

25. A separate memorandum "D", is therefore devoted to an examination of some of these factors of bargaining power and diplomatic "weight".

26. Incidentally, the "firm" technique is also perhaps more likely to enable democratic countries to pursue a consistently cooperative attitude with the Soviet Union on their own part. A contrary policy of hiding from the public disagreeable facts and accepting one-side arrangements is likely, over a period of time, to yield to an ingrowing sense of frustration and an eventual over-marked sense of revulsion which could be dangerous. Over the long run, therefore, a firm policy is likely to involve more unity, and more consistency, in and among the democracies themselves.

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(Sgd) A. C. Smith.

A.C.S.

Moscow, April 15th, 1945.

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