Mastering Diplomacy and Foreign Policy

31 October – 4 November 2027
Dubai (UAE)



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Introduction

In an era of shifting geopolitical alliances, trade wars, and rapid technological change, Mastering Diplomacy and Foreign Policy has become an essential skill for leaders, executives, and professionals across both government and private sectors. Understanding how diplomacy operates and how foreign policy is designed enables decision-makers to strengthen institutional resilience, manage crises, and seize global opportunities.

This program is tailored for executives, team leaders, policymakers, and professionals across the Middle East and North Africa. It equips them with advanced knowledge of diplomatic negotiation, foreign policy formulation, and strategic decision-making that bridges global best practices with local realities.

Course Objectives

- Understand the foundations of diplomacy and foreign policy.
- Explore the historical and theoretical frameworks of international relations.
- Apply diplomatic negotiation techniques to real-world challenges.
- Develop strategies to manage conflicts and crises at the international level.
- Strengthen analytical skills for evaluating foreign policy options.
- Enhance communication skills with diverse stakeholders.
- Examine case studies of successful and failed foreign policy initiatives.
- Build networks and cooperative strategies for regional and global collaboration.

Course Outlines

Day One: Introduction to Diplomacy and Foreign Policy

- Definitions and evolution of diplomacy.
- Foreign policy objectives in the modern world.
- The role of international organizations in shaping foreign policy.
- Institutional structures of foreign ministries.
- Group activity: Mapping the key players in regional diplomacy.
- Open discussion on the challenges facing MENA foreign policy.



Day Two: Theories and Frameworks of International Relations

- Realism, liberalism, and constructivism in practice.
- Regionalism and global governance models.
- Balancing national interests with international cooperation.
- The impact of globalization on state sovereignty.
- Workshop: Evaluating competing theories in regional disputes.
- Simulation: Designing a foreign policy strategy based on theory.

Day Three: Diplomatic Negotiation and Crisis Management

- Core principles of negotiation in international diplomacy.
- Conflict resolution tools in bilateral and multilateral settings.
- Crisis management strategies during political instability.
- The role of mediators in conflict prevention.
- Simulation: Negotiating a peace agreement under pressure.
- Assessment: Identifying effective negotiation tactics.

Day Four: Communication, Media, and Public Diplomacy

- The role of communication in shaping foreign policy.
- Public diplomacy as a strategic tool.
- Engaging media to influence public perception.
- Digital diplomacy and the rise of social platforms.
- Exercise: Crafting a diplomatic press release.
- Roleplay: Handling hostile press conferences.

Day Five: Case Studies, Group Projects, and Evaluation

- Case study: Successes in regional cooperation agreements.
- Case study: Failures in global intervention strategies.
- Group project: Drafting a comprehensive foreign policy proposal.
- Peer review and critical feedback.
- Final evaluation and discussion of lessons learned.
- Closing reflections and next steps in professional application.



Why Attend This Course: Wins & Losses!

- Gain deep knowledge of diplomacy and foreign policy frameworks.
- Strengthen leadership and negotiation skills.
- Build resilience in crisis and conflict situations.
- Learn from international best practices and case studies.
- Enhance public diplomacy and media engagement skills.
- Improve strategic decision-making.
- Develop practical experience through simulations and workshops.
- Build a strong professional and diplomatic network.

Conclusion

The Mastering Diplomacy and Foreign Policy program is designed to transform participants into well-prepared professionals capable of navigating complex global challenges. By combining theoretical insights, practical negotiation exercises, and real case studies, this course enables executives and policymakers to strengthen their leadership, communication, and strategy-building skills.

At the end of the course, participants will be able to design effective foreign policies, manage crises with confidence, and contribute to regional and global stability through informed decision-making and proactive diplomacy.

