

Diplomatic Tradecraft

January-April 2019

Classroom: A026

Tuesday 15 January – Tuesday 9 April (no course on 26 February) from 0800-0930

Instructor: Kenneth Forder, k.forder@sciencespobordeaux.fr

Office Hours: Thursdays from 1000-1100 (except Thursday 31 January), Room A023,
other days/times upon request

I. Introduction to the course:

What this course is about:

The course will focus on what modern diplomacy encompasses and what diplomats actually do day to day (which very few people understand well). Another title of the class could be ‘Diplomacy for Beginners.’ After the course introduction and a brief discussion of what diplomacy is (and is not), who is a diplomat (or the definition of a diplomat), and why we need diplomats and diplomacy, we will quickly review the history of diplomacy and some famous diplomats and the professor will introduce the foreign policymaking process. The class will next review ‘a day in the life of a diplomat,’ discussing both service abroad in an embassy and the more policy relevant (and bureaucratic) work in your home country’s Foreign Office (the State Department in my case). The class will be exposed throughout the course to the essential written products produced by diplomats that guide the foreign policymaking process. Key among these written products are ‘cables’ produced by embassies abroad and ‘information’ and ‘action’ memos produced by Foreign Office geographic and functional units for the senior Foreign Office leadership. The course will also expose students to other significant elements of diplomacy including the ‘demarche’ delivery process, organizing senior-level visits from your home country to your post abroad (or from your country of specialization if you are stationed at home in your Foreign Office), working the diplomatic reception (‘cocktail party’) circuit, and essential public diplomacy (PD) outreach efforts, including public speeches by diplomats serving at home and abroad and interaction with journalists, businessmen, and NGOs. Students will then delve further into how diplomats influence and guide the foreign policymaking process from both abroad and home, an increasingly critical part of the work since Foreign Offices no longer enjoy a monopoly on the foreign policy process (i.e., other ministries such as Defense, Interior, Justice, Economy/Finance, Energy, etc. conduct their own foreign policies, often via formal representation in embassies abroad). Finally, we will discuss the future of diplomacy and whether the information revolution and other technological, social, economic, and political developments will transform the nature of diplomatic work in the 21st century.

Learning outcomes:

Besides gaining a deeper understanding of what diplomats do day in and day out, at home and abroad, students will gain a greater appreciation of the foreign policymaking process and learn to prepare the various written products diplomats use to try to guide or even control that process. By the end of this course, students will understand better than 99% of their compatriots what modern diplomacy is and how it is conducted. Students thinking of applying to enter their country’s diplomatic service will, after this course, be a far better ‘informed customer.’ Students

looking to enter other parts of government service or even the private sector, international organizations, or the NGO world should profit from a more nuanced understanding of diplomacy and diplomats, perhaps figuring out ways to better harness the power of a country's foreign service to advance the agenda of their future employers.

II. Format:

Twelve 90-minute course sessions. Students will be expected to come to class prepared and to participate actively in the class discussions. Students are encouraged to challenge the professor and posit alternative ideas, as learning is reinforced via ardent debate and constructive disagreement.

III. Course Requirements:

Students are expected to read all the materials delineated below and to participate actively in class. The readings are not as extensive as in some of your other courses as surprisingly little has been written on many of these subjects. Students will prepare one short (two pages maximum) diplomatic cable and one short (two pages maximum) action memo, both chosen from the topics listed below. Students will also participate in a "live" demarche delivery exercise. Some guidance for all assignments can be found on Moodle. The diplomatic cable will be handed in during the 19 February class session while the action memo should be handed in during the 2 April class session. Students will be provided a demarche instruction cable during the 12 February class and will present their demarches during the 19 February and 5 March classes, with roughly half the class participating in each of these two class sessions.

IV. Readings:

(a) Required texts: posted on Moodle

- *Inside a U.S. Embassy*, ISBN 13: 978-0-9649488-4-6, 2011, 3rd edition (Intro and Parts I-IV)
- *Quadrennial Diplomacy and Development Review*, Department of State, April 2015, 90 pages

(b) Background readings: see below – available via Moodle.

V. Assignments and Grading:

Late assignments will not be accepted.

- 30% Two page cable (12 font Times New Roman) due on 19 February
- 30% Two page action memo (12 font Times New Roman) due on 2 April
- 20% In class demarche delivery exercise (19 February and 5 March)
- 20% Class attendance and participation

VI. Tentative Course Schedule (subject to change):

Lecture 1: Introduction to the Course and Student Introductions	15/01
Lecture 2: Introduction to Diplomacy and the Foreign Policy Process	22/01

- Kissinger, Henry, *Diplomacy*, 1994, Chapter 1 (Moodle)
- Black, Jeremy, *A History of Diplomacy*, University of Chicago Press, 2010, Introduction (Moodle)
- Rousseau, Richard, “*From Ancient Greek Diplomacy to Modern Summitry*,” *The Diplomatic Courier*, Fall 2011 (Moodle)
- De Young, Karen, “*How the Obama White House Runs Foreign Policy*,” *The Washington Post*, 4 August 2015 (Moodle)

Lecture 3: A Day in the Life of a Diplomat	29/01
Lecture 4: Introduction to Foreign Office Writing and the two Writing Exercises	05/02
Lecture 5: The Demarche, Presentation of the Demarche Exercise	12/02
Lecture 6: Demarche Exercise – First Half of Class (diplomatic cable due)	19/02
Lecture 7: Demarche Exercise – Second Half of Class	05/03
Lecture 8: Other Aspects of Diplomatic Work – Visits and Meetings	12/03
Lecture 9: Other Aspects of Diplomatic Work – Working the “Circuit” & PD	19/03
Lecture 10: Influencing the Foreign Policy Process from Abroad	26/03
Lecture 11: Influencing the Foreign Policy Process from “Home” (action memo due)	02/04
Lecture 12: The Future of Diplomacy or Is Diplomacy Changing?	09/04

- Black, Jeremy, *A History of Diplomacy*, University of Chicago Press, 2010, Conclusion & Postscript (Moodle)
- FP Staff, “*These 1-Star Yelp Interviews of Embassies Make Us Question the Future of Diplomacy*,” *Foreign Policy*, 28 October 2016 (Moodle)
- El Ghazi, Younes, “*Smart Diplomacy and the Future of the Diplomatic Undertaking*,” *Georgetown Journal of International Affairs*, 6 November 2015 (Moodle)
- Border, Julian, Rankin Jennifer, and Lyons, Kate, “*The Rise and Rise of International Diplomacy by WhatsApp*,” *The Guardian*, 4 November 2016 (Moodle)
- Grossman, Marc, “*A Diplomacy for the 21st Century: Back to the Future?*,” *Foreign Service Journal*, September 2014 (Moodle)
- CSIS Staff, “*Embassy of the Future*,” *Center for Strategic and International Affairs*, 15 October 2007 – Executive Summary, Introduction, Embassy of the Future (Moodle)
- Munter, Cameron, *Foreign Policy in a Decentralized World*, *Foreign Affairs*, 15 February 2016
- Larkin, Sean, *The Age of Transparency, International Relations Without Secrets*, *Foreign Affairs*, 18 April 2016

- Slaughter, Anne-Marie, *How to Succeed in the Networked World, A Grand Strategy for the Digital Age*, Foreign Affairs, 4 October 2016

DIPLOMACY FOR BEGINNERS (Cable or Action Memo)

- Draft a cable discussing the impact of the Macron Administration's foreign policy vis-à-vis the United States on US interests in Europe and beyond. (Written as if you are an American diplomat stationed in Paris).
- Draft a cable outlining the French foreign policymaking process. (Written as if you are an American diplomat stationed in Paris).
- Draft an action memo outlining France's options for addressing the challenges posed by increased immigration flows in the European Union context. (Written as if you are a French diplomat working at the Quai in Paris).
- Draft an action memo outlining options for expanding the Quai's influence over the French foreign policy process. (Written as if you are a French diplomat working at the Quai in Paris).