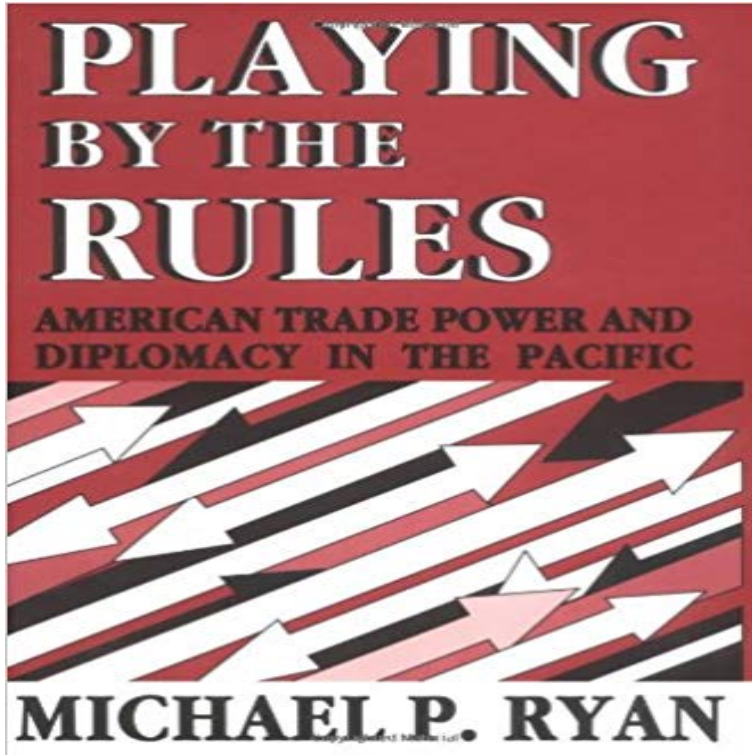


Playing By the Rules: American Trade Power and Diplomacy in the Pacific



Ryan evaluates the nature and effectiveness of U.S. trade diplomacy with Japan, Korea, Taiwan, and China in the 1970s and 1980s by examining the diplomatic strategies used by the U.S. Trade Representative to enforce Section 301 of the 1974 Trade Act, which was designed to protect free trade and competition through investigations, negotiations, and sanctions. Ryan shows the different trade diplomacy tactics the East Asian governments pursued during dispute settlement negotiations with the USTR. The study also evaluates the fit between the East Asian political economies and the rules and principles of the General Agreement on Trade and Tariffs (GATT) regime. It explores the capabilities of the multilateral and unilateral regional institutions of trade dispute in the Pacific to settle emerging trade disputes. In the debate over rule-based or power-based diplomacy, Ryan concludes that U.S. trade diplomacy was most successful when it was rule-based, and that it gained significant compliance with GATT and other fair trade agreements. Ryan interviewed many of the key trade negotiators in Tokyo, Seoul, Taipei, Beijing, and Washington. His analysis is based on the largest, most systematic, market sector-specific data set yet presented on U.S. export trade dispute settlement in the Pacific. It studies the structure of state power, the structures of international business competition in manufacturing, agriculture, and services, the international and regional institutions of trade diplomacy, and the national governmental institutions of trade diplomacy in the Pacific. Anyone interested in international trade or diplomacy will find this book a source of new insight into the dynamics of trans-Pacific trade.

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