

Index

- Abbas, Mahmud (Abu Mazen), 27, 103
- Abed-Rabbo, Yasser, 49–50
- Abu Zayyad, Ziad, 103
- Ad Hoc Economic Agreement, 59
- Agha, Hussein, 62, 70, 73, 116, 117
- “al-Quds” area, 27
- Ala, Abu. *See* Qurei, Ahmed
- Albright, Madeleine, 61
- Almond, Gabriel, 5
- Arab League, 64
- Arab nationalism, 54–55, 119, 134
- Arab states
- 1967 defeat, 46
 - Israeli negotiations with, 86, 92–93, 99–107
 - recognition of Israel by, 14
 - role of in negotiations, 6, 54–55, 64
 - support for Palestinians, 15
 - suspected suppression of Palestinian identity, 45
- Arafat, Yasser, 6, 22, 49–50, 53, 67, 69, 92
- acceptance of Oslo II terms, 25
 - Arab nationalism and, 54
 - Barak on, 121
 - Barak relations, 31, 33, 73
 - brinksmanship, 64
 - Bush (George W.) interest in delegitimization of, 35
 - Camp David summit, 33, 39, 65, 71, 72, 103, 106, 107, 110, 113, 114, 116, 117, 147
 - deinstitutionalization of Palestinian politics by, 51–52
 - Hebron agreement, 28, 29
 - negativism of, 110–111, 113, 114, 120
 - operating style of, 51, 57–59, 105, 133–134
 - popular support for, 31
 - Rabin relations, 24–25, 99
 - Sharon’s view of, 35
 - sovereignty over Haram al-Sharif/Temple Mount, 53–54, 64, 120, 137, 139, 144
 - Stockholm talks, 32
 - See also* Palestine Liberation Organization (PLO)
- Arens, Moshe, 98
- Arieli, Shaul, 103
- Article IV (Oslo agreement), 23
- al-Asad, Hafiz, 32
- Asfour, Hassan, 72, 103
- Ashrawi, Hanan, 48, 49, 55
- Avinieri, Shlomo, 108
- Avruch, Kevin, 3, 4
- Ayalon, Ami, 95, 103

- Baker, James, 21
- balance of power, in Israeli
-Palestinian negotiations,
16–17, 18–19, 56, 64, 74–75,
136–137
- Barak, Ehud, 6, 17, 98
Arafat relations, 31, 73, 121
attitude toward Palestinians,
102–103, 121
Camp David summit, 33, 39, 98,
103, 106, 107, 110, 111, 112,
116, 147
defeat in 2001 elections, 33–34
election as prime minister, 31
meeting with Arafat (2000), 33
personality and negotiation style
(character-culture nexus),
111–117, 118
Stockholm talks, 31–32
Syrian track, 31, 72
- Barghouthi, Mourid, 43–44, 46, 48
- Begin, Menachem, 17, 99, 116
- Beilin, Yossi, 27, 71, 98, 103, 107
- Ben-Ami, Shlomo, 67, 98, 102, 108,
112–113, 119
- Ben-Gurion, David, 90
- Benn, Aluf, 88, 112
- bilateralism, 64
- binary process. *See* cross-cultural
negotiation
- Bush, George H. W. administration
Israel aid, 22
Madrid Conference (1991), 21
official contacts with PLO, 21
- Bush, George W. administration,
attempted delegitimization of
Arafat, 35
- Cairo talks (1994), 94
- Camp David Accords (1978), 39,
116
- Camp David summit (2000), 6, 8,
39–40, 62, 64, 70, 71–72, 81,
98, 106
failure of, 107–111, 137–138
negative asymmetry at, 107–108
negative divergence at, 108
positive convergence at, 107,
108–109
- Carter, Jimmy, 30
- change, as independent variable, 84
- Chinese Negotiating Behavior*
(Solomon), 3
- Clausewitz, Carl von, 91
- Clinton, Bill, 6
on Barak, 112
Camp David summit, 33, 66, 106,
107, 109, 114, 117, 146–147
proposals after collapse of Camp
David II, 33–34
Stockholm talks, 31–32
Taba talks, 64–65
Wye River negotiations, 30
- coexistence, as goal of negotiations,
134, 142–143, 144
- Cohen, Eliot, 95
- Cohen, Raymond, 3, 4, 114
- communication, in negotiations,
140–141
- competition, among Palestinian ne-
gotiators, 57–59, 68, 72
- compromise, in Israeli-Palestinian
negotiations, 61–62
- concession-convergence (50% solu-
tion), 114
- confidence-building activities, 6,
100, 101–102
- constructive ambiguity, 105–106,
109
- Corbin, Jane, 83
- cross-cultural negotiations theory,
41, 111–117, 141–143

- cultural identity, as heart of conflict, 7–8, 82–83, 136
- culture
- barriers to agreement created by, 146–147
 - cultural intermingling between Israelis and Palestinians, 82–83
 - definitions of, 4–5
 - determinist view of in negotiation, 6
 - diplomatic versus security, 9, 81, 86, 87–90, 95–99, 117–118, 134–135, 140
 - generic, 4–5
 - as heart of ethnonational conflict, 7–8, 82–83
 - heterogeneity and pluralism in, 117–118
 - influence of on domestic politics, 144–145
 - as intervening variable, 7, 9, 138–141
 - local, 4
 - national, 87, 111
 - organizational, 87
 - in Oslo peace process, 5–9, 14–18, 69–74, 82, 111–117, 133
 - political, 5, 44–45, 50–52, 72–73, 87, 134
 - relationship-oriented mode versus problem-oriented mode, 114
- Culture and Conflict Resolution* (Avruch), 3, 4
- Dahlan, Mohammad, 61, 63, 71, 101, 103
- Dayan, Moshe, 98, 99
- Declaration of Principles (1993), 8, 59, 65
- DeGaulle, Charles, 95, 99
- dialogue, in negotiations, 104–106
- diplomacy, 18
- failure of in Oslo process, 6, 13, 18–20, 39–41, 123, 139–141
 - track-two, 105
- diplomatic subculture, in Israel, 81, 87, 89, 95–99, 117–118, 134
- dispossession, of Palestinians, 43
- divide-and-rule politics, 92
- See also entries under* Israel; Palestinians
- domestic politics
- cultural influences on, 133–134, 144–145
 - obstacles created by, 146–147
- dyadic interactions, 7–8
- Eban, Abba, 39, 98, 115
- Egypt, relations with Israel, 92
- elite political subculture, 87
- Emmitsburg economic negotiations, 73
- Enderlin, Charles, 116
- Eran, Oded, 103
- Ereikat, Saeb, 40, 64, 67, 72–73, 107
- ethnonational conflict, 5
- cultural identity in, 7–8, 82–83, 136
 - domestic politics in, 146
- European Union, 35
- Fateh, 44, 46–47, 54
- Faysal I (Emir of Syria), 54
- Gaza. *See* occupied territories (West Bank, Gaza)
- generic culture, 4–5
- Gil, Avi, 103
- Hamas, 19, 20, 31
- Hanieh, Akram, 70, 116, 120

- Haram al-Sharif/Temple Mount, 27, 33, 34, 53–54, 55, 64, 95, 120, 137, 139
- Harkabi, Yehoshafat, 99
- Hassan II (Morocco), 100
- Hassan, Prince (Jordan), 101
- Hebron, 24–25, 26
- Hebron agreement, 28–29
- high-context societies, 7–8
- history
 - conflicts over, 14–16, 69–70
 - shared, 6
 - use of in negotiations, 144
- Hizballah, 55
- Holocaust, impact of, 14, 15, 86, 88
- Hussein I (king of Jordan)
 - ends Jordan's claim to West Bank, 20–21
 - relations with Israel, 100
- I Saw Ramallah* (Barghouthi), 44
- Ibrahimi Mosque, 25, 26
- IDF. *See* Israel Defense Forces (IDF)
- instrumentalism, 95
- international law, in Israeli-Palestinian negotiations, 17–18, 40–41, 65–67
- intervening variable, culture as, 7, 9
- intifada
 - first, 20–21, 22, 47, 48
 - Israeli reaction to, 89
 - second, 33, 35
 - See also* terrorism
- Islam, as religious and political force, 52–54
- Islamic Conference, 64
- Islamic Jihad, 19
- Islamist movements, 20, 52–53
- Israel
 - acceptance of Palestinian statehood, 108
 - diplomatic subculture in, 81, 87, 89, 95–99, 117–118, 134
 - domestic political culture of, 5, 81, 86, 87–90, 117–118
 - Egypt relations, 92, 100, 101
 - elections, 1992, 22
 - establishment of, 42, 134
 - See also* *nakba*
 - IDF in, 89, 94, 96, 98, 116
 - intifada suppression, 47
 - Jerusalem issues and negotiations, 15, 18, 27, 62, 112, 113
 - Jordan relations, 20–21, 92, 100
 - Kiryat, 98
 - Labor party in, 28, 115
 - in Lebanon
 - attacks on, 17, 25
 - withdrawal from, 32, 55
 - Likud party in, 26, 33, 99
 - military in, 96–97
 - See also* security subculture
 - Ministry of Defense, 89
 - Ministry of Foreign Affairs, 89, 96
 - Mossad, 89
 - National Security Council, 89
 - negotiation process of
 - acceptance of independent Palestinian state, 33
 - with Arabs, 92–93
 - bargaining behavior, 93–95
 - border issues, 60, 61, 103
 - Camp David, 107, 109, 110, 111
 - cultural influences, 69–74, 82–85, 134
 - dictation of positions, 71
 - diplomatic versus security subcultures in, 9, 81, 86, 87–99, 117–118, 134–135, 140
 - dual education-negotiation process, 101–102

- Israel (*cont.*)
- negotiation process of
 - effectiveness, 8
 - factors shaping, 85–86
 - interim talks (proximity), 103–107
 - interpretation of international law, 17–18
 - with Palestinians, 93, 99–107
 - power disparity in, 16–17, 56
 - recognition of Palestinians' compromise, 70
 - "Regulars" in, 103–107, 109, 135, 140–141
 - security concerns, 15, 86, 88, 97
 - "Summiteers" in, 102, 105, 106, 109, 111–117
 - normalization as goal of negotiations, 97, 107, 135, 137
 - occupied territories (West Bank, Gaza)
 - military occupation of, 46–47, 137
 - settlement of, 15, 19, 49, 62
 - withdrawal from, 28–29, 30, 34, 107
 - See also* occupied territories *main heading*
 - as part of dyadic interaction with PLO, 7
 - Peace Now group, 119
 - as political embodiment of Jewish national claims (right of existence), 6, 142
 - recognition of PLO, relevance and legitimacy, 6, 22
 - rejection of Palestinian narrative, 45, 142
 - responsibility of for *nakba*, 15
 - retaliatory raids against Lebanon, 17, 26
 - security subculture in, 9, 81, 86, 87–91, 94–95, 97–98, 117–118, 134–135, 140
 - Shabak, 89
 - Syria relations, 26, 31–32, 92
 - targeted assassinations of militant Palestinians, 17
 - U.S. and, 65
 - vulnerability and security as issue, 15, 85–86, 90–91, 134
 - Zionism in, 14, 15, 44, 46
 - Israel Defense Forces (IDF), 89, 94, 96, 98, 116
- Jericho
- Oslo Accords agreement on, 24, 59
 - PLO control of, 22
- Jerusalem
- Beilin–Abu Mazen understanding on, 27
 - division of, 27, 103
 - East Jerusalem as disputed area, 25, 27, 62
 - Haram al-Sharif/Temple Mount, 27, 33, 34, 53–54, 55, 64, 95, 120, 137, 139
 - Israeli negotiating strategy, 92, 112, 113
 - Israeli view of, 15, 18
 - in Oslo Accords, 23
 - Oslo II and, 25
- Jordan
- relations with Israel, 20, 92, 100
 - West Bank claims, 20–21
- Judea, 95
- Khalidi, Rashid, 41, 43, 48, 52, 74
- Kimmerling, Baruch, 42, 53

- Kiryia (Israel), 98
 Kissinger, Henry, 84, 112
- Labor party (Israel), 28
 land, centrality of in conflict, 43–44
 language, in negotiation process, 62–63
 law. *See* international law
 Lebanon
 Israeli attacks on, 17, 26
 Palestinians in, 45
 withdrawal of Israeli troops from, 32, 55
 Likud party (Israel), 26, 33, 35, 99
 Lipkin-Shahak, Amnon, 95, 101, 103
 local culture, 4
 low-context societies, 8
- Madrid Conference (1991), 21–22, 55–56
 See also Oslo peace process
 Malley, Robert, 62, 70, 73, 116, 117
 Mazen, Abu. *See* Abbas, Mahmud (Abu Mazen)
- mediation
 binary process of, 111
 character-culture nexus, 111–117
 communication in, 140–141
 concession-convergence, 114
 cultural perspective on, 141–143
 lessons from Israeli-Palestinian negotiations, 143–147
 misperceptions in, 116
 personalities in, 140
 positive political learning in, 121–122
 third-party, 19, 64–65
 two-level versus three-level, 19
 See also United States, in Israeli-Palestinian negotiations
- Meir, Golda, 45
- Merhav, Reuven, 112
 Meridor, Dan, 103
 Migdal, Joel, 42, 53
 Miller, Aaron, 69
 misperception in mediation, 116
 Molcho, Yitzhak, 103
 Mossad, 89
 Muslim Brotherhood Society, 52–53
- nakba* (1948–49), 15, 42–46, 52, 70, 133
- Nasser, Gamal Abdel, 54
 national culture, 87
 national narratives
 interactions between, 69–71, 135–138
 of Israelis, 14–15, 85–86, 87–91, 117–118, 134
 of Palestinians, 14, 15, 16, 40–50, 52–55, 70, 133, 133–134
 See also entries under Israel; Palestinians
- National Security Council (Israel), 89
 Naveh, Danny, 103
 negative asymmetry, at Camp David, 108–109
- Negotiating across Cultures* (Cohen), 3
- Netanyahu, Binyamin, 6, 17, 26, 102
 Hebron agreement, 28–29
 IDF and, 96
 permanent-status negotiations, 60
 skepticism about Oslo process, 30
- New Middle East, The* (Peres), 119
 normalization, for Israel, 97, 107, 135, 137
- Norway, facilitation of Oslo Accords, 22

- occupied territories (West Bank, Gaza), 15, 19, 20, 44
 - during interim period of Oslo Accords, 24, 48
 - effect of occupation on Palestinian negotiation patterns, 46–47
 - IDF attitude toward, 94
 - implications of Oslo Accords on Israeli settlement of, 23
 - intifada in, 20–21, 22, 33, 35, 48
 - Israeli settlements in, 15, 19, 49, 62
 - Israeli withdrawal from, 28–29, 30, 34, 107
 - Jericho and Gaza strip agreement, 24, 59
 - jurisdiction over, 23
 - Oslo II and, 25–26
 - PLO in, 22–23, 48
 - political participation by, 47
 - security zones in, 25–26, 28–29, 30
- On War* (Clausewitz), 91
- Oslo peace process
 - Ad Hoc Economic Agreement, 59
 - balance of power in, 16–17, 18–19, 56, 64, 74–75, 136–137
 - Beilin–Abu Mazen understanding, 22
 - Cairo talks (1994), 94
 - Camp David summit (2000), 6, 8, 39–40, 62, 64, 70, 71–72, 81, 98, 106, 107–119, 137–138
 - constructive ambiguity in, 50, 105–106, 109
 - culture in, 5–9, 14–18, 69–74, 82–85, 111–117, 133
 - Declaration of Principles (1993), 8, 59, 65, 90, 146
 - difficulty of finding mutually acceptable solutions, 18
 - as dyadic interaction, 7–8
 - Emmitsburg economic negotiations, 73
 - failure of, 6, 13, 18–20, 39–41, 123, 139–141
 - Hebron agreement, 28–29
 - historical legacies, 14–18
 - interim period
 - cultural influences, 136
 - integrity of West Bank and Gaza, 23
 - Israeli control over Palestinian life, 51–52
 - Israeli settlements in occupied territories, 49
 - Palestinian negotiations regarding, 49–50, 56, 63, 64
 - Palestinian self-government, 47–50
 - proximity and dialogue during, 103–107
 - Jericho and Gaza Strip agreement, 24, 59
 - moderates and militants in, 18–19
 - mutual recognition of relevance and legitimacy in, 6
 - Oslo Accords (1993), 6, 22–24, 60
 - Article IV, 23
 - Oslo II (1995), 17–18, 24–26
 - optimistic scenario after, 26
 - security provisions, 25–26
 - “Oslo spirit,” 104–107, 114–115, 135
 - permanent-status talks, 23, 55, 59–60, 61, 134, 136, 137, 140, 143
 - PLO in, 21, 55, 68, 92, 100
 - pre-negotiation needed before next round, 146
 - pre-Oslo contacts, 100

- Oslo peace process (*cont.*)
 private peace initiatives (2003), 35
 Roadmap to peace, 35
 secrecy required during, 16
 security issues, 28–29
 Stockholm talks (2000), 31–32, 72
 Taba negotiations, 8, 34, 62, 63, 64, 66, 70, 71, 113
 third-party mediation in, 19
 as three-level negotiation, 19–20
 transition period, 30–31
 U.S. in, 19–20, 28, 31–32, 33, 34, 35, 39–40, 55, 64, 64–65, 65
 violence during, 35
See also intifada; terrorism
 Washington talks (1995), 55–56, 94, 105
 weakness of domestic support for, 19–20
 Wye River negotiations (1999), 30, 31, 94
See also Madrid Conference (1991)
- “Other, the,” in Israeli-Palestinian negotiations, 82
- Oz, Amos, 119
- Palestine, historical existence of, 16
- Palestine Liberation Organization (PLO)
 acceptance of UN Resolution 242, 21
 as chief negotiator for Palestinians, 21
 control of Gaza and Jericho, 22–23, 47
 dyadic interaction with Israel, 7
 dysfunction of, 146
 and first intifada, 20–21, 47
 internal management of Palestinian affairs, 137
 Israeli attitude toward, 93
 at Madrid Conference, 21
 Negotiations Affairs Department, 58
 in Oslo peace process, 21, 55, 68, 92, 120
 political fragmentation compensated for by, 44–45
 political organization of, 50–51
 recognition of Israel, relevance and legitimacy, 6, 16, 21, 22
 renunciation of terrorism, 21, 23
 sense of constituency, 49
 Shamir and, 21, 22
See also Arafat, Yasser
- Palestine National Charter, 25
- Palestinian Authority, 23, 26, 48, 60, 103
 corruption in, 48
 erosion of legitimacy, 51–52
 Islamist opposition to, 53
 in Oslo peace process, 55
 in Palestinian Leadership Committee, 57
- Palestinian Council, jurisdiction of, 23, 26
- Palestinian Leadership Committee, 57
- Palestinian national movement, 44, 45, 47, 53, 145
- Palestinians
 acceptance of Israel’s legitimacy, 6, 16, 22, 107–108
 elections (Oslo II), 25, 67
 guerilla movements among, 46
 intifadas, 20–21, 22, 33, 35, 47, 48
 Israeli control over during interim period, 51–52

Palestinians (*cont.*)

land as central issue in conflict, 43–44

in Lebanon, 45

military occupation of territory, 46–47

nakba (1948–49), 15, 42–46, 52, 70, 133

negotiation process of, 8–9, 40–41, 55–56

 acceptance of Resolution 242, 56

 agreement on key principles before discussing details, 60

 balance of power, 16–17, 18–19, 56, 64, 74–75, 136–137

 Camp David summit, 58, 71–72, 106, 107–108, 119–121, 135–138

 competition among negotiators, 57–59, 68, 72, 133–134

 compromise, 61–62, 70, 119

 cultural and historical themes, 15–18, 41–50, 69–74

 dispossession, exile, and military occupation effects, 41–42, 137

 dysfunction in, 145–146

 factors shaping, 41–42

 interactions with Israelis based on core issues, 135–138

 interpretation of international law, 18, 65–67

 intolerance for Israeli rights and claims, 119

 language, 62–63

 overall concept, 56

 passivity during, 73–74, 135, 146–147

 perception that Israel wanted to impose a settlement, 71–72

 preparation, 59–61

 pressure and third-party involvement, 64–65

 public opinion, 67–68

 “Regulars” in, 103–107, 109, 135, 140–141

 separation of interim accords and final settlement, 49–50, 56, 63

 “Summiteers” in, 102, 105, 106, 109, 111–117

 team composition and dynamics, 57–59

 new political model introduced by intifada, 47

 political culture and issues, 5, 50–52

 competition, 134

 political fragmentation, 44–45

 political organization, 50–52, 72–73

 recognition of Israel by, 14, 21, 56, 60, 137

 religious and ethnic affiliation, 52

 Arab nationalism, 54–55

 Islam, 52–54

 right of return and refugee issues, 15, 16, 18, 34, 42, 120, 139

 self-determination by, 18

 self-government by during Oslo interim period, 47–50

 standard of living and ease of movement, 30, 46, 49

 suicide bombings by, 15–16

 victimization beliefs of, 45–46, 119, 137

Pan-Arabism. *See* Arab nationalism

Partition Plan (1947), 39

- Peace Now, 119
- Peel Commission Report (1937), 39
- Peres, Shimon, 17, 26, 67, 98, 102, 107
 commitment to Oslo spirit, 114–115
 New Middle East, The, 119
- Peri, Yoram, 96
- Perry, Ya'akov, 101
- personalities
 character-culture nexus, 111–117
 importance of in negotiations, 98–99, 101–103, 110–111, 140
- PLO. *See* Palestine Liberation Organization (PLO)
- political culture, 5
- popular political subculture, 87
- positive convergence, at Camp David, 107, 108–109
- positive political learning, 121–122
- pressure, use of in negotiations, 64–65
- proximity, in negotiations, 103–107
- public opinion, in Israeli-Palestinian negotiations, 67–68
- Pundak, Ron, 103, 112
- Qurei, Ahmed, 66, 72, 101–102, 103
- Rabbo, Yasser Abed, 103
- Rabin, Yitzhak, 22, 26, 98, 99, 102, 107
 assassination of, 26
 commitment to Oslo spirit, 114–115
 Oslo II, 25
 relations with Arafat, 24–25
 suppression of intifada, 47, 99
 talks with PLO, 22
- Rajoub, Jibril, 101, 103
- Ramon, Haim, 49–50
- Rashid, Muhammad, 103
- Reagan, Ronald, 21, 93
- refugee problem. *See* right of return and refugee issues
- “Regulars,” in negotiations, 103–107, 109, 135, 140–141
- religion, in identity formation, 52–54
- religious sites and symbols
 Haram al-Sharif/Temple Mount, 27, 33, 34, 53–54, 55, 64, 95, 120, 137, 139
 Ibrahimi Mosque/Tomb of the Patriarchs, 25, 26, 28
 Wailing Wall, 34
 See also Jerusalem
- Resolution 242 (Israel's right of existence), 21, 56, 60
- right of return and refugee issues, 15, 16, 18, 34, 42, 70–71, 120, 139, 144
- ripeness, inducement of, 84, 112
- Roadmap to peace, 35
- Rosenblum, Doron, 88
- Ross, Dennis, 34, 72
- Rubenstein, Elyakim, 70, 71
- Russia, Roadmap to peace, 35
- Sadat, Anwar, 100
- Said, Edward, 41, 59
- Samaria, 95
- Sarid, Yossi, 119
- Savir, Uri, 45, 49–50, 62–63, 101–102, 103
- Sayigh, Yezid, 43, 73
- security subculture, in Israel, 9, 81, 86, 87–91, 94–95, 97–98, 117–118, 134–135, 140
- self-determination, 18
- Sha'ath, Nabil, 103

- Shabak, 89
- Shamir, Yitzhak, 20
 devotion to status quo, 115
 direct talks with PLO, 22
 indirect dealings with PLO, 21, 22
 revision of beliefs about Palestinians, 102
 Washington talks, 55
- Sharon, Ariel
 attempted delegitimization of Arafat, 35, 102
 attitude toward peace process, 35
 Bush's backing of, 35
 defeat of Barak, 34
 negotiating style, 118–119
 visit to Temple Mount, 33
- Sher, Gilead, 40, 71, 103, 110, 112–113
- Shoa*. *See* Holocaust
- Singer, Yoel, 103
- society, high-context versus low-context, 7–8
- Solomon, Richard, 3, 111
- statelessness, of Palestinians, 43
- Stein, Janice, 110, 121
- Stockholm talks, 31–32, 72
- suicide bombings by Palestinians, 15–16
- “Summiteers,” in negotiations, 102, 105, 106, 109, 111–117
- Syria
 early history, 54
 Israeli negotiations with, 26, 31–32, 55
 in Israeli-Palestinian negotiations, 64, 92
- Taba negotiations, 8, 34, 62, 63, 64, 67, 70, 71, 113
- Temple Mount. *See* Haram al-Sharif/ Temple Mount
- terrorism
 against Israel, 26, 89
 renunciation of by PLO, 21
 suicide bombings, 15–16
See also intifada
- third parties
 in Israeli-Palestinian negotiations, 19, 40–41, 64–65
See also United States, in Israeli-Palestinian negotiations
- time, as independent variable, 84
- Tomb of the Patriarchs, 28
- track-two diplomacy, 105
- two-level game, in negotiations, 19, 147
- two-state solution, 134, 137
- United Nations
 Partition Plan (1947), 39
 Resolution 242, 21, 56, 60
 Roadmap to peace, 35
- United States
 in Israeli-Palestinian negotiations, 19, 64, 65
 Camp David summit, 33, 39–40, 66, 106, 107, 109, 117, 146–147
 Emmitsville talks, 73–74
 Hebron agreement, 28
 post-Camp David summit proposals, 33–34
 post-Madrid talks, 55
 Roadmap to peace, 35
 Stockholm talks, 31–32
 Taba talks, 64–65
 Wye River negotiations, 30
 relations with PLO, 21
 relationship with Israel, 65
 United States Institute of Peace, cross-cultural negotiation project, 3–5

Verba, Sydney, 5
victimization, as Palestinian belief,
44–45, 119, 137
Wailing Wall, 34
war, as instrument of policy, 91
Washington talks (1995), 55–56,
94, 105
Weizman, Ezer, 99
West Bank. *See* occupied territories
(West Bank, Gaza)

Western Wall, 34
White Paper (1939), 39
White, Ralph, 116
Wye River negotiations, 30, 31, 94
Yanai, Shlomo, 63, 103
Zartman, William, 114
Zionism, 14, 15, 44, 46, 85, 134, 145