

sign agreements with sanctioned regimes. European countries, in contrast, tend to permit contracts to be negotiated and signed (though presumably do not permit the goods and services covered by those agreements to be transacted). Canada takes a middle position, permitting the negotiation of contracts with sanctioned regimes but not their finalization. This variation affords sanctioned regimes opportunities to exert 'reverse linkage' -- making commercial deals contingent on the foreign policy behaviour of home governments in an effort to create anti-sanctions lobbies in major Western states. A diplomatic initiative, perhaps within the OECD, to harmonize implementation of international sanctions would both 'level the playing field' for national firms and reduce opportunities for sanctioned regimes to play responsible members of the international community off against one another.