

STUDENT INTRODUCTION

Diplomacy Simulation: You Are a Diplomat

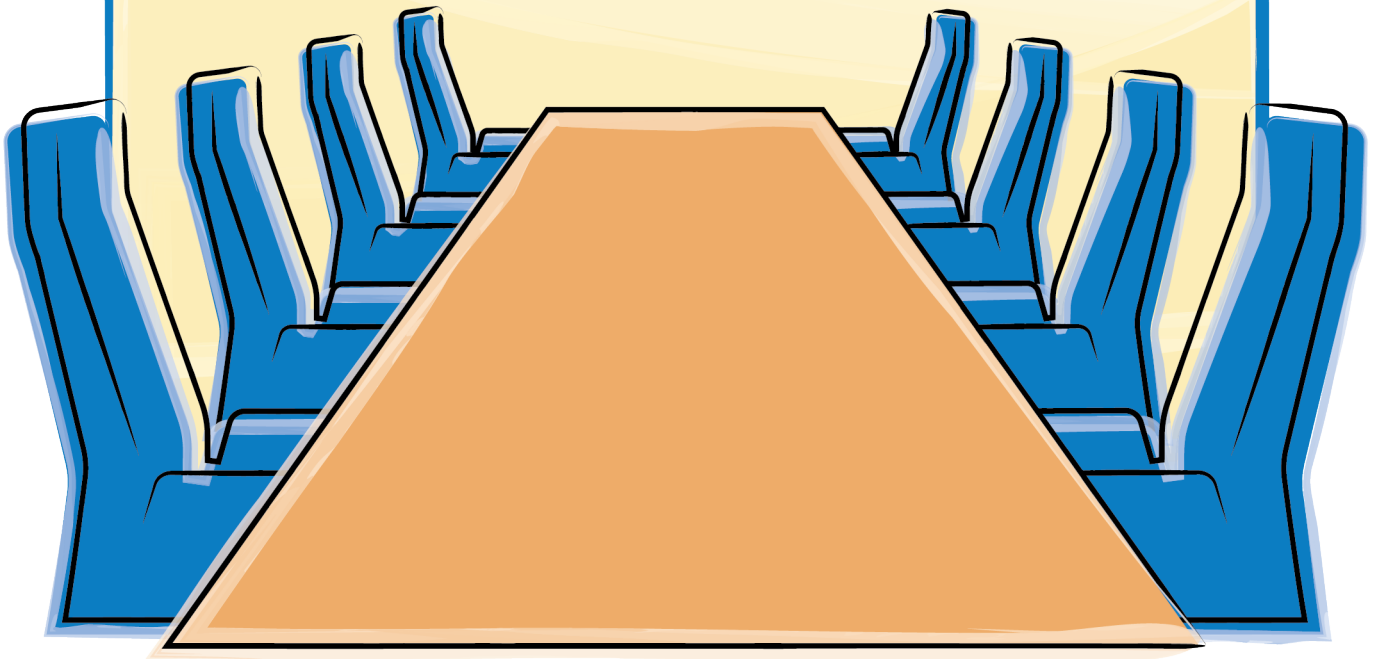


National Museum
of American Diplomacy

You are about to step into the role of a diplomat.

The Diplomacy Simulation Program of the U.S. Department of State, National Museum of American Diplomacy offers an opportunity for you to explore how diplomacy shapes the global challenges that impact our daily lives.

But what is diplomacy and who carries it out?



The U.S. Department of State and the Goal of Diplomacy

The world needs countries to cooperate, now more than ever. The global challenges that affect our lives today cannot be addressed by any one nation or organization acting alone. The U.S. Department of State uses diplomacy to build relationships and cooperate with others around the world.



WHAT IS THE DEPARTMENT OF STATE?

Initially founded as the Department of Foreign Affairs in 1781, the U.S. Department of State is the United States government's oldest Cabinet-level federal agency. The Cabinet is composed of a group of government officials, appointed by the President and confirmed by the Senate, who lead the federal agencies and advise the president. The appointed official who leads the U.S. Department of State and who is a member of the Cabinet is called the Secretary of State.

The U.S. Department of State leads America's foreign policy through diplomacy, advocacy, and assistance by advancing the interests of the American people, their safety, and economic prosperity. The Secretary of State is the President's principal advisor on foreign policy and the person chiefly responsible for representing the United States abroad. The Department of State and U.S. diplomats work around the clock and around the world to:

- Protect and assist Americans overseas
 - Issue U.S. passports and register U.S. citizens born overseas
 - Provide emergency assistance to U.S. citizens overseas (e.g. helping evacuate Americans from danger, assisting Americans imprisoned in a foreign country, and more)
- Facilitate studying in, doing business with, and traveling to the United States
 - Issue immigrant and non-immigrant visas to allow people to come to the United States
- Ensure peace and security for our country and the world
 - Negotiate peace treaties and arms agreements
 - Fight terrorism and illegal activities
 - Respond to crises like pandemics and natural disasters and deliver humanitarian aid

- Increase global prosperity
 - Create jobs and international partnerships
 - Support entrepreneurship
 - Ensure fair business practices for American companies overseas
- Promote democracy and development
 - Defend human rights and uphold the rule of law
 - Help solve global challenges like poverty, disease, and environmental threats
 - Link leaders in government and civil society to American counterparts to foster relationships and collaboration

WHAT IS DIPLOMACY and WHO IS A DIPLOMAT?

Diplomacy is the art and practice of building and maintaining relationships and conducting negotiations with people using tact and mutual respect. People whose job it is to build and maintain these relationships on behalf of their country or organization are called diplomats. They deliver messages and communicate the interests and policy priorities of their government or organization to other countries and groups. They report back to their government or organization news and information from abroad. Diplomats study foreign languages and cultures so they can effectively communicate in the countries where they live and work.

U.S. diplomats have shaped both our nation’s history and the global landscape. Most U.S. diplomats work for the U.S. Department of State. Some of the American diplomats that work for the U.S. Department of State are called Foreign Service Officers. Other people who represent the president abroad may serve as a Special Envoy or an Ambassador. Foreign Service Officers and other types of diplomats use Diplomatic Skills and Tools to advance our country’s foreign policy goals on behalf of the American people.

During this simulation, you will get a chance to role-play an official diplomat, but you have probably already acted like a diplomat in your own life. In fact, anyone can “be a diplomat” and use the Skills of Diplomacy to build and maintain relationships and conduct negotiations with people using tact and mutual respect.

The Skills of Diplomacy

Exercising tact and skill in working with people of varied backgrounds, diplomats advance their country's national interests. During the simulation, you will practice the Skills of Diplomacy: analysis, awareness, communication, leadership, collaboration, composure, advocacy, innovation, and management.

Informational:

Analysis: Study and think critically about situations.

Awareness: Respect different cultures and customs. Recognize when situations and circumstances are changing and adapt to meet that change. Be aware of what you do not know or understand.

Communication: Articulate your position and listen openly to others' positions. Determine where interests overlap. Confirm positions and use clear and appropriate language to avoid misunderstandings.

Relational:

Leadership: Take action and make decisions using what information is available. Keep the big picture in mind. Take steps to improve your team's overall position and fill in knowledge gaps.

Collaboration: Incorporate the ideas of others and find common ground. Take cues from others when formulating responses and making proposals.

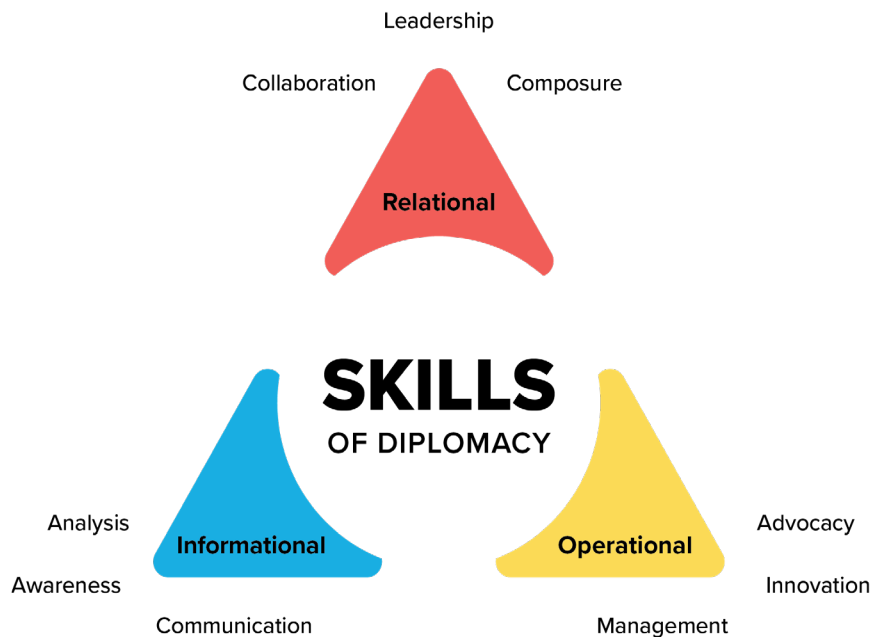
Composure: Work with others in a professional manner and calmly deal with the range of attitudes and behaviors exhibited by counterparts, difficult partners, and adversaries.

Operational:

Advocacy: Speak on behalf of the organization or nation which you represent and pursue the goals and missions of that organization.

Innovation: Formulate alternatives and be flexible in your responses to unanticipated circumstances.

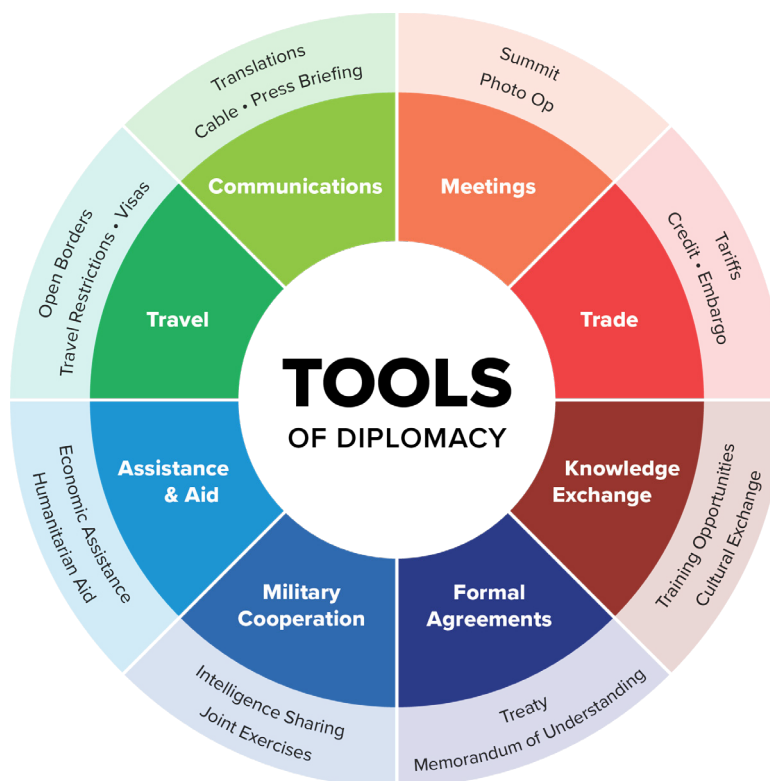
Management: Use the skills and strengths of your team members. Know what tools and resources are available to help meet your country or organization's goals and agenda.



The Tools of Diplomacy

When a diplomat enters into discussions, meetings, talks, or negotiations with another country or organization, they have the full support and backing of their own country or organization. Diplomats have resources or “tools” to advance their agenda, or to try and get what they want. These tools, such as money, military support, and the support of heads of state, are provided by their organization or county’s government. Diplomatic tools can include communications, formal agreements, aid, trade, military cooperation, and knowledge exchange. These tools are often used in conjunction with one another and may be framed as incentives or deterrents.

- Communications:** Official information sent from one nation or its representative to another nation or its representative; communications to a foreign public through media or events.
- Meetings:** Any meeting that is attended by heads of state or nations’ representatives.
- Formal Agreements:** Official document signed by a nation and at least one other party that states a mutual agreement.
- Assistance and Aid:** Money, services, or goods given from one organization or country to another that supports, stabilizes, or provides relief.
- Trade:** The exchange of goods and services between countries. A nation’s prosperity can increase with trade relations.
- Military Cooperation:** Partnership between two nation’s military forces. This can include military training and exercises.
- Travel:** Movement of people from one country to another, made possible and authorized by national and international laws and agreements.
- Knowledge Exchange:** The process of sharing ideas, data, expertise, and experiences that benefit and increase the understanding of a particular topic.



WHAT DOES IT MEAN TO NEGOTIATE?

Diplomats use **negotiation** to advance the interests of the country or organization they represent. Diplomats use the **Skills and Tools of Diplomacy** to **negotiate** with their colleagues, counterparts from other countries, and international partners to determine the best strategy to achieve their goals.

Diplomats negotiate things like trade agreements, peace treaties, and solutions to global problems. They may negotiate what supplies and resources are needed and what organization or persons will manage the process to address a specific challenge.

Strategies of Negotiation

Some of the **strategies of negotiating** include:

- **Know the situation:** Gather, research, and analyze the available information.
- **Know your strengths and weaknesses:** Know what you bring to the table. Know and implement incentives and disincentives (the carrot and the stick).
- **Know your friends and adversaries:** Use relationships to help get what you want.
- **Know all the options:** Weigh different perspectives and look at the situation from different points of view.
- **Know all the angles:** Think strategically about what others want.
- **Know how to concede:** Look for common ground. You may need to give something up to move your agenda forward.
- **Know your timeframe:** Be sensitive to the point when the situation turns into a crisis.

HOW THE SIMULATION WORKS

During the simulation, you will step into the shoes of a real-life diplomat. You will receive a scenario related to a global issue, which could be real-world or hypothetical, current or historic.

Each simulation is designed for 15-30 students, plus a teacher/facilitator. You will be placed into one of five to six stakeholder groups, each with three to five students.

Stakeholders include the United States Department of State, foreign ministries, NGOs, and international organizations, each with different perspectives and priorities. You will role-play one of these stakeholders.

In a limited amount of time, you will be challenged to negotiate a peaceful solution to the crisis in the scenario. You will use the information provided in the simulation packet to develop your group's policy positions and defend or modify your choices in real time.

Your simulation will be moderated by a facilitator, who will lead you through discussions within your stakeholder groups, formal negotiations with all stakeholders present, and informal meetings where you will negotiate with members of other stakeholder groups.

Are you ready to tackle the challenge and use diplomacy to avert an impending global crisis?

