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**INTERNATIONAL RELATIONS:
THEORY AND PRACTICE**

Manual for students of International Relations

Lviv, 2016

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LEAD-IN ACTIVITIES

Exercise 1. Read the following information and answer the questions:

1. Do you consider these qualities really important?
2. How would you range them from the most to the least important?
3. What other qualities would you add? What qualities would you delete from the list?



Foreign Service Officer Qualifications - 13 Dimensions

What **qualities** do we seek in FSO candidates? The successful candidate will demonstrate the following dimensions that reflect the skills, abilities, and personal qualities deemed essential to the work of the Foreign Service:

- **Composure.** To stay calm, poised, and effective in stressful or difficult situations; to think on one's feet, adjusting quickly to changing situations; to maintain self-control.
- **Cultural Adaptability.** To work and communicate effectively and harmoniously with persons of other cultures, value systems, political beliefs, and economic circumstances; to recognize and respect differences in new and different cultural environments.
- **Experience and Motivation.** To demonstrate knowledge, skills or other attributes gained from previous experience of relevance to the Foreign Service; to articulate appropriate motivation for joining the Foreign Service.
- **Information Integration and Analysis.** To absorb and retain complex information drawn from a variety of sources; to draw reasoned conclusions from analysis and synthesis of available information; to evaluate the importance, reliability, and usefulness of information; to remember details of a meeting or event without the benefit of notes.

- **Initiative and Leadership.** To recognize and assume responsibility for work that needs to be done; to persist in the completion of a task; to influence significantly a group's activity, direction, or opinion; to motivate others to participate in the activity one is leading.
- **Judgment.** To discern what is appropriate, practical, and realistic in a given situation; to weigh relative merits of competing demands.
- **Objectivity and Integrity.** To be fair and honest; to avoid deceit, favoritism, and discrimination; to present issues frankly and fully, without injecting subjective bias; to work without letting personal bias prejudice actions.
- **Oral Communication.** To speak fluently in a concise, grammatically correct, organized, precise, and persuasive manner; to convey nuances of meaning accurately; to use appropriate styles of communication to fit the audience and purpose.
- **Planning and Organizing.** To prioritize and order tasks effectively, to employ a systematic approach to achieving objectives, to make appropriate use of limited resources.
- **Quantitative Analysis.** To identify, compile, analyze, and draw correct conclusions from pertinent data; to recognize patterns or trends in numerical data; to perform simple mathematical operations.
- **Resourcefulness.** To formulate creative alternatives or solutions to resolve problems, to show flexibility in response to unanticipated circumstances.
- **Working With Others.** To interact in a constructive, cooperative, and harmonious manner; to work effectively as a team player; to establish positive relationships and gain the confidence of others; to use humor as appropriate.
- **Written Communication.** To write concise, well organized, grammatically correct, effective and persuasive English in a limited amount of time.

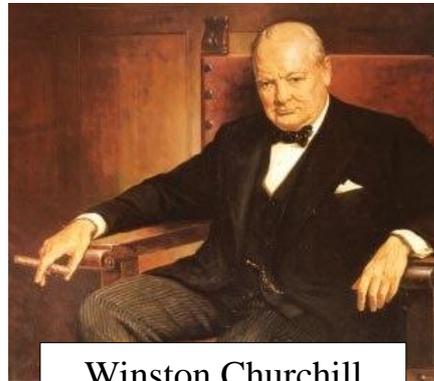
Please note that we require no specific education level, academic major, or proficiency in a foreign language for appointment as a Foreign Service Officer.

https://careers.state.gov/uploads/4c/e8/4ce8ce99d45087fc22dbd582eba b88f7/3.0.0_FSO_13_dimensions.pdf

Exercise 2. What do you know about these personalities? What is their contribution to international relations, diplomacy in particular? Do only diplomats have influence on world politics (diplomacy)?



Theodore Roosevelt



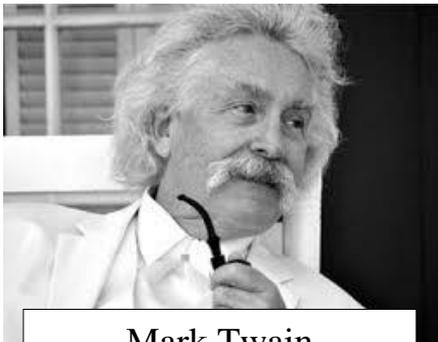
Winston Churchill



Abraham Lincoln



John F. Kennedy



Mark Twain



Zhou Enlai



Hillary Clinton



Napoleon Bonaparte

Exercise 3. Match these famous figures with their quotes below. Discuss them.

- Let us never negotiate out of fear, but let us never fear to negotiate.
- Every diplomacy is a continuation of war by other means
- The principle of give and take is the principle of diplomacy – give one and take ten.
- “Speak softly and carry a big stick; you will go far.”
- “Diplomacy is the art of telling people to go to hell in such a way that they ask for direction.”
- “Force is all conquering, but it’s victories are short lived”
- Part of diplomacy is to open different definitions of self-interest
- Diplomacy is the police in grand costume