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Diplomacy does not take place simply between states but wherever people live in different groups. Paul Sharp argues that the demand for diplomacy, and the need for the insights of diplomatic theory, are on the rise. In contrast to conventional texts which use international relations theories to make sense of what diplomacy and diplomats do, this book explores what diplomacy and diplomats can contribute to the big theoretical and practical debates in international relations today. Sharp identifies a diplomatic tradition of international thought premised on the way people live in groups, the differences between intra- and inter-group relations, and the perspectives which those who handle inter-group relations develop about the sorts of international disputes which occur. He argues that the lessons of diplomacy are that we should be reluctant to judge, ready to appease, and alert to the partial grounds on which most universal claims about human beings are made.

! Represents a new departure in the study of diplomacy and international relations, showing how mainstream IR approaches consistently misunderstand diplomacy and diplomats and underestimate their increasing importance ! Examines critical issues of contemporary importance including rogue states, religious extremists, greedy corporations and public diplomacy from a novel perspective and suggests changes in how policy is conducted towards them ! Employs both theoretical and practical examples from beyond the world of state diplomacy, and considers the international relations of the ancient world, the pre-Columbian Americas, medieval Europe, and encounters between Europeans and native peoples in Hawaii and North America

Contents

Introduction; Part I. Traditions of International Thought and the Disappointment of Diplomacy: 1. Diplomacy and diplomats in the radical tradition; 2. Diplomacy and diplomats in the rational tradition; 3. Diplomacy and diplomats in the realist tradition; Part II. Elements of a Diplomatic Tradition of International Thought: 4. The diplomatic tradition: conditions and relations of separateness; 5. The diplomatic tradition: diplomacy, diplomats and international relations; Part III. Diplomatic Understanding and International Societies: 6. Using the international society idea;

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7. Integration-disintegration; 8. Expansion-contraction; 9. Concentration-diffusion; Part IV. Thinking Diplomatically about International Issues: 10. Rogue state diplomacy; 11. Greedy company diplomacy; 12. Crazy religion diplomacy; 13. Dumb public diplomacy; Conclusion.