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Altri autori (Persone)	Contardi, Brunoauthor
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Nota di contenuto	1. The Foreign Ministry -- 2. Prenegotiations -- 3. 'Around-the-Table' Negotiations -- 4. Diplomatic Momentum -- 5. Packaging Agreements -- 6. Following Up -- 7. Embassies -- 8. Telecommunications -- 9. Consulates -- 10. Secret Intelligence -- 11. Conferences -- 12. Summits -- 13. Public Diplomacy -- 14. Embassy Substitutes -- 15. Special Missions -- 16. Mediation.
Sommario/riassunto	This fully revised and expanded edition of Diplomacy, written by an internationally respected researcher and teacher of the subject, is richly illustrated with examples from the worlds of health and commerce as well as high politics. The instances included are mostly contemporary, but considerable historical background to the diplomatic methods themselves is always provided. Among other features, new to this edition is a list of topics for seminar discussion or essays, as well as annotated further reading at the end of each chapter. Following a chapter on the foreign ministry, Part I of this book deals with the art of negotiation (prenegotiations, around-the-table negotiations, diplomatic momentum, packaging agreements, and following up); Part II covers conventional modes of diplomacy (embassies,

telecommunications, consulates, secret intelligence by 'legals', conferences, summits, and public diplomacy); and Part III examines diplomacy in hostile circumstances (embassy substitutes such as representative offices and interests sections, special missions, and mediation). Students and educators of diplomacy will find much of value in the latest edition of this highly regarded and much-cited textbook. G. R. Berridge is Emeritus Professor of International Politics at the University of Leicester, UK, sometime Occasional Teacher at the London School of Economics & Political Science, and a Senior Fellow of DiploFoundation. He was Associate Editor for diplomats of the Oxford Dictionary of National Biography.
