## CONFIDENTIAL

- 8. YAZDI THE MAN: US CORRESPONDENT WHO HAS FOLLOWED YAZDI PERSONALLY SINCE PARIS SAYS YAZDI IS CONSUMMATE MEDIA MANIPULATOR (VIEW THOSE OF US WHO HAVE DEALT WITH HIM SHARE) WHO IS REALLY DEVOUT BELIEVING MOSLEM. CORRESPONDENT DESCRIBES HIM, HOWEVER AS MAN WHO ALWAYS HAS HIS MASK ON; IN TEN MONTHS, ONLY TIMES HE SHOWED INNER PERSONALITY WERE ONCE IN PARIS IN DISCUSSION OVER KHOMEINI ROLE WHEN HIS RELIGIOUS SIDE CAME OUT, AND AT TIME OF US EMBASSY SACKING WHEN HE BLEW UP AT PHOTOGRAPHERS OF EVENT AND ORDERED THEIR CAMERAS BROKEN AND FILM EXPOSED.
- EMBASSY DEALINGS WITH YAZDI: HE IS A HARD MAN TO REACH, BUT IN PERSON-TO-PERSON CONTACT, EITHER OVER PHONE OR IN PERSON, HE IS VERY SMOOTH AND FRIENDLY. HE UNFOLDS UNPALATABLE NEWS WITH JUST A SHADE OF APOLOGY, AND HAS EXCELLENT UNDERSTANDING OF HOW TO MANIPULATE VALUE SYSTEM OF HIS LISTENERS TO PRODUCE REACTION HE WANTS TO ACHIEVE. HE HAS GOOD POLITICAL TOUCH, BUT VERY MUCH BELIEVES US IS CAUSE OF IRAN'S TROUBLES FOR PAST 26 YEARS. HE IS NOT HARD-LINE OR STRIDENT ABOUT IT, BUT FIRMLY COMMITTED TO VIEW. AS FOREIGN MINISTER HE COULD TURN OUT TO BE PERSIAN REFLECTION OF STRAIN OF ANTI-US, ANTI-WESTERN THOUGHT IN THE TRADITION OF KRISHNA MENNON AND NUMEROUS YANKEE BAITING AFRICAN FOREIGN MINISTERS OF THE 60'S AND 70'S. IN TRUE PERSIAN FASHION, HE WILL PROBABLY BE MODERATELY ASSERTIVE IN PUBLIC AND MORE REASONABLE IN PRIVATE. UNLESS HE GETS CARRIED AWAY BY HIS NEW INCARNATION, HE WILL PROBABLY REMAIN SOMEONE WE CAN TALK TO WITH SOMEWHAT BETTER PROSPECTS OF GETTING RESULTS (ONCE HE AGREES TO A POSITION) THAN MANY OF HIS REVOLUTIONARY COLLEAGUES OFFER. NAAS##