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people to respond to what is obviously fair and just.
An attitude, in a word, of conciliation.

The other attitude places its emphasis, not upon the many interests held in common, but upon existing differences; not upon persuasion, but upon compulsion; not upon conciliation, but upon coercion. Nations as well as individuals are to be coerced into accepting the point of view of the other. Demands are to be made preemptorily; decisions are to be made here and now; regard is to be had for nothing but the terms of the dictator. In other words, threats of one kind or another are to replace obvious statements of mutual advantage. To this process of negotiation is to be given the name of bargaining.

These two attitudes diametrically opposed to each other, as I have said, have found their expression in action in the respective attitudes of the parties which are seated diametrically opposite each other in this House.

W.L. Mackenzie King Papers
Memoranda & Notes

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