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ACTION DATA SUMMARY REPORT

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The Honorable Brent Scowcroft
Assistant to the President
1600 Pennsylvania Ave.
Washington, D.C. 20500

28 November 1990

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DETERMINED TO BE AN
ADMINISTRATIVE MARKING
PER E.O. 12958, SEC. 3.3 (C)

THE IRAQIS ARE OUR GREAT HOPE FOR THE MID-EAST.
THE ATTITUDE ADJUSTMENT BARRAGE* ("ATTIJUST") COULD START IMMEDIATELY
*"Barrage of Activities to Alter Perception, Attitude, and Motivation"

Sir:

IRAQ REPRESENTS OUR BEST HOPE for permanent peace in the mid east in the last 4000 years. Until recently, they advertised themselves as secular, with disdain for their religious fanatic Iranian neighbors. (This was for the wrong reasons -- Saddam-H wanted no competition for his personality-cult-centered society; NEVERTHELESS, they are ready for secular government.) They are fairly westernized; they are fairly well educated, with sufficient technology to build their own atomic bomb. They are ripe to become the mid east's democratic "New Germany".

THE IRAQIS SUFFER FROM THE PATTI HEARST SYNDROME...paralyzed with mortal fear induced by the worst embodiment of evil since Vlad the Impaler, a fear typically coupled with hysterical nationalism.

As with Patti, the Nazi Germans, the Japanese, the Jim Jones Cult, and the Communists, the impulse to go with the flow does not always stop instantly. But, all of these 'cult' members underwent rehabilitation in a relatively short time. The Japanese are a dramatic example: they were converted to passive-cooperatives after just a few words from their spiritual leader, Emperor Hirohito; just words prevented a bloodbath.

We need to begin DEPROGRAMMING THE IRAQIS immediately, borrowing from the techniques already used by anti-cult specialists. Our attitude adjustment barrage should be powered-in over Iraqi radio and TV jamming, and dropped in as flyers by K-mart balloons and steerable parachutes.

PRE and POST-INCURSION Attitude Adjustment activities were submitted in the attached memos, with more suggested here, see post-scripts.

One nice feature of the Pre-incursion Attitude Adjustment Barrage is that it's useful no matter what transpires. Wide dissemination of helpful words and acts can produce a more U.S.-friendly attitude within Iraq and their militia -- important to any operation or relationship.

Our objectives re Iraq should be: (1) De-fang (2) Occupy
and (3) Convert to democracy (4) Establish New Palestine.

The proposed A-B-C plan is designed to achieve the maximum objectives with minimum bloodshed, assuming a priority Attitude Adjustment Campaign. The following are excerpts. See Post-Scripts for the Plan itself.

*** PLAN A-B-C ATTIJUST ***

< A > Downed airmen are..assisted by our pre-incursion [Attajust work].

...the safety of the hostages depends to some unknowable extent, on the effectiveness of our attitude adjustment barrage.

To Brent Scowcroft from Hancock 28-NOV-90

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DETERMINED TO BE AN ADMINISTRATIVE MARKING PER E.O. 12958, SEC. 3.3 (C)

< B > ..with an effective ATTIJUST campaign, resistance may simply fold.

< B-1 > ...Iraqi units surrender handily as prompted by a continuing Barrage of Attitude Adjusters...

< B-2 > ...virtually bloodless, depending on the effectiveness of the Attitude Adjustment Barrage.

< C > ..wait for the impact of A, the continuing embargo, and a continuing Attitude Adjustment Barrage, all to take effect.

We shouldn't fail to evaluate the cost /risk/ benefits of a Barrage of Activities to Alter Perception, Attitude, and Motivation. Remember how the Germans rushed to be captured by the Americans rather than the Russians? Remember how the South Vietnamese defected en masse? If we are eminently successful with the Attajust Campaign, we should find the Iraqis rushing to surrender to us.

Can an Iraqi soldier who has been showered with collector cards of sports, Hollywood and pop music favorites, with jogging shoes, tea, chocolate, jewelry, money, etc., be so unhappy with us Yankees? I doubt if hatred based on envy runs very deep when the offer is to accept a TV, VCR, CASH... when the options are: fun or fight-n-die.

The Iraqis, once freed of the evil spell, could prove to be our best democratic oasis in the mid east. Let's start communicating that now to the Iraqi citizens and troops. Deprogramming may take time.

Like Hirohito's few words, an "Attitude Adjustment" Barrage might work astonishingly well. Please consider giving an "Attajust" campaign a chance, and give our kids a chance to find out how much it can help. A big barrage would have a big chance of impressive success.

Our boys and girls waiting in the desert for gas, germs, bombs and bullets, perhaps a knife in the stomach from infidel-hating, Jihad inspired fanatics -- our troops would want you to hi-ball it with any program that had any chance of softening the Iraqis' attitude.

Sincerely,
Dougan Hancock *Dougan Hancock*

"CC": SAME CONTENT TO THE HONORABLE DICK CHENEY, WILLIAM WEBSTER, JAMES BAKER, COLIN POWELL, AND JOHN SUNUNU.

Post Scripts: Sheets 3-6.

Attachments:

1. Memo to CIA 18-AUG-90 "PROPAGANDA/INFORMATION FOR THE IRAQI CONFLICT"
2. Memo to CIA 06-OCT-90 "...RESOLUTION OF IRAQ/PALESTINE PROBLEM"
3. Memo to William Webster 13-NOV-90 "QUICK END TO IRAQI PROBLEM"
4. Memo to Dick Cheney 17-NOV-90 "HOW TO PROTECT OUR TROOPS..."

To Brent Scowcroft from Hancock 28-NOV-90
Post Script

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**DETERMINED TO BE AN
ADMINISTRATIVE MARKING,
PER E.O. 12958, SEC. 3.3 (C)**

(1) Please, DON'T LET SADDAM-H OUT OF THE KUWAIT TRAP FOR ANY REASON, keep up the pressure on him to stay. Keep up the appearance of indecision at home. We must not lose this unprecedented window of opportunity to plant a vital democracy in the heartland of the mid east. The arab royalty and assorted despots use religion and war to perpetuate privileged positions in their demented, dark-age fascist societies. In a new world of nuclear threat, it's time we move them on up to democracy, Iraq first.

(2)-a. A wild horse of the western plains has practically no natural enemies. What he can't outrun, he can kick or stomp to death. His respect for puny little man is right at zero. Did you hear about the mechanized wild-horse-taming machine that really worked. When they put the wildest horse in this mechanical contraption, it spun and bounced the horse around in a way that put him into a state of shock. he is so big and powerful, and here he's man-handled with ease. Nothing like that is remotely a part of his ancestral or personal history. Men clamp him in, run the machine, and let him out. In stunned disbelief, he staggers out tame, with great respect for man, ready to be cooperative.

-b. Experiencing overwhelming power can work a remarkable personality change on a wild stallion in just thirty minutes. Something like that happened to the Japanese when they were, unfortunately, subjected to the overwhelming power of the atomic bomb.

-c. Something like that will happen to all of the mid-east if the world powers get-it-together and let them experience the overwhelming power of the United Nations. If all the U.N.'s available air and missile power works-over Iraq, within a short time the Iraqi delivery systems, armor, and artillery could be virtually liquidated.

-d. Before their support machines are all gone, and as soon as the Iraqis can foresee that they will soon have nothing left but small arms, we invite the Iraqi and other Arab top command to review a parade of power. When they hear the thunder and see the dust cloud and then the endless blanket of mega thousands of tanks, a rolling artillery barrage, and a fly-by of twenty thousand aircraft... that plus about five thousand sonic booms, and the reviewers may be "tamed" and cooperative.

-e. At this point, given an offer, the Iraqi generals may opt not to return to their troops, but will sit right down and sign our unconditional occupation terms & procedures. That could be the final scene of a well planned Attajust Campaign.

(3) We should demand troop contribution parity from all of the healthy U.N. allies. If a country of 250 million contributes 500,000 troops, then a country of 80 million should contribute 160,000 troops. It's fine to go slow on this, see (1) above, but on X-Day, it's infantry parity time.

(4) Europe's condemned weapons could be used to defend the new democratic Iraq against its neighbors. Don't cut up tanks & artillery -- hold them for the U.N. Police Army. Don't destroy solid fuel nuclear missiles; convert them to conventional-heads and hold them, also, for the U.N.P.A.

To Brent Scowcroft from Hancock 28-NOV-90
Post Script

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DETERMINED TO BE AN
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Sheet 4 of 8

New ATTIJUST SUGGESTIONS, additional to attached memos.

Pre-incursion messages would point out what every Iraqi already knows and is afraid to express, or even to admit to themselves: "You are living in a nightmare of fear, but it won't last forever. The Japanese, the Germans, the Italians suffered like you. Now as democracies they are free and prosperous. Someday, democracy will be yours to enjoy. Democracy means freedom to speak out.. to criticize any existing government.. to choose your own form of government and your own representatives.. to have fair trials by a jury of your neighbors." And certain exotic approaches might also be useful, for example: "Pray for deliverance.. the almighty's help takes many forms.. look for a white rabbit on a white bird; the rabbit shall eat the cancer and the body shall thrive.. never abandon hope.. a prosperous, free and happy day is coming.. you are needed to build a bright new Free Iraqi."

Post incursion messages, might include: "As with Germany, Japan, and Italy, there will be a bright new day for Iraq. We want you to live and help build a New Free Iraq. Everyone who surrenders early receives Xxxxxx, Xxxxxx, Xxxxxxxx, (prior memos) and one in every ten, selected by rotation, is the U.N.'s guest on a delux tour aboard the supreme new Xxxxxxxx Cruise Line, or equal, or a tour of Disneyland U.S.A., plus a clothing and expense allowance of \$xxx."

-----FOUR OBJECTIVES FOR A MID EAST FIX-----

1. The TOTAL DE-FANGING OF THE IRAQI WAR MACHINE is mandatory.
2. The CONVERSION OF IRAQ INTO A DEMOCRACY is less than mandatory but of UTMOST IMPORTANCE. This will occur with speed and certainty if the U.N.-Allied Police Army takes complete temporary control of Iraq as we did Germany, Italy, and Japan, and convert it into a democracy.
3. A QUICK AND DECISIVE TOTAL OCCUPATION OF IRAQ will have a profound effect on the psyche of the Arab world. They presently see Saddam-H as a super force to be feared and "respected". If we overwhelm him in fine style, then the U.N., and the western world democracies, will be seen as a true super force, the wave of the future, and worthy of enough "respect" to help bring about democratic changes in the region. Ref. wild horse machine, Sheet 3, above.
4. A NEW PALESTINE should be established. The U.N. can carve out a U.N. supervised homeland for the Palestinians from contiguous areas of Iraq, Jordan, Syria and/or Turkey... thus solving the Gordian knot of Palestine/ Mid-east turmoil. The New Palestine could be both a member of the U.N. and part of the New Iraq Federation of Democratic Independent States. Other sectors of Iraq become its states.

NOTE: A giant U.N. Police Army in the center of arabland, an army with demonstrated willingness to take meaningful action, THIS would impress the Arabs. But to avoid a backlash, various sectors, each administered by a different arab state, may have to be manned by mainly arab and third world personnel, with only the Baghdad sector occupied by a multi-Arab force and administered by the United Nations. The big U.N. Police Army might encamp in friendly, adjacent countries.

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To Brent Scowcroft from Hancock 28-NOV-90

Post Script

Sheet 5 of 6

*** PLAN A-B-C ATTIJUST ***

< A > As suggested by quick kick described in Attach # 3 memo to William Webster 13NOV90, "QUICK END TO KUWAITI PROBLEM, Par B & C, we launch a massive multi-nation air strike using conventional bombs and missiles and utilizing paratrooper demolition strikes. Coordinated strikes by France, England, Israel, USSR and the USA should be able to rapidly neutralize the Iraqis' nuclear, chemical, and biological weapons and all their delivery systems. To the extent practical, hostages would also be recovered. We use conventional missiles and air power to reduce the Iraqi airforce, armor, and artillery. Downed airmen are no longer doomed airmen when assisted by our pre-incursion barrage of attitude adjusters/rewards.

As far as the safety of the hostages is concerned, most of them will survive our attacks unharmed. If even hundreds of them are lost, that compares favorably with the multi-thousands of U.N. and hundreds of thousands of combined Iraqi-U.N. casualties in a war fought to Saddam-H's specifications. Here again, their safety depends to some unknowable extent, on the effectiveness of our attitude adjustment barrage.

For protecting their "guests", the Iraqis in charge of the hostages should be offered Special Attajust Awards.

Immediately after X-day is underway, we offer to stop the destruction of Iraqi armaments... (not to be implemented until every Iraqi munitions plant, missile launcher and long range artillery is destroyed, plus a sufficient number of aircraft and armored vehicles.) If not accepted, then after the occupation and democratization, we will have to bring in replacement materiel to balance off the various other Arab states. This offer is an attempt to save that resupply cost, as well as to bring an early end to the hostilities. If the offer is not accepted, we continue the destruction of all Iraqi munitions.

< B > Following "A", perform a massive TEST patrol into Iraq and Kuwait. The Iraqis, with no air, missile, armor, or artillery support, and having experienced an effective ATTIJUST campaign, may simply fold.

<B-1> If resistance does not collapse immediately, a fast push across middle Iraq may be practical; this seals off the Kuwait area and isolates the southern divisions. Subsequent defensive positions can be maintained efficiently, The southern Iraqi units may surrender handily as prompted by a continuing Barrage of Attitude Adjusters. as suggested in various prior memos (TV, VCR & tapes, \$\$\$\$, 'comic' books, scrip, travel prizes)

<B-2> Depending on above successes, we move ahead to occupy all of Iraq with U.N. Forces, coming in from the north and west with Arabs in front. This can be virtually bloodless, depending on the effectiveness of the Attitude Adjustment Barrage.

< C > If any part of B is not "easy", then we (the western components of the U.N. Army) withdraw from Iraq to a friendly state and wait for the impact of A, a continuing embargo, and a continuing ATTIJUST Campaign all to take effect. Eventually, the occupation and democratization process can go forward efficiently.

To Brent Scowcroft from Hancock 28-NOV-90
Post Script

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Sheet 8 of 8

NOTES ON ABOVE OPERATION A-B-C WITH ATTIJUST

N1. With this flexible plan, the maximum objectives can be achieved with a minimum of bloodshed, assuming an Attajust Campaign is initiated early.

N2. Since this is the U.N. Army, NOT the U.S. Army, there is no national disgrace in a Plan C strategic withdrawal ordered by the U.N.

N3. Only plan "A" is mandatory. It has one big drawback. By itself, it does not provide a failsafe opportunity to establish a New Palestine. If a new Palestine is all we gain by pushing beyond Plan A/C, then we need to weigh how much the U.S.A. should sacrifice in a ground occupation effort, just to provide a possible solution to the Palestine problem.

N4. With plan "B" or "C" (eventual occupation and democratization of Iraq), we should be able to develop a New Democratic Palestine and a New Democratic Iraq in the strategic middle of Arabland. The surrounding states should like the idea of Iraq becoming a democracy, because that would be inherently safer for them. If we let the adjacent (fascist) states participate in governing assigned sectors while the process of democratization goes forward, they may catch the anti-fascism-virus, the spirit of freedom and democracy, and over a period of time (sooner than 4,000 years) they should all convert from fascist-monarchism, just as the Soviet block converted from communism.

N5. Those bargaining experts, the Arabs, may haggle us into the idea that we should become involved in a Jihad conflict, doing dirty door-to-door fighting while they smile and mutter, "that's your payback for helping the Iraqis and the Iranians grind on each other, and for being an infidel." If they can do that, then the idea that we're qualified to deal with them is bizarre. We should hire a consultant, an expert in arab-style negotiating, (such as the Israelis, for example) and follow their advice to the letter.

If we cannot arrange for the Arabs to do what's right, which is, assume the burden of the house-to-house fighting, then we might have to go with just Plan A -- UNLESS, an ATTIJUST Barrage is vigorously pursued, and it works, and as a result there is no significant house-to-house problem, but instead there are mass surrenders -- a realistic possibility.

N6. CONCLUSION: Some Iraqis took bribes of Pepsi Colas to allow people out of Kuwait, while at the same time others bayoneted women dragged from their hospital beds. It is not our problem at this time to deeply understand the Arab mentality. It is our job to use what works. If threats and gifts and bribes are effective, we should not pass these over. Those columns of British Redcoats may have thought we were a bunch of axe-hoes for using trees. Now, let's use Attajust.

It's unsettling to think how often vitally important things, which obviously should be done, just are not done for unexplained reasons. The subject proposal seems obvious, but that doesn't make it less vital -- and it doesn't mean it will get done. It needs a good shepherd to see it through to completion. That could be you.<*>

If our kids on the line could know about this proposal, they would beg you to ensure that every Attitude Adjustment possibility is implemented.

<*> Will you accept their handmade Medal of Honor?