STUDY NOTES · BASIC CONCEPT

What Are Diplomacy, Indirect Negotiations and Military Deterrence in International Relations?

International Relations

04 Nov 2026

1. Understanding the Core Concepts

International relations involves interactions among sovereign states and international organisations to protect national interests, manage conflicts and maintain international stability.

When two countries have serious disagreements, they can use diplomatic negotiations, economic measures, military signalling or armed force. The choice depends on their strategic objectives, domestic politics, security concerns and assessment of costs and risks.

Three concepts are particularly relevant to the reported US position on Iran: **diplomacy, indirect negotiations and military deterrence**.

BECOME IAS
AI-Powered UPSC Preparation by ZINKPOT

UNSC Politics and the Fragility of the Global Counter- Terrorism Regime

Iranian president sends letter to Obama as nuclear talks near deadline - Los Angeles Times

USS Theodore Roosevelt | What Makes Up a Carrier Strike Group?

2. What Is Diplomacy?

Diplomacy is the process through which states communicate, negotiate and manage their relations through peaceful and political means.

Its principal objectives include:

- Protecting national interests.
- Preventing and resolving conflicts.
- Negotiating agreements.
- Building trust and cooperation.
- Managing disagreements without resorting to armed conflict.

Major forms of diplomacy

Bilateral diplomacy: Direct engagement between two countries.

Multilateral diplomacy: Negotiations involving several countries or international organisations.

Back-channel diplomacy: Confidential communication outside ordinary public diplomatic channels.

Preventive diplomacy: Measures intended to prevent disputes from escalating into armed conflict.

Coercive diplomacy: Using threats or limited pressure to persuade another state to change its behaviour, while seeking to achieve objectives without full-scale war.

BECOME IAS
AI-Powered UPSC Preparation by ZINKPOT

3. What Are Indirect Negotiations?

Indirect negotiations take place when opposing parties communicate through a third party rather than negotiating directly with each other.

Country A

Presents demands or proposals

Messages carried by a mediator

Mediator or Intermediary

Transmits proposals and facilitates communication

Responses and counterproposals

Country B

Evaluates and responds to proposals

Why do countries use indirect negotiations?

1. **Political sensitivity:** Direct talks may carry domestic political costs.
2. **Lack of formal relations:** Countries without normal diplomatic relations may need intermediaries.
3. **Reduced confrontation:** A mediator can make it easier to explore compromises.
4. **Confidentiality:** Preliminary proposals can be discussed before public commitments are made.

Limitations

Indirect talks can be slow because messages pass through intermediaries. Misinterpretation, mistrust and disagreements over the mediator's neutrality may also hinder progress.

Important distinction: The article reports that indirect negotiations are progressing favourably; this does not, by itself, establish that a final agreement has been reached.

4. What Is Military Deterrence?

Military deterrence is a strategy intended to prevent an adversary from taking an unwanted action by convincing it that the expected costs or risks would outweigh the benefits.

For deterrence to work, three elements are particularly important:

Element	Meaning
Capability	The ability to carry out a threatened response
Credibility	The adversary's belief that the response may actually occur
Communication	A clear signal about the actions that could trigger a response

For example, a country may maintain defensive forces to discourage attacks while simultaneously negotiating a peaceful settlement.

Types of deterrence

Deterrence by punishment: Threatening consequences if an adversary takes a prohibited action.

Deterrence by denial: Making an attack unlikely to succeed through defensive capabilities.

Extended deterrence: A country commits to helping protect an ally against threats, potentially including military threats.

The expression "locked and loaded," as reported in the article, signals military readiness. However, military readiness alone does not prove that a decision to launch an attack has been taken.

5. How Do Diplomacy and Deterrence Work Together?

BECOME IAS
AI-Powered UPSC Preparation by ZINKPOT

The relationship is sometimes described as **coercive diplomacy** or, more broadly, a combination of diplomatic engagement and deterrence.

Diplomacy	Military deterrence
Seeks agreement through communication	Seeks to discourage unwanted actions
Creates opportunities for compromise	Signals the potential costs of escalation
Can reduce misunderstanding	Can influence an adversary’s calculations
Depends on negotiation and credibility	Depends on capability, credibility and communication

The two approaches can reinforce one another. Diplomatic channels may help clarify intentions, while credible defensive capabilities may discourage actions that could undermine negotiations.

However, excessive military pressure can weaken diplomacy if the opposing state interprets it as preparation for an attack rather than as a bargaining signal.

BECOME IAS
AI-Powered UPSC Preparation by ZINKPOT

6. Why Are US–Iran Relations Strategically Important?

US–Iran tensions have implications beyond the two countries.

A. Nuclear non-proliferation

Concerns about Iran’s nuclear programme have been a major source of international tension. Negotiations may address nuclear activities, verification, sanctions and security concerns.

The International Atomic Energy Agency (IAEA) plays an important role in nuclear safeguards and verification within its mandate.

B. Regional security

Tensions may affect the security calculations of countries across West Asia, including Israel and Gulf states. Escalation can increase the risk of attacks, retaliation and wider regional instability.

C. Global energy markets

The Gulf region is important to international oil and gas supplies. Conflict-related risks around the Strait of Hormuz could disrupt shipping and contribute to energy-price volatility.

D. Global economic consequences

Military escalation can affect trade, shipping costs, insurance premiums, investment decisions and inflation. These effects may extend well beyond the immediate conflict zone.

7. Implications for India

India has important interests in maintaining stability in West Asia.

Energy security: Disruptions to oil and gas supplies or shipping routes could raise import costs.

Diaspora protection: A major regional conflict could endanger Indian citizens living and working in affected countries.

Trade and connectivity: Regional instability can disrupt shipping, trade routes and connectivity initiatives.

Strategic autonomy: India must balance its relationships with the United States, Iran, Israel and Gulf countries while protecting its national interests.

Diplomatic engagement: India can advocate dialogue, restraint and respect for international law, while using diplomatic channels to safeguard its citizens and economic interests.

8. Major Challenges in Managing Strategic Rivalry

BECOME IAS
AI-Powered UPSC Preparation by ZINKPOT

- **Trust deficit:** Long-standing disputes make commitments difficult to verify and sustain.
- **Miscalculation:** Military movements or ambiguous statements may be interpreted as preparations for an attack.
- **Domestic political constraints:** Leaders may find compromise politically difficult.
- **Regional rivalries:** Actions by other regional actors can complicate negotiations.
- **Weak implementation mechanisms:** Even an agreement may fail without effective monitoring and compliance arrangements.

9. Way Forward

A sustainable approach should combine continued diplomatic communication with clear crisis-management mechanisms. Negotiating parties should pursue verifiable commitments, proportionate responses, confidence-building measures and channels for rapid communication during emergencies.

Relevant international institutions and regional stakeholders can help facilitate dialogue, reduce misunderstandings and support compliance with international obligations.

10. Conclusion

Diplomacy and military deterrence are not necessarily contradictory. States may maintain military readiness while exploring peaceful solutions to strategic disputes. However, deterrence is most useful when it reduces the likelihood of conflict rather than triggering an escalation cycle. In the US–Iran context, sustained negotiations, credible verification and regional de-escalation are essential to achieving durable stability.