

PROBLEM 4**MESSAGE ANALYSIS / YESABLE PROPOSITIONS**

Vietnam, 1965-1966

Message Analysis Worksheet

Based on the readings, class discussion, and anything else you may know, prepare a one- or two-page worksheet that looks at the situation in Vietnam in late December 1965 in terms of the "message" the United States was trying to send to the Government of North Vietnam and what the North Vietnamese leadership was "hearing". For guidance, reread "What they hear: Message Analysis," in Chapter 6 of *Coping With International Conflict* (draft edition).

In constructing this worksheet we are looking for those aspects of the message that may indicate either unwise formulation or poor transmission. You may want to use a Chart 6A in *Coping With International Conflict* as a model for your worksheet. Chart 6B should stimulate your thinking about aspects of the message you may want to include. Chart 6C is one example of a completed Message Tool.

Worksheet on Yesable Propositions

With a more empathetic understanding of the message U.S. bombing was sending to North Vietnamese leaders, we can now consider formulating messages that might have been more suitable. For this one-page worksheet, consider some of the general approaches the U.S. could have taken, and consider who in the North Vietnamese government would have the power to accept such an approach. Frame three of these approaches in the form of Yesable Propositions for the President of Vietnam: propositions to which the answer "yes" would be sufficient, realistic, and operational. Finally, consider who, of those with useful political clout who might approach the President with such a proposition, would be most open to considering seriously and perhaps transmitting good ideas for stopping the bombing of North Vietnam. Specify one such "prince" for each of your Yesable Propositions.