

**Talking Points**  
**for a Presentation**  
**by Paul Heinbecker\***  
**to a Panel on Canada-U.S. Relations**  
**Living with A Hyper-Power**

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**Check Against Delivery**

<sup>1</sup> *Paul Heinbecker is Distinguished Fellow, International Relations, at the Centre for International Governance Innovation, Waterloo, and Director of the Centre for Global Relations at Wilfrid Laurier University. He served as Canada's Ambassador to the United Nations (2000-2003). This paper does not necessarily reflect the views of the institutions above.*

- 1. Do recognize USA's Qualities/Strengths**
  - **Economy**
  - **Arts**
  - **Academics**
  - **Science**
  - **Military**
  - **USA is a benign neighbour, to Canada**
  
- 2. Don't Be Anti-American; anti-Americanism is counterproductive**
  - **Many Americas; no monolith**
  - **USA is a target**
  - **USA is also profoundly divided**
  - **No prospective counterweight**
  
- 3. Do Be Circumspect About American Foreign Policy Power**
  - **Big Country = Big Successes**
    - **WW I**
    - **Korea**
    - **Containment/Defeat of Communism**
    - **Iraq Stability in NW Pacific**
  
  - **But also Big Mistakes**
    - **Iran**
    - **Chile**
    - **Central America, Dominican Repub.**
    - **Vietnam**
    - **Iraq II; see Colin Powell**

#### **4. Don't Blame Canada**

- **Neo-Cons -- radical; ignore Celucci**
- **No conspiracy --New American Century Project**
- **Iraq war; lies my uncle told me; Richard Perle on Soviet weapons**
- **New U.S. National Security doctrine is dangerous**
  - **Also anathema to Canadian interests**

#### **5. Don't expect Beanbag; do expect beanball and brush-backs**

- **Complaints about PH; removal of Chilean, Mexican, Costa Rican and Mauritius Ambs.**  
**Pressure on Germans, others**

#### **6. Do Manage Relations**

- **Don't let matters just take their course**
- **Cabinet Committee on US**

#### **7. Do Understand What Works With Washington**

- **An effective foreign policy gets respect**
- **Sycophants get taken for granted**
- **But, limits -- French—psychotic reaction**
- **Subjecting foreign policy to bilateral problems undermines both**

#### **8. Do Invest in Personal Diplomacy**

- **24 Hours**

- **But good relations are exception**

**9. Do Communicate**

**10. Do Make Own Decisions**

- **Choice vs Price**