARAB SPEAKING LEVANTINE OPERATES DESPITE THE PERSISTENCE ALONG SIDE OF IT (OR EVEN CO-MINGLED WITH IT) OF AN ACTIVE AND SOMETIME CONTRADICTORY BEDU SYNDROME AS WELL.

7. AGAINST THE BACKGROUND OF THESE GENERAL OBSERVATIONS, LET ME NOW PROCEED TO DESCRIBE BRIEFLY HOW THESE TWO SYNDROMES AFFECT TWO ASPECTS OF SYRIAN AND OF ARAB LIFE WHICH ARE OF PARTICULAR AND IMMEDIATE INTEREST TO YOU: BARGAINING AND NEGOTIATING. AT THE OUTSET, I MUST EMPHASIZE THAT THE ARAB-SPEAKING WORLD MAKES A DISTINCTION BETWEEN BARGAINING IN THE MARKET SENSE OF THE WORD AND NEGOTIATING IN THE DIPLOMATIC SENSE OF THE WORD. OBVIOUSLY OTHER PEOPLES MAKE A SIMILAR DISTINCTION BUT I BELIEVE IN THE ARAB MIND THE DISTINCTION CAN AT TIMES BE QUITE SHARP. TO THE ARAB, IT IS ONE THING TO BE BARGAINING OVER A RUG OR THE PRICE OF OIL AND ANOTHER TO BE NEGOTIATING OVER POLITICAL MATTERS PARTICULARLY IF THESE MATTERS INVOLVE THE QUESTION OF MORAL RIGHTS. THUS, TIME AND TIME AGAIN ONE HEARS FROM ARABS OF ALL VARIETIES THAT IN THE ARAB-ISRAELI CONFLICT, THE ARABS ARE SIMPLY SEEKING REDRESS FOR AN INJUSTICE. THEY ARE, THEREFORE, UNWILLING AND PERHAPS EVEN JUST UNABLE, TO ADMIT THAT ONE CAN "BARGAIN" ABOUT SUCH MATTERS. IN A NEGOTIATING SITUATION LIKE THIS, THE ONLY THING TO BE DONE IN THE ARAB MIND IS TO ASCERTAIN THE EXTENT OF THE INJUSTICE AND TO ARRIVE AT MORAL AS WELL AS MATERIAL COMPENSATION. THE LATTER (COMPENSATION) IS IMPORTANT BUT BEFORE DEVELOPING THIS THEME ANY FURTHER, LET ME SKETCH BRIEFLY THE MODALITIES OF BARGAINING AND NEGOTIATING IN THE ARAB-SPEAKING LEVANT.

8. MANY WESTERNERS WHO COME INTO THE SOUK DO NOT HAVE A PRECISE UNDERSTANDING OF WHAT THE BUYER-SELLER RELATIONSHIP IS (I AM HERE TALKING ABOUT THE BUYING AND SELLING OF VALUABLE OBJECTS LIKE CARPETS, GOLD, SILVER AND NOT OF VEGETABLES.) MOST OUTSIDERS BELIEVE THAT ALL ONE HAS TO DO IS TO HALVE THE MERCHANT'S OPENING PRICE AND THEN "BARGAIN" TO AN ACCEPTABLE MIDDLE GROUND. THIS DOES HAPPEN, OF COURSE, PARTICULARLY WHEN IT INVOLVES FOREIGNERS AND LEVANTINES. IN THE REAL SOUK, HOWEVER, NOT TO BE REPRODUCED WITHOUT THE AUTHORIZATION OF THE EXECUTIVE SECRETARY



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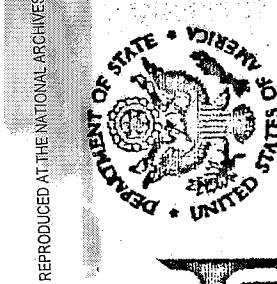
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EVER, BOTH THE BUYER AND SELLER HAVE A REASONABLY GOOD IDEA OF THE ACTUAL WORTH OF THE OBJECT IN QUESTION. THE PURPOSE OF THE TRANSACTION, THEREFORE, IS NOT TO HAGGLE OVER THE BASIC PRICE BUT RATHER OVER THE MARGIN OF PROFIT WHICH THE BUYER IS PREPARED TO CONCEDE. BEFORE THIS BARGAINING BEGINS, HOWEVER, THERE IS A PERIOD WHICH CAN VARY FROM A FEW MINUTES TO A COUPLE OF DAYS IF NOT MONTHS DURING WHICH THE TWO SIDES PROBE TO ESTABLISH IF EACH KNOWS WHAT THE APPROXIMATE PRICE IS AS

WHAT THE PROFIT PERIMETERS ARE. THIS IS THE PERIOD WHEN COFFEE IS OFFERED AND CHIT-CHAT IS EXCHANGED. ONCE BOTH SIDES UNDERSTAND CLEARLY THAT THE OPPOSITE SIDE IS GENUINELY AU COURANT, THEN THE "BARGAINING" ensues.

9. AS SEEN FROM ABOVE, ONE OF THE MOST IMPORTANT ASPECTS OF BARGAINING IN THE SOUK IS KNOWLEDGE; FIRST EACH SIDE MUST KNOW WHAT IT WANTS AND APPROXIMATELY WHAT THIS WILL COST AND SECOND, EACH SIDE MUST KNOW THAT THE OTHER SIDE ALSO KNOWS. THERE IS, HOWEVER, ANOTHER VERY IMPORTANT ASPECT TO THIS BARGAINING PROCEDURE AND THAT IS THE DEVELOPMENT ALSO AT THE OUTSET OF A PERSONAL RELATIONSHIP BETWEEN BUYER AND SELLER. IN THIS CONNECTION, THE AMERICAN DESK OFFICER IN THE SYRIAN FOREIGN MINISTRY TOLD ME THE OTHER DAY THAT HE CAN UNDERSTAND HOW AMERICANS IN THEIR DEALINGS WITH THE FRENCH, BRITISH AND EVEN RUSSIANS PROCEED WITH NO TIME WASTED TO LAY OUT IN A DIRECT MANNER ALL FACTS AT THE VERY BEGINNING. HE CONTINUED THAT WITH ARABS THIS WILL NOT WORK BECAUSE WHAT IS FIRST NEEDED IN BUSINESS AND IN DIPLOMACY IS TO ESTABLISH A SENSE OF TRUST AND CONFIDENCE BY APPROACHING THE ARAB AS "A FRIEND." FOLLOWING THAT, HE CONCLUDED, "YOU CAN GET HIM TO DO WHAT YOU WANT." HIS WORDS ARE, OF COURSE, AN EXAGGERATION BUT THEY DO CONTAIN IN MY OPINION A BASIC VERITY. (THE TUNISIAN AMBASSADOR ALSO MADE THE SAME POINT TO ME (SEE DAMASCUS 0066).

10. HAVING DESCRIBED ABOVE HOW THE "SOUK SYNDROME" OPERATES IN A BARGAINING SITUATION, LET ME NOW DISCUSS HOW THE "BEDU SYNDROME" ENTERS THE PICTURE WHEN THE MATTER AT HAND INVOLVES A WEIGHTY QUESTION AND PARTICULARLY AN EFFORT TO SEEK REDRESS FOR N INJUSTICE. WHEN ONE SIDE BELIEVES ITSELF TO BE THE VICTIM OF AN INJUSTICE, MURDER FOR EXAMPLE, THERE CAN BE NO DIRECT MEETINGS BETWEEN THE PARTIES INVOLVED. AT THAT POINT, THE MEDIATOR (THE WASIT) IS CALLED UPON TO PLAY HIS NOT TO BE REPRODUCED WITHOUT THE AUTHORIZATION OF THE EXECUTIVE SECRETARY



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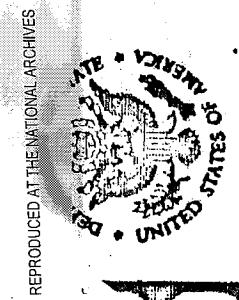
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ROLE WHICH, LIKE IN THE BARGAINING PROCEDURE DESCRIBED ABOVE, ALSO INVOLVES INITIALLY THE ESTABLISHMENT OF CONFIDENCE AND TRUST WITH BOTH SIDES BEFORE DEMANDS CAN BE MADE, COMPROMISES EFFECTED AND COMPENSATION FORMALLY SET. IT IS ONLY AFTER THE WASIT HAS WORKED OUT ALL OF THE DETAILS OF WHAT IN EFFECT IS A FACE-SAVING DEVICE THAT THE AGGRIEVED PARTY WILL MEET WITH THE "AGGRIEVER" AND BEGIN THE PROCESS OF RECONCILIATION. IN THIS CONNECTION, LET ME ALSO SAY THAT RUNNING THE RISK OF IDEALIZATION, ONCE COMPENSATION (THIS CAN BE AND IS USUALLY MONEY SIMILAR TO THE WEREGLD CONCEPT IN ANGLO-SAXON LAW) IS "MUTUALLY AGREED UPON", THE ARAB IS WILLING TO FORGIVE AND FORGET AND TO START OVER. OF COURSE, AT THE OUTSET, SUSPICION REMAINS, BUT THE FORMERLY "AGGRIEVED PARTY" NOW PROCEEDS ON THE ASSUMPTION THAT UNLESS SUBSEQUENTLY PROVEN TO THE CONTRARY, THE RELATIONSHIP WITH THE "AGGRIEVER" CAN BEGIN ON A FRESH BASIS.

11. IN THE PARAGRAPHS ABOVE, I HAVE PERFORCE BEEN OBLIGED TO DESCRIBE ARAB BARGAINING AND NEGOTIATING IN A VACUUM. THERE ARE, OBVIOUSLY OTHER FACTORS TO BE TAKEN INTO CONSIDERATION NOT THE LEAST OF WHICH IS THE APPRECIATION FOR POWER IN THE ARAB WORLD. THIS APPRECIATION MAKES PEOPLE BEND AND EVENTUALLY ADJUST TO REALITIES EVEN IF THEY HAVE INITIALLY TAKEN A SEEMINGLY INTRANSIGENT POSITION. IN THE ARAB-ISRAELI PROBLEM, IT IS QUITE OBVIOUS TO ME THAT THE LEVANTINE AND THE EGYPTIAN ARAB NOW FULLY REALIZE THE POWER AND REALITY OF ISRAEL AND, THEREFORE, AFTER ALMOST A HALF CENTURY OF OPPOSITION ARE PREPARED TO MAKE ADJUSTMENTS IN THEIR THINKING, ADJUSTMENTS WHICH ARE CURRENTLY BEING REFLECTED BY THEIR WILLINGNESS TO BARGAIN AND NEGOTIATE WITH THE ISREALIS. AS FAR AS THE US IS CONCERNED, IT SEEMS TO ME THAT THE PRESENT NEGOTIATING SITUATION WILL BE IN GREAT PART A COMBINATION OF BOTH SOUK AND BEDU ELEMENTS; A CONTINUED DESIRE TO FIND REDRESS FOR INJUSTICE AND, AT THE SAME TIME, A REALISTIC APPROACH TO EFFECT ACCEPTABLE BARGAINS ON THE MORE MUNDANE LEVEL OF SUCH THINGS AS TIME TABLES FOR TROOP WITHDRAWALS, MUTUALLY AGREED UPON DEMILITARIZED ZONES, TROOP LEVELS AND FINALLY COMPENSATION FOR PALESTINIANS.

12. AS I SAID AT THE BEGINNING, I BELIEVE THAT YOUR ACTIONS IN SYRIA THUSFAR BELIEVE THE ALLEGED QUOTE FROM NEWSWEEK INTERNATIONAL. AT THE PRESENT TIME, I THINK THAT YOU ARE ON THE RIGHT TRACK WITH THE SYRIANS. YOU HAVE ESTABLISHED A SENSE OF RAPPORT AND TRUST WITH THE SYRIAN LEADERSHIP PARTICULARLY WITH PRESIDENT ASAD. RECENT DEVELOPMENTS WITH REGARD TO THE BOYCOTT

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SITUATION SHOULD NOT DISCOURAGE YOU BECAUSE AS WE ALL KNOW THERE ARE PRESSURES ON HIM WHICH COUNTERACT AND WILL CONTINUE TO ATTEMPT TO COUNTERACT THE RELATIONSHIP WHICH YOU ARE BUILDING WITH ASAD AND THROUGH ASAD WITH THE SYRIAN REGIME. THE FACT THAT THE SYRIANS HAVE SENT YOU THE LIST OF ISLAMI PRISONERS I THINK IS THE KEY DEVELOPMENT HERE AS AN INDICATION OF ASAD'S WILLINGNESS AND DESIRE TO CONTINUE TO WORK WITH YOU. (IN THIS REGARD I WAS AWAKENED IN THE WEE HOURS OF FEBRUARY 2) TO BE INFORMED THAT A HIGH RANKING FOREIGN MINISTRY COURIER WAS LEAVING FOR WASHINGTON WITHIN THE HOUR AND TO BE REQUESTED FOR VISA ASSISTANCE. THESE TRAVEL ARRANGEMENTS WERE UNDOUBTEDLY MADE SHORTLY AFTER ASAD'S RETURN TO DAMASCUS SOMETIME EARLIER THE SAME NIGHT.) MEANWHILE, I CAN ALSO CLEARLY SEESENSE THAT YOU ARE SUCCEEDING IN THIS REGARD FROM MY EASY MEETINGS AT THE PALACE WITH ASAD'S PERSONAL SECRETARY AND FROM THE COOPERATION AND OPENNESS WHICH I HAVE ENCOUNTERED THUSFAR IN THE VARIOUS MINISTRIES. THUS, IN CONCLUSION MAY I SIMPLY SAY THAT WHILE DIFFICULTIES OBVIOUSLY STILL REAMIN, I FIRMLY BELIEVE YOU HAVE LAID THE NECESSARY GROUNDWORK FOR MEANINGFUL NEGOTIATIONS WITH THE SYRIANS AND HAVE LAID IT WELL.

SCOTTES

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