



## Invitation

Monday, 7 September 2009, 7 pm

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### When Israelis and Palestinians Negotiate - Challenging Conventional Wisdom

Lecture by Prof Aaron Klieman

In-depth interviews with some 50 Israeli direct participants in talks with Palestinians both before and since the 1993 Oslo initiative offer a number of original insights into the deeper nature of Middle East bargaining. Sharing their thoughts and personal experiences on the negotiating process – as opposed to the substantive issues of the Arab-Israeli conflict – the interviewees challenge, in particular, three pillars of conventional wisdom:

- \* That the cultural gap between Israeli (“Western”) and Palestinian (“Oriental”) interlocutors is deep and unbridgeable.
- \* That the relationship between the two antagonists is clearly one-sided, disproportionate and asymmetrical.
- \* That the need for third-party intermediaries is imperative if a diplomatic breakthrough is to be achieved, while the role of the United States becomes increasingly indispensable.

Rather, from Israel’s perspective, the lessons of nearly two decades of Israeli-Palestinian dialogue argue for bilateral and unbrokered negotiations between two basically stalemated, interdependent parties who in fact understand each other and the rules of the game far better than is usually assumed.

**Prof Aaron Klieman** is Holder of the Dr. Nahum Goldmann Chair in Diplomacy and lecturer on international relations since 1969, in the Department of Political Science at Tel-Aviv University. He is Professor Emeritus and Founding Director of the Abba Eban Graduate Program in Diplomatic Studies. A native of Chicago, Illinois, his doctorate is from The Johns Hopkins University’s School of Advanced International Studies, with an M.A. from the School of International Affairs at Columbia University in Middle Eastern politics.

Professor Klieman has written and edited 24 books, monographs and documentary collections in English and Hebrew, and has authored over 30 book chapters in addition to journal articles. Current writing projects involve a book on the 1937 Palestine Royal Commission’s partition initiative, which merits study as the first truly “missed opportunity” in Middle East peacemaking.

**Venue:**

Geisteswissenschaftliche Zentren  
Berlin  
Meeting Room 308  
Schützenstraße 18

10117 Berlin

GEFÖRDERT VOM



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