

SPECIALIZATION COURSE

Diplomacy and International Negotiation



2022/2023

3rd edition

Objectives

- Understand the importance of Diplomacy and how it is linked to State foreign policy;
- Understand the historical evolution of Diplomacy since Antiquity up to contemporary times;
- Understand the practical aspects of Diplomacy;
- Know theoretical and practical aspects of Negotiation and how that can be linked with Diplomacy.

Who should attend

Students attending different studies cycles in higher education, namely in the fields of International Relations, Political Science, History, Sociology, Geography, Economics, Communication Sciences and African Studies; Armed forces, law enforcement and security forces officials; Public Administration officials, working namely in the Foreign Office, National Defence Ministry, Home Office, Ministry of Economy; Senior officials in Municipalities and companies focused on internationalization, consulting and risk analysis; Journalists

Information

 **215 800 952**

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Structure

International Relations have undergone major changes in the past few years, with consequent changes in States' foreign policies and in the negotiations they conduct. The end of the bipolar balance and the new strategic design in global relations, as well as the consequences of globalization, have posed major issues to international actors – States, international organizations, NGOs, multinational companies – and introduced new challenges which must be solved by Diplomacy and International Negotiation.

Universidade Autónoma de Lisboa, which has a wide experience in intensive courses on Diplomacy, such as the 7 editions of the program designed to prepare applicants to the diplomatic career, now offers the Specialization Program on Diplomacy and International Negotiation.

This program is taught by highly qualified lecturers and aims to provide participants with theoretical and practical knowledge and foster the debate on diplomacy.

Coordinator: Filipe Vasconcelos Romão

DURATION

March 2023

TIMETABLE

Monday 13:30 – 17:30 (daytime)

Monday 18:30 – 22:30 (after work)

WORKLOAD | ECTS

50 hours | 6 ECTS

FEE

Enrolment	25€
School insurance fee	20€
Certificate	25€
Tuition fees	500€*

*AUTÓNOMA and IDN alumni have a 10% discount on the tuition fee.

Study Plan

> Main Lecturers

Francisco Seixas da Costa, Ambassador

Joaquim Ferreiras Marques, Ambassador

Mário Godinho de Matos, Ambassador

> Modules

Introduction / Concept Analysis: The concept of Diplomacy; Types of Diplomacy

History: from Antiquity to Contemporaneity.

The Vienna Convention: State and Government acknowledgment; Law on Legation; Embassies, Consulates and Permanent Representative; the Diplomatic Corps; the Diplomatic Mission; the Members of the Diplomatic Mission.

Diplomatic Practice: The specificities of diplomatic discourse; protocol; diplomatic asylum; diplomacy under a foreign flag; Diplomacy in the EU; Diplomacy and globalization; Human Rights Diplomacy; Diplomacy based on faith; "Government Diplomacy"; Cultural Diplomacy; Economic Diplomacy; public Diplomacy and the media; Diplomacy and distance communication.

Diplomatic negotiation: concept, principles, and methods. Defining the object of negotiation; preparing the negotiation; negotiation strategies and tactics. Leading the negotiation. Practical exercises.

Location

The program is lectured face-to-face. Face-to-face sessions will be held at Universidade Autónoma de Lisboa, Students may participate in the conferences organized by UAL.