"Power and conflict processes are sufficiently important that we can ill afford overly simplistic, though well-meaning, recommendations designed to modify their impacts" (Blalock, 1989:251).
This Thesaurus and Glossary is dedicated to the memory of Albert J. C. Horstman (†1997), who tried to warn the people of the Netherlands in the 1930s about the threat of war from National Socialism on the basis of his first-hand experiences in Germany as a sportsman and reporter. In the Second World War he was a valiant member of the Dutch resistance, hiding Jewish citizens and bringing Allied pilots safely through enemy lines. He is the benefactor of the Albert Horstman Library on Early Warning and Conflict Prevention at PIOOM, which formed the basis for this Thesaurus.

"Since wars begin in the minds of men, it is in the minds of men that the defenses of peace must be constructed." (UNESCO Constitution, 1945).

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ABRIDGED THESAURUS AND GLOSSARY OF EARLY WARNING AND CONFLICT PREVENTION TERMS

"....the terminologies presently used to distinguish types of internal war vary greatly, are generally ambiguous, often define overlapping phenomena, or phenomena difficult to distinguish in practice, and rarely based on clearly discernible analytical needs. For few phenomena do social science, history, and conventional language offer so various and vague a vocabulary....".

(Eckstein, repr. 1972: 11).
INTRODUCTION

This is the abridged version of the Thesaurus and Glossary of Early Warning and Conflict Prevention Terms. The full text presents over 400 terms definitions of terms and concepts used in conflict analysis, early warning and conflict prevention. The terms chosen for this version are those used and inter-changed most commonly in conflict and peace research discourse.

Many of the terms have more than one definition, but in this abridged volume, the aim has been to present the most comprehensive, and succinct definitions for each term. As a result, in some cases there are abbreviations and abridgement of the original definitions as well.

THE RATIONALE

At present, NGOs, IGOs, and academic researchers use various terms for the same or similar underlying concepts, but this causes confusion as there is:

- considerable conceptual diversity (i.e. alternative definitions are used for the same abstract idea); and
- terminological diversity (i.e. alternative expressions are used for the same word content).

To minimise this confusion and bring greater analytical clarity, it is important to provide distinct definitions for these terms. I did this by reviewing over 200 books and articles and selecting the most preferable and comprehensive definitions. My hope therefore, is that this Thesaurus gives the Forum on Early Warning and Early Response (FEWER) and other users a selection of conflict terms which will:

- acquaint the reader with current conflict and negotiation terminology;
- indicate the preferred terms when listing more than one definition (*);
- illustrate some concepts and terms with empirical data;
- occasionally offer a definition where none or no adequate one could be found; and
- offer more specific explanations for some words, (e.g. the "early" in early warning should refer to a 6-12 month period into the future, given that the UN requires approximately 6 months to mount an intervention force).

It is organised alphabetically, with sources indicated directly after the text.

When an entry is taken, in whole or in part, verbatim from the source listed between brackets (and fully listed in the bibliography) this is indicated by quotation marks ["..."]. Where passages have been summarised from the works of two or more authors, there are no quotation marks but a source indication. Where entries reflect no single source, the definition is my own, and is not annotated. In all cases the best existing definitions are offered.
Compound terms are usually reversed (e.g. 'Conflict, ethnic' for 'Ethnic conflict')
For the Abridged Version, where definitions have been shortened or edited together, there is an indication (+).

I am grateful to the "Albert Horstman Library on Early Warning and Conflict Prevention", at the Interdisciplinary Research Programme on Causes of Human Rights Violations - PIOOM (Leiden University, Netherlands), for providing the original texts.

I would like to invite readers to offer their comments on and criticisms of the entries here and welcome additional suggestions for terms to be included into the next edition.

Alex P. Schmid
COMPLETE LIST OF TERMS
Accelerators
Adjudication
Advocacy
Agenda for Peace
Aggression
Arbitration
Armed Conflicts
Balance of Power
Bargaining
Bargaining, Distributive
Bargaining, Integrative
Bargaining, Interest-Based, Positional
BATNA
Capacity-Building
Carrot & Stick Approach
Causes of Internal Conflicts
Civil-Society Building:
Civil Society
Civil War
CNN-Factor
Coalition-building
Coercive Diplomacy
Complex Humanitarian Emergency (CHE)
Conflict
Conflict Analysis
Conflict, Asymmetry
Costs of
(CIAS)
Conflict Prevention
Conflict Resolution
Conflict Transformation
Diplomacy
Diplomacy, Multi-Track
Diplomacy, Track Two
Early Action
Early Warning
Early Warning, When?
Early Warning, About What?
Early Warning, Whom?
Ethnic Cleansing
Ethno-nationalism
Ethno-political Conflicts
Fact-Finding
ACCELERATORS  Catalysts or triggers that can spark the outbreak of violence or the escalation of violence. Accelerators are "events outside the parameters of the model: they are essentially feedback events that rapidly increase the level of significance of the most volatile of the general conditions, but may also signify system breakdown or basic changes in political causality" (Gurr & Harff, 1996:47). Examples include: 1) New discriminatory policies by a regime; 2) Clashes between regime supporters and target groups; 3) Increased external support for politically active groups; 4) Threats of external involvement not backed by action; 5) Increase in size and cohesion of opposition group; 6) Violent opposition by kindred groups; 7) Aggressive posturing by opposition groups; and 8) Increase in life integrity violations. (Harff, 1996; cit. Leitenberg, 1997:36).

ADJUDICATION  Instrument of conflict management where 1) the adversaries have no influence in choosing the third party, 2) only one party is needed for an intervention to occur, and 3) the decision-making authority is a judge. The focus of intervention is a binding, law-based result which is in the nature of a win-lose outcome (Kleiboer, 1997:9). Adjudication, either by court trial or arbitration can be regarded as a "formal, coercive, backward-looking, adversarial, and rights-based" approach to solve a conflict. (Goodpaster, 1997: 204).

ADVOCACY  Partial third party entreaties usually on behalf of one party to the conflict (often the weaker one) to external decision makers and power brokers. Advocacy campaigns raise awareness about particular issues (e.g. landmines) and conditions, and aim to bring about policy changes.
AGENDA FOR PEACE Former UN Secretary-General Boutros Boutros-Ghali's entreaty on the need for more active UN involvement in the management of intra-state conflicts. "Preventive diplomacy seeks to resolve disputes before violence breaks out; peacemaking and peacekeeping are required to halt conflicts and preserve peace once it is obtained. If successful, they strengthen the opportunity for post-conflict peace building, which can prevent the recurrence of violence among nations and peoples" (Boutros-Ghali, 1992:11-12). The Supplement was completed in 1995.

AGGRESSION * "The armed attack of one state on another, an international crime" (International law). The term 'indirect aggression' refers to "the dispatching by a state, or on behalf of a state, of armed bands, groups, irregular forces or violent persons onto the territory of another state... [to] apply armed force on a large scale." (Demurkenko & Nikitin, 1997:113).

The UN definition adopted in 1974 lists actions taken by one state against another that are viewed as acts of aggression. The list includes, a first-strike armed attack by one state on the territory of another, or an attack on its armed forces. (+)

ARBITRATION * Traditional method of dispute settlement whereby the conflicting parties voluntarily seek out a single arbiter or arbitration court to arrive at a final judgement. The arbiter is an authoritative and legitimate third party, superior in strength to the parties to the dispute. The recommendation reached by a (neutral) arbiter is considered binding (Hamzeh, n.d.:18-19; Kleiboer, 1997:9). (+)

"...Arbitration may be...'non-binding' (where [the parties] agree only to consider it, sometimes as an aid to negotiation)... The arbitrating role of the third party is different from third-party facilitation... The essential difference [with negotiation] is that in arbitration the parties' main or only communication is with the third-party arbitrator, on whose authority they rely. " (International Alert, 1996, III:53-54). (+)

ARMED CONFLICTS * Combat between forces both possessing weapons of war. "Hostilities of a kind which breach, or threaten to breach, international peace and security - such as invasions, interventions, border clashes and incursions; and also civil strife with some external dimension (most commonly, ...support from external patrons, or the threat of spillover effects in neighbouring countries from refugee flows and the like).+" (Evans, 1993:7).

Armed Conflicts: "The use of armed force by two parties, of which at least one is the government of a state, [and when it] results in at least 25 battle-related deaths per year. Armed conflicts can be categorised as follows: i) Minor armed conflicts, in which the battle-related deaths during the course of the conflict are below 1000; ii) Intermediate conflicts, in which there are more than 1000 battle-related deaths recorded during the course of the conflict, and in which 25 but less than 1000 deaths have occurred during a
particular year; and iii) Wars, in which there are more than 1000 battle-related deaths during one particular year. For convenience, the two latter categories are sometimes referred to as major armed conflicts." (Wallensteen & Axell; cit. De Goor, 1996:3).

**BALANCE OF POWER** Conflict management method in international relations whereby the hegemonic tendencies of any single power is counter-balanced by an alliance or realignment amongst other states. A balance of an interstate power system is generally regarded as being stable if: 1) no single state achieves a dominant position; 2) the independence of the great powers is assured; and 3) major wars are avoided. (Levy, 1992:66). (+)

**BARGAINING** Process of give and take during negotiations, beginning with a first offer (entry point) from each side and ending - if negotiations are not aborted - with final offers (exit points). Agreements may be reached by compromising on each single issue or by trading concessions on one issue for 'exchanging points' by the other side on another. Homans' Theorem states that "the more the items at stake can be divided into goods valued more by one party than they cost to the other, and goods valued more by the other party than they cost to the first, the greater the chances of successful outcomes." (Homans, 1961:62).

**BARGAINING, DISTRIBUTIVE** competitive, power-based, zero-sum approach to negotiation, which seeks to achieve a better outcome than the opponent.

**BARGAINING, INTEGRATIVE** co-operative, non-zero sum approach to negotiation, whereby mutual gain and the promotion of common interests are sought by conflicting parties.

**BARGAINING, INTEREST-BASED, POSITIONAL** approach to negotiation whereby conflict parties focus on the basis of their underlying interests rather than on the basis of firm positions which are hard to leave without loss of face.

**BATNA** a bargaining process is aborted if one or both sides have a better alternative than a negotiated agreement. (Berridge, 1995:143).

**CAPACITY-BUILDING** "The development of individual and collective abilities or capabilities to transform the violent expression of conflict into a non-violent, positive, constructive force. Collectively, capacity-building also refers to the strengthening of civil institutions (local government, judiciary etc.) which allow society to address and resolve disputes non-violently." (International Alert, 1996, III:1).
**CARROT & STICK APPROACH** Combined application of incentives (carrots) and negative sanctions (sticks) to encourage (or coerce) conflicting parties to alter their stance.

**CAUSES OF INTERNAL CONFLICTS** Conflicts are rarely mono-casual. The most frequent underlying causes of conflict have been ethnic or identity-based (disputes arising out of ethnic, religious or linguistic differences); related to governance (efforts to change the form of government or the party in power); independence (either in the form of decolonisation or separatist state formation); the control of natural resources (oil, water); strategic (to gain an economic or geopolitical advantage), or territorial. (+)

**CIVIC-SOCIETY BUILDING** Strengthening of "independent non-governmental and non-military organisations, including helping voluntary organisations develop legal, financial and regulatory frameworks." (Lund, 1997:3-240).

**CIVIL SOCIETY** A collective entity existing independently of the state. A 'public space' between citizen and government, between economy and state, composed of non-governmental organisations, social movements and professional and voluntary associations, which structures society and creates networks of influence and pressure groups which, if necessary, are able to resist the holders of state power, (Seligman, 1992:5).

**CIVIL WAR** Large-scale armed conflict within one country fought either between the regime in power and challengers or, in failing states with no recognised authority, between warlords or communal groups (Weiss & Collins, 1996:217; Licklider, 1993:9). There are two basic variants of civil wars: i) when the control of the state is the source of contest; ii) when one part of the population wants to form a new state or join a neighbouring state. Civil wars can be triggered by external factors (proxy wars). Most often they are the result of intra-elite conflicts. Most civil wars involve more than one element of the following: i) Secessionist civil war; ii) Revolutionary guerrilla war; iii) Conflicts between military and civilian authorities (including police vs. military); iv) Criminal gang wars, among themselves and against the state; v) Terrorist campaigns; vi) Religious sects and fundamentalist movements; vii) Genocidal campaigns against, and ethnic cleansing of, minorities; viii) Conflict between the state and (sectors of) society; ix) Conflicts between two peoples or nations for control of one territory; x) Conflicts between factions of parties or armed forces (warlordism); xi) Conflicts between religious groups, ethnic communal groups, linguistic groups, tribes or clans; xii) Wars between nomadic peoples and sedentary people; xiii) Clashes between immigrants and natives.
**CNN-FACTOR** Alleged emotional influence of massive and direct television coverage and consequent mass public pressure on governmental decision-making in humanitarian emergency situations ("CNN got us into Somalia, and CNN got us out"). Informed observers tend to challenge this view and hold that media follow government policy steps rather than the other way round (Leitenberg, 1997:16).

**COALITION-BUILDING** Bringing together different parties and interest groups, who share an interest in one issue area, to prepare for confrontation with an adversary or to end a conflict.

**COERCIVE DIPLOMACY** Gunboat diplomacy or form of political-military strong-arm tactics to force an unwilling party to accept a treaty or terms.

**COMPLEX HUMANITARIAN EMERGENCY (CHE)** Natural or manmade disaster with economic, social and political dimensions.

* "A profound social crisis in which a large number of people die and suffer from war, disease, hunger, and displacement owing to man-made and natural disasters, while some others may benefit from it." Four factors could be measured: i) the fatalities from violence; ii) the mortality of children under five years of age; iii) the percentage of underweight children under five; iv) the number of external refugees and internally displaced persons. (Väyrynen, 1998:19).

**CONFLICT**: *"A social factual situation in which at least two parties (individuals, groups, states) are involved, and who: i) strive for goals which are incompatible to begin with or strive for the same goal, which, can only be reached by one party; and/or ii) want to employ incompatible means to achieve a certain goal." (Wasmuth, 1996:180-181).

"Conflict is present when two or more parties perceive that their interests are incompatible, express hostile attitudes, or... pursue their interests through actions that damage the other parties. These parties may be individuals, small or large groups, and countries." (Lund, 1997:2-2). Interests can differ over: i) access to and distribution of resources (e.g. territory, money, energy sources, food); ii) control of power and participation in political decision-making; iii) identity, (cultural, social and political communities); iv) status, particularly those embodied in systems of government, religion, or ideology. (+)

**CONFLICT ANALYSIS** Identification and comparison of positions, values, aims, issues, interests, and needs of conflict parties. (International Alert, 1996, III:16).
CONFLICT, ASYMMETRY  Situation in which a significant position or power differential (based on resources such as arms, popular support, allies, legitimacy) exists between the contending parties.

CONFLICTS, COSTS OF  Calculations of conflict costs are notoriously hard to make and tend to be limited to direct material and human losses. A fuller assessment will have to take into consideration the following issues: i) the human toll, particularly the consequences for children; ii) the destruction of social fabrics and coping mechanisms; iii) effects on the economy as resource bases are devastated; iv) repercussions when traditional institutions and power relations are altered; v) threats to regional stability if disputes spill over into neighbouring states; vi) humanitarian and reconstruction aid costs for rebuilding war-torn societies; vii) the price tag for international peacekeeping; and viii) lost opportunities in development, trade and investment. (+) (Lund, 1997:1-7).

CONFLICT IMPACT ASSESSMENT SYSTEM (CIAS)  Method to estimate and evaluate the negative effects of conflict escalation. Early Warning systems that alert potentially affected parties of increased risks should also inform their audiences of the costs that a ‘wait-and-see’ policy is likely to incur. (Reychler, 1997:30-31).

CONFLICT PREVENTION  "Actions, policies, procedures or institutions undertaken in particularly vulnerable places and times in order to avoid the threat or use of armed force and related forms of coercion by states or groups, as the way to settle the political disputes that can arise from the destabilising effects of economic, social, political and international change. Conflict prevention can also include action taken after a violent conflict to avoid its recurrence. (...) [Conflict prevention] can occur at two points in a typical conflict's life history: a) when there has not been a violent conflict in recent years, and before significant signals of violence [make] possible [the] escalation to sustained violent conflict, conflict prevention aims to keep a conflict from escalation; and b) when there has been a recent violent conflict but peace is being restored, conflict prevention aims to avoid a relapse or re-igniting of violence. " (Lund, 1997:3-2,3) (+).

CONFLICT RESOLUTION (POST-CONFLICT PEACE-BUILDING)  "Efforts to increase cooperation among the parties to a conflict and deepen their relationship by addressing the conditions that led to the dispute, fostering positive attitudes and allaying distrust through reconciliation initiatives, and building or strengthening the institutions and processes through which the parties interact. Conflict resolution can be used to reduce the chances of violence or to consolidate the cessation of a violent conflict in order to prevent re-escalation." (Lund, 1997:3-2). (+)
CONFLICT TRANSFORMATION  Conflict transformation can take the following forms (Väyrynen, 1991:4-6; cit Spencer & Spencer, 1995: 163-164): i) Actor transformation: internal changes in major conflict parties, or the emergence and recognition of new actors; ii) Issue transformation: a change in the political agenda of the conflict, downplaying the importance of original conflict issues and emphasising shared concern for new issues; iii) Rule transformation: a redefinition of the norms actors are expected to observe when dealing with each other; iv) Structural transformation: profound changes relating to the entire structure of inter-actor relations.

DIPLOMACY  "The conduct of international relations by negotiation rather than by force, propaganda, or recourse to law, and by other peaceful means (such as gathering information or engendering goodwill) which are either directly or indirectly designed to promote negotiation... Diplomacy is an activity which is regulated by custom and by law, though flexibility remains one of its vital features" (Berridge, 1995:1).

DIPLOMACY, MULTI-TRACK  A synergy of peace-making efforts by several categories of actors, each using their own ‘track’: i) governments; ii) professional organisations; iii) business community; iv) churches; v) media; vi) private citizens; vii) training and educational institutes; viii) activists; and ix) funding organisations (McDonald, 1996).

DIPLOMACY, TRACK TWO  Unofficial negotiations between citizen, academic, religious or other (NGO) groups, usually supplementing peace seeking efforts by governments. (Montville:1987:7).

EARLY ACTION  Often used in conjunction with 'early warning', the term refers to either 'preventive action' or 'early response action'. "Processes of consultation, policy making, planning, and action to reduce or avoid armed conflict. These processes include: i) diplomatic/political; ii) military/security; iii) humanitarian; and iv) development/economic activity." (Diller, 1997:7).

EARLY WARNING  "The systematic collection and analysis of information coming from areas of crises for the purpose of: a) anticipating the escalation of violent conflict; b) the development of strategic responses to these crises; and c) the presentation of options to critical actors for the purposes of decision-making" (FEWER, 1997:1). (+)

EARLY WARNING, ABOUT WHAT?  A variety of situations in which an early response is deemed necessary, including the following: i) Internal (intra-state) conflict escalation; ii) Genocide/Politicide/Democide; iii) Refugee flows (across state borders); iv) Internal displacement of persons (within borders of a state); v) Complex
Humanitarian Crises; vi) State failure; vii) Minority at risks; viii) Famine. There is much to be said for emphasis on 'Early Prevention'. In that case, 'early detection' should focus on emerging 'political tension situations'. Current Early Warning Systems tend to register only more intense manifestations of conflict. (+)

**EARLY WARNING, WHEN?** There is no specific time-frame in which a conflict enters a critical threshold and explodes into violence. PIOOM has selected a lead time of 6 to 12 months as the advance time needed for Early Warning (EW) to allow for UN action. 6 weeks to 6 months advance time as Timely Warning, and 6 weeks advance time as Late Warning. (+)

**EARLY WARNING, WHOM?** The recipients of early warning can be (a combination of): i) The prospective victims and groups at risk; ii) The perpetrators (in order to deter them); iii) Intergovernmental organisations and UN agencies; iv) Regional governments willing and able to provide their good offices; v) The Secretary-General and Security Council of the United Nations; vi) other members of the international community vii) Non-governmental organisations concerned with relief; viii) The mass media and public; ix) Eminent persons who can lend credence to the warning. Warnings have to be 'customised'. Early warning researchers should "provide the international community with a set of different messages, coded with different degrees of reliability and urgency, and to provide these messages at different points of what may become a humanitarian emergency." (M.Winston, cit. Gurr & Harff, 1996:80).

**ETHNIC CLEANSING** Expulsion of 'alien' people by terror, massacres and other methods bordering on, or constituting genocide. "The systematised elimination of a targeted ethnic group for political purposes. Ethnic cleansing can be carried out through genocidal acts or forced migration." (Weiss & Collins, 1996:219).

**ETHNO-NATIONALISM** A political movement which aims to secure a sovereign state for the ethnic group in question. (Lawson, 1995:125).

**ETHNO-POLITICAL CONFLICTS** "Open conflicts in which groups that define themselves using ethnic criteria make claims on behalf of their collective interests against the state, or against other groups (...) The 'ethnic criteria' used... may include any combination of shared culture, language, religious belief, nationality, place of residence, race, and collective experiences, past or present. The term ethnic group is loosely synonymous with peoples, communal group, minority and identity group." (Gurr & Harff, 1996:11).
FACT-FINDING Attempt of an independent expert or research commission (working on behalf of IGOs, NGOs, governments or the UN) to get controversial facts straight in a dispute or conflict, often in the context of political polarisation, suspicion and propaganda. Investigation can include the taking of witness testimony, exhumations at sites of massacres, etc. Findings are reported to an appropriate authority and/or public media. In 1991, the UN General Assembly unanimously adopted a Declaration on UN Fact-Finding, stating "[t]he Secretary General should monitor the state of international peace and security regularly and systematically in order to provide early warning of disputes or situations which might threaten international peace and security." (cit. Leitenberg, 1997:4).

FACILITATION A "means of helping the conflict-parties reach a mutually satisfying agreement. It may be communication between the parties which the third party facilitates, and/or private analysis of the conflict-situation and possible outcomes." (International Alert, 1996, III:67) Facilitation indicates a lesser degree of involvement than mediation. Facilitators may be invited to help with one particular meeting, providing their technical skills, but they seldom become the integral part of the whole process as mediators do. (+)

GENOCIDE "[A]ny of the following acts committed with the intent to destroy, in whole or in part, a national, ethnic, racial or religious group, such as: i) killing members of the group; ii) causing serious bodily or mental harm to members of the group; iii) deliberately inflicting on the group conditions of life calculated to bring about its physical destruction in whole or in part; iv) imposing measures intended to prevent births within the group; and/or v) forcibly transferring children of the group to another group." (UN Convention on Genocide 1948). The term 'politicide' refers to lethal mass violence against unarmed people for political reasons. Less often used are the terms 'democide' and 'ethnocide'. (+)

GOOD OFFICES Low-key third party facilitating actions (e.g. offer of transportation, security, site of venue) in a conflict to establish direct contact for the starting of negotiations. The 'third party' can be a government that is on friendly terms with conflict parties, or a trusted international organ prepared to counsel the antagonists and suggest ways into negotiations and a settlement (Hamzeh, n.d.:10). 'Good offices' usually stop short of conducting, or participating in, negotiations. (Demurenko & Nikitin, 1997:115-116). 'Good Offices' include the following types of activities: i) "informal contacts and consultations to facilitate communications among parties to a conflict; ii) diplomatic action to express international concern, privately or publicly, and assist the parties in finding peaceful solutions to the cause of escalating conflict; iii) mediation, conciliation and coordination of assistance to alleviate humanitarian needs, growing economic crisis, or to enhance reconstruction; iv) fact-finding or electoral verification." (UN Charter, art. 99; cit. Diller, 1997, Annex A:8).
GUERRILLA WARFARE Irregular, usually protracted, warfare by non-uniformed combatants not connected to large military organisation. Guerrilla (Spanish term for 'small war') fighters avoid direct clashes with regular government forces, engaging in one or several of the following tactics: partisan warfare behind enemy lines, hit-and-run operations, sabotage, ambushes, and urban terrorism. Violations of laws of war and criminal activities are not uncommon and often prevent guerrilla groups from gaining the moral high ground which could induce the people (or the minority group they purport to represent) to side with them rather than with the regime. (Parkinson, 1979: 149-152).

HUMANITARIAN ACTION The range of activities designed to reduce human suffering in emergency situations, especially when local authorities are unable or unwilling to provide relief (Weiss & Collins, 1996:219). Actions include: the provision of food, shelter, clothing, medication through organised facilities; evacuating the innocent and vulnerable from conflict or emergency zones; restoring basic amenities (water, sewage, power supplies); and burying remains. (Demurenko and Nikitin 1997:119-120).

HURTING STALEMATE, (MUTUALLY) A situation in which neither party thinks it can win a given conflict without incurring excessive loss, and in which both are suffering from a continuation of fighting. It is judged to be a propitious moment for third party mediation (Zartman & Touval, 1985).

IMPARTIALITY Third-party attitude that is more active than (passive) neutrality. Equidistant behaviour of a third party when it deals with conflict parties or acts in a conflict zone; even-handedness in mediation, usually linked to the mediator having no stake in the substance of the conflict issue. (Kleiboer, 1997:29).

INDICATORS Predictors, precursor events or other telling signals used in forecasting. The following is one set of indicators. i) systemic causes: general, underlying, structural, deep-rooted, background preconditions; ii) proximate causes: specific situational circumstances; and iii) immediate catalysts: idiosyncratic contingent triggers. (Schmid, 1997:50).

INTERVENTION "[A] move by a state or an international organisation to involve itself in the domestic affairs of another state, whether the state consents or not." (Hoffman, 1993:88). Intervention can include: i) preventive interventions before the outbreak of a conflict; ii) curative intervention that aims at the solution, limitation, control or regulation of an existing conflict; iii) de-escalating intervention that aims at
reducing tension and must be based on insight into the factors and mechanisms that led to escalation; and iv) escalating interventions, it can be in the interest of a permanent conflict resolution to escalate a 'cold' conflict (one in which the parties avoid both contact and confrontation). (Glasl, 1997:148-149). An emerging global consensus about the permissibility of multilateral coercive actions covers the following situations: i) "[t]o prevent and punish aggression by one state against another; ii) in a civil war, to re-impose peace terms on one party that has reneged, provided their terms had originally resulted from UN peacemaking; iii) to enforce violations of international agreements banning the possession, manufacture, or trade of weapons of mass destruction; iv) to enforce agreements banning or limiting trade in conventional arms, including trade in dual-use and forbidden technologies; v) to prevent an event certified by experts as an immediate impending ecological catastrophe; vi) to prevent genocide; vii) to protect an established democratic polity from antidemocratic armed challenges, but not to protect a dubious or fictitious one; and viii) to prevent and alleviate famine and mass epidemics". (Ernst B. Haas 1993:81).

JUSTICE (LEGAL) The minimum form of justice is fair and equal treatment before the law - a system of rule of law, rather than rule by (arbitrary) men, through legal procedures which can call members of society (including the rich and the powerful) to order. (+)

JUSTICE, SOCIAL A situation characterised by rule of law (procedural justice) and fair distribution of resources and opportunities in society (substantive justice). Distributive justice principles that reduce inequality in resources vary between cultures and societies as fairness principles and power realities vary. The 'benefits and burdens of social co-operation' (J. Rawls) can be distributed in a number of ways: i) objective equality: equal amounts to each recipient; ii) subjective equality: equal amounts based on perceived need or 'deservingness'; iii) relative equality: allocation based on the 'fitness' or 'deservingness' of the recipient; iv) rank order equality: allocation according to the status or rank of the recipient in the social system; and v) equal opportunity: the allocation of equivalent opportunities to obtain the valued outcome to each recipient. (T. Eckhoff, cit. K. Cook in Kuper & Kuper, 1985:205). (+)

LAWS OF WAR Guidelines and laws on the conduct of combat and the protection of victims contained in the Paris Declarations (1856), the Hague Conventions (1899 and 1907, 1923), the St. Petersburg Convention (1868), the Geneva Conventions (1864, 1906, 1909, 1929, 1949) and others. Often disregarded in practice rules cover: combat; the treatment of wounded and surrendering enemy combatants and civilians. (IMCR, Summary for Commanders, 1987:1). (+)

MEDIATION "A problem-solving negotiation process in which an outside, impartial, neutral party works with disputants to assist them to reach a satisfactory negotiated
agreement. Unlike judges or arbitrators, mediators have no authority to decide the
dispute between the parties; instead, the parties empower the mediator to help them
resolve the issues between them. "The assumption...is that a third party will be able to
alter the power and social dynamics of the conflict relationship by influencing the beliefs
and behaviour of individual parties, by providing knowledge or information, or by using a
more effective negotiation process and thereby helping the participants to settle
contested issues." (Goodpaster, 1997:203-204; quoting Chr. W. Moore, 1996). (+)

**MEDIATION PROCESS, STAGES** typically a mediation proceeds through four
stages: i) creating the forum or bargaining framework; ii) information gathering and
sharing; iii) problem-solving bargaining; iv) decision-making. (Goodpaster, 1997:207).

**MONITORING** Standardised collection and organisation of information based on
regular or continuous observation of, and reporting on, controversial events in a given
region or zone. It is done in the framework of prevention and damage limitation, often
by impartial outside observers. (Jongman & Schmid, 1994:3, 258). (+)

**MUTUAL-GAIN NEGOTIATING** Non-threatening, constructive negotiation style,
which aims at joint problem-sharing and problem-solving by identifying the needs
underlying each party's position, and by seeking solutions which accommodate them

**NEGOTIATION** Negotiation is a standard diplomatic technique used by states to
harmonise their interests, or to live with their differences by taking into account
respective needs and power potential. (Secret) negotiations often precede, accompany,
or follow other, more violent forms of interaction. "[Negotiation] takes place with a
view to achieving one or the other of the following objectives: identification of common
interests and agreement on joint or parallel action in their pursuit; recognition of
conflicting interests and agreement on compromise; or, more often than not, some
combination of both." (Berridge, 1995:119). "...Initially at least, negotiations may not be
face-to-face."(International Alert, 1996, III:53). (+)

**NEGOTIATION METHOD** There are various methods for conducting dialogue
between parties. 'Principled Negotiation' is based on the following four principles: 1)
people: separate the people from the problem; 2) interests: focus on interests, not
positions; 3) options: generate a variety of possibilities before deciding what to do; and
4) criteria: insist that the result be based on some objective standard. (Fisher/Ury,
1983:11). (+)
NEGOTIATION PHASES Like conflicts, negotiations pass through phases, whereby both external factors (e.g. a change of fortune on the battlefield) and internal constraints (e.g. upcoming election campaign) can create or break impasses in the course of negotiation. The pre-negotiation phase and the post-negotiation, or implementation, phase are often underrated in importance and the possibility of a re-negotiation at a later date is frequently missed. The phase following the pre-negotiation stage is sometimes divided into the 'formula' and 'details' stages (Berridge, 1995:119).

NEGOTIATION STRATEGY there are three basic negotiation strategies: i) Competitive bargaining (also called hard-bargaining, distributive, positional, zero-sum, or win-lose bargaining): a domination strategy in which the competitive bargainer tends to treat negotiations as a kind of contest to be won. It focuses on immediate gain and is less concerned with the future relationship with the opponent; ii) Compromising (co-operative) bargaining (also called soft-bargaining, win-some-lose-some, or give-and-take bargaining): While the competitive bargainer only compromises because he has to, the compromising negotiator does so as a matter of principle, as s/he is concerned with the future relationship with the opponent. He or she trades off something in order to get something and is concerned with both outcome and process; 3) Collaborative bargaining (also called integrative or problem-solving bargaining, interest bargaining or positive-sum or win-win bargaining). Both parties seek to maximise creatively not only their own gain but the one of the other parties as well by exploring mutual action that can satisfy their respective interests without amounting to compromise if possible. (Goodpaster, 1997:17-19).

PEACE I Political condition other than one of organised armed conflict (war), and often distinguished from a situation of non-war (neither war nor peace) (Evans & Newnham, 1992:250). Positive definitions of peace are based on four concepts; i) peace as harmony (stressing the absence of conflict; ii) peace as order (stressing stability and 'peace through strength'); iii) peace as justice (stressing the absence of domination and poverty); and iv) peace as conflict management (stressing peace as a process for obtaining interests and needs, rather than as an end in itself). (Banks, 1987; cit. Burgess & Burgess, 1997:230-231).

2 Peace: "[A] process pattern of the international system, characterised by a tendency toward: i) the preservation of individual existence on the basis of declining violence; and ii) the continuation of individual self-realisation on the basis of increasingly equal distribution of development chances." (Czempiel, 1996:107).

PEACE-BUILDING "The employment of measures to consolidate peaceful relations and create an environment which deters the emergence or escalation of tensions which may lead to conflict" (International Alert, 1995). More often, however, peace-building refers to post-hostility actions, military and civilian, taken to forestall future eruptions by strengthening structures capable of consolidating a political settlement. "[D]urable
peace-building can only be achieved by the establishment of local, state, regional and international systems of procedural and distributive justice which are responsive to basic human needs and which give [an] adequate decision-making 'voice' to individuals and identity groups - thus providing constructive ways for needs and grievances to be expressed and addressed." (Evans, 1993; cit. Peck, 1996:75). (+)

**PEACE-ENFORCEMENT** Most commonly, multinational military intervention to impose peace or restore cease-fires. "The use or threat of armed force as provided for in Chapter VII of the United Nations Charter aimed at restoring peace by military means such as in Korea (1950-1953) or Iraq (1991). It can take place without the agreement and support of one or all the warring parties. It can refer to both an inter-state or an intra-state conflict, [serve] the mitigation of a humanitarian emergency or in situations where the organs of state have ceased to function. Peace enforcement actions include: i) carrying out international sanctions against the opposing sides, or against the side that represents the driving force in the armed conflict; ii) isolating the conflict and preventing arms deliveries to the area, as well as preventing its penetration by armed formations; iii) delivering air or missile strikes on positions of the side that refuses to halt its military actions; iv) rapid deployment of peace forces to the combat zones in numbers sufficient to carry out the assigned missions, including the localising of the conflict and the disarming or eradicating of any armed formations that refuse to cease fighting." (Demurenko & Nikitin, 1997:118-119). (+)

**PEACE-KEEPING FORCES** "Civilian and military personnel designated by the national governments of the countries participating in the peace operation. These personnel are placed at the disposal of the international organisation under whose mandate the given operation is being conducted. Generally, peacekeeping forces are made up of national contingents under international command. Each national contingent is assigned either a zone of responsibility or specific functional duties." (Demurenko & Nikitin, 1997:123-124).

**PEACE-KEEPING MANDATE** "The UN's interpretation of the use of force in self-defence is ambiguous. Peacekeeping (PK) has traditionally been described as a non-coercive instrument yet since 1973, the guidelines approved by the Security Council for each PK force have stipulated that self defence is deemed to include resistance to attempts by forceful means to prevent the PK force from discharging its duties under the mandate of the Security Council". (British Army, 1997, chapter 4: 5). (+)

*PEACE-KEEPING (OPERATIONS) "Common terms for [various] types of activity carried out: to resolve conflict; to prevent conflict escalation; or halt or prevent military actions; to uphold law and order in a conflict zone; to conduct humanitarian actions; to restore social and political institutions whose functioning has been disrupted by the conflict; and to restore basic conditions for daily living. The distinctive features of peace-
keeping operations are that they are conducted under a mandate from the United Nations or regional organisations whose functions include peace support and international security. (…)

"...[P]eacekeeping forces perform the following missions, in addition to other peacekeeping tasks: provide the military part of cease-fire agreements, armistices or other peaceful conflict resolution methods, including systems of cease-fire lines, demilitarised and buffer zones, reduced-arms zones, and types of special-status regions; assist in the exchange of territories, if such is called for by a treaty; help to set up refugee camps and assembly points for displaced persons; maintain law and order to help to organise the activities of civilian authorities within their zones of responsibility; investigate complaints and claims in regard to armistice violations or violations of conflict settlement agreements; organise, if called for by the appropriate treaties, the collecting and monitoring of certain categories of weapons, primarily heavy weapons; as a rule, peacekeeping operations last as long as there exists the possibility that armed combat might resume or that any other form of conflict might arise." (Demurenko & Nikitin, 1996:115, 117-118). (+)

PEACE-MAKING 1 "This is best understood as a close relative of preventive diplomacy, involving... 'negotiation, enquiry, mediation, conciliation, arbitration, judicial settlement, resort to regional agencies or agreements, or other peaceful means' - but applied after a dispute has crossed the threshold into armed conflict" (Evans, 1993:11). (+)

2 Military and diplomatic action after a conflict has broken out, conducted at the request, or with the consent of, the warring parties, to halt hostilities and initiate negotiations. It can include separating the armed combatants, establishing demilitarised or buffer zones; monitoring cease-fires; maintaining law and order; assisting with the conduct of humanitarian actions; and guarding strategic facilities. (Demurenko & Nikitin 1997: 116-117). (+)

3 Citizen-based Peace-making: "is the process of establishing peace constituencies within conflict areas. These constituencies comprise people from different sectors of civil society whose prevailing interest is the development of sustainable peace". (International Alert, 1995).

POST-CONFLICT RECONSTRUCTION A generic term referring to the rebuilding of society in the aftermath of conflict. Physical infrastructures have to be repaired or re-built, governmental institutions have to be reformed, psychic traumas of civilians and combatants have to be treated, the economy has to be restarted, refugees to be repatriated, reconciliation between the belligerents has to be initiated, justice has to be delivered. Such efforts require sustained support from the international community.
**PREVENTIVE DIPLOMACY** The term was first used by UN Secretary-General Dag Hammarskjold in the 1950s and was revived by Boutros Boutros Ghali in the 1990s. "Action to prevent disputes from arising between parties, to prevent existing disputes from escalating into conflicts and to limit the spread of the latter when they occur." (Boutros-Ghali, 1992:5). There are distinctions between: i) early preventive diplomacy; "the provision of skilled assistance through good offices, mediation and the like in order to resolve disputes well before eruption into armed conflict appears likely." ii) Late preventive diplomacy; "attempts (often involving the Secretary-General himself), working through the Security Council to persuade parties to desist when such eruptions seem imminent." (Evans, 1993:10). Preventive diplomacy in contrast with 'traditional diplomacy', involves unilateral and multilateral efforts "to pressure, cajole, arbitrate, mediate, or lend 'good offices' to encourage dialogue and facilitate a non-violent resolution of the crisis" (Carnegie Commission, 1997:xx-ii). 3) Preventive diplomacy "represents measures which are taken to prevent the breakdown of peaceful conditions. It aims to prevent existing tensions from escalating into violence and to contain the spread of conflict when it occurs." (International Alert, 1995). (+)

**PREVENTIVE STRATEGIES** According to the Carnegie Commission on Preventing Deadly Conflicts, effective preventive strategies rest on three principles: i) early reaction to signs of trouble which requires early detection and skilled analysis of developing trends; ii) a comprehensive, balanced approach to alleviate the pressures that trigger violent conflict. An effective response requires a coordinated range of political, economic, social, and military measures; iii) an extended effort to resolve the underlying root causes of violence. Two broad categories can be identified: i) operational prevention - measures applicable in the face of immediate crisis; ii) structural prevention - measures to ensure that crises do not arise in the first place or, if they do, that they do not recur. (+)

**PROBLEM-SOLVING APPROACH** An integrative workshop technique whereby the adversaries are brought together at one site for a relatively long period of time and are encouraged to reflect on the causes of their conflict, and arrive at a common definition and joint solutions that satisfy the basic needs of all sides. (+)

2 "In a problem solving approach, the focus of negotiation and the starting point for generating possible solutions are the party's interests. Interests represent the real motivation of parties - the needs, wants, fears and concerns of each side which lie behind their positions (...) Interests may... have multiple layers, with both more superficial interests or aspirations as well as deeper concerns representing basic human needs which are common to all (...) Thus, it is these deeper interests which must be understood and addressed if conflict prevention or resolution is to be effective." (Peck, 1996:38-39).
PROTRACTED SOCIAL CONFLICTS Conflicts which last for years and even generations, characterised by: "...enduring features such as economic and technological underdevelopment, an unintegrated social and political systems producing insecurity and distributive injustice; ...the inability or unwillingness to fulfil those societal requirements for individual and social development: security, identity, recognition and participation; [a] denial of human needs, and the [creation of] fears, anxieties and insecurities [which] produce social cleavages... often form[ed] around the issue of social identity, of which ethnicity has become the most prominent manifestation; ...exist[ing] within and across state boundaries, making distinctions between domestic and international politics artificial". (Azar, 1986, 1990; cit. International Alert, 1996:II:11)

PROVENTION The proactive rather than reactive removal of the sources of conflict and the promotion of conditions that create cooperative relationships [before tensions mount]. (Burton, 1993:60).

RECONCILIATION Associative peace strategy that brings together former adversaries in a forgiving dialogue consisting of guilt admissions (e.g. in the form of a truth commission), and a reconstruction and healing period to start a new phase of mutual tolerance or cooperation. (+)

RECONSTRUCTION Economic, political and social re-building of post-conflict state and society, including: de-mining, disarmament, re-integration of combatants, return of refugees, resettlement of internally displaced persons, reviving political processes, restoring physical infrastructures, re-starting economic life, conversion to civilian production, re-establishing civilian authority, and conducting new (supervised) elections.

RELIEF Dispatch of vital material goods and services (clean water, blankets, tents, medicine, food, etc.) to victims of disaster.

RELIEFWEB An Internet-based information dissemination system developed by the United Nations Department of Humanitarian Affairs' Geneva office. ReliefWeb compiles and disseminates information for conflict prevention, preparedness, and rapid response. ReliefWeb "seeks to improve access by the humanitarian relief community to timely, reliable information for enhanced decision making and assistance. (…) ReliefWeb carries two main types of information: country situation reports and emergency/logistical reports." (Diller, 1997, Annex A:11).

REPRESSION Actions, usually taken by a regime or vigilantes, to restrain a political opponent from mobilising. It involves both non-lethal and lethal coercive measures. Repression is not the exclusive prerogative of state actors; national liberation
movements, resistance groups and terrorist actors also use it for internal disciplining. 'Repressive crimes' are illegal acts "committed to maintain, strengthen - or above all - defend privileged positions, in particular those of power and property" (Hess, 1976:1-22). The repertoire of repressive tactics of governments is broad and includes: entry and search of home without warrant; destruction of private property; suppression of press, media and political parties; physical attacks on opposition party rallies; beatings, assaults and the excessive use of force; arbitrary arrests and incarceration; threats and reprisals against family of political opponent; forced exile or domestic house arrest; disappearance, torture, mutilations, and assassinations; pogroms against opposition groups by paid provocateurs; premeditated massacres of opposition groups; extermination of persons in slave labour camps and death marches; mass terror for the purpose of 'ethnic cleansing'. (Chishom, 1948:29). (+)

**RISK** Degree of danger associated with a given operation, course of action, or failure to act in crisis situation. For conflict forecasting, it makes sense to distinguish between levels of risks, for example: i) high risk; ii) high moderate risk; iii) moderate risk; iv) low-moderate risk; v) low risk.

**RISK ASSESSMENT** Calculation and/or simulation of degree of danger attached to a course of action for the purpose of uncertainty reduction. "[R]isk assessment and early warning are distinct but complementary activities. Risk assessments are based on the systematic analysis of remote and intermediate conditions. Early warning requires near-real-time assessment of events that, in a high risk environment, are likely to accelerate or trigger the rapid escalation of conflict." (Gurr, 1996b: 137).

**SCENARIOS** "A description of a possible or probable future. The scenario defines a set of future events or circumstances in the organisation's environment that would likely have bearing on the organisation's performance. In describing possible future environments, scenarios provide a means of understanding the long-term consequences of existing or potential trends or policies. Scenario planning is the process of constructing the possible alternate futures in order to effectively prepare for the future and to test the resiliency of the organisation's action plan. Modifications, as needed, can then be made where weaknesses appear. The process forces managers to think about the 'unthinkable' and to even plan for it. More importantly, it shows how important it is that strategic plans be adaptable to a variety of future conditions" (United States, 1995: 255). (+)

**SECURITY** 'Internal security' includes i) having a corpus of laws that is legitimately derived and widely promulgated and understood; ii) a consistent, visible, fair, and active network of police authority to enforce laws; iii) an independent, equitable, and accessible grievance redress system, including above all an impartial judicial system; iv) a penal system that is fair and prudent in meting out punishment. (Carnegie Commission,
'National security' - the relative immunity of a nation from possible military attack. Within alliances there can be 'collective security'. In the international political context, three main sources of insecurity are recognised: i) the threat posed by nuclear and other weapons of mass destruction; ii) the threat of conventional military confrontation; iii) sources of internal violence, such as terrorism, organised crime, insurgency, and repressive regimes. (+)

SETTLEMENT ESCROW Technique used in negotiations where parties are afraid to disclose the extent to which they are willing to make concessions for fear of being considered weak: a third-party (mediator) is caucusing with each of the parties and receives in private the information withheld from the other party. If the mediator finds overlap in the potential concessions, he announces to the parties that a deal is possible. If the offers of both sides fall short of meeting, s/he announces that no deal is possible, without disclosing the maximum concessions each side was willing to make (Goodpaster, 1997:236-237).

STATE FAILURE The collapse of central authority in post-conflict situations. State failure can be manifested by: i) revolutionary wars: sustained military conflicts between insurgents and central governments, aimed at displacing the regime; ii) ethnic wars: secessionist civil wars, rebellions, protracted communal warfare, and sustained episodes of mass protest by politically organised communal groups; iii) genocides and politicides: sustained policies by states or their agents, and in civil wars, by contending authorities, that result in the deaths of a substantial portion of members of communal or political groups; iv) adverse or disruptive regime transitions: major, abrupt shifts in patterns of governance, including state collapse, periods of severe instability, and shifts towards authoritarian rule. (The American State Failure Project). PIOOM assesses state strength (and, by implication, failure) on the basis of nine variables: i) Monopoly control of the means of violence; ii) Territoriality: no serious disputes over borders or regions; iii) Sovereignty: not challenged internally or externally; iv) Constitutionality: government adheres to rule of law; v) Impersonal power: state power not in hand of ruling dynasty; vi) Public bureaucracy: meritocratic and non-corrupt; vii) Authority /legitimacy: degree of acceptance by population; viii) Citizenship: ratio of citizens to non-citizens; and ix) Taxation: its effectiveness. (Pierson, 1988:8). (+)

TERRORISM There is no overall consensus on the strict definition of this term. In academic circles terrorism is widely defined as "[a]n anxiety-inspiring method of repeated violent action, employed by (semi-)clandestine individual, group or state actors, for idiosyncratic, criminal or political reasons, whereby - in contrast to assassination - the direct targets of violence are not the main targets. The immediate human victims of violence are generally chosen randomly (targets of opportunity) or selectively (representative or symbolic targets) from a target population, and serve as message generators. Threat- and violence-based communication processes between terrorist (organisations), (imperilled) victims, and main targets are used to manipulate
the main target (audience(s)), turning it into a target of terror, a target of demands, or a target of attention, depending on whether intimidation, coercion, or propaganda is primarily used." (Schmid, 1998:28). In terms of international law, acts of terrorism can best be conceptualized as 'peace-time equivalents of war crimes.' (Schmid, 1997b:22).

THIRD PARTY In conflicts and (pre-)negotiations, outside parties often play a role as intermediaries (arbitrators, facilitators or mediators) to induce or coerce the contestants to cease fire and enter talks. Third parties can be insiders or outsiders, and they may be impartial or partial with regard to a party or issue. Neutrality of a third party might be helpful but the possession of powerful levers by the third party towards one or both sides can be more decisive. "The third party is not a go-between negotiator or mediator. The third party acts as a mirror, an overview, a provider of provocation and creativity and a director of thinking. The third party also organises the mapping of the situation. This third party is an integral part of the design thinking required for conflict resolution" (De Bono, cit. Ryan, 1990:59).

TRAGEDY OF THE COMMONS Situation in which the short-sighted pursuit of individual self-interest leads to a depletion of collective resources on which all depend and which leaves everybody poorer in the end. It is based on the idea that the calculating herdsman who adds extra sheep to the common grazing ground to maximise his personal gains will find others copying his non-cooperative behaviour in a situation of 'diffusion of responsibility'.

TRIGGER(S) Immediate event that accelerates the outbreak of a conflict. A sudden catalyst or spark (e.g. the assassination of a leader, election fraud, a political scandal) can 'ignite' the conflict.

TRUTH COMMISSION A non-judicial temporary fact-finding body which focuses on bringing to light past human rights violations and war crimes. The Truth Commission is usually entitled to grant (partial) amnesty in exchange for full testimony. By bringing alleged perpetrators from all conflict parties together in the presence of former victims or their relatives, a healing and reconciliation process is assumed to become possible. (Ash, 1997:35).

UNITED NATIONS, OFFICE FOR THE CO-ORDINATION OF HUMANITARIAN AFFAIRS Since 1992 humanitarian relief efforts have been coordinated in the UN Department of Humanitarian Affairs (New York & Geneva). The DHA mission, under the leadership of the Emergency Relief Coordinator, is to mobilize and coordinate the relief efforts of the international community. DHA also seeks to reduce vulnerabilities and promote solutions to root causes and link humanitarian relief
with development. DHA priorities include: i) Establishing and advocating humanitarian principles and concerns; ii) Coordinating humanitarian actions; iii) Strengthening capacity at local, national and international levels; iv) Mobilising resources; and v) Collecting, analysing and disseminating information.

**VIOLENCE**: The concept of violence is contested, and definitions generally reflect moral and political motivations. A relatively neutral definition is "psychological or physical force exerted for the purpose of injuring, damaging, or abusing people or property" (US Department of Justice, 1996:D-3). (+)

**VIOLENCE, CULTURAL** new term introduced by J. Galtung: "[t]hose aspects of culture, the symbolic sphere of our existence - exemplified by religion and ideology, language and art, empirical science and formal science (logic, mathematics) - that can be used to justify, legitimise, or direct structural violence" (Galtung, 1996:196).

**VIOLENCE, PSYCHOLOGICAL** Indirect acts of negative influence that aim to affect or arouse fear or break mental resistance of a target audience by indoctrination (brain-washing), misinformation, propaganda, blackmail or terror.

**VIOLENCE, STRUCTURAL** Introduced by J. Galtung this is a broad concept referring to concealed violence in unjust, unequal and unrepresentative social structures, and to situations in which the "actual somatic and mental realisations of human beings are below their potential realisations." (cit. International Alert, II:5).


**WIN-LOSE OUTCOME** In game theory, it is the result that leaves one party in distributive negotiations victorious and the other empty-handed (also termed: 'zero-sum outcome' as the loss of one party subtracted from the gains of the other equals zero). There are also all-lose outcomes in which none of the conflict parties reach their goals (also termed: 'negative-sum').

**WIN-WIN OUTCOME** Mutually agreeable negotiating outcome in which the interests of both parties are satisfied, and which is often the result of joint problem solving. Also called 'positive-sum'. Such outcomes are likely when the future relationship between the conflict parties matters to both, when the interests of the parties are...
interdependent and when the parties are prepared to cooperate in joint problem-solving.

**ZERO-SUM OUTCOME** Game theory situation in which the winner's gain is the loser’s loss. Also possible are 'positive-sum' outcomes (see: WIN-WIN OUTCOME) and 'negative-sum' outcomes (both sides lose).

**REFERENCES**


