



بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

حَرَكَةُ التَّوَافِقِ الْوَطَنِيِّ الْإِسْلَامِيِّ

Islamic National Consensus Movement



Strategic Studies Office

incm_q8@yahoo.com

Strategic Research Dept.

Regional Research Sec.

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Iran in the Context of Shifting Global and Regional Realities

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Iran - Arab Dialogue The Need For a Fresh Approach

Prepared By

Zuhair A. AL-Mahmeed

Secretary General - INCM

Head Of Strategic Studies Office

Senior Expert - Strategic Consultancies

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حركة التوافق الوطني الإسلامية

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Zuhair A. AL-Mahmeed

Strategic Studies Office

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Summary CV

- *** Secretary General - Islamic National Consensus Movement (INCM) .
- *** Head Of Strategic Studies Office .

Education & Experience :

- *** St. Cloud State University - MN. USA (Business - Finance) May 1980 .
- *** Central Bank Of Kuwait - Foreign Operations Department 1980 - 1982 .
- *** General Manager - Plastic Industries Co. 1982 - 1986 .
- *** Chairman - AL-Mahmeed Gen. Trad. Corp. 1986 - 1997 .
- *** Senior Expert - Strategic Consultancies - Kuwait Airways. Corp. 1997 - To Date .

Memberships :

- *** Kuwait Economic Society - Kuwait .
- *** Human Rights Society - Kuwait .
- *** Strategic Management Society - USA .
- *** Strategic Planning Society - UK .
- *** Systems Dynamics Society - USA .



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Activities :

- *** Conducting Feasibility Studies for Business Projects (Industrial , Commercial , & Services) in and out of Kuwait .
- *** Drafting & Implementing & Monitoring KAC Strategic Plans .
- *** Consultancies Services in the Field Of Strategic Planning & Development, Management & Feasibility Studies .
- *** Conducting Courses in The Following Subjects :
 - A- Strategic Planning .
 - B- Scenario Planning .
 - C- Systems Dynamics & Strategic Modelling .
 - D- International Negotiations & Contracting .
 - E- Speech & Presentations Skills .
 - F- Communications Skills .
 - G- Dealing With the Media .
 - H- Political Groups In Kuwait .
 - I- Personnel Management .
 - J- Elections Campaign Management .
 - K- Diplomacy & Diplomatic Relations .

Research , Studies & Papers :

- *** Elections Districts & The Distribution Of Popular Representation .
- *** Strategic Confrontation With Zionism .
- *** KAC Strategy & Total Quality Management .
- *** Unity .. Theory & Implementation .
- *** Strategic Thinking & Implementation .
- *** The Strategic Interaction With New IRAQ .
- *** Kuwait in 2020 .
- *** The Arab Zionist Negotiations & The Status Quo Policy of Land Aquisition.
- *** Civilisations Dialogue & Coexistence Project In Light Of the Confrontation With Zionism .
- *** Visions Of Hala Festival Of Kuwait .
- *** The Role Of Organised Partisan Action In Social Development .



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- *** The Role Of Non Governmental Organisations In National Collaborative Action .
- *** Elections Districts Formulation & The Just Popular Representation In Kuwait .
- *** The Strategic Balance Of The Politics Of The State Of Kuwait .
- *** Analytical Study Of The Elections Districts In Kuwait - Parliamentary Elections .
- *** Fortifying Total National Security .
- *** The Strategic Military Confrontation with the Zionist Regime .
- *** The Regional & International Role In Gulf Security .
- *** Strategic Thanking And Action .
- *** A Comparative View Of Work In Private & Public Sector .
- *** Alliances In Public Elections .
- *** Democracies In GCC States .
- *** US Monopolarism An Incentive To The Rise Of A Competitive Pole .
- *** Islamic Unity .. A Strategic Must In Confronting Challenges .
- *** The Integration Of Civilizations .. Unity In Origin & Destination .
- *** Rationalising The Output Of political Groups & The Government .
- *** The Prudent Time Investment .
- *** The Role Of Strategic Initiative In Formulating Events And The Mobilisation Of The Nation.

e. mail: almahmeed1@yahoo.com

Iran - Arab Dialogue

The Need For a Fresh Approach

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ
﴿وَأَعْتَصِمُوا بِحَبْلِ اللَّهِ جَمِيعًا وَلَا تَفَرَّقُوا وَاذْكُرُوا نِعْمَةَ اللَّهِ عَلَيْكُمْ
إِذْ كُنْتُمْ أَعْدَاءً فَأَلَّفَ بَيْنَ قُلُوبِكُمْ فَأَصْبَحْتُمْ بِنِعْمَتِهِ إِخْوَانًا﴾
صَدَقَ اللَّهُ الْعَظِيمُ

سورة آل عمران - آية 103

Introduction.

- The relations between the Arab World and Iran formulates the political scene and the balance of powers regionally in the Middle East and dictates the width of the gap between them which in turn reflects the stability and tension consequently .

State Relations.

- State Relations are based on the language of Interests .
- States Make use of alliances in order to enhance their interests with the context of International set rules of the political game .

- Types of Alliances :
 - A- Intellectual Cultural & Doctrinal Alliances .
 - B- Social Alliances .
 - C- Economic Alliances .
 - E- Political & Security Alliances .

- All alliances share the following common bases :
 - A- To serve common goals of different magnitudes .
 - B- Preserve and enhance & spread the Values of the alliance .

- Alliances should be based on the **Co'Opetition Theory** where all parties to the alliance work integratively while preserving the private identity of each party .

- This Theory bolsters the capability of each party and creates a strategic depth in many different aspects , also it frees many resources that can be utilised more efficiently .

NGO's .. Opinion Makers.

- NGO's represent the link between the Governments and the people, they are an integral part of the Country's regime .

- NGO's operate as Opinion makers that formulate and represent the popular and professional opinion in different fields that does not necessarily represent the official opinion , depending on the type of regime of the country .

- The national interest would be better served the closer is the relation between NGO's as opinion makers and the Governments as decision makers .

- NGO's have a great responsibility to enhance relations between societies , and they can be utilised in different ways , ex. **Ping Pong Diplomacy** , Or experience sharing in different disciplines and intellectual forums .
- The Role of NGO's should be encouraged between Iran and the Arab world to bring closer both societies based on common grounds in different aspects , and to minimise the damage and mistrust in relations and intents that other world powers seek to deepen to their own ends .

Confidence Building Measures.

- **Second Track Diplomacy** should be heavily utilised as a tool for confidence building measures on both medium and long term goal achievement .
- Confidence building measure should start with Social & Cultural Relations , that can assist and facilitate Political & Economic relations for the decision makers .
- **Second Track Diplomacy** should be utilised to bolster confidence building between Iran and the Arab World on both fronts **Popular** and **Official** , to prevent transforming differences to confrontations.

Decision Makers & Opinion Makers.

- To enhance relations between Iran and the Arab world we need to bring closer the decision makers with the opinion makers on both sides inorder to build common grounds on common strategic issues that serve National and Regional Interests and stability .

- As a tool that can bring closer the decision makers with the opinion makers on both sides we should establish a **Strategic Regional Think Tank Authority** , to serve the following goals :
 - A- Unify Regional Visions and integrate different Tracks to achieve Common strategic positions .
 - B- Mobilize Mental Potentials to influence and shape events and sustain control on elements of change on different fronts Cultural , Social , Political , Economic , and Security .
 - C- Sustain Confidence via different Forums between opinion makers in Iran and the Arab world .
 - D- Rationalise decision making processes by rendering consultancy services to decision makers in Iran and the Arab world .
 - E- Enhance the elasticity of strategic options via exercising them in parallel modes and with different weights depending on the circumstances of each party .
 - F- Forecasting Strategic change and revising tactical and strategic options periodically to sustain cohesion of different tracks .

- **Mental Models** can enhance mutual understanding by bringing closer opinion makers with decision makers as they serve in the following manner :
 - A- Introduce Strategic issues .
 - B- Formulate Consensus on tactical issues and integrate tracks .
 - C- Total probing of strategic issues .

Proposals.

- 1- Base relations on common **Social** and **Cultural** grounds to build confidence amongst different societies , and build on it **Political** and **Economic** interests by making use of second track diplomacy.
- 2- Develop relations between NGO's in the Arab world with their Iranian counterparts .

- 3- Enhance Bilateral activities between Iran and the Arab world on different sectors and support economic integration of infrastructure and Mega projects to bolster Economic power and mutual vital interests leading to full sovereignty of political decision making .
- 4- Integrating the outcomes of NGO's and Official roles to counter mistrust and enhance common understanding .