

DIPLOMACY – SCIENCE OR ART

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Abstract: *Even though everyone defines diplomacy in some form, all recognize its special place that bears its political and legal mechanisms and structures, changes over the centuries in foreign policies enhancing its importance in the new context of globalization, thus acquiring new meanings and ways and embracing new features. As we will see later in the paper, diplomacy exists even in ancient times, though not necessarily under this name. Nowadays we can say that diplomats, through their efforts they reconcile conflicting situations and even avoid negative consequences for states, such as embargoes or even wars. It is therefore necessary for diplomats to master the art of negotiations and to be specialized and skilled people. The present study will make an incursion into history until present time to highlight the evolution and importance of diplomacy in international relations. The paper is addressed to those who wish to learn a brief history of diplomacy in a couple of minutes, from El-Amarna until today. The impact of diplomacy on how the state is seen in relationship with others is even more powerful considering the ability to reflect how conflicts are settled or resolved before they escalate. The aim of the paper is to provide a broader vision of what diplomacy means, through the chronology from appearance and its development to the final conclusion: is it a science or an art? The intention is that this work will be useful to all who wish to know more about this subject still considered relatively new. It is worth to mention that it has led to the emergence of a new job – the diplomat, an official, whose mission is to maintain relations with officials of other states or to deal on behalf of his country, who knows how to behave in a situation in order to achieve his goals. Briefly, a shift from art itself to a policy of the art of diplomacy.*

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1. Introduction

What does diplomacy represents? Throughout history (and we can take very wide limits), diplomacy was and is an area with different definitions, but all with a common denominator: diplomacy is the axis that passes through the state borders to develop relationships, to ensure a climate of peace and also to promote self-interests in other areas.

Elmer Plischke gives a technical definition which says that diplomacy is a dynamic institution, designed to facilitate relations between states, to promote national and international goals of nations (Plischke, 1979).

According to the Oxford Dictionary, diplomacy means the conduct of international relations by negotiation. Concise Dictionary defines it as leading the relations with other states through peaceful methods and the ability in managing international relations, arguing that diplomacy is a science with specific object and method.

The term "diplomacy" comes from the Greek "Diplos" which means duplicated. This meant in antiquity the action of drafting official documents and diplomas in two copies, the carrier of one became a diplomat and his work - diplomacy. In Romanian, the term is also found in early eighteenth - century to Dimitrie Cantemir in "Chronicle of Romanian-Moldovan Vlachs" in the sense of charter or certificate.

The actual meaning of the term diplomacy was first used in England in 1787 and related to the science that allows the retrieval of rights enshrined in the old charters and on which sovereigns could maintain claims. In the early nineteenth century, De Flassan said diplomacy is the expression of which knowledge of foreign relations or foreign affairs of States are designated, or in a determined sense, science or art of negotiations (De Flassan, 1866). Jen Mellisen defines it as the mechanism of representation, communication and negotiation by which states and other international actors conduct their foreign affairs (Mellisen, 1999). Marcus Terentius Varro emphasize that diplomacy is the sum of intelligences, the elite values, involving skills without which it isn't effective. P. Fauchille believes that diplomacy can be regarded as a science and an art. As a science, its purpose is to become able to deal with legal and political relations between different countries. As art, its purpose is to manage international negotiations, and this involves the ability to coordinate and lead political negotiations, accompanied by a full understanding (Rivier, 1896).

2. Diplomacy and foreign policy achievement

Romanian literature emphasizes the idea that diplomacy art meets concurrently with the scientific attributes. Mircea Malita, academician and diplomat by profession, defines diplomacy as the application of intelligence and tact in relations between states (Malița, 1969). He points out that diplomacy should not be confused with international relations and is not synonymous with foreign policy. Foreign policy is the prerogative of the State, but its promotion depends in a large measure of intelligence and tact diplomats. State policies must be harnessed through diplomatic work abroad. Bryant Wedge in *Communications Analysis and Comprehensive Diplomacy* emphasized as well that besides some good knowledge in law and international relations, diplomats need talent to maximize this knowledge in order to complete the pursued objectives.

As we study the literature, it increases the focus of diplomacy as a profession. According to *Bolshaya Sovetskaya Encyclopedia*, diplomacy is the activity of the state's representatives in another state, defending peacefully the state's rights and interests for goals that are pursued by the foreign policy of the ruling class of that State.

French publicist Paul Pradier-Fodera believes that diplomacy is invested with the noblest, the most brilliant and enviable feature that could aspire a bright spirit and a chosen soul: to represent abroad the cultural and moral dignity, perennial interests and legitimate rights of his country; diplomacy is the art of representing the government and the country's interests beside governments and foreign countries; to ensure that the rights, interests and homeland's dignity should not be ignored; to manage international affairs and either lead or to follow, as instructed, political negotiations (Pradier-Fodere, 1881).

Diplomacy is associated with state efforts to regulate conflicts and disputes, maintain and develop peaceful relations. Calvo defines diplomacy as the science of relations between different countries, as these relationships result from their mutual interests, the principles of international law and treaty stipulations (Calvo, 1885).

In our national literature, diplomacy is defined as an official activity of state bodies for External Relations and foremost diplomats, held with negotiation, correspondence and other peaceful means for achieving foreign policy goals and objectives of the state, for State rights and interests abroad. It is the most important means of achieving foreign policy of states (Alexandrescu et al, 1967).

3. Diplomatic activity - past and present

Titulescu asserts that the diplomatic activity conducted by talented and intelligent diplomats through peaceful means, will succeed in a country's international efforts. In 2001, Professor Adrian Nastase said that diplomacy is an ongoing activity through peaceful means of external relations, which requires specialized knowledge and a lot of skill in action (Năstase, 2001).

A dedicated research diplomacy cannot ignore is the the emergence and development of the profession and of the importance that has been granted over the centuries. Diplomatic negotiations characterize not only the modern era, and the past - especially the distant past - was not only dominated by conflict (Lall, 1966).

3.1. Antiquity

Historically, diplomacy has existed since antiquity. Certainly not as an institution that currently takes, but most fundamental features that underlie it. Always, throughout history, it has resorted to diplomacy as the main alternative to resolving conflicts in force. Community leaders and elected representatives have held talks on behalf of the states they represent, political and military alliances and treaties or conventions guaranteeing the stability and progress of the communities concerned.

The diplomatic activity in ancient cities has found expression in intense negotiations, the exchange of messages in concluding treaties with defensive or offensive. In this way they gradually developed organizational forms, methods and means of diplomacy.

The first known facts which attests the emergence and development of diplomatic activity are found in the Ancient Orient. The volume and richness of content, the correspondence from El-Amarna and the 1296 BC treaty between Ramesses II, Pharaoh of Egypt and Hattuşill III, king of the Hittites are the most prestigious prime sources of diplomacy. Moreover, this Treaty presents another great importance for the history of diplomacy. It is the oldest monument of international law as far as known. Treaty of Ramses and Hattuşill reflects a fundamental feature of the Ancient Orient: full identification of the state with the person holding the supreme power. All negotiations were conducted exclusively on behalf of the king. You first meet commitments to non-aggression and mutual assistance. This assistance was provided in the form of collaboration between both parties, even putting down internal revolts.

Another source of outstanding value for early diplomacy is the Laws of Manu, a source that has its origins in ancient India. The authentic text of these laws was not kept up to date. The latest variant in lyrics was kept, apparently dating from the first century CE. According to Manu, diplomatic art requires skill to prevent war and strengthen peace. Peace and its opposite - the war - depend on messengers, for they are those who create alliances or enmity on his allies. In their power is all those things because that means the settling of peace or the beginning of war. The diplomat informs the sovereign of the intentions and plans of the foreign ruler. In this way, he protects the state from danger and threats. That is why the diplomat must be a diligent man, highly trained and one who knows how to attract the sympathy of the people. He must know how to discover the foreign ruler's plans by not only their words or actions, but even by their gestures and facial expressions (Elmanovici, 1913). The head of state is encouraged to call the diplomats after a judicious choice and to exercise caution. The diplomat must be an older man with a dignified appearance, brave, eloquent, loyal, helpful, honest, clever, have a good memory and a good knowledge where and when to act. These are the basic teachings of Manu on diplomacy and diplomatic role. As we can see, even today, those states who choose such criteria for their diplomats, enjoy international diplomatic prestige. Selection on criteria other than professional ones (ex. the criterion of political affinity) often is a millstone for State diplomacy, being marginalized diplomatically. Laws of Manu show that ancient Indian ruling class representatives had developed a series of views on the art of diplomatic parley.

3.2. Greek diplomacy

International law and Greek diplomacy are lost as well in the mists of time. The international relations seeds arise from the Iliad, in the form of agreements between different tribes. All scientific research on the subject emphasizes the virtues of ancient Greek diplomacy (diplomatic academies, the courses begin with the diplomatic service of the era, for example.). The work of Demosthenes is eloquent about the role of Greek diplomats: an ambassadors weapons are his words ... A soil in a system like ours acts slowly, making us lose favorable moments not only to lose such opportunities, but to lose the control of events (Nicholson, 1966).

Hellenistic Age is a rich source for diplomacy and with an impressive number of treaties of alliance, symanders and epimachs (defensive and offensive alliance). Among the documents of diplomatic history in the Hellenistic Age we can mention the treaties that were preserved and letters of the rulers and statesmen's speeches transmitted through the works of historians in Antiquity. At that time, special functions were created for people that managed the relations with neighbors. Such foreign policy leaders existed in the State Seleucid and Ptolemaic kingdom. They had under their chancellors scribes the instructions prepared by messengers, preparing response letters for leaders of the neighboring countries, talked with foreign ambassadors before they went to be their king. In the Hellenistic Age were developed a set of rules of conduct in international negotiations. The Greek historian Polybius notes that the first Roman envoys who arrived in the Hellenistic states amazed the Greeks with their rudeness and ignorance conducted in the local society accustomed to politeness. It is considered inappropriate for a ground or a ruler to vent, during negotiations, his feelings - joy, anger or irony. Usually, even enmity between them, leading statesmen diplomatic talk calmly and with a smile.

In the era of Hellenism appeared several international customs, considered as a kind of rules of international law, the breach of which was described as barbaric and cause a real contempt in all Hellenistic countries. These rules were: do not use poisoned weapons war, the return of prisoners of war when they were offered money for ransom, not to attack neighbors without a formal declaration of war. It is considered very important to show the neighboring countries, the state that has resorted to breach the peace and started the war, did it because it has no other choice. The war was considered the extreme mean which was available to middle managers and only if all possibilities to resolve the conflict through diplomatic negotiations have been exhausted. Therefore, each party to the dispute was struggling to strengthen their claim through documents or references to historical rights. During the conflict, the parties often resorted to arbitration of another state. The defeated state, who wanted to end the war and begin peace with his enemy, addresses to a neutral state, with the request to serve as an intermediary and submit proposals to the opponent to begin a peace treaty (Polybius – *Historiae*). These rules are more than present. If we see only in current international intermediate the state's role was taken by international bodies, in one form or another, their actions are directed to all those bearing an offensive policy. In fact, the winner or winners are those who mediate, but give the impression of impartiality by interposing an international body.

3.3. Roman diplomacy

The Greek diplomacy can be characterized as a skilful diplomacy, nuanced, clever, refined, but with the decay of Greek, the Roman diplomacy imposes, rigid, unimaginative, but much tighter. The development of international relations brings to Rome the first seeds of international law. As economic life became more complicated, peaceful relations with neighbours were growing alongside the old civil law (*jus civile*), which did not extend only to the Roman citizens, appears the "right of people" (*jus gentium*), which regulate relations between Romans and foreign.

It is characterized by a not so rigid formalism such as civil law and made it possible to end all kinds of contracts and commercial transactions (even then we see that the economic aspect has not been neglected by diplomacy, being the first brick in scaffolding economic diplomacy later).

In the Imperio era all foreign policy issues were within the jurisdiction of the king (the peace treaty, receipt and processing of the message, declaring war). In this way, diplomacy has turned into an attribute of civil Imperio, the king's chancery having an important role. The roman youth gained the wish to graduate schools of rhetoric, which places special emphasis on the art of diplomacy.

The oratory and diplomacy manuals develop in detail plans for speeches, figures and their proportions. On average, a diplomat speech (says the straightening) should not exceed 150 or up to 200 rows.

Medieval era had as a determinant Christianity, which emerged and developed naturally during this period, regardless of the atrocities and persecutions to which were subjected those who declared themselves Christians. With decisions taken by one of the most important Byzantine emperors Constantine the Great, Christianity became the official state religion, and constituted since that moment one of the vital engines of diplomacy. Moreover, in diplomacy theory we find a distinct category, namely religious diplomacy. To say that diplomacy is circumscribed only to the political, economic, military and cultural is naive. Any comprehensive study of diplomacy cannot ignore the religious diplomacy occupying an important place in international relations structures. We must not make the mistake of looking at them unilaterally. All sectors set overlap, diplomatic means and instruments used by each of them contributing to the international diplomatic activities.

3.4. Venetian diplomacy

A good example would be the medieval Venetian diplomacy. It includes both religious diplomacy and military and commercial. Not that what the Venetians did in the name of religion is worthy of applause. The atrocities that took part in the Crusades are an example of what can be wrong in the name of religion. But they knew very well how to combine the three diplomatic structures to achieve their goals, especially the aggressive gripping and territorial domination and economic default.

What characterizes the Venetian Republic are not only diplomats who have distinguished themselves by their talent, but the entire reorganization of the diplomatic activity that made Venice a school of diplomacy for the world. Commercial oligarchy, specific of Venetian state, introduced the spirit of diplomatic activity of secrecy and distrust, while imparting to the systematic nature and purpose that pervaded the entire leadership of state affairs. Venice took over from Byzantium its diplomacy methods and procedures leading to the virtuosity but negative elements such as methods of seduction and corruption, hypocrisy, betrayal, treachery and espionage. In the context of our study it is important to reveal the role of financial institutions in that period in diplomatic activity. For example, Italian banks in France were for their state both financial and political agencies. Venetians are distinguished by a special talent in the use of their merchants in diplomatic purposes. In turn, merchants were supported by diplomats in expanding their commercial activities, thereby laying the foundations of a genuine economic diplomacy, though not under that name explicitly.

3.5. Public good

At the end of the fifteenth century, Europe has entered a new phase of international relations, with a particular emphasis on "public good". The theory of diplomatic art was subject to the principle of "state interest". Religion ceases to have an important role in politics. One of the most famous literati and diplomats, Machiavelli says in his famous Prince: you should know that there are two ways to fight: one based on law and the other on force: the first is primary to people, the other belongs to animals; but since the former is often not enough, we must resort to the second. So it is necessary for a prince to know how to be as good as an animal and a man ... Therefore, a prince must know how to use animal resources carefully, he shall take the example of the fox and the lion, because the lion does not defend from traps ahead of him, and the fox does not defend itself from wolves. Therefore, you must be a fox to recognize snares and a lion to frighten wolves (Machiavelli, 1960).

The emergence of large states and the development of diplomatic relations between them led to the appearance of diplomatic law and international law. Dutch jurist Hugo Grotius is the one who laid the foundations of international law as a science in his work "On the Law of War and Peace", where he devotes an entire chapter to the rights of the ambassador.

A prominent follower of the "public good" in the history of diplomacy is Cardinal Armand - Jean du Plessis de Richelieu. Lord Acton, in his Lectures on Modern History notes that through his actions, Richelieu founded and promoted a new style in politics and European diplomacy. For example, he has put great emphasis on the role and significance of treaties. Cardinal warned that once concluded the treaties, they must be respected, what can be found in diplomacy under the name of "Pacta sunt servanda".

Great French Revolution of the years 1789 - 1794 has reshaped the monarchical diplomacy. Retaining many of diplomatic methods of monarchs, the new bourgeoisie printed diplomacy class interests and ideology. In the nineteenth century crossing from one territory to another dynasty is becoming increasingly rare. Dynastic marriages and succession issues have not had the importance of the past in all international relations. It has increased the importance of issues regarding customs policy, trade agreements, namely those attributes of commercial diplomacy. It is not surprising this relocation. Do not forget that those in charge were not royalty but monarchs of small artisans, entrepreneurs,

who have sought to develop their businesses outside the traditional area, focusing on what they knew best to do.

In the nineteenth century, the strengthening of the colonial monopoly of England and the conquest of India led the country to launch the idea of freedom of trade (free trade). Due to the overwhelming superiority of the industry and its fleet, Britain no longer was afraid of the competition of anyone and was seeing in free trade a path to strengthen its monopoly. Thus, through diplomatic means available it increased the importance of trade missions, becoming more structured and developed.

Modern diplomacy has taken on new meanings after one of the most sensational moments of the second millennium, the American Revolution. Thus, a State appeared in diplomatic picture, one that will play an increasingly important role in redefining and repositioning diplomacy the following centuries. We can say, considering the events occurred at the time, that diplomacy had a decisive contribution in the victory of the American Revolution, further reinforcing the importance of diplomatic activities in the existence and development of nations. Diplomacy during the revolution and after the conclusion of peace with Britain has changed the course of world history, while contributing to the relocation of international relations.

Another crucial moment in the evolution of diplomacy was the First World War. If by that time, diplomacy was based on personal relations of sovereigns, after the end of the war appeared another kind of diplomacy, an open, collective diplomacy. Some have called it collective security. We maintain reluctance to this feature, of security, the events of the last century often demonstrating that the name of collective security have made many excesses, trying to obtain profit only for some actors. Collective security was in some cases only the leitmotif of expansionary actions and imposing control over new areas of influence.

Initially, this open diplomacy was promoted by US President Wilson through its program "14 points". In it, the President proposed that the agreements to be negotiated in the open international conferences, involving, on an equal footing, large and small states. Many of the ideas of Wilson were found in the Treaty of Versailles in 1919 and the Charter of the League of Nations (1921).

The increase number of nation - states and diplomatic actors, caused by the collapse of the Austro - Hungarian Empire, the failure of the League of Nations, the economic crisis of 1929 - 1933, the growing desire for power of Nazi Germany and Fascist Italy, the deteriorating situation in Europe, which was heading rapidly towards Second World War - all revealed some limitations, difficulties and tortuous evolution of diplomacy. So soon after the Second World War, diplomatic activity took place under the old European system than stated principles of the UN Charter. This period was dominated by the confrontation diplomacy West - East, becoming one bipolar international system through two major world powers - the United States of America and the Union of Soviet Socialist Republics.

Completed in 1961, the Vienna Convention on Diplomatic Relations held a joint fund to customs, norms and rules in the matter, although they were practiced for a long time. Representatives of States agreed on them, in order for a better functioning of the relations between their countries and establish customs of international law on which they intend to use in their mutual relations.

Under the auspices of the Cold War, the decolonization process and the emphasized complexity of the problems of the world economy, diplomacy has seen a new development, which required the involvement of professionals and experts in various fields (trade negotiations, economic, environmental, media). The Bretton Woods Agreements decided the establishment of an international exchange unit - gold and two reserve currency, the US dollar and the British pound and the creation of the International Monetary Fund, represented milestones in terms of growth and economic issues involving foreign trade transactions, leading to the affirmation of a certain type of diplomacy - economic diplomacy. This goes to the fore, as a natural consequence of the predominance

that acquires trade and movement of interest from the political to the business, cooperation and confrontation (sometimes tougher than war) economy in a global competitive environment.

In the new international social-economic conditions we can say without any mistake that Mihai Eminescu's words are more than the current "state is like a man ... has as much liberty and equality as freedom. The poor is always unequal and a slave to the one that stands above him (Eminescu, în *Opera politică*, 1999). The same great poet said in the same tone that to the one who has nothing ... give him all possible freedoms, he remains a slave, a servant to his own needs, because it is the same if you close a bird in its cage, if you have gathered the grains from which it feeds from everywhere.

Diplomacy's progress and shaping as a true science nowadays implicitly led to a more significant role in nation's progress. If the developing technologies, new means of promotion and realization of trade led to dramatic changes in all areas, diplomacy cannot remain outside the sphere of influence of these changes. On the contrary, it is stated as a factor of progress with a recognized impact on the economic, social and political on a planetary scale.

4. In conclusion

In the current circumstances, the increasing globalization of economies obliges states to practice diplomacy to protect and promote the best possible interests, so in this global system, every nation occupies a certain place. Given the difficulties faced by nations to occupy such a place, policymakers are obliged to pay due attention to diplomatic negotiations, using their trained and most talented diplomats and eliminating amateurism and improvisation in diplomatic activity.

Responsibilities with regard to modern diplomacy cannot be looked upon in simplistic organizational terms. Chief diplomatic representatives have continuously concerns about mobilization and development of interstate economic relations, which are essential for the development of a nation. This is due to the extensive process of globalization in recent decades that have led to a number of conceptual and structural changes so that the vectors of power in international relations slide from the political-military to economic trade".

Smart sustainable diplomacy uses the concepts of sustainable development, eco-bio-economy and those related to attractiveness "smart power" and "contextual intelligence" can open an authentic political and diplomatic multi-conceptual dialogue, in a globalized multicultural context.

In the end, I agree with P. Fauchille, concluding that diplomacy can be regarded both as a science and an art.

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