

## PROBLEM 10

### PRINCIPLED NEGOTIATION

#### The Panama Canal

Using information from the readings on the Panama Canal treaty negotiations, from class discussion, and from any other source:

1. Prepare a positions and interests worksheet on the Canal contrasting the interests of (a) a Panamanian nationalist (such as General Torrijos), and (b) an American "conservative" opposed to "giving up" the Canal (such as Ronald Reagan) as of the Fall of 1977. Chart 5H in *Coping With International Conflict* (draft edition) gives one possible template for this worksheet.
2. List in two columns the principles each side seems to be implicitly or explicitly advocating as a fair basis for settlement.
3. On what principles are the actual treaties based? To what extent do the treaties satisfy the interests of each side? Can you suggest an option that might have better reconciled the parties' interests?