



## Honey and Vinegar: Incentives, Sanctions, and Foreign Policy

By Richard N. Haass, Meghan L. O'Sullivan, Richard N. Haass, Meghan L. O'Sullivan

Brookings Institution. Paperback. Book Condition: new. BRAND NEW, Honey and Vinegar: Incentives, Sanctions, and Foreign Policy, Richard N. Haass, Meghan L. O'Sullivan, Richard N. Haass, Meghan L. O'Sullivan, Buttressed by input from scholars, diplomats, and observers with an intimate knowledge of U.S. foreign policy, Honey and Vinegar examines "engagement" --strategies that primarily involve the use of positive incentives. The book contends that although engagement has received little scrutiny relative to other, more punitive foreign policy approaches, it has great potential as a tool for modifying the behavior of regimes with which the United States has significant disagreements. Heightened awareness of the costs associated with the use of sanctions or military force has catalyzed a search for policy alternatives. In this quest to find other appropriate policy options for pursuing foreign policy goals, strategies of engagement warrant serious consideration. As argued in these pages, the use of incentives, rather than penalties, may be particularly well suited to the post-Cold War world, where globalization has made the economic isolation of any country difficult to achieve. At the same time, the collapse of the Soviet Union has meant that American carrots may be especially savory to many regimes once reliant on Soviet support. Paradoxically,...



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