

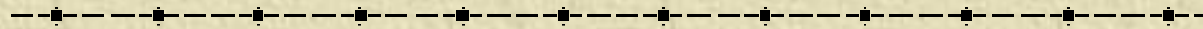
Diplomacy Dialogue

Executive Course on Global Health Diplomacy

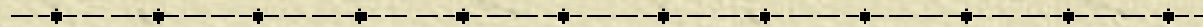
The Global Health Programme,
Graduate Institute, Univ. Geneva,
18-22 June 2012, Geneva

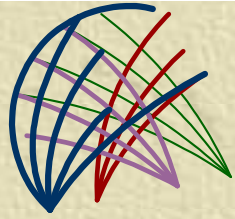
‘Postmodern Diplomacy

Prof. Dr. Raymond Saner



Sciences Po, Paris, Basle Univ and DD/CSEND





Diplomacy Dialogue

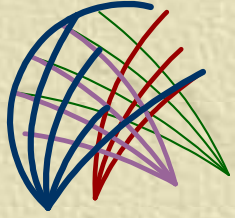
Sources of Presentation

Raymond Saner & Lichia Yiu

“International Economic Diplomacy: Mutations in Postmodern Times”, Discussion Papers in Diplomacy, No. 84, Clingendael Institute of International Relations, The Hague, January 2003.

Raymond Saner & Varinia Michalun

Negotiations between State Actors and Non-State Actors: Case Analyses from different parts of the World“; Republic of Letters, Dordrecht, 2009

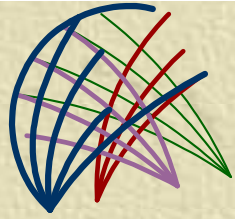


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Negotiation

(Saner, 2000,2004, 2008)

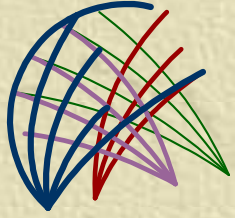
Negotiation is a process whereby two or more parties seek an agreement to establish what each shall give or take, or perform and receive in a transaction between them



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Negotiations: Interdisciplinary Knowledge Domain

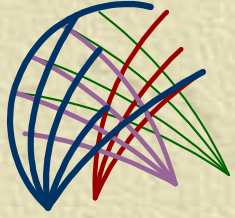
- Military Strategy, History, early Diplomacy (e.g. Sun Tze, de Carrière, von Clausewitz)
- Social Psychology (e.g. Deutsch, Schelling, Druckman)
- Economic Game Theory (Nash, Bartos, Axelrod)
- Law & Political Science (e.g. Zartman, Constantin, Fisher)



Negotiations (3)

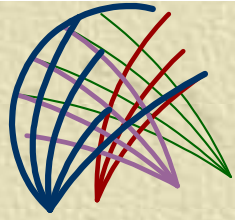
Scope of Analysis:

- Bilateral (SAs-Non SAs)
- Plurilateral (WTO, UN)
- Multi-lateral (UN Agencies, WTO)
- Multi-Institutional & Multi-actor (IFIs, WTO-UNCTAD-WIPO)



Negotiation Theory

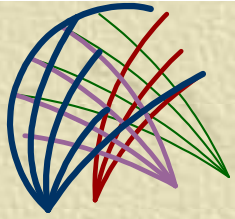
- Evolution of theory from historical-normative-prescriptive to experimental-theoretical
- Unit of analysis broadening from bilateral, plurilateral, multilateral to multi-institutional negotiations
- Increasing complexity requiring interdisciplinary research methodology



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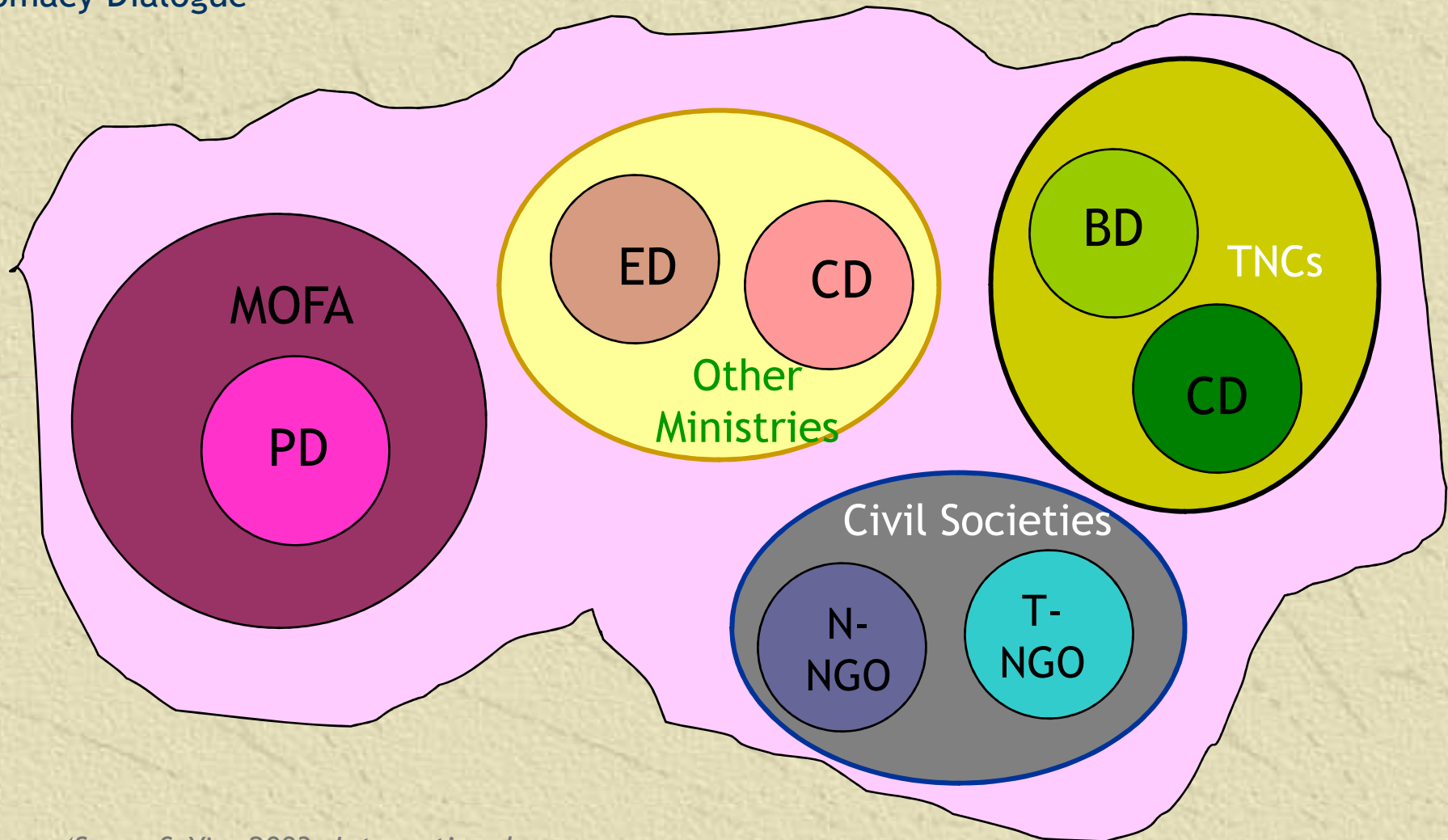
Postmodern Diplomatic Negotiations

New Roles and Functions in International Economic Relations and Policy Making ranging from state to non-state actors and institutions.

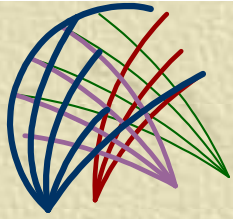


Diplomacy Dialogue

Post-Modern Economic Diplomacy

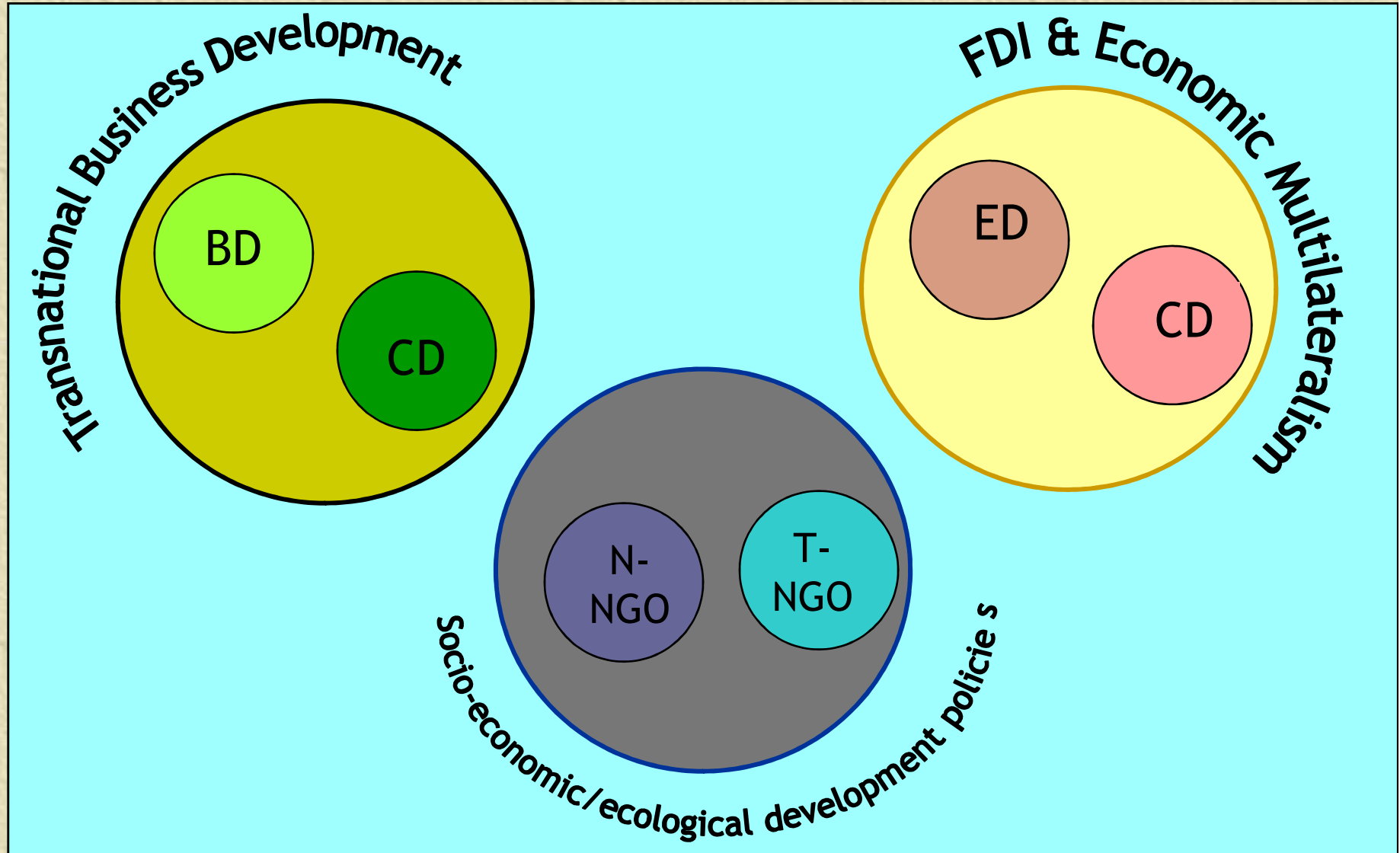


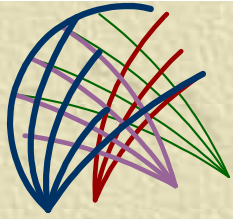
(Saner & Yiu, 2003, *International Economic Diplomacy: Mutations in Post-Modern Times*)



Diplomacy Dialogue

Goals of these new actors





Diplomacy Dialogue

Transnational Business Development

FDI & Economic Multilateralism

Socio-Economic/Ecological Development Policies

Corporate Diplomats

Business Diplomats

Economic Diplomats

Commercial Diplomats

N-NGO Diplomats

T-NGO Diplomats

Postmodern Economic Diplomacy



Shaping socio-economic/
ecological development policies

- Negotiating global economic governance architecture
- Setting standards at multilateral organisations
- Managing multi-stakeholder coalitions & alliances