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COURSE BROCHURE

Advanced Diplomatic Relations and Statecraft Training Course

18 – 29 January 2027
Munich

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Registered in the United Kingdom and Saudi Arabia

Advanced Diplomatic Relations and Statecraft Training Course

Ref: 296_9813 **Date:** 18 – 29 January 2027 **Location:** Munich **Fees:** 9500 GBP

Diplomatic Relations and Statecraft is a 2-week advanced training course for international relations managers and senior protocol advisers who steer an institution's ties with foreign partners, and each participant leaves with a bilateral relations strategy. Partnerships now span trade, energy, security, education and technology at once, so a relationship handled file by file loses coherence and leverage. Jupiter Prime Training offers this course for advisers who shape how those partnerships are led.

Why Diplomatic Relations and Statecraft Matters Now

Three forces reshape this field. Geopolitical competition has made partners more selective, so each relationship needs a clear purpose and a realistic view of leverage. Economic and technology agreements now carry strategic weight, drawing finance, energy and digital ministries into foreign relations. Leaders expect advisers to anticipate friction early, before it reaches public statements or sanctions. Institutions that manage relationships as portfolios gain predictable partners and room to manoeuvre in crises; those that react case by case are surprised more often. The course rests on the Vienna Convention on Diplomatic Relations VCDR and the Vienna Convention on Consular Relations VCCR, which set the legal frame for relations between states.

Who Gains Most from Diplomatic Relations and Statecraft

- Managers who own an institution's relationships with several foreign partners at once
- Senior protocol advisers who counsel leaders on the tone and level of engagement with partners
- Strategy officers who link foreign partnerships to national or corporate development goals
- Legal advisers who interpret the rules on establishing, suspending or restoring relations
- Heads of joint committees who coordinate trade, investment and cooperation agendas

An international relations directorate gains most when its relationship managers, legal advisers and strategy officers attend together, since one shared map of partners then guides every engagement decision.

Diplomatic Relations and Statecraft Capabilities

Participants learn to treat a foreign partner as a long-term portfolio of interests, instruments and risks rather than a sequence of meetings and visits.

- Assess the strategic value and risk of each foreign partnership — leaders setting engagement priorities
- Build relationship maps of interests, influencers and dependencies — relationship managers
- Apply the VCDR and VCCR to establishing, downgrading or restoring relations — legal advisers
- Weigh statecraft instruments such as incentives, partnerships and signalling — senior decision makers
- Design joint committee agendas and memoranda of understanding — line ministries and agencies
- Communicate relationship health to leadership through scorecards — executive offices

Key Diplomatic Relations and Statecraft Terms

- Statecraft — the skilled use of diplomatic, economic, informational and other instruments to pursue a state's interests abroad.
- Bilateral relations — the political, economic and cultural ties conducted directly between two states or institutions.
- Relationship map — a visual profile of a partner's interests, decision makers, influencers and dependencies.
- Memorandum of understanding — a written record of shared intentions between partners, usually less formal than a treaty.
- Downgrading of relations — reducing the level of diplomatic representation, often by withdrawing an ambassador or reducing staff.
- Leverage — the ability to influence a partner's choices through what one can offer, withhold or combine.

Diplomatic Relations and Statecraft Day by Day

Day 1: Statecraft in a Competitive World

- Instruments of Statecraft — Diplomatic, Economic, Informational and Cultural Levers
- Power Shifts and Partner Selectivity — Implications for Engagement Priorities
- National Interest Statements — Anchoring Relationship Choices
- Middle Powers and Hedging Strategies — Room for Manoeuvre
- Case Studies of Relationship Turnarounds — Lessons From Recent Decades

Day 2: The Legal Basis of Relations

- Establishing Diplomatic Relations Under the VCDR — Mutual Consent Requirements
- Consular Relations Under the VCCR — Posts, Districts and Exequatur
- Recognition of States and Governments — Political and Legal Effects
- Suspension and Severance of Relations — Protecting Power Arrangements
- Interest Sections and Non-Resident Accreditation — Alternatives to Full Missions

Day 3: Privileges and Immunities in Practice

- Inviolability of Premises and Archives — Host Duties and Limits
- Personal Immunities of Diplomatic Agents — Scope and Waiver Decisions
- Consular Immunities and Functional Limits — Advising Consular Staff
- Abuse of Immunities and Host Responses — Reciprocity Calculations
- Immunities of International Organisations — Headquarters Agreements

Day 4: Mapping Foreign Partners

- Relationship Mapping Canvas — Interests, Decision Makers and Influencers
- Dependency and Interdependence Analysis — Trade, Energy and Technology Links
- Partner Political Economy Profiles — Domestic Drivers of Foreign Choices
- Diaspora, Business and Academic Networks — Informal Channels of Influence
- Partner Tiering Model — Strategic, Priority and Maintenance Relationships

Day 5: Bilateral Relationship Management

- Relationship Portfolio Ownership — Lead Ministry and Contributing Agencies
- Joint Committees and High-Level Dialogues — Agendas and Follow-Up
- Memoranda of Understanding Pipeline — From Signature to Delivery
- Visit Calendars and Level Matching — Signalling Through Engagement Rhythm
- Relationship Health Scorecards — Indicators Leaders Can Read

Day 6: Economic and Technology Statecraft

- Trade and Investment Agreements as Statecraft — Incentives and Conditions
- Energy Partnerships and Supply Security — Long-Term Interdependence
- Technology Cooperation and Export Controls — Balancing Openness and Security
- Development Assistance and Partnership Funds — Building Goodwill
- Sovereign Investment and Strategic Assets — Screening Considerations

Day 7: Leverage, Signalling and Friction

- Leverage Inventory — What Each Side Can Offer or Withhold
- Diplomatic Signalling Ladder — From Private Concern to Recall of Ambassador
- Issue Linkage and Package Deals — Trading Across Files
- Managing Disputes Without Rupture — Back Channels and Mediators
- Sanctions and Restrictive Measures — Effects on Bilateral Ties

Day 8: Multilateral Settings and Coalitions

- Bilateral Ties Within Multilateral Forums — Vote Coordination and Support
- Coalitions of Like-Minded Partners — Building Durable Alignments
- Regional Organisations and Blocs — Weight of Collective Positions
- Candidacies and Campaigns for International Posts — Exchanging Support
- Minilateral Formats — Small Groups for Specific Agendas

Day 9: Advising Leaders on Foreign Relations

- Leader Briefing Packs for Partner Meetings — Asks, Offers and Red Lines
- Protocol Level as Political Message — Choosing Hosts and Formats
- Scenario Planning for Partner Shifts — Elections, Crises and Leadership Change
- Reputation and Public Narrative of a Relationship — Joint Messaging
- Relationship Risk Escalation — When to Involve the Top Leadership

Day 10: Practising the Bilateral Relations Strategy

- Applying the Relationship Mapping Canvas to a Case Partner — Profile
- Building the Leverage Inventory and Signalling Options — Case Partner
- Designing Joint Committee and Agreement Pipeline — Delivery Milestones
- Peer Challenge on Scenarios and Risks — Testing the Strategy
- Completing the Bilateral Relations Strategy — Objectives, Instruments and Scorecard

Applying Diplomatic Relations and Statecraft After the Course

- Tier your institution's foreign partners into strategic, priority and maintenance groups and present the result to leadership for agreement
- Introduce a relationship health scorecard for your two most important partners and review it at the next joint committee preparation meeting

Diplomatic Relations and Statecraft Questions FAQ

What is diplomatic relations and statecraft and why does it matter now?

Diplomatic relations and statecraft is the practice of managing ties with foreign partners using diplomatic, economic and other instruments within the legal frame of relations. It matters now because competition makes partners selective and agreements carry strategic weight.

Which roles gain most from diplomatic relations and statecraft training?

International relations managers and senior protocol advisers gain most. Strategy officers, legal advisers on relations and heads of joint committees also benefit when they shape engagement priorities or advise leaders before meetings with foreign partners.

How does diplomatic relations and statecraft training differ from a diplomatic procedures course?

It works at the level of strategy and portfolio rather than daily mission routines. You map partners, weigh leverage, plan agreements and advise leaders, while a procedures course covers drafting correspondence, reporting and consular casework.

What do you bring back from diplomatic relations and statecraft training?

You bring back a strategy for one foreign partnership. It sets objectives, maps the partner, lists leverage and signalling options, plans agreements and joint committee work, and defines a scorecard for leadership.

Diplomatic Relations and Statecraft: The Way Forward

The bilateral relations strategy first informs where a partner sits among an institution's priorities and which instruments lead the next phase of engagement. Relationship managers own it, legal and strategy advisers contribute to it, and leaders use its scorecard. After its first cycle, the leverage inventory deserves a fresh look, since partners' needs and alternatives shift faster than formal agreements.