

Treadmill Negotiation: The Stagnation of the Israeli - Palestinian Peace Process

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Abstract : This article explores the stagnation of the Israeli -Palestinian peace negotiation process, and the reasons behind the failure of more than 12 international initiatives to resolve the conflict. Twenty-seven top members of the Israeli national security elite (INSE) were interviewed, including heads of the negotiation teams, the National Security Council, the Mossad, and other intelligence and planning arms. The interviewees provided their insights on the Israeli challenges in reaching a sustainable and stable peace agreement and in dealing with the international pressure on Israel to negotiate a peace agreement while preventing anti-Israeli UN decisions and sanctions. The findings revealed a decision tree, with red herring deception strategies implemented to postpone the negotiation process and to delay major decisions during the negotiation process. Beyond the possible applications for the Israeli - Palestinian conflict, the findings shed more light on the phenomenon of rational deception of allies in a negotiation process, a subject less frequently researched as compared with deception of rivals.

Keywords : deception, Israeli-Palestinian conflict, negotiation, red herring, terrorist state, treadmill negotiation

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