



EUCLID UNIVERSITY
SCHOOL OF DIPLOMACY AND INTERNATIONAL AFFAIRS
EUROSTATE UNIVERSITY INSTITUTE
SCHOOL OF BUSINESS AND ECONOMICS

**DIPLOMACY:
THEORY AND PRACTICE**

■ ■ LA DIPLOMATIE : METHODES, VOCULAIRE, EXPERIENCES

- ✓ Credits: 4 US / 6 ECTS
- ✓ Code: DIP-401
- ✓ Revised: 2010

COURSE DESCRIPTION:

■ ■ **Note: un support de cours EUCLIDE en français est disponible. Merci de contacter votre instructeur.**

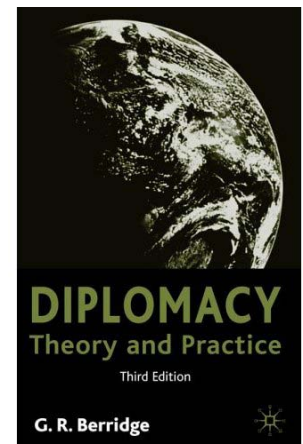
This course is an intense and in-depth exposure to the vast field of diplomacy. In order to achieve this level of exposure, EUCLID relies on 3 major textbooks, complemented by supplementary readings which offer a more personal perspective.

Part 1:

The first module is based on Pr. Berridge's acclaimed classic in the field:

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

Part 2:

Level II exposure is achieved by asking student to carefully read, annotate and study Barston's *Modern Diplomacy* textbook:

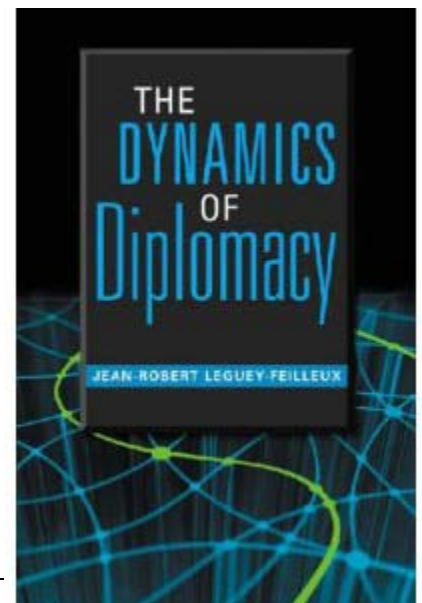
Topics covered:

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

Students are asked to pay close attention to samples of correspondence and agreements.

Part 3:

A different approach to the same topic is offered by *Dynamics of Diplomacy* which is the third required textbook for this course.



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.gberridge.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:

- ⇒ *Diplomacy Lessons: Realism for an Unloved Superpower*, by John Brady Kiesling

Note: The above is highly recommended.

- ⇒ *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
- 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

STANDARD / RECOMMENDED SCHEDULE (FULL TIME):

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

REQUIRED ASSIGNMENTS TO COMPLETE COURSE:

Assignment 1a:

This course requires the presentation of a 6-14 page paper on a theme of the student's choice, selected in consultation with the assigned tutor, based on the Berridge and Barston. This paper must (1) comply with all LIT-101/ACA-401 guidelines (2) make at least 3 references to the textbook(s).

Assignment 1b:

This course requires the presentation of a 6-14 page paper on a theme of the student's choice, selected in consultation with the assigned tutor, based on the "Dynamics" textbook or supplementary resources such as an LSE lecture. This paper

must (1) comply with all LIT-101/ACA-401 guidelines (2) make at least 3 references to the textbook(s).

Assignment 2:

The student must create a multiple-choice or missing word quiz with 10 questions, based on the textbook(s). A sample is available at <http://www.euclid.int/syllabi/quiz.pdf>

Assignment 3:

Once the paper(s) and quiz have been submitted, this course is capped by an extensive oral examination and interactive interview with the assigned faculty.

Computation of Final Grade:

- ✓ 60% of the final grade is based on the paper and quiz
- ✓ 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
