



EUCLID UNIVERSITY {CONSORTIUM} & EUROSTATE
Instructor / Tutor: Assigned Euclid Faculty

**COURSE NAME: DIPLOMACY:
THEORY AND PRACTICE**

- ✓ **Credits: 4 US / 6 ECTS**
- ✓ **Code: DIP-401**
- ✓ **Revised: March 2009**

COURSE DESCRIPTION:

This course is based on Pr. Berridge's acclaimed classic in the field, complemented by Pr. Barston's "Modern Diplomacy" which can be considered a level II textbook.

Topics covered in DT&P

List of Abbreviations

Introduction

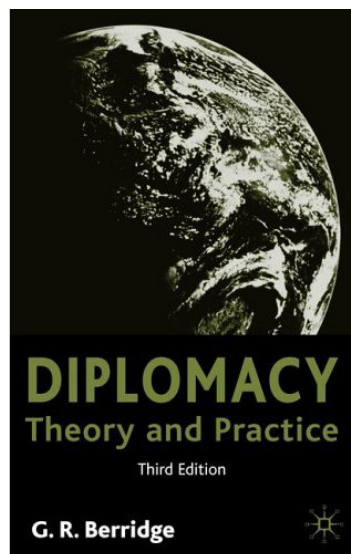
The Ministry of Foreign Affairs

The Art of Negotiation

- Pre-negotiations
- 'Around-the-table' negotiations
- Diplomatic momentum
- Packaging agreements and following up

The Modes of Diplomacy

- Telecommunications
- Bilateral Diplomacy: Conventional
- Bilateral Diplomacy: Unconventional
- Multilateral Diplomacy



- Summits
- Mediation

Topics covered in MD and DOD

Foreign Policy organization
Foreign Policy orientation
Diplomatic Correspondence
Issues pertaining to technology
Negotiation
Diplomatic Styles and Methods
International Financial Relations
Trade, Foreign Policy and Diplomacy
Environmental Diplomacy
Diplomacy and Security
Diplomacy and Mediation
Diplomacy of Normalization
International Treaties and Agreements

COURSE OBJECTIVES & LEARNING OUTCOME

- ✓ Understand what MFAs do and how they work
- ✓ Understand the fundamentals of diplomatic negotiations
- ✓ Understand bilateral and multilateral diplomacy
- ✓ Understand subject-specific diplomacy
- ✓ Understand what makes a document a “treaty”
- ✓ Be aware of historical cases relevant to various diplomatic methods

MAIN / REQUIRED TEXT(S) AND COURSEWARE:

⇒ *Diplomacy: Theory and Practice*

By G.R. Berridge – please consult the web site for updates to the text.

📄 http://www.grberridge.co.uk/dip_comp_chps.htm

Paperback: 272 pages

Publisher: Palgrave Macmillan (25 Mar 2005)

ISBN: 1403993114

⇒ *Modern Diplomacy: Third Edition or later*

By R. P. Barston

⇒ *The Dynamics of Diplomacy*

By Jean-Robert Leguey-Feilleux

⇒ *Independent Diplomat*

By Carne Ross

⇒ MP3 lecture(s) / podcast(s) (London School of Economics)

- **British Foreign Policy - Challenges facing the next Prime Minister**
- **Public Diplomacy - Steps to the Future**
- **International Relations in a Post-Hegemonic Age**



At: <http://www.lse.ac.uk/resources/podcasts/publicLecturesAndEvents.htm>

SUPPLEMENTARY TEXTS OR RESOURCES:

⇒ *Euclid PPT/MP3: The role and structure of the MFA*

⇒ *Euclid PPT/MP3: Public Diplomacy*

Recommended:

- THE DIPLOMATIC CORPS AS AN INSTITUTION OF INTERNATIONAL SOCIETY, Edited by Paul Sharp and Geoffrey Wiseman (Studies in Diplomacy and International Relations), From Palgrave Macmillan

⇒ *Arts of Power: Statecraft and Diplomacy*, by Charles W., Jr. Freeman

⇒ *The Diplomat's Dictionary*, by Charles W., Jr. Freeman

⇒ *Diplomacy for the Next Century* (Castle Lectures Series), by Abba Eban

⇒ *The Practice of Diplomacy*, by R. Langhorne

STANDARD / RECOMMENDED SCHEDULE:

Weeks 1-3: student reads Berridge and listens to suitable LSE lectures

Week 4: phone review with instructor

Weeks 4-7: student reads Barston and Leguey-Feilleux

Week 7: email / phone exchange with instructor

Weeks 7-8: student writes paper while reading Ross

Week 8-10: final oral examination

PAPER AND FINAL GRADE:

This course requires the presentation of 6-14 page paper on a theme of the student's choice based on a particular page (or section) in the primary textbook. The theme may also be assigned by the tutor.

- ✓ 60% of the final grade is based on the paper.
- ✓ 40% of the final grade is based on the final oral exam / closing interview

Standard Euclid grading scale and academic policies apply to this course.

STANDARD EUCLID GRADING SCALE:

▪ A+	4.00
▪ A	4.00
▪ A-	3.84
▪ B+	3.33
▪ B	3.00
▪ B-	2.67
▪ C+	2.33
▪ C	2.00
▪ C -	1.67
▪ D+	1.33
▪ D	1.00
▪ F	0.00
