

recruits and financial support, or achieving independence. They usually have a set of hierarchically ordered goals and choose strategies that best advance them. Consequently, they are influenced by cost-benefit calculations. Resorting to terrorism has benefits if groups can successfully achieve their goals. But it also has costs. Terrorists are constantly on the run because government security forces are trying to capture or kill them. Terrorism provokes repression that some organizations believe they cannot survive.

In sum, the likelihood that a terrorist group will end because of politics may be linked to the breadth of their goals. When their goals are narrow, either (1) the government is more likely to negotiate because it has less to lose or (2) nonviolent approaches may become plausible alternatives. FMLN's goals were sufficiently narrow that the government was willing to negotiate.