Fall 2015  
CAS IR 330 Diplomatic Practice  
Tuesdays and Thursdays, 9:30-11:00   SED 406

“The reason for having diplomatic relations is not to confer a compliment but to secure a convenience.”
-- Sir Winston Churchill

Prof:  Ambassador Robert Loftis  
Pardee School of Global Studies  
152 Bay State Road, 3rd Floor  
Tel:  617-353-9390  
Email: rglftis@bu.edu

Office Hours
Tuesday:  2:00-4:00
Wednesday:  10:30-12:00
Thursday:  2:00-4:00
Other days/times by appointment

Course Outline
Diplomacy is the tool by which a nation’s foreign policy is implemented. This course will examine diplomacy as the management of the official relations between states and intergovernmental organizations to promote national interests, through both cooperation and competition. The course arc is designed to familiarize students with the key building blocks of diplomatic activity.

A detailed schedule is included below. After the introductory session, we will take one class for a quick overview of the development of diplomacy into its current form, followed by a discussion of the legal underpinnings of diplomatic practice as codified in the Vienna Conventions on Diplomatic and Consular Relations (VCDR and VCCR). The next two sessions will examine the basic infrastructure of diplomacy: ministries of foreign affairs and embassies and other diplomatic missions. Four classes will be devoted to the various species of diplomatic personnel and what they do. We will examine such questions as: What makes up a diplomat’s workday? What tools do they employ? What qualities make a good diplomat? What ethical, personal and professional challenges do they face? Shifting gears slightly, we next look at how diplomats operate in dangerous environments. Much of the world’s diplomatic activity takes place at the United Nations and regional bodies, so we will spend a class considering the unique culture and operations of these organizations, and then compare that to multilateral diplomacy “in the field.” We will follow with a section on treaties and other international agreements and the development of new international norms. One class on the role of Congress and non-official actors will bring us to the mid-term exam. After the midterm, we will have one session each to look at the role of the military and the development community in diplomacy.

When most people think of diplomacy, they envision “negotiations.” Indeed, most diplomats aspire to negotiate international agreements and consider doing so the pinnacle of their careers. We will have four sessions on negotiations, which will include an exercise in which students will
be divided into teams to negotiate an international agreement (see below). We will have one
class each on mediation (a specialized form of negotiation), and the often highly charged practice
of summitry. We will consider how diplomacy and diplomats can confront non-traditional
challenges, using emerging threats to international health as a case study. Finally, we will
discuss the future of diplomats and diplomacy in a rapidly changing world. We will wrap up
with a course review.

Special Remarks
We will start each day with a short discussion of the “events of the day” and their applicability to
the lesson. Therefore, students should scan a quality daily, such as the New York Times or
Washington Post, and weekly (such as The Economist) to productively participate in class
activities. Access to periodicals is available on-line or through the Mugar library. Be prepared
to discuss the relevance of any issue you raise and to be called upon to contribute a news item
for discussion. Some of this material will find its way into the quizzes and exams. The class
will also draw on the instructor’s experiences as a diplomat to illustrate the lessons’ main points.
Students should do the required reading in advance, as they will provide the context and point of
departure for the day’s discussion. Lecture notes, including any PowerPoint presentations, will
be posted on Blackboard after the lesson. (Note: lecture notes merely serve as guidelines and
reminders. They will not substitute for attendance.)

Students are expected to attend all classes except in case of a valid excuse (i.e. personal illness).
Please e-mail me in advance of any absence.

Academic Misconduct
All class members are expected to maintain high standards of academic honesty and integrity.
You are expected to provide citations in papers for all quotations, paraphrases, and ideas taken
from any source other than your own original thoughts. Boston University has very strict
standards for intellectual integrity, and punishment for plagiarism is severe, and can include
permanent expulsion from the university. For more on the definition of plagiarism and the
standards to which you will be held, see the CAS Academic Conduct Code, available at
http://www.bu.edu/academics/resources/academic-conduct-code/

Required Texts
We will draw heavily on the following texts, which are available at the BU Barnes and Noble
bookstore or through other booksellers.

Kopp, Harry Career Diplomacy, 2nd Edition, Georgetown University Press,
Washington, 2011

Additional required readings will be posted to Blackboard Learn. Please see the course schedule
for details.
**Recommended Texts**
This book is highly recommended as supplementary reading for those interested in a diplomatic career.


**Grading Distribution**

<table>
<thead>
<tr>
<th>Component</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two quizzes</td>
<td>10%</td>
</tr>
<tr>
<td>Negotiating Exercise reflection paper</td>
<td>05%</td>
</tr>
<tr>
<td>Mid-term exam</td>
<td>25%</td>
</tr>
<tr>
<td>Briefing paper (maximum 5 pages)</td>
<td>25%</td>
</tr>
<tr>
<td>Final Examination</td>
<td>35%</td>
</tr>
</tbody>
</table>

Note: I do not grade on a curve.

**Briefing Paper**

Students will be required to write a memorandum from an Ambassador or Assistant Secretary of State to the Secretary of State. For those who wish to write from a non-American perspective, you may write as an Ambassador or Assistant Minister to the Minister of Foreign Affairs. The paper will be a maximum of 2500 words (5-6 pages, exclusive of bibliography) and be 1.5 line spacing with Times New Roman 12 font. There will be a penalty for papers that exceed the maximum word limit. The paper must:

a) describe the problem
b) propose a diplomatic strategy for resolution or management
c) identify assets, constraints and potential trade-offs

Note: choose an issue that allows you to be specific. Be complete yet succinct: clarity, grammar and spelling count. *You are encouraged to discuss your paper with me over the course of the semester.* More detailed instructions and an example of the format will be provided on the first day of class and posted on Blackboard.

*Papers are due in Word format, by e-mail (rgloftis@bu.edu) no later than 5:00 pm on Tuesday, November 24. Late papers will be automatically reduced a half letter grade per day.*

**Participation and Negotiations Exercise**

Classroom discussion will be an integral part of this course. Students are expected to complete the readings before class and to contribute to the discussions. There are many ways to contribute, including asking for clarification, offering informed opinions and respectfully engaging fellow students.

For the negotiations exercise, students will be divided into teams representing nations taking part in a multilateral negotiation. Team members will be assigned specific roles, such as foreign, defense, or finance ministries: you will receive an overall scenario and both team and individual instructions prior to the start of the exercise. Your goal will be to negotiate an agreement on
certain points of dispute. Success will require work outside the classroom. The exercise will conclude with a “hot-wash” session in which we discuss not only the substance, but the dynamics of the exercises. You will be required to write a two-page “reflections” paper, describing what you learned about negotiations that you did not know before. This is not to be an account of what happened, but what you learned. **The paper is due by 5:00 on Friday, November 20 by e-mail to rglolitis@bu.edu.**

**Midterm and Final Examinations**
The midterm examination will encompass the material covered to date and will consist of short answer questions. The final examination will cover the entire class, with a greater emphasis on the second half, and will also consist of short answer questions. Quizzes will cover only material from the beginning of the course/last exam. Material for tests and quizzes will include the lectures, readings and discussion of current events.

**Course Schedule**

**Thursday, September 3**
*Introduction and Course Overview; “Who Needs Diplomats?”*

**Tuesday, September 8**
*History and Evolution of Modern Diplomacy*
- Berridge: pages 105-112
- Kissinger: pages 218-245 (Blackboard)
- Kopp: Chapter 2

**Thursday, September 10**
*The Vienna Conventions*
- *The Vienna Convention on Consular Relations 1963* (Blackboard)
- Berridge: pages 112-116

**Tuesday, September 15**
*The Home Office: The Department of State and Ministries of Foreign Affairs*
- Berridge: pages 5-24
- *2010 Quadrennial Diplomacy and Development Review (QDDR):* pages 37-46 (Blackboard)

**Thursday, September 17**
*Diplomatic Missions: Embassies, Consulates, and Interest Sections*
- Berridge: pages 112-116 and 132-143
- Pietrowicz, Nick: *The Value of Fortress Embassies*, Foreign Service Journal, February 2013 (Blackboard)
Tuesday, September 22
Diplomatic Methods and Practices
• Berridge: pages 117-130
• Pigman: pages 107-160 (Blackboard)
• Lawton, Dan: The Art of Political Reporting, Foreign Service Journal, July-August 2014 (Blackboard)
• Gannon, John: Diplomatic Reporting: Adapting to the Information Age, Foreign Service Journal, July-August 2014
• Various: A Selection of Views from Practitioners, Foreign Service Journal, July-August 2014

Thursday, September 24
Diplomatic Personnel: Ambassadors, Counselors, Consuls, Attaches’ and Other Exotic Creatures
• Kopp: pages 150-167
• Ambassador’s Letter of Instruction (Blackboard)

Tuesday, September 29
Diplomatic Personnel and Their Duties (continued)

Thursday, October 1
Diplomatic Qualities/Professional Ethics/Personal and Professional Challenges
QUIZ 1
• Marks, Edward: Ethics for the Professional Diplomat, Foreign Service Journal, July-August 2013 (Blackboard)
• Saunders, Harold: What Really Happened in Bangladesh?, Foreign Affairs, July/August 2014 (Blackboard)
• 2 FAM 070: Dissent Channel (Blackboard)
• McWilliams, Edmund: Interviews with dissent award winners, Foreign Service Journal, September 2013 (Blackboard)

Tuesday, October 6
Diplomatic Security And “Expeditionary” Diplomacy: Operating in an Unsafe World
• Sullivan, Joseph (ed): Embassies Under Siege Chapter 1 (Blackboard)
• Cambanis, Thanassis: When Diplomacy is Most Needed, America Flees, Boston Globe, April 2, 2015 (Blackboard)
• Lilly, Scott: Attacks Against American Diplomats, Center for American Progress, September 16, 2014 (Blackboard)
• Stephenson, James: Paying the Price of Expeditionary Diplomacy, Foreign Service Journal, October 2013 (Blackboard)
• Bryan, Angie: Defining and Managing Acceptable Risk, Foreign Service Journal, October 2013 (Blackboard)

Thursday, October 8
Multilateral Diplomacy at the Headquarters Level
• Berridge: pages 146-167
IR 330: Diplomatic Practice

- Pigman: pages 49-69 (Blackboard)
- “The Rules of Multilateral Diplomacy” -- Anonymous (Blackboard)
- Righter, Rosemary: Utopia Lost: The United Nations and World Order, pages 25-42(Blackboard)

Tuesday, October 12
NO CLASS – Monday Schedule

Thursday, October 15
Multilateral Diplomacy in the Field

Tuesday, October 20
Treaties, International Law and Developing New International Norms
- Berridge: pages 72-85
- The International Criminal Court: History and Role Report to the Parliament of Canada 2008 www.parl.gc.ca/content/lop/researchpublications/prb0211-e.pdf (Blackboard)
- “The United States and R2P: From Words to Action” Albright and Williamson (Blackboard)

Thursday, October 22
The Roles of Congress and Other Actors: Private Citizens, NGOs, Corporations and the Public
- Pigman: Pages 70-106 (Blackboard)
- Stevenson, Charles: Capitol Hill and Foggy Bottom: Bridging the Cultural Divide, Foreign Service Journal, June 2013 (Blackboard)
- “Foreign Policy Consultation Between the President and Congress” The Hon. Lee H. Hamilton, Elliott School Lecture, George Washington University, October 14, 1999 (Blackboard)
- “Congressional Staff Attitudes Toward the Foreign Service and Department of State” American Foreign Service Association www.afsa.org/portals/0/2013_Congressional_attitudes.pdf (executive summary) (Blackboard)

Tuesday, October 27
Mid-Term Exam

Thursday, October 29
Uniformed (and Armed) Diplomats: The Increasing Diplomatic Clout of DOD
- Pigman: pages 161-179 (Blackboard)
- Kopp: pages 117-122

Tuesday, November 3
Development as a Diplomatic and Foreign Policy Tool
- Visit www.foreignassistance.gov to review where and how U.S. provides foreign assistance.
Thursday, November 5

**Negotiations**
- Berridge: pages 27-53
- Colosi, Thomas: *On and Off the Record: Colosi on Negotiation*, American Arbitration Association, 1993. Pages 1-17 (Blackboard)

Tuesday, November 19

**Negotiations (continued)**

NOTE: Role assignments and negotiations instructions will be distributed at the end of class

Thursday, November 12

**Negotiations Exercise**

Tuesday, November 17

**Negotiations Exercise**

Thursday, November 19

**Negotiations “Hotwash”**

**“Reflections” Paper due 5:00 November 20**

Tuesday, November 24

**Mediation**
- Berridge: pages 186-206
- **POLICY PAPER DUE AT 5:00 PM**

Thursday, November 25

**THANKSGIVING HOLIDAY – NO CLASS**

Tuesday, December 1

**Summitry**
- Berridge: pages 168-186

Thursday, December 3

**Non-Traditional Challenges for Diplomacy: International Public Health**
- Fidler, David “*Influenza virus samples, international law, and global health diplomacy*” European PubMed Central
  [http://europepmc.org/articles/PMC2600156/reload=0;jsessionid=YDRtEkgbSxNvQaRH8njs.20](http://europepmc.org/articles/PMC2600156/reload=0;jsessionid=YDRtEkgbSxNvQaRH8njs.20) (Blackboard)
Tuesday, December 8

**The Future of Diplomacy in a Globalized World**

- Various: *American Diplomacy at Risk* Special Report, American Academy of Diplomacy, April 2015 (Blackboard)

Thursday, December 10

**Last day of class: Review**

**Final Exam: TBA**