

How to Circumvent Mistrust

- * Verification regime

Arrangements to observe each other's actions as a way of reducing mutual uncertainty and increasing transparency

- * Incrementalism

Proceeding in a series of small, mutually verifiable steps, making future gains contingent on meeting current obligations

- * Hostage-taking

Having each side deposit substantial resources (e.g. a large sum of money) into an escrow account supervised by an independent party, with the understanding that the proceeds will be forfeited in the event of non-compliance

- * Outside guarantors

Involving powerful external parties as guarantors of the agreement with the understanding that they will punish noncompliance

Source: Michael D. Watkins, *Diagnosing and Overcoming Barriers to Agreement*, Harvard Business School, Note # 9-800-333, Rev. May 8, 2000