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Переговоры – очень сложный, зачастую растянутый во времени, иногда на годы процесс, имеющий собственную динамику развития. Поэтому в статье анализируются теоретико-практические основы ведения международных переговоров. Также в статье рассматриваются типология, структура и функции переговоров.

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Negotiations are very hard, lengthy process, that can last for years sometimes and have its own development movement. That's why theoretical practical bases of holding international negotiations are analyzed in the article. moreover, there are viewed typology, structure and functions of the negotiations in this article.

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## THE RELATIONS OF JAPAN WITH THE COUNTRIES OF CENTRAL ASIAN REGION

After the collapse of USRR new independent states of Central Asian region have faced the problems of nation-building. They were necessary on reception of the external economic help and adjustment of wide international cooperation. First of all, such support could be realized from the side of the more developed states. In a number of the countries to which the basic hopes (the USA, the countries of EU were assigned, etc.), the young states have shown special interest to Japan as to the leading financial donor of the countries of the third world. Thus in the retrospective plan concerning the relations of Japan with Central Asian countries it is possible to allocate precisely enough designated stages which was accompanied by essential change of priorities of the policy spent by a management and business circles of Japan concerning these countries [1].

So, at the first stage, the Japanese firms and the companies known for the increased care in accommodation of capitals abroad, considered the states of the Central Asia as too risky objects for an investment of investment capitals. In this connection the relations with Central Asian countries the government of Japans built on standard model of relations of the advanced and developing state. On January, 1, 1993 all five Central Asian republics of the former USSR have been related by the Committee of the help for development, which has opened for them opportunities for reception of the external help. The Japanese government, in particular, has distributed to these republics so-called «Official development

assistant» (OFD) – the most preferential kind of the help which are included in number of the basic forms of economic cooperation of Japan with less developed countries. OFD includes as payments and deductions in the international organizations and the state help as the governmental loans, gratuitous financial grants and technical cooperation [2].

The Japanese agency of the international cooperation (Japan International Cooperation Agency – JICA) is the official organization which is responsible for technical cooperation at the governmental level. At the beginning of the 2000's years Japan promoted the further strengthening of cooperation with the Central Asian countries. So, for example on the official data in 2001 under program ODA granting technical and other help has been continued. (See the table 3)

Transition to the second stage of development of relations of Japan with the states of the Central Asia in many respects has been caused by an aggravation of the economic crisis which has captured these countries that has caused sharp decrease in volumes of their export to Japan. In this connection the Japanese government has found possible to enter system of the preferential custom duties for stimulation of import of the goods from the countries of region, expecting to widen their foreign trade activity and economic reforms as a whole as in this case to give them the chance of reception even the minimal currency resources opened. In the spring of 1995 Japan has established a preferential mode for Kazakhstan and

Turkmenistan which possess the largest stocks of minerals [3].

At this stage in process of mutual relations with Japan the states of the Central Asia with the fact-finding purpose visited numerous delegations of the Japanese ministries and departments, and also the private companies which had an opportunity on a place will familiarize with a situation in republics. In result it became gradually clear, that fears of the Japanese business circles concerning possible instability of new modes in the Asian republics appeared as a whole vain as the American and European business by this time already began gradually, but confidently to win positions in economy of the young states [4]

Thus, at the third stage of development of relations with the states of the Central Asia the political and economic elite of Japan began to work out the new strategy of their development obvious necessity. Such strategy which has received the name of «Eurasian diplomacy» has been put forward in July, 1997 by the former Prime Minister Rjutarо Hasimoto. In this new foreign policy strategy for the first time officially, as against a previous stage, the precise concept of relations with the countries of the Central Asian region, providing paying of special attention by it has been formulated in connection with their increased importance for Japan.

Than anything, an expression of Hashimoto's determination to improve relations with Russia and overcome the difficulties associated with the Northern Territories dispute (the contested islands of Itrup, Kunashiri, the Habomais, and Shikotan). However, intending to place Japanese-Russian relations in the larger framework of Japanese diplomacy, he declared that Japan would in the future actively develop relations also with China, Central Asia, and Transcaucasia. The last two regions he called the «regions of the Silk Road.» In a new rate three basic directions of development of relations have been formulated:

- the pursuit of a political dialogue aimed at raising mutual trust and understanding;
- economic cooperation and the development of natural resources in ways facilitating regional prosperity;
- the promotion of peace by way of democratization, stabilization, and nonproliferation of nuclear weapons [5].

The notion of a «Eurasian diplomacy» drew attention to this region and served as the basis for the further development of Japan's Central Asian diplomacy.

According to this doctrine, JICA has thus provided cooperation in four areas with the aim of

supporting self-sufficient development in this region, namely:

- support for transition to a market economy;
- development of socioeconomic infrastructure;
- cooperation with social sectors, such as health care and education;
- conservation of the environment [6].

Within the framework of realization of new foreign policy strategy, concerning expansion of political dialogue, on summer of 1997 Japanese parliamentary delegation has visited the countries of Central Asian region with mission «Japan-Russia-Central Asia»/ The head of the delegation is the special adviser of the prime minister of Japan K. Obuti. This visit appreciably promoted successful development of fruitful business contacts between the governments, businessmen and national parliaments of Japan and the countries of the Central Asia.

To fill a new foreign policy with the concrete maintenance, the government of Japan has accepted the plan which has received the name «the Program of actions on diplomacy of the Great Silk Way». It assumes development of wide political relations, all-round economic cooperation, rendering of assistance in transition to market economy.

It is necessary to note, that this program has the direct relation and to the diplomacy of Tokyo spent on «the Russian direction». This idea was supported by the countries of Central Asia.

The idea of «Revival of the Great silk way» is reflected in the official doctrine of the former president of Kyrgyzstan A. Akaev «Diplomacy of a great silk way», declared on September, 17, 1998.

Japan – one of the countries most consistently promoting realizations of the project to what its official aid directed to the states CIS testifies. In development of a transcontinental transport network the prime attention is given railway transportation. First, at transportations on the big distances it is more economic, than automobile. Second, only by rail to the Central Asia it is possible to deliver the equipment and the pipes necessary for work of oil-and-gas deposits and construction of the main pipelines. In this plan for Uzbekistan the line Andizhan – Osh (border of Kyrgyzstan and Chinese People's Republic) – Kashgar (China) is perspective. It can connect railways of China and the incorporated network of steel highways of the Central Asia, and also Iran, will open an opportunity of the transport message with Shanghai, the Korean port Pusan, the Japanese port Osaka, and also ports of other countries JUVА.

The second direction on the importance – an air way. In frameworks of OFD the Japanese government has allocated large grants which repayment is

designed for some years on reconstruction of the main airports of Kyrgyzstan and Uzbekistan.

In realization of this concept to Kazakhstan one of the meanest places is removed. Alongside with Uzbekistan, the republic possesses rich stocks of gas, oil and coal. By calculations of the Russian experts, in short-term and long-term prospect a unique large commodity market of oil and gas of region can become only the states ATR. Speech first of all goes about Chinese People's Republic. In diversification sources of receipt of hydrocarbons Japan is extremely interested [7].

One of the simplest standard characteristics of the international cooperation usually is the volume of mutual trade. In the given concrete case, despite of efforts undertaken by the parties, volume of trade of Japan with the Central Asian states it is very small and grows the slowest rates. So, Japan borrows only fourteenth place in the foreign trade turnover of Kazakhstan being largest the states of the Central Asia by the trading partner of Japan. An objective obstacle to growth of trade between Japan and the Central Asia is geographical remoteness. Besides the Japanese side that practically all traffic intersections of the Central Asia are focused on Russia not so arranges. As the essential negative factor high transport tariffs act also at transit of cargoes through China. But despite of such factors the mutual trade is the increasing.

The Japanese firms already put millions-strong investments into large infrastructural projects into the states of the Central Asia. So, according to Ministry of Foreign Economic Relations of Uzbekistan, now the share of the Japanese capital in economy of republic has exceeded 1 billion dollars. In Kazakhstan Japan has left on the third place after South Korea and the USA on volume of direct investments into its economics. To Turkmenistan in the economy while it was possible to involve only 160 million dollars as investments of the private Japanese companies, hopes however express, that in connection with sharp activation of the Japanese business recently the situation can change for the better [8].

The basic directions of trade and economic cooperation with the countries of the Central Asia are those:

1. Geological prospecting, extraction, transportation and oil refining and gas.
2. Investigation and extraction of nonferrous metals, modernization of branches of nonferrous metallurgy.
3. Development of communications.

On all these directions the Japanese companies as Itochu, Sumotomo carry out various projects since 90th years and till this day. As an example to this can

be considered the recent signed agreement between Japan and Kazakhstan. In Astana on January, 23, 2005 joint-stock company «NAC KazAtomProm» and the largest Japanese corporations – «Sumitomo corporation» and «Kansai Electronic» have signed the agreement on creation of tripartite Joint venture in Southern Kazakhstan. The agreement were signed from the Kazakhstan's side by Muhtar Zhakishev («NAC KazatomProm»), the Japanese side by Mitihis Sinagava (the managing director Sumitomo Corporation and the managing director «Kansai Electric» [9].

Japan not only actively cooperates in economic sphere but also in political sphere. For example, In august 2004, a new framework, «Central Asia and Japan» was proposed that addressed the importance of intraregional cooperation on common challenges, including terrorism, drugs, transportation, water and energy resources, trade, and environmental conservation. JICA is expected to take an active role as a participant in this framework.

Japan added a new dimension to its engagement with Central Asia with the formation of the Central Asia plus Japan (including Uzbekistan, Tajikistan, Kyrgyzstan and Turkmenistan) initiative in August 2004. Japan through the Central Asia plus Japan initiative is likely to play an increasingly significant geopolitical role, not just in Central Asia but also in Eurasia. An important question is how Japan's new regional initiative will impact the SCO, which is largely considered the de facto regional organization in Central Asia [10].

Thus, speaking about prospects of development of Japan's relations with the countries of the Central Asia, it is necessary to note that, trade and economic relations to honey these countries develop in various spheres that promote rapprochement of these states. On the other hand, in development of economic cooperation between Japan and the Central Asian countries Japans meets the certain difficulties such as Afghanistan and destabilization factor and its remoteness. As destabilization it is understood not only instability after the so-called revolutions which have occurred recently, but also discrepancy of an economic infrastructure, the legislation, etc. is meant. Remoteness of the Central Asia interferes with long-term plans of ways of delivery of power resources through Russia, Iran or China. But despite of these difficulties the Central Asia in foreign policy of Japan occupies a significant role with the certificate to that statement of former Minister for Foreign Affairs of Japan Taro Aso before Japanese press club on June, 1 where he has noted that, that Japan has such a strong interest in Central Asia [11].

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Бұл мақала Жапония мен Орталық Азия мемлекеттерінің экономикалық қарым-қатынастары мәселесіне арналған. Автор тақырыпты ашу мақсатында КСРО-ның ыдырауынан кейінгі Орталық Азия елдері мен Жапонияның экономикалық қарым-қатынастарының қалыптасуы және дамуына, негізгі кезеңдері мен маңызды бағыттарына тоқталады.

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This article is devoted to the problem of economic relations of Japan with Central Asian countries. The author paid an attention to the establishment and development of economic relations between the countries of Central Asian and Japan, its main stages and directions.

*С. Е. Мисина*

## НЕФТЬ КАК ИСТОЧНИК ЭНЕРГИИ И ФАКТОР «БОЛЬШОЙ ПОЛИТИЧЕСКОЙ ИГРЫ»

Исследование данной темы обусловлено стремительно возросшим в последние годы вниманием к вопросам обеспечения экономических интересов РК средствами внешней политики. Отмечая актуализацию этого направления, необходимо особо отметить, что в общем контексте приоритетных задач международной деятельности Казахстана особая роль принадлежит нефтегазовому комплексу, который является ключевой отраслью экономики республики да и многих нефтедобывающих стран. Поэтому стабильное обеспечение энергоресурсами, надежный доступ к их источникам – вопросы, находящиеся в настоящее время в числе приоритетных практически для всех государств мира. Энергетическая проблематика давно вышла за внутригосударственные рамки как и экономически, так и политически. Многие нынешние региональные конфликты и кризисы неотъемлемо связаны с нефтегазовой тематикой. Под влиянием глобализации значение энергетического фактора в мировых делах будет, несомненно, возрастать и дальше.

Это касается и Казахстана. В связи с переходом экономики страны на новые условия хозяйствования, осуществляемые, в частности, в нефтегазовой промышленности, совершен-

ствование организационной структуры и форм управления нефтегазовой отраслью республики приобрело больше международное значение. Проблемы развития нефтегазового комплекса РК, обеспечения его позиций на мировом рынке нефти и газа принадлежит к числу основных. Не случайно в послании Президента казахстанскому народу «Стратегия Казахстана до 2030 года» развитие нефтегазовой отрасли отнесено к приоритетам экономического роста РК. Нефтегазовая сфера, способная обеспечить значительные валютные поступления в казахстанскую казну, способствует развитию других сфер экономики, и как следствие, повышению уровня жизни народа, поскольку развитие нефтегазовой промышленности влияет на экономический подъем не только тех отраслей, которые непосредственно связаны с нефтью и газом [1].

В данном послании главное место в энергетической политике отводится вопросу повышения эффективности добычи и использования нефтегазовых богатств. Н.А. Назарбаев подтверждает, что «необходимо разработать продуманную стратегию и притворять ее в жизнь, несмотря на все трудности. Богатство недр – это достояние последующих поколений». Было замечено, что природные богат-