

Negotiations topic of Moore Ethics lecture

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Negotiations topic of 2008 Sonny and Martha Moore Ethics lecture



Ambassador Robert L. Gallucci, Dean of the Edmund A. Walsh School of Foreign Service at Georgetown University, was the guest speaker for the 2008 Sonny and Martha Moore Ethics Lecture. Gallucci spoke about Ethics and Prudence in Negotiations with Authoritarian Governments, Oct. 8, in Bliss Hall. Photo by Spc. Jennifer Rick.

Oct. 8, 2008 – The tricky world of negotiations was the topic for this year's Sonny and Martha Moore Ethics Lecture: *Ethics and Prudence in Negotiations with Authoritarian Governments.*

The speaker for the lecture was **Ambassador Robert L. Gallucci**, Dean of the Edmund A. Walsh School of Foreign Service at Georgetown University. His 21 years with U.S. and international agencies includes service with the Department of State and the United Nations.

Gallucci was invited to address the USAWC student body on the core principles of the professional military ethic and their meaning at the senior/strategic level and enhance skills in recognizing ethical issues and applying ethical principles to difficult challenges facing contemporary strategic leaders, according to **Dr. David Perry** Professor of Arms, Department of Command, Leadership, and Management.

Gallucci talked about the complex environment that negotiations taking place today.

"Negotiations are tough, especially when you can make a deal that meets your national security objectives but may have effects that are undesirable," he said. "In negotiations, compromises are the

key, but Americans aren't used to compromise. There is an impossible standard when negotiating national strategy."

The talk was eye-opening for the USAWC students in attendance.

"This was probably the best guest lecturer we've had so far this year," said **Col. Daniel Pinnell**, Seminar 15. "He was able to talk about broad concepts and use contextual references that we could all relate to. It really exposed some of the ethical dilemmas you face when taking part in these types of negotiations."



*Gallucci makes a point during his lecture Oct. 8 in
Photo by Spc. Jennifer Rick.*

Gallucci addressed the difficulties that face negotiators when dealing with nations such as Iran and North Korea.

"Many times the expected approach is what I call the 'Gary Cooper' approach. You tell them no and they immediately stop," he said. "We all know that doesn't work and that's what causes some of the difficulty in negotiations."

The lecture brought to the forefront an area many of the audience had little experience in.

"I have never been exposed to this type of situation so hearing about it from his perspective really helped me understand it," said **Col. Bob Barker**, Seminar 10. "There really is no single approach that you can take in these situations that is guaranteed to work."

Lt. Col. Shawn McGinley, Seminar 18. Echoed Barker's thoughts.

"There are no easy answers," said McGinley. "Unfortunately it seems like it is a no-win-situation if there is give-and-take from the American side. If you give in just a little it's viewed as a loss. That truly gave me an understanding of the difficulty of these negotiations."

The issues of ethics and leadership are two things that are very important to the lecture's namesake.

"I think that leadership and ethics are two of the most important foundations of a leader," said retired **Army Chaplain Sonny Moore**. "Without a solid foundation in ethics and leadership you can't teach and

apply the strategic lessons that are taught here at this great institution."

Students continued the topic in seminar discussions after the lecture.

Lecture Series background

This annual lecture series in Military Ethical Leadership was created in 2003 to honor **Chaplain Sonny and Martha Moore**. The series brings to the student body speakers like *Washington Post* reporter **Dana Priest** and **Ambassador R. James Woolsey** who examine issues related to ethical leadership of interest to both civilian and military communities. Army War College Foundation support to the Ethics series was made possible by a gift from **Mr. and Mrs. Russell T. Bundy** of Urbana, Ohio, so as to recognize the Moores' contributions to the college and the community. Chaplain Moore, USAWC Class of 2001, is a former Chief Chaplain at Carlisle Barracks.