“Everybody’s business”: A brief history of diplomacy

Fall 2018, Week 3
Content

The French System

1616 - 1789

model

method

François de Callières
The Thirty Years’ War (1618-1648)
Nominally religious conflict

The Bohemian (1619-1622)
The Danish (1625-1629)
The Swedish (1630-1635)
The Franco-Swedish (1635-1648)

The Treaty of Westphalia (1648)
Hugo Grotius (1583 - 1645)

De jure belli et pacis

Law of Nature

principles and expediency

institution(s)

LoN, UN
Cardinal Richelieu (1585 - 1642)

the art of negotiation

solid and durable

the interest of the State

“mes petits écrits”

element of certainty
Louis XIV (r. 1643-1715) - French influence

imitated

centralization (MFA)

Secretary of State for FA

considerate, consulting

“secrets du roi”
“Quai d’Orsay”

Secretary of State

Foreign Office

clerks, translators, cypher officers (1661: 5)

extensive diplomatic service (1685)
Rome, Venice, Constantinople, Vienna, the Hague,
London, Madrid, Lisbon, Munich, Copenhagen, etc.
French system

Instructions

*lingua franca*

“les Messieurs du Cabinet” (1712)

economic matters

“les jeunes des langues”
Pierre de Girardin

Constantinople (1686)

“fifteen gentlemen”, two secretaries

lady in waiting, steward, 60 servants (10 musicians)

furniture, pictures, plate, tapestry

house, travel (Paris-Stockholm, 2.5 months)
François de Callières (1645 - 1717)

*De la manière de négocier avec les Souverains* (1716)

the Practice of Diplomacy

honesty

the good diplomatist

good diplomatic method
François de Callières (1645-1717)
On the Manner of Negotiating with Princes (1716)

“…the foreign service… that high, important, and difficult office….”

“…. Honesty is here and everywhere the best policy…. Apart from the fact that a lie is unworthy of a great Ambassador…."

Foreign relations should be conducted by professional trained for the task rather than by politically connected amateurs.
François de Callières (1645-1717)
A wise and able minister [or ambassador]
... just and modest in all his actions....
...ought to accommodate himself to the manners and customs of the country where he is....

He ought to praise the good, and not to say anything of the bad.

The two principal ends for which a minister is sent into another country are, ... to do the affairs of his master, and to discover those of others.
François de Callières (1645-1717)

It is ... absolutely necessary for a minister to be perfectly well informed of everything considerable that passes in the court of his Prince, ....

A minister is always to give favourable accounts of the affairs of his master in the country where he is,....

A minister ought not to be too ready to promise, but exact in performing what he has promised. A downright refusal gives less offence than a breach of promise.
Dear Mr. Ambassador: Please accept my best wishes for the successful accomplishment of your mission. As the personal representative of the President of the United States in . . . you are part of a memorable tradition which began with Benjamin Franklin and Thomas Jefferson, and which has included many of our most distinguished citizens.

We are living in a critical moment in history. Powerful destructive forces are challenging the universal values which, for centuries, have inspired men of good will in all parts of the world.

If we are to make progress toward a prosperous community of nations in a world of peace, the United States must exercise the most affirmative and responsible leadership. Beyond our shores, this leadership, in large measure, must be provided by our ambassadors and their staffs.

I have asked you to represent our Government in . . . because I am confident that you have the ability, dedication, and experience. The purpose of this letter is to define guidelines which I hope may be helpful to you.

The practice of modern diplomacy requires a close understanding not only of governments but also of people, their cultures and institutions. Therefore, I hope that you will plan your work so that you may have the time to travel extensively outside the nation's capital. Only in this way can you develop the close, personal associations that go beyond official diplomatic circles and maintain a sympathetic and accurate understanding of all segments of the country.

Moreover, the improved understanding which is so essential to a more peaceful and rational world is a two-way street. It is our task not only to understand what motivates others, but to give them a better understanding of what motivates us.

Many persons in . . . who have never visited the United States, receive their principal impressions of our nation through their contact with Americans who come to their country either as private citizens or as government employees.

Therefore, the manner in which you and your staff personally conduct yourselves is of the utmost importance. This applies to the way in which you carry out your official duties and to the attitudes you and they bring to day-to-day contacts and associations.

It is an essential part of your task to create a climate of dignified, dedicated understanding, cooperation, and service in and around the Embassy.