Advanced International Protocol, Diplomacy and Statecraft

25 January – 5 February 2027
Accra (Ghana)



Advanced International Protocol, Diplomacy and Statecraft

Ref: 321659_143179 **Date:** 25 January – 5 February 2027 **Location:** Accra (Ghana) **Fees:** 7600 GBP

International protocol, diplomacy and statecraft are the rules of official conduct, the management of relations between states and organisations through dialogue, and the deliberate use of those relations to pursue long-term aims. This 2-week advanced course is for senior officials and executives who represent their organisations abroad, and it ends with a state visit plan carrying crisis-response and public diplomacy annexes. Blackbird Training Centre delivers this course on advanced international protocol, diplomacy and statecraft.

Introduction

The course rests on three frameworks. The Vienna Convention on Diplomatic Relations sets the functions, privileges and immunities of permanent missions. The Vienna Convention on Consular Relations governs consular posts and the protection of nationals abroad. Joseph Nye's concept of soft power explains influence gained through attraction and credibility rather than coercion. The level is advanced: delegates already know everyday etiquette and move on to statecraft, crisis response and public diplomacy. Teaching relies on simulation, with delegates running a multi-day official visit and a diplomatic incident as events unfold.

Course Objectives

- Distinguish diplomatic from consular functions and immunities, and judge which applies when an official or a citizen is caught up in an incident.
- Compare bilateral and multilateral negotiation formats and select the one that serves a stated policy aim.
- Interpret orders of precedence for state, ministerial and corporate delegations and apply them to seating, arrivals and speeches.
- Apply Situational Crisis Communication Theory to frame official statements during a diplomatic incident.
- Justify a public diplomacy plan that balances soft power and hard power instruments behind one strategic aim.
- Define the stages of a state or official visit and plan each stage from invitation to departure.



Target Audience

- Senior government officials who represent ministries in bilateral and multilateral meetings and decide how far to concede in negotiation.
- Heads of protocol and international relations units who lead official visits and set the order of precedence for mixed delegations.
- Corporate affairs and government relations directors who manage ties with foreign governments and judge when corporate diplomacy should replace formal channels.
- Senior communications leads who speak for an organisation in a crisis and decide what is said, when and by whom.
- Senior staff of international organisations and chambers of commerce who host high-level delegations and weigh symbolic gestures against practical outcomes.

Course Outline

Day 1: Foundations of Diplomacy and Statecraft

- Statecraft vs Diplomacy: Strategic Ends Compared With the Methods Used to Reach Them
- Vienna Convention on Diplomatic Relations: Mission Functions, Privileges and Immunities
- Vienna Convention on Consular Relations: Consular Posts and Protection of Nationals
- Hard Power vs Soft Power: Coercion, Payment and Attraction as Sources of Influence
- Diplomatic Actors: States, International Organisations, Companies and Civil Society Groups

Day 2: Protocol Systems and Order of Precedence

- State Precedence vs Corporate Precedence: Ranking Delegations of Mixed Status
- Forms of Address: Titles and Styles for Heads of State and Ministers
- Host vs Guest Responsibilities: Who Leads Each Element of an Official Meeting
- Flags and National Symbols: Placement, Order and Display at Official Events
- Alternate Precedence: Resolving Rank Conflicts Between Equal or Competing Delegations

Day 3: Cross-Cultural Intelligence for Senior Representatives

- High-Context vs Low-Context Communication: How Meaning Is Carried in Formal Talks
- Hofstede's Cultural Dimensions: Reading Power Distance and Uncertainty Avoidance in Delegations
- Consecutive vs Simultaneous Interpretation: Choosing the Mode for Talks and Speeches
- Non-Verbal Signals: Gesture, Distance and Silence in Formal Encounters
- Gift Exchange: Symbolic Value, Reciprocity and Gifts That Breach Ethics Rules

Day 4: Diplomatic Correspondence and Official Documents

- Note Verbale vs First-Person Note: Formal Tone, Signature and When Each Is Used
- Aide-Memoire: Recording a Position Without Formal Commitment During Talks
- Joint Declaration vs Press Statement: Level of Commitment in Published Outcomes
- Memorandum of Understanding: Structure, Non-Binding Wording and the Signing Ceremony
- Credentials and Letters of Introduction: Presenting Authority to a Host Organisation



Day 5: Negotiation in Bilateral and Multilateral Settings

- Bilateral vs Multilateral Negotiation: Agenda Control, Coalitions and Speed of Agreement
- Principled Negotiation: Interests, Options and Objective Criteria in Official Talks
- BATNA vs Reservation Point: Defining Walk-Away Positions Before Talks Begin
- Consensus vs Majority Decision: How Multilateral Bodies Reach Their Outcomes
- Conflict Resolution: Mediation, Good Offices and Facilitated Dialogue Between Parties

Day 6: Track One and Track Two Diplomacy

- Track One vs Track Two Diplomacy: Official Talks Compared With Unofficial Dialogue
- Back-Channel Communication: Private Contacts That Prepare or Rescue Formal Talks
- Economic Diplomacy: Trade Missions, Investment Promotion and Commercial Attache Roles
- Corporate Diplomacy: How Companies Manage Relations With Foreign Governments
- Science and Cultural Diplomacy: Exchanges, Partnerships and Shared Research as Influence

Day 7: Public Diplomacy and Soft Power

- Public Diplomacy vs Propaganda: Transparency, Dialogue and the Credibility of Sources
- Reputation Indices vs Perception Surveys: Measuring Soft Power and Its Limits
- Digital Diplomacy: Official Social Media Accounts, Tone and Response Rules
- Media Relations: Press Conferences, Doorstep Statements and Joint Press Points
- Influencer and Diaspora Engagement: Reaching Audiences Beyond Official Channels

Day 8: Crisis Response and Diplomatic Incidents

- Situational Crisis Communication Theory: Matching Response Strategy to the Crisis Type
- Deny vs Diminish vs Rebuild Strategies: Options for Responding After an Incident
- Persona Non Grata: Expulsion, Recall of Ambassadors and Signalling Displeasure
- Consular Crisis Response: Detained, Injured or Evacuated Nationals Abroad
- Incident Escalation Ladder: Official Statements, Summons and Suspension of Bilateral Contacts

Day 9: Planning State and Official Visits

- State Visit vs Official Visit vs Working Visit: Ceremony and Scope Compared
- Advance Team Planning: Reconnaissance, Timings and Contingency Routes for Delegations
- Arrival and Departure Ceremonies: Airport Reception, Guard of Honour and Anthems
- Security and Protection Liaison: Coordinating Close Protection With Host Services
- State Banquets and Receptions: Seating Plans, Toasts and Dress Codes



Day 10: Applied Statecraft in a Full Visit Simulation

- Visit Simulation: Applying Precedence, Ceremony and Correspondence to a Multi-Day Visit
- Incident Injection vs Planned Agenda: Applying Crisis Response During a Live Visit
- Negotiated Outcome: Drafting the Joint Declaration After the Simulated Talks
- Public Diplomacy Debrief: Assessing Media Coverage and Soft Power Effects
- Final Deliverable: Completing the State Visit Plan With Crisis and Media Annexes

Skills You Will Gain

- Order of precedence for mixed delegations
- Diplomatic and consular immunities
- Note verbale and joint declaration drafting
- Bilateral and multilateral negotiation strategy
- Track Two and back-channel diplomacy
- Soft power assessment
- Crisis response under SCCT
- State visit planning

Why Attend This Course

- From following etiquette checklists to designing protocol for state, ministerial and corporate delegations at the same event.
- From reacting to diplomatic incidents to selecting a response strategy and its wording before the first statement is issued.
- From treating media coverage as publicity to running public diplomacy that builds measured, lasting influence.
- From planning single events to producing a state visit plan with crisis and media annexes, the final deliverable of the course.

Conclusion

Statecraft is the planned use of protocol, negotiation and communication to advance the lasting aims of a government or an organisation. The course makes three distinctions clear: diplomatic versus consular status, Track One versus Track Two channels, and public diplomacy versus propaganda. Across two weeks it adds state visits, crisis response and public diplomacy to the protocol basics that shorter courses cover. It suits senior officials and executives who already run formal events and now carry responsibility for high-level relations and for reputation when an incident occurs.



Course FAQs

What is international protocol, diplomacy and statecraft?

International protocol is the code of official conduct, diplomacy is the handling of relations through dialogue and negotiation, and statecraft is the strategic use of both to reach long-term goals. Together they shape how states and organisations deal with each other at senior level.

What is the difference between Track One and Track Two diplomacy in statecraft?

Track One diplomacy is carried out by officials with authority to commit their governments. Track Two involves unofficial participants such as academics, former officials and business leaders, who test ideas without commitment and prepare ground that formal talks may later confirm.

Which conventions does the Advanced International Protocol, Diplomacy and Statecraft course follow?

It follows the Vienna Convention on Diplomatic Relations and the Vienna Convention on Consular Relations on status and immunities, and uses Situational Crisis Communication Theory and Joseph Nye's soft power concept for crisis response and public diplomacy.

Is the Advanced International Protocol, Diplomacy and Statecraft course right for a head of protocol?

Yes, for a head of protocol who already runs official events and now leads state visits, negotiations or incident responses. A newly appointed protocol officer would gain more from a shorter foundation course first.

What do delegates produce in the international protocol and statecraft course?

Delegates produce a state visit plan covering precedence, ceremonies, correspondence and security liaison, with a crisis-response annex built on SCCT and a media annex for public diplomacy, tested during a full visit simulation.

