

DIPLOMACY



DIPLOMACY

THE PRINCE AND THE PAUPER –
BILL MAULDIN



DIPLOMACY (I)

DIPLOMACY IS A MEANS TO ACHIEVE THE GOALS OF FOREIGN POLICY.

IT IS THE MEANS THAT IS BASED ON THE OFFICIAL NON-VIOLENT RELATIONSHIP BETWEEN GOVERNMENTS.

IT INCLUDES ALL OFFICIAL NON-VIOLENT RELATIONSHIPS EVEN THOSE NOT CONTROLLED BY THE STATE DEPARTMENT.

IT IS WHAT FOREIGN GOVERNMENTS SEE AS THE OFFICIAL NON-VIOLENT BEHAVIOR OF THE UNITED STATES GOVERNMENT.

ALTHOUGH NON-VIOLENT, IT CAN INVOLVE THREATS OF THE USE OF FORCE (COERCIVE DIPLOMACY) AND CAN BE CONDUCTED DURING THE USE OF FORCE.

DIPLOMACY (II)

The Functions of Diplomacy

- ◆ IMPLEMENTING FOREIGN POLICY AND ACHIEVE NATIONAL GOALS, PRIMARILY THROUGH NON-VIOLENT MEANS.
 - ◆ REPRESENTING THE STATE OVERSEAS
 - ◆ NEGOTIATING
 - ◆ INFORMING AND BEING INFORMED
 - ◆ GATHERING INFORMATION & REPORTING
 - ◆ MANAGING AFFAIRS & PROGRAMS

- ◆ DEVELOPING AND MANAGING THE RELATIONSHIP AMONG ACTORS, THEREBY PROVIDING THE BASIS FOR THE ABOVE.

DIPLOMACY (IIIa)

DEALING WITH OTHER STATES

◆ **SITUATION** – WHAT IS HAPPENING AND HOW DOES IT AFFECT THE U.S.?

WHICH STATES ARE INVOLVED?

RELATIONSHIP -- COOPERATIVE? COMPETITIVE?

CONFLICTUAL?

IS THE ISSUE TRANSNATIONAL?

◆ WHAT ARE OUR **PRIMARY INTERESTS**? THEIRS?

◆ WHAT ARE THE APPROPRIATE **INSTRUMENTS** OF U.S. POWER?

◆ WHAT IS THEIR **POWER RELATIVE** TO OURS?

WHAT CAN THEY DO TO HELP US?

WHAT CAN THEY DO TO OPPOSE US?

DIPLOMACY (IIIb)

DEALING WITH OTHER STATES

- ◆ WHERE DO OUR INTERESTS OVERLAP?
ON WHAT CAN WE WORK TOGETHER?
ON WHAT WILL WE HAVE DIFFERENCES?
- ◆ HOW CAN WE GET THOSE INTERESTS?
WHAT APPROACH SHOULD THE U.S.?

BY INTEREST I MEAN INTERMEDIATE NATIONAL INTERESTS, NOT
A CORE NATIONAL INTEREST

NEGOTIATIONS OVER IRANIAN NUCLEAR CAPABILITIES

Informal discussion among some
of the U.S. and European
negotiators



DIPLOMATIC NEGOTIATION

◆ AN EFFORT TO ACHIEVE GOALS BY RECONCILING COMPETING OR CONFLICTING INTERESTS THROUGH NONVIOLENT MEANS.

PRIMARILY NON-VIOLENT BARGAINING
NOT NECESSARILY WITHOUT FORCE. MAY INVOLVE COERCION
MUTUAL DECISION-MAKING
CONCERN FOR INTERESTS, ESPECIALLY OVER-LAPPING INTERESTS

◆ BUILT ON THE ON-GOING PROCESS OF DIPLOMACY (RELATIONSHIP) BETWEEN THE INVOLVED STATES.

REQUIRES EFFECTIVE (ADEQUATE) COMMUNICATIONS

◆ OUTCOME DETERMINED BY THE USE OF INSTRUMENTS OF POWER (ESPECIALLY DIPLOMACY) – RELATIVE POWER.

NATO EFFORT AT COERCIVE DIPLOMACY

Belgrade, Serbia,
April 13, 1999



Conflict Management

(Diplomatic, w/o emphasis on the use of force)

CONFLICT AVOIDANCE –

STAY OUT, GIVE IN, SHAPE THE ENVIRONMENT EARLY

CONFLICT PREVENTION –

SETTLE DISPUTE, DETERRENCE, SHAPE THE ENVIRONMENT EARLY

CONFLICT MANAGEMENT –

KEEP CONFLICT UNDER CONTROL (ISSUES, AREA, PARTICIPANTS)
SHAPE THE ENVIRONMENT IN THE MIDST

CONFLICT RESOLUTION –

SOLVE THE UNDERLYING ISSUES, SHAPE THE ENVIRONMENT AFTERWARDS

CRISIS MANAGEMENT (I)

1. INITIALLY NEITHER SIDE BACKS DOWN.
2. **KEEP FOCUS ON YOUR PRIMARY NATIONAL INTERESTS** AND NOT SOLELY ON THOSE BEING THREATENED BY THE SITUATION.
3. **KEEP TOP-LEVEL CONTROL OVER NATIONAL ACTIONS.**
COORDINATE DIPLOMATIC AND MILITARY ACTIONS.
AVOID MILITARY MOVES THAT COULD BE PERCEIVED AS GOING BEYOND SHOWING RESOLVE
CONCERN FOR HIS PRE-EMPTING OR UNDUE ESCALATION.

CRISIS MANAGEMENT (II)

CONSIDER HIS LIKELY BEHAVIOR AND POSSIBLE OPTIONS – HIS ABILITY TO MAKE THING HAPPEN.

CHOOSE DIPLOMATIC & MILITARY ACTIONS THAT SIGNAL A WILLINGNESS TO NEGOTIATE.

CHOOSE ACTIONS THAT LEAVE HIM A WAY OUT COMPATIBLE WITH HIS INTERESTS.

4. **GET TO NEGOTIATIONS**

WHAT ARE HIS OBJECTIVES AND INTERESTS.

SEEK OVERLAPPING/SHARED INTERESTS.

MAINTAIN COMMUNICATIONS AND SEEK SUCCESSFUL NEGOTIATIONS

5. **REMEMBER CRISIS MANAGEMENT IS BASED ON NEGOTIATIONS UNDER SEVERE STRESS.**

6. **THE PRIMARY GOAL IS PROTECTION OF OUR PRIMARY INTERESTS.**

7. WITHIN THE ABOVE ACHIEVE OTHER OBJECTIVES. NOT NECESSARILY "WINNING."