

*“American
Negotiating
Behavior:
Wheeler-Dealers,
Legal Eagles,
Bullies and
Preachers”*

*Tuesday,
October 26, 2010*

Music Room • The Mission Inn
Riverside, CA

5:30 Reception & Buffet
6:30 Talk & Discussion

MEMBERS:

\$35 RECEPTION & PROGRAM
\$15 PROGRAM ONLY

PROSPECTIVE MEMBERS:

\$45 RECEPTION & PROGRAM
\$25 PROGRAM ONLY

Students are always admitted
free of charge for program

Reservations required
Register or call for information
call (951) 222-8160
or fax (951) 222-8376

Visit us on the Web at
WorldAffairsInlandEmpire.org



of Inland Southern California

World Affairs Council
of Inland Southern California
proudly presents



AMB. RICHARD H. SOLOMON
President, U. S. Institute of Peace

As U.S. diplomats face an increasingly complex international environment, it is ever more important that the United States review its own negotiating diplomatic skills with the goal of enhancing its capacities to deal with 21st century challenges. Richard Solomon will discuss his own experiences and his book “American Negotiating Behavior: Wheeler-Dealers, Legal Eagles, Bullies and Preachers.” Published by U.S. Institute of Peace, the landmark study includes examples of multiple influences—cultural, institutional, historical and political—that shape how American presidents and their diplomats approach negotiations with foreign countries.

Solomon has been president of the U.S. Institute of Peace since 1993, overseeing its growth into a center of international conflict management analysis. Previously he was assistant secretary of state for East Asian and Pacific Affairs. He negotiated the Cambodia peace treaty; had a leading role in the dialogue on nuclear issues between the U.S. and North and South Korea; and led negotiations with Japan, Mongolia and Vietnam on important bilateral matters. In 1992-93 he served as U.S. Ambassador to the Philippines, coordinated the closure of the U.S. naval bases and developed a new framework for bilateral and regional security cooperation.

Co-sponsored by:



THE PRESS-ENTERPRISE
Inland Southern California's Newspaper

The World Affairs Council of Inland Southern California is a nonprofit, nonpolitical educational organization that presents programs on international topics. The Council was chartered in 1964 by leaders of area businesses and academic institutions. Membership is open to the public.