Effectiveness of Language Use for Resultative Negotiation in Diplomacy

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Abstract

Amidst the heat of conflicts, violence, wars, boycotts, sanctions, and deadly armed conflicts, such crises have led to the destruction of human lives and genocide, resulting from an imbalance of interests and the selfishness of those in power who employ coercion with no regard for suffering and loss of people's lives. When the incidents escalate and become so protracted that there is no way to stop or calm them down, the author realized that the effectiveness of language use for resultative negotiation in diplomacy plays a vital role in creating understanding and serving as a refuge to reduce such conflicts and violence. Likewise, the urgent requirement of precise communicative competence in language is both essential and powerful in driving the effectiveness of negotiation in diplomacy. The ability in language enables us to enter the heart of situations and nuances, as well as the utility of language in treaties, the careful selection of words to convey messages, and the challenges of foreign languages when interpreted with clear explanation of meaning, including fields of international relations. Moreover, distinction, higher linguistic marking and restriction. Consequently, language is significant to diplomatic profession. This academic article entitled "Effectiveness of Language Use for Resultative Negotiation in Diplomacy" presents Introduction, Background and Advancement of Diplomacy, The Spread of Modern Diplomacy to Europe: 1500-1650, Balance-of-Power Diplomacy and European Equivalence: 1815-1914, Tenets of Diplomacy, Roles of Diplomacy, Tactics in Diplomacy, The Concept, Act and Tactics of Negotiation in Diplomacy, A Russian Diplomat's Tactics helped guard Thailand from Britain and France, Language dealt with Diplomacy, Frames of Language, Techniques of Language Use in Diplomacy and Conclusion.

Keywords: Effectiveness, Language Use, Resultative Negotiations, Diplomacy, Tactics

Introduction

Before the effectiveness of language use for resultative negotiation in diplomacy, the author would like to present some foundational knowledge about diplomacy for readers. Paul Sharp (2009) argued that when things go wrong in international affairs, we frequently find people talking about a failure of diplomacy. Diplomatic Relations, according to Cambridge Dictionary (2024), means the arrangement between two countries by which each has representatives in the other country. Chas W. Freeman and Sally Marks (2024) said that the term "diplomacy" is derived via French from the ancient Greek diploma, composed of diplo, meaning "folded in two," and the suffix -ma, meaning "an object." Louis J. Nigro, Jr. (2010) said that a broad definition of diplomacy is "The peaceful dialogue and interaction between political units." About 2300 BC, the first known peace treaty was signed between a King of Ebla (Syria) and the King of Assyria. The modern, geographically sovereign state began to emerge in Europe during the 16th century as the old structures of European international order began to break down. Jemal Seid (2019/2020) added that diplomacy, based on the Encarta Premium 2009, is a set of practices and institutions by which nations conduct their relations with one another. Edmund Burke, British philosopher, castigated the French for their double diplomacy during the Napoleonic Wars in 1796. Hence, the term diplomacy has been associated with international politics and foreign policy since then. Chas W. Freeman and Sally Marks (2024) supported that diplomacy is defined as "The established method of influencing the decisions and behaviour of foreign governments and people through dialogue, negotiation, and other measures short of war or violence." Thereto, set by political leaders, diplomacy is the chief instrument of foreign policy though diplomats (in addition to military and intelligence officers) may advise them. Foreign policy establishes goals, prescribes strategies, and sets the broad tactics to be used in their accomplishment. Diplomacy started in the ancient time in Europe with the first system of providing the ambassadors on their duty and journey from one empire to another for their specific mission along the topic below.

1. Background and Advancement of Diplomacy

(Early or Classical Advancement)

According to Jemal Seid (2019/2020). the first civilization to advance an orderly system of diplomacy was ancient Greece. Ambassadors and special assignments were sent from city to city to carry messages and cautions, transfer gifts, and request the cases of their

own people before the leaders of other city-states which were called diplomatic missions being occasional and sporadic. After the decline of Greece, the Greek system of diplomacy disappeared and then the rise of the Roman Empire. The purposes of conquest were served by its diplomacy and annexation as Rome expanded.

Louis J. Nigro, Jr. (2010. p. 176). mentioned that "Machiavellian" was labelled to refer to the ideas of Niccolò Machiavelli, Florentine statesman, diplomat, and political thinker (1465-1527) whose works have come to epitomize the difference between the pre-modern, medieval international system, and the modern, geographically sovereign one that first appeared in the Italian state system of the 15th century. Renaissance humanism was a preference for those areas of ancient Greek and Roman culture that were oriented toward empowering human beings in this world rather than preparing them for another which is better world.

Next, diplomatic advancement was carried on to the New Era by assault and power of the leader, after that degree and quality of diplomacy was developed to strong diplomats as follows:

1.1 The Spread of Modern Diplomacy to Europe: 1500-1650

Louis J. Nigro, Jr. (2010. p. 178). started with King Louis XI of France led his army into Italy, took and occupied cities from the border to Naples, and successfully retreated despite suffering tactical defeat by Italian forces after that. (p. 179). The Renaissance to all of Europe including the new Italian political institutions was spread by the invasions of Italy. The idea of the new state with its exclusive territorial basis and its concentration of power in the ruler's hands was attractive to Western European rulers, and legitimacy was one thing that the European rulers had and that the Italian Renaissance new states lacked. Whether over kingdoms, principalities, duchies or other jurisdictions, the soft power of legitimacy based on religion, tradition, or custom sanctioned and supported their rule. That diplomatic immunity rapidly became the standard for Europe, the Italian system of permanent, resident ambassadors, duly accredited and endowed. By representing policies and views to other rulers, providing timely and accurate political intelligence back to the capital, and concerting actions with allied and friendly governments, the resident ambassadorial system gave rulers ways to influence other states. It soon became the norm throughout Europe.

In 19th century, peace was focused to be used as an instrument to bring the equilibrium among western nations mentioned below.

1.2 Balance-of-Power Diplomacy and European Equivalence: 1815-1914

Louis J. Nigro, Jr. (2010. p. 182). presented that an unprecedented period of comity in the European state system was begun by the post-Napoleonic settlement which was codified by the Congress of Vienna without general wars lasting more than a few months or involving all of the Great Powers were fought for nearly a century. At Vienna where the statesmen and diplomats gathered were intent on restoring the 18th century balance of power in the European state system as the best way of ensuring peace. Successful in providing the basis for a durable peace among the Great Powers for nearly a hundred years, the statesmen and diplomats made the territorial changes and took the institutional initiatives. As great as that produced by the French Revolution and the Napoleonic Hegemony, no shock to the international system has yet been followed by such a sustained period of peace.

Jemal Seid (2019/2020. p. 183). pointed out that European diplomacy was concentrated on the peaceful management of two intense contests among the European powers during the years 1871-1914, the competition for the remnants of the dissolving Ottoman Empire, especially in Europe, and the competition for colonial expansion in Africa and Asia. Bismarck's political foresight and diplomatic skill were demonstrated in both spheres. In 1878, first as he assembled the Powers in Berlin to craft a general settlement to the Russo-Turkish War of 1877-78 that involved multiple changes of boundaries and prevented war from spreading. To general arbitration and international decision, he called them together again in 1885 to submit a number of African colonial disputes. Under Theodore Roosevelt, the United States played a leading diplomatic role in ending the Russo-Japanese War of 1904-05 through mediation at Portsmouth, New Hampshire.

Chas W. Freeman, Sally Marks (2024). presented that modern diplomatic practices are a product of the Post-Renaissance European state system. Historically, the conduct of official (usually bilateral) relations between sovereign states was meant diplomacy. However, the diplomatic practices pioneered in Europe. By the 20th century, they had been adopted throughout the world, and diplomacy had expanded to cover summitting meetings and other international conferences, parliamentary diplomacy, and also supranational and subnational entities, unofficial diplomacy by non-governmental elements which were the international activities; moreover, the work of international civil servants. By the way, the Middle East, the Mediterranean, China, and India are where the greatest knowledge of early diplomacy comes from. Records of treaties between Mesopotamian city-states date from about 2850 BCE. The international tongue of the Middle East is served as the first diplomatic language until it was replaced by Aramaic which was Akkadian (Babylonian). From the 14th century BCE, a diplomatic correspondence existed between the Egyptian court and a Hittite King on cuneiform tablets in the language of neither, that is Akkadian.

Beyond diplomatic advancement, the following section presents the theoretical framework and principles that underpin the practice of diplomacy.

1.3 Tenets of Diplomacy

G. R. Berridge (2010). G. R. Berridge (2010) proposed that diplomacy, well-resourced and skillful, is an essentially political activity and a major ingredient of power. Its chief purpose is to enable states to secure the objectives of their foreign policies without resort to force, propaganda, or law. Communication between officials designed to promote foreign policy either by formal agreement or tacit adjustment is a comprise of diplomacy. Such discrete activities as gathering information, clarifying intentions, and engendering goodwill are also included; it is thus not surprising that it was known most commonly as 'negotiation' by Cardinal Richelieu, the first minister of Louis XIII, as *négociation continuelle, until the label 'diplomacy' was affixed to all of these activities by the British parliamentarian, Edmund Burke in 1796. Diplomacy is carried out through many different channels besides the traditional resident mission as we shall see. Diplomacy together with the balance of power, which it both reflects and reinforces, is the most important institution of our society of states. In the late fifteenth century AD, diplomacy in its modern form has its immediate origins in the Italian peninsula. Diplomacy, as already noted, is an important means by which states pursue their foreign policies, and these policies are still framed in significant degree in many states in a ministry of foreign affairs. Negotiation is only one of the functions of diplomacy; nevertheless, it remains the most important function of diplomacy. This is because the diplomatic system now encompasses considerably more than the work of resident missions, and that other growth sector of the world diplomatic system-mediation, negotiation becomes more and more its operational focus as we move into the realms of multilateral diplomacy, summitry. *négociation continuelle (French) = continual negotiation.

Paul Sharp (2009. p. 11). said that diplomatic theory is known by how international relations are, and might be, conducted in a variety of international society settings. (P. 13). First and last, diplomacy is a set of assumptions, institutions and processes–a practice–for handling certain kinds of relations between human beings. Diplomacy is conventionally regarded as an aspect of an international system, society, or community, or as an institution necessary to their effective functioning. In contrast, tradition, international systems, societies and communities are seen as different ways in which the terrain is organized upon which relations of separateness are to be conducted within the diplomatic.

To achieve success in diplomacy, diplomats are assigned key responsibilities and must engage with their counterparts in various ways, as explained below.

1.4 Roles of Diplomacy

Jemal Seid (2019/2020. p. 31). pointed out that a variety of officials with titles such as President, Prime Minister, Ambassador, or special envoy, with their own respective roles and/or functions carry on diplomacy. These functions can be explained as follows:

Observation and Reporting: An essential factor for the formulation of foreign policy is gathering information and correct data regarding various aspects of other countries.

To collect information and send it to the home government is the duty of a diplomat. Moreover, it is also expected that he "sell" the foreign policy objectives of his nation to the political leaders and the public of the host country. Essential pre-requisites are the way of the successful performance of this task "the personal appeal of the diplomat and his understanding of the psychology of the foreign people.

(P. 31). Negotiation: The success of negotiation that includes; negotiating ability, degree of experience, stamina (determination), honesty, knowledge of the counterpart culture, technical expertise to deal with legal, political and moral aspects of the negotiation and necessary degree of power to decide might be determined by some important factors.

(P. 32). Representation: the sending state interests in the receiving state are represented by interest representation. In the diplomatic circuit of the national capital or international institution, formal representation, participation and protocol continue as important elements in state sovereignty as part of the notion of international society.

Substantive: It is necessary for policymaking to undertake activities including information gathering and political reporting back home to advise the foreign ministry in making foreign policy. The diplomat must be aware that he/she is a representative of a country as well as to a country, both of which are sovereign 'equals.' Symbolic: The ambassador or diplomat represents the receiving State in the same way that a flag represents a nation, thereby gaining an audience and visibility.

Public Relations: As the legal and symbolic representative of his country, a diplomat is continuously engaged in efforts to create and propagate goodwill in favour of his own state and its policies. This can be achieved through effective public diplomacy and by maintaining good public relations. The role of public diplomacy in modern international relations is growing. A process of creating an overall international image that enhances a state's ability to achieve diplomatic success is essential in the conduct of international affairs as part of worldwide transformation. Instant global communications are breaking down rigidities and isolation. As a result, diplomacy is no longer the sole preserve of foreign policy decision makers, diplomats and ambassadors. Information gathering: information gathered from the host state, ascertaining and analyzing it for policies and policy adjustment, and reporting politically to the sending state is an important function of foreign policy. Diplomacy serves

the function of acquiring and assessing information, including acting as a listening post or early warning system.

(P. 33) Definition in terms of diplomatic function is the acquisition of data from public sources in receiving state such as; press, television, radio, journals and other media outlets, about the reporting or presentation of the sending state. The image which the concern is with presented of the state and the accuracy of press reports on its policy or actions in the media. Interest protection: within the limits permitted by international law, protection of the sending state's interest and its nationals (their interests) in the receiving state is involved by the Interest protection. Traditional function is the duty of protection which has assumed increased significance in contemporary diplomacy.

In addition, Chas W. Freeman, Sally Marks (2024). said that being set by political leaders, diplomacy is the chief and instrument of foreign policy though diplomats (in addition to military and intelligence officers) may advise them. Duties of foreign policy are like such establishing goals, prescribing strategies, and setting the broad tactics to be used in their accomplishment. Moreover, to achieve its objectives, it may employ secret agents, subversion, war, or other forms of violence as well as diplomacy. By the way, for the use of force or underhanded means in statecraft, diplomacy is the principal substitute that it is how comprehensive national power is applied to the peaceful adjustment of differences between states. Though it is overtly nonviolent, it may be coercive. International dialogue and negotiation are its primary tools which are primarily conducted by accredited envoys (a term derived from the French envoyé, meaning "one who is sent") and other political leaders. Though both the fact that it is in progress and its results are almost always made public in contemporary international relations, most diplomacy is conducted in confidence. To strengthen the state, nation, or organization is the purpose of diplomacy which serves in relation to others by advancing the interests in its charge. Diplomatic activity endeavours to maximize a group's advantages without the risk and expense of using force and preferably without causing resentment to this end. In addition, to achieve agreements and resolve issues between states, diplomacy is strongly inclined toward negotiation. However, toward the state diplomacy represents, nurturing relations with foreign states and peoples that will ensure their cooperation or—failing that—their neutrality, diplomacy normally seeks to develop goodwill. The important point that Chas W. Freeman, Sally Marks (2024). proposed is that war may ensue when diplomacy fails; however, even during war, diplomacy is useful. The passages from protest to menace, dialogue to negotiation, ultimatum to reprisal, and war to peace and reconciliation with other states are conducted by diplomacy. The coalitions that deter or make war are built and tended; moreover, the alliances of enemies are disrupted

and the passivity of potentially hostile powers are sustained by diplomacy. By the way, it contrives war's termination and it forms, strengthens, and sustains the peace that follows conflict. Diplomacy strives to build an international order conducive to the nonviolent resolution of disputes and expanded cooperation between states over the long term. Diplomats are the primary—but far from the only—practitioners of diplomacy. Not only are they specialists in carrying messages and negotiating adjustments in relations, but also is the resolution of quarrels between states and peoples. Words backed by the power of the state or organization they represent are their weapons.

In the author's opinions, diplomats need to understand the psychology, behavior, perception of the receiver, accept one another, reduce animosity, respect the human rights and equality and uphold the values with sincere and non-violence in their minds for being resultative in diplomacy.

Tactics in diplomacy function as a carefully honed instrument, enabling diplomats to achieve specific results and avoid being placed at a disadvantage in relation to their opponents. This is elaborated in the following section.

1.5 Tactics in Diplomacy

Chas W. Freeman, Sally Marks (2024). pointed out that in the beginning of 3rd century BCE, Zhuangzi, Chinese sage advised the diplomats in the Chinese classics as follows:
"The states may establish mutual trust through daily interaction if relations between them are close. However, mutual confidence can only be established by exchanges of messages if relations are distant." Messengers [diplomats] must convey messages. Their contents may be either pleasing to both sides or likely to engender anger between them. The most difficult task under the heavens is faithfully conveying such messages. That's because there will be the temptation to exaggerate them with flattery if the words are such as to evoke a positive response on both sides. On the contrary, there will be a tendency to make them even more biting if they are unpleasant. The truth will be lost in either case for example: mutual trust will also be lost if truth is lost. The messenger himself may be imperiled if mutual trust is lost. Therefore, "always speak the truth and never embellish it which is a wise rule. One will avoid much harm to oneself in this way."

2. The Concept, Act and Tactics of Negotiation in Diplomacy

Jemal Seid (2019/2020. p. 26). presented that a process whereby two or more parties reach a mutually agreeable arrangement is negotiation. Being one of the most commonly used and beneficial skills, negotiation needs to be developed. Besides being widely regarded as

one of the major functions of diplomacy, (p. 27). negotiation is a communicative "process through which people with conflicting interests determine how they are going to allocate resources or work together in the future."

Techniques of Negotiation

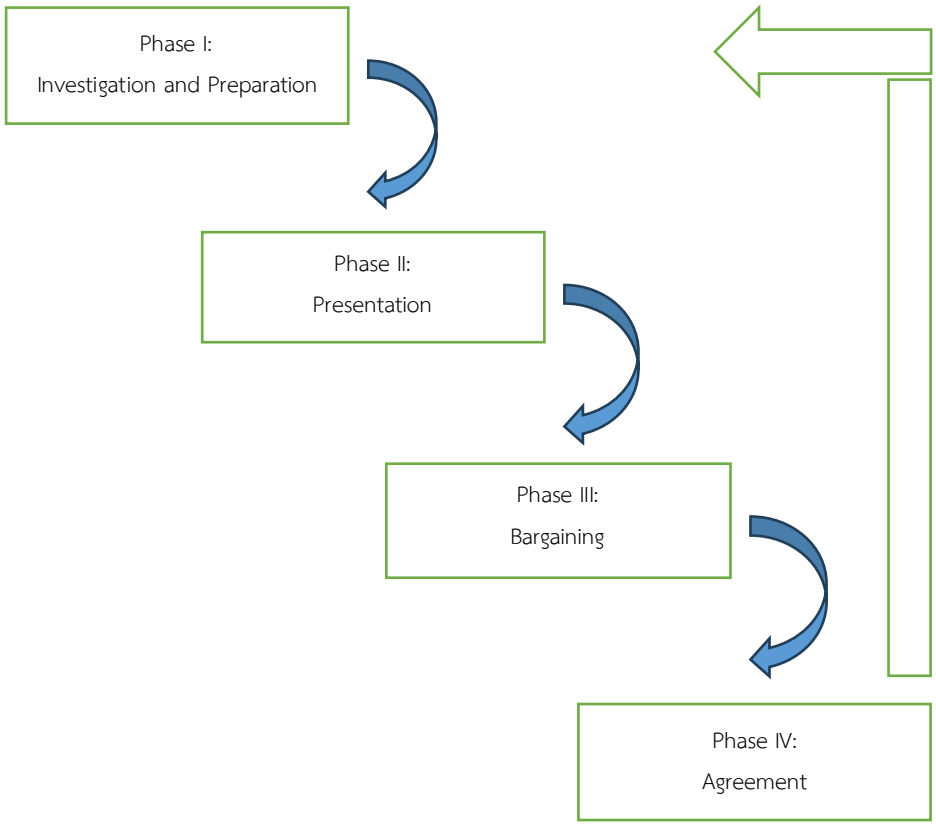
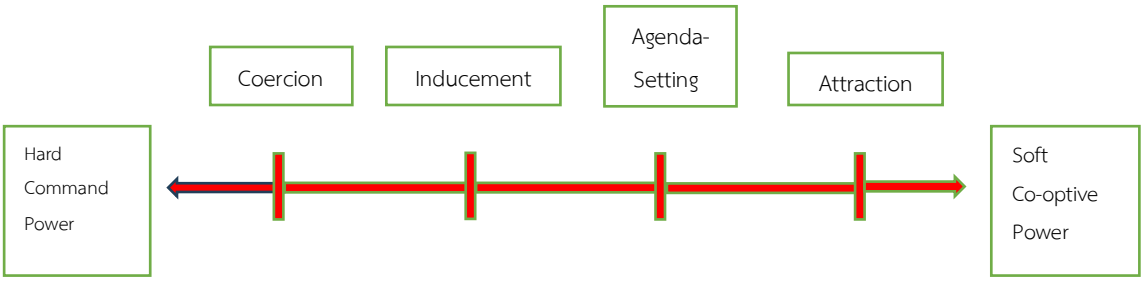


Figure 1: Techniques Of Negotiation

All Negotiations Share 4 Common Characterizing Elements Cited From Jemal Seid, 2019/2020. A Handout for the Course on Ethiopian Foreign Policy And Diplomacy: Chapter 2 – The Theories and Analysis of Diplomacy.

From Diagram of Negotiation Process mentioned above, Jemal Seid (2019/2020). explained that 1. Preparation phase: including gathering information about the issues and alternatives and acquiring – softer information about the other party's interests, positions, personality, and style. Not only does intense preparation lead to a better outcome, but it also reduces the anxiety of negotiation. (p. 27-28). 2. The second phase: either orally or in writing, the Presentation is of initial offers and demands. In this phase, self-presentation to project the right image through effective verbal and nonverbal communication and careful choices of

words are essential. 3. The third phase: to reach an agreement, the actual Bargaining in which negotiators use various negotiating strategies. Their position can be strengthened by their preparation concerning facts and people. 4. The final phase: the negotiation process is closed by the Agreement which is finalized and put into a format that is acceptable to both parties. Negotiation over clarification and implementation are likely to continue once an agreement is reached. Forcing all to restart the process, additionally, one party can stop the negotiation process at any time. He also pointed out that not only is power the ability to influence the behavior of others to get the outcome one wants, but also is the term used to represent the sum of a country's capabilities by the picture below:



From J. Nye. Bound to Lead, p. 267

Figure 2: Techniques Of Hard Command Power and Soft Co-Optive Power Cited from Joseph S. Nye, Jr., Bound To Lead: The Changing Nature of American Power. Basic Books, 1990. ISBN 0465007449, 9780465007448. (P. 267).

From his explanation: (p. 21). Hard Power, sometimes called command power, is the ability to compel others to act in a certain way or face consequences, and it incorporates coercive tools. In the same way, Soft Power, which refers to power based on intangible or indirect influences such as culture, values, and ideology, is the ability to persuade others to follow your lead by being an attractive example. As it can be wielded by actors other than states, Soft Power (unlike hard power) is the ability to attract or co-opt other actors to want what you want. (p. 21-22). A proper combination of Hard and Soft Powers is Smart Power while (p. 22) the category of Structural Power which is the sum total of Hard Power, Soft Power, Smart power is a "Power and inequality embedded in (and produced by) economic, social, political, and ideological structures.".

In the author's opinion, important basic negotiation/ communication principles include: Principles of Right Speech, Proverbial Speech, Speech of things that make one beloved (ปิยะวาจา) and honesty guiding to communication with respect, speak politely and promote unity, correctness and justice to eliminate suffering and create mutual benefits and reconciliation. Not only is communication an important solution tool in today's era, but also its skill has to be practised by both sender and receiver for effectiveness of language use for resultative negotiation in diplomacy to create the real peace and happiness for society and the world.

Next, the author would like to present an obvious and effective diplomat's tactics that can help reduce the peril from the western nations towards eastern nations along the topic below.

3. A Russian Diplomat's Tactics helped guard Thailand from Britain and France!

The Nation (2024). presented about diplomatic strategy used in Siam as follows: In 1897, Tsar Nicholas II appointed Alexander Olarovsky, seasoned diplomat as the first Charge d' Affaires and Consul-General of Russia to Siam. His task was to oppose specifically British expansion in Indochina and broker peace between Siam and France. The personal friendship cultivated between King Chulalongkorn and Tsar Nicholas II was one trump card of Siam. King Chulalongkorn was treated like an honored guest of the Russian Tsar in St. Petersburg, 1897. Then, the 2 countries officially established diplomatic relations. Olarovsky used his good offices with the French to convince them to return Chantabhuri (the province bordering Cambodia) to Siam. Even though his successful efforts in protecting the Chakri Dynasty, the lasting peace between France and Siam could not be yielded.

With the great genius of His Majesty King Chulalongkorn the Great, King Rama V of Siam, Kingdom of Thailand, this led to the relationship between the two (Siam and Russia) was astonishingly deep that the Tsar arranged for images of the two kings to be broadcast throughout Europe at a time when Siam was under severe threat from colonialists. Subsequently, it is an image that has a great impact on the history of the Thai nation.

The following section examines the central theme of this article — the role of language in diplomacy — and explores how language and diplomacy work together to produce resultative outcomes.

4. Language dealt with Diplomacy

Linkedin.com (2024). proposed that the language of diplomacy is distinctive with its characteristics, nuances, and jargon which has been formalized to grease and maintain communication between nations and people and also has a special pattern that is sometimes repetitive. However, for written communication known as diplomatic notes, diplomats around the world have used the same pattern. When intended by providing the other party a chance to reply politely, the negative impact is softened and lightened by diplomatic language. Language skills are required by the conduct of all the instruments of diplomacy including negotiations, presentation, communication, persuasion, and dialogue. Moreover, the proficiency of skills and concepts to consider context and message are needed by both spoken and written language. In diplomacy, language is also used to convey actions such as to show acknowledgment, threaten, warn, give advice, and suggest to tell the other party that we are not just saying it, but mean it. And the role of non-verbal communication is also crucial in diplomacy. So, to speak, diplomatic language was mostly used for interstate communication restricted to certain political groups of a state or some geographical area. Diplomatic languages for example: Acadian, literary Chinese, Koiné Greek, Medieval Greek, Arabic, Latin, Turkish, French, Spanish, Russian, German, Italian, Portuguese, Dutch, and English (recently) showing that many attempts have been made to impose one common language or another by providing the argument that, for conducting negotiations in international relations, it is more feasible, clearer, more expressive, more flexible, more redefined or eloquent, and most suitable.

Stanko Nick (2001). proposed the term of “language in diplomacy” that obviously can be interpreted in several ways. First, as mother tongue (or an acquired one), “the speech used by one nation, tribe, or other similar large group of people.” Second, the subtle needs of the diplomatic profession as a special way of expressing. it can be said that the political, strategic, economic, cultural or other domination of one power or another in international relations has caused the result to the dominant role of one language or another in diplomacy. From a very precise and obvious example of the linguistic requirements of a counsellor in the embassy of a small European country in Vienna who needs a good knowledge of German for the first priority, especially whether his professional activity is oriented towards business circles, press, consular work or cultural life. And In the Austrian Foreign Ministry at Ballhausplatz, even though English and French are spoken, speaking good German particularly the soft and melodious, Austrian German is still required to be heard from foreign representatives (Austria is one of the countries in Europe that German language is spoken especially Austrian German accent) to avoid the maternal tongue of the interlocutor and a language which might have an undesirable political connotation.

Thereto, Steven Pinker (2024). pointed out that communicating, negotiating, reaching and formulating agreements, collecting, creating, transmitting and recording knowledge are the processes of diplomacy that depend on language which can also serve as a form of action. Words which have the power to give rise to actions and also many utterances are a form of action in themselves. Speech Act theory is significant for diplomacy that what one does in saying it, and what one achieves by saying it, Speech Act is distinguished between an act of saying something; in addition, direct speech acts: set phrases such as 'hereby', or by explicit mention, as in 'I promise, I warn you' etc. and indirect speech acts: the intention of the speaker has to be inferred from context. As for Persuasion and Rhetoric, Persuasion: in line with one's own beliefs or purpose, the aim of persuasion is to change the attitudes and associated behaviour of another party. As for the art of persuasion, Rhetoric is the practice and study of the linguistic resources which help speakers to achieve their objectives. The definition of Classical rhetoric is the art of speaking or writing effectively which is divided into 2 parts: 1.) The study of principles and rules of composition formulated by critics of ancient times, and 2.) The study of writing or speaking as a means of communication or persuasion. Whether rhetoric is considered in a positive or negative way, the common factor is that it is speech aiming to persuade. In order to gain clues about the concerns, intentions, and agendas of national leaders and political figures, diplomats need to pay careful attention to political speech. Seeking to analyse political rhetoric, diplomats can benefit from knowledge of the terms and techniques of classical rhetoric as well as techniques frequently used in modern political speech. By the way, the 'rhetorical situation' refers to what prods or inspires communication: a pressing need, a conventional ceremony, a specific intention. He also gave the obvious example about rhetoric that influenced and brought a change to the situation after World War I that Germany was demoralized and disorganized. At that time, the German people wanted a way out of its economic morass and its cultural shame; nevertheless, Adolf Hitler could provide them both with his strong which was a nationalistic oratory by not only his personal charisma and his mastery of delivery, but also did he speak at the right time which was a successful rhetoric!

There is another powerful factor supporting diplomacy: the value of the various dimensions of language use that contribute to diplomatic success. These are identified step by step with illustrative examples below.

5. Frames of Language

Linkedin.com (2024). noted that diplomatic language used in written communication is generally determined by agreement (mostly in bilateral arrangements) based on one of the important principles of contemporary International Law: the principle of sovereign equality of states. When this principle is applied to linguistic grounds, various symmetrical formulas emerge as follows:

1. Bilateral Communication: To write the agreements, notes, or letters, each party writes in its language for example: 1.1) In Hungary, the Polish Ministry and their embassy write in Polish, in the same way, in Poland, the Hungarian Ministry and their embassy write in Hungarian. 1.2) The Hungarian Embassy in Poland writes a document in Polish along with Hungarian to show that each party also writes in the language of the other party. 1.3) Third language for example: English, French, or German mutually agreed used by both parties.

2. Multilateral Communication: the use of language is more complicated and critical in multilateral diplomatic activity. Several tries have been made by numerous diplomatic conferences and international organizations to solve the linguistic issue. The number of languages to conduct multilateral diplomatic activity was increased by the advance in democratization in international relations. Mostly, the interpretation which is incorrect and impersonal such as the name of the United Nations, is “United Nations” in French, English, and Spanish; on the contrary, the UN is named “The Organization of United Nations” in Russia. As for Speech Act Theory, it demonstrates that not only do words have the ability to give spark to actions, but also are several statements actions in themselves.

For diplomats, language is not merely a means to an end but an end in itself; they perform actions in the world through language, which affirms diplomatic communication and interventions. Language, by demonstrating the power of the speaker, can produce and maintain influence and becomes the power of the community. English has maintained the status of a global language in today’s world. People who speak and write the same language may be from different ethnic backgrounds and diverse cultures, yet live in the same territory and form a unified nation. This has consequently created the preeminence of English among other languages. Regarding the interesting topic of “Language Diplomacy and Bilingual Ambitions” — A Case Study of Taiwan: An agenda for a “Bilingual Nation by 2030” in 2020 is announced by Tsai Ing-wen (**蔡英文**), (Former) President of Taiwan, along with Taiwanese in Taiwan, its goal is to achieve a high level of English proficiency that is to replace the influence of the Chinese and effectively bolster English which will strengthen US -Taiwan relations. As can be seen that in the world of diplomacy, language has the power to shape the actions of the states. To provide excellent opportunities to youth to develop

the diplomatic skills and means to excel in their diplomatic activities, “Best Diplomats” is an international organization conducting diplomatic conferences worldwide.

Therewith, World Schoolbooks (2024). presented the Future of Language in Diplomacy that is the role of language in diplomacy is set to evolve with the world becoming increasingly interconnected as follows: Firstly, Multilingual Diplomacy: There’s a push towards multilingual diplomacy recognizing the significance of diverse perspectives where diplomatic staff are encouraged to be proficient in multiple languages. Secondly, Digital Diplomacy: Diplomacy has been revolutionized by the digital age that is in this realm, language goes beyond official meetings no matter tweets, blogs, and online forums which have become platforms for diplomatic engagement, necessitating a new set of linguistic norms. Finally, Artificial Intelligence: Bridging language gaps in real-time, AI-powered translation tools might become standard in diplomatic interactions.

Beyond tactics, the effective use of language in diplomacy also involves carefully planned techniques — the specific linguistic strategies employed to achieve desired outcomes, as discussed in the following section.

6. Techniques of Language Use in Diplomacy

Emphasis of Language in Diplomacy

Datuk Dr Fauziah Mohd Taib (2022). noted that communication between diplomats is a two-way street. Unless one is able and willing to convey useful information, one cannot expect to obtain information in return; the emphasis should be on “what to say” rather than “what not to say”. To avoid potentially aggressive, insensitive, offensive, or destructive language, the diplomatic language used by trained diplomats is peace-making, peace-building, peace-promoting, and polite; therefore, the choice of words must also be correct. Sometimes, however, ambiguity is a useful tool in diplomacy, much as it is in abstract art. Today, English, French, Russian, Chinese, Spanish, and Arabic are the official working languages. A clear example illustrating the necessity of English in diplomacy is that it has proven to be a practical tool for securing deals quickly when translation cannot be afforded.

In the author’s opinion, diplomats and communicators who know how to observe, consider factual information, distinguish, evaluate, and interpret without bias — and without apportioning blame — will better understand and cooperate with those involved. This neutral approach creates opportunities for all parties through communication, fostering social acceptance, preventing feelings of being coerced, oppressed, taken advantage of, or

discriminated against, and ultimately helping to prevent and eliminate conflicts while upholding diplomatic relations.

Conclusion

High competition to be number one and the most powerful country in material and technological progress and selfishness lead to conflicts, violence, wars etc has become the destruction of people's lives to the unbalanced in terms of benefits and selfishness now. Diplomacy was developed since then to be used as an instrument to play an important role in linking between nations to share the same view in solving the problems and upholding the relationships. The advancement of diplomacy started in Europe from Greece to Rome, Modern Europe, the Middle East, the Mediterranean, China, India etc. Roles of ambassadors and diplomats concern with gathering and collecting information about foreign countries, success of negotiation. They need to be skillful in diplomacy. Moreover, tactics, techniques of and concepts and speeches used in negotiation are considered to be mechanism in motivating the relationship between the nations. Language dealt with diplomacy plays a big role in creating understanding and serving as a refuge to reduce such conflicts and violence in the way language can convey specific messages to specific situations between nations and also non-verbal communication is very important and necessary to be effectiveness of language use for resultative negotiation in diplomacy.

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