

INTERNATIONAL DIPLOMACY

POL 9512A

4255 Social Sciences Centre

Tuesdays 12:30-14:20

Prof. Radoslav Dimitrov

Office: 4219 Social Sciences

Tuesday & Thur 10:00-12:00

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Course description The course explores the theory and practice of diplomacy and international negotiations. Topics include: academic perspectives on diplomacy, foreign policy institutions, process and organization of international treaty-making negotiations, UN diplomatic protocol of conduct, power and influence in world politics, and intercultural communication. We will examine how process affects outcomes in diplomacy and explore the role of power, persuasion and argumentation strategy, language and translation, cultural differences in communication, and domestic politics. The course draws on the instructor's experience in UN diplomacy, as member of the European Union delegation in climate change negotiations and UN rapporteur.

Required readings

Books: Jean-Robert Leguey-Feilleux, *Dynamics of Diplomacy* (Lynne Rienner 2009), available at UWO bookstore, and Christer Jönsson and Richard Langhorne (eds.), *Diplomacy*, volume I (Theory of Diplomacy) available from instructor for borrowing. Readings also include book chapters and journal articles available in electronic format on Sakai (<http://owl.uwo.ca>).

Grade distribution

Participation	20 %
Reading journal	20 %
Research paper	40 %

ASSIGNMENTS

Participation Active participation in class discussions is essential for any graduate-level seminar. Students need to complete the readings for each class period prior to class, and develop a grasp of the material sufficient to raise questions and engage in substantive discussions.

Reading journal The ability to write critical literature reviews is an essential skill in academic life and graduate school. Each student will keep a reading journal with weekly entries that summarize and reflect on the assigned readings. Each weekly entry should be 2 single-spaced pages, begin with 2 questions for class discussion, and summarize the readings for the week (What does the chapter/article seek to accomplish? What are the most important insights/conclusions?). The last paragraph should offer your own critical thoughts and observations on the readings.

Research paper Students will research and produce a case study of 10-15 pages on a specific empirical case of negotiations in international relations, of your own choice. Please make an appointment to see me for consultation and obtain approval of your topic before starting the work. The paper needs to contain a problem description, the story and exact outcome of negotiations, and a discussion of explanatory factors and theoretical perspectives. See detailed research paper guidelines after the calendar.

All assignments should be single-spaced, Times New Roman size 12, with 1-inch page margins.

CONSULTATIONS

Office hours provide students with a valuable opportunity to discuss issues and deepen understanding of course material. I encourage you to talk to me throughout the year about course content and expectations. If you have special needs, medical or family emergencies, please let me know and we will make appropriate arrangements.

STUDENTS WITH DISABILITIES

The University of Western Ontario seeks to provide equal access to its programs, services and activities for people with disabilities. If you need accommodations in this class, please give prior notice to the instructor to make arrangements for accommodations.

COURSE CALENDAR

SEPT. 12 INTRODUCTION

Scope and content of course, significance of topic and course expectations. What will I learn, why does it matter, and how difficult will it be?

1. Paul Sharp, "For Diplomacy: Representation and the Study of International Relations," *International Studies Review* 2(1), pp. 33-57.

SEPT. 19 HISTORY OF DIPLOMACY

Leguey-Feilleux Chapter 1 Introduction

Leguey-Feilleux Chapter 2 Diplomacy in Historical Context

2. Raymond Cohen, "Diplomacy through the Ages," in *Diplomacy in a Globalizing World*, edited by Pauline Kerr and Geoffrey Wiseman (Oxford University Press 2013).

SEPT. 26 THE PROFESSION: DIPLOMATIC INSTITUTIONS AND PRACTICES

3. Brian Hocking, "The Ministry of Foreign Affairs and the National Diplomatic System," in *Diplomacy in a Globalizing World*, edited by Pauline Kerr and Geoffrey Wiseman (Oxford University Press 2013).

4. Johan Galtung and Mari Homboe Ruge, "Patterns of diplomacy: A study of recruitment and career patterns in Norwegian diplomacy," chapter 8 in Jönsson and Langorne.

5. Chadwick F. Alger and Steven J. Brams, "Patterns of representation in national capitals and intergovernmental organizations," chapter 9 in Jönsson and Langorne.

OCTOBER 3 **EARLY ACADEMIC PERSPECTIVES**

6. Ernest Satow, "Diplomacy and the language and form of diplomatic intercourse," chapter 2 in Jönsson and Langorne.
7. Hans Morgenthau, "Diplomacy," chapter 4 in Jönsson and Langorne.
8. Hedley Bull, "*The Anarchical Society: A Study of Order in World Politics*," "Diplomacy and International Order," chapter 5 in Jönsson and Langorne.

(October 10) Reading week – no class

OCTOBER 17 **THEORETICAL PERSPECTIVES**

9. Radoslav S. Dimitrov, "International Negotiations," *Handbook of Global Climate and Environmental Policy* edited by Robert Falkner (Wiley-Blackwell 2013), pp. 339-357.
10. Putnam, Robert D. "Diplomacy and Domestic Politics: The Logic of Two-Level Games." *International Organization* 42 (1988): 427-60.

OCT. 24 **MODES OF DIPLOMACY**

- Leguey-Feilleux Chapter 7 The Resident Mission
- Leguey-Feilleux Chapter 8 and 10: International Organization Diplomacy; and Summit and Ministerial Diplomacy

OCT. 31 **CULTURE AND COMMUNICATION**

11. Raymond Cohen, "Diplomacy as theatre," chapter 13 in Jönsson and Langhorne
12. William H. Reuelo and John L. Graham, *Global Negotiation: The New Rules* (Palgrave 2008). Read chapter 4 "Cultural differences in negotiation style" (pp. 69-89) and chapter 12, "The Chinese negotiation style" (pp. 217-229). [Weldon library reserve](#)
13. Chen Zhimin, "US Diplomacy and Diplomats: A Chinese View," *The Hague Journal of Diplomacy* 6 (2011) pp. 277-297.

NOVEMBER 7 **POWER AND INFLUENCE**

14. Paul Gordon Lauren, "Ultimata and coercive diplomacy," chapter 16 in Jönsson and Langhorne.
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15. Radoslav S. Dimitrov, "The politics of persuasion," chapter in *Handbook of Global Environmental Politics* edited by Peter Dauvergne (Edward Elgar 2012), pp. 72-86.

NOV. 14

DIPLOMACY IN PRACTICE: TREATY NEGOTIATIONS

16. Radoslav S. Dimitrov, "The Paris Agreement on Climate Change: Behind Closed Doors," *Global Environmental Politics* vol. 16, no. 3 (August 2016).

17 & 18 Joanna Depledge, *The Organization of Global Negotiations* (London: Earthscan 2005). Read chapter 2 and 9 (pp. 5-17 and 104-133). Available online through UWO Weldon Library.

NOV. 21

DIPLOMACY IN PRACTICE II

19. Mai'a K. Davis Cross, *The European Diplomatic Corps: Diplomats and International Cooperation from Westphalia to Maastricht* (Palgrave 2007). Read chapter 6: "The Late 20th Century and the Treaty on the European Union," pp. 139-178.

20. David Spence, "Taking Stock: 50 Years of European Diplomacy," *The Hague Journal of Diplomacy* vol. 4, no. 2 (2009), pp. 235-259.

NOV. 28

FORCES OF CHANGE

Leguey-Feilleux Chapter 3: The Consequences of Interdependence

Leguey-Feilleux Chapter 4: The Impact of Technology

Leguey-Feilleux Chapter 6 Changes in the Diplomatic Profession

DECEMBER 5

FORCES OF CHANGE II

21. Susan Strange, "States, firms and diplomacy," chapter 17 in Jönsson and Langorne

Leguey-Feilleux Chapter 5 The Role of Non-State Actors

Leguey-Feilleux Chapter 12 The Future of Diplomacy

DEC. 15

Research paper due

RESEARCH PAPER GUIDELINES

Papers should be single-spaced, font Times New Roman, size 12, with 1-inch margins on all four sides. Please insert page numbers – always do. The papers are to be organized in sections with subtitles. A bibliographical list of sources that you have used and in-text references to each of these sources are required.

Evaluation criteria reflect the following components of an excellent research paper in social sciences:

- 1) **Clear central argument:** What is my overarching point?
- 2) **Logic of analysis:** a logical progression of analytical steps building the argument. What type of evidence do I need for a persuasive argument?
- 3) **Solid empirical support** of the argument(s) is of central importance. What are the facts in the story that lead to my conclusion?
- 4) **Clear and visible structure:** introduction, subtitled sections following a logical progression, and conclusion. Dividing the paper in titled subsections is important.
- 5) **Style and language:** rich vocabulary, fluid readability, correct grammar and spelling, no colloquialisms or slang.
- 6) **Bibliographic support:** The research paper needs to draw on respected sources of information: books, journal articles, mainstream news outlets, government documents and official policy reports from international organizations. Plan on a minimum of six published books and/or journal articles.

References: At the end of your paper, please list ALL sources of information that you have used during your research. Please follow the format of the American Political Science Association Style Manual (available online). **In-text references:** When you present concrete information, please refer to the original source in parentheses. For published sources, indicate author's last name, year of publication, and page numbers (Keohane 2009, p. 24). Such reference should be provided after direct quotes (marked with quotation marks) and after specific factual information found elsewhere.

RESEARCH PAPER FEEDBACK

Below is a sample of the evaluation sheet you will receive with your graded research paper. The table displays the main aspects that will be evaluated.

	Research	Analysis	Writing	References
Excellent				
Good				
Satisfactory				
Inadequate				
MARK:				
COMMENTS:				

PLAGIARISM*

In writing scholarly papers, you must keep firmly in mind the need to avoid plagiarism. Plagiarism is the unacknowledged borrowing of another writer's words or ideas. Different forms of writing require different types of acknowledgement. The following rules pertain to the acknowledgements necessary in academic papers.

A. In using another writer's words, you must both place the words in quotation marks and acknowledge that the words are those of another writer.

You are plagiarizing if you use a sequence of words, a sentence or a paragraph taken from other writers without acknowledging them to be theirs. Acknowledgement is indicated either by (1) mentioning the author and work from which the words are borrowed in the text of your paper; or by (2) placing a footnote number at the end of the quotation in your text, and including a correspondingly numbered footnote at the bottom of the page (or in a separate reference section at the end of your essay). This footnote should indicate author, title of the work, place and date of publication, and page number.

Method (2) given above is usually preferable for academic essays because it provides the reader with more information about your sources and leaves your text uncluttered with parenthetical and tangential references. In either case words taken from another author must be enclosed in quotation marks or set off from your text by single spacing and indentation in such a way that they cannot be mistaken for your own words. Note that you cannot avoid indicating quotation simply by changing a word or phrase in a sentence or paragraph which is not your own.

B. In adopting other writers' ideas, you must acknowledge that they are theirs.

You are plagiarizing if you adopt, summarize, or paraphrase other writers' trains of argument, ideas or sequences of ideas without acknowledging their authorship according to the method of acknowledgement given in 'A' above. Since the words are your own, they need not be enclosed in quotation marks. Be certain, however, that the words you use are entirely your own; where you must use words or phrases from your source, these should be enclosed in quotation marks, as in 'A' above.

Clearly, it is possible for you to formulate arguments or ideas independently of another writer who has expounded the same ideas, and whom you have not read. Where you got your ideas is the important consideration here. Do not be afraid to present an argument or idea without acknowledgement to another writer, if you have arrived at it entirely independently. Acknowledge it if you have derived it from a source outside your own thinking on the subject.