

The Impact of Diplomatic Language on International Negotiations

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Abstract

The study investigates how the tone, politeness, and choice of words in diplomatic communications influence the outcomes of international negotiations. Drawing on a diverse range of international negotiation examples such as the North American Free Trade Agreement (NAFTA) involving the USA, Canada, and Mexico, the Paris Agreement on climate change, the Brexit negotiations between the EU and the UK, and the African Continental Free Trade Area (AfCFTA) agreement among African countries, the study delves into the complexities of diplomatic language. Utilizing Communication Accommodation Theory (CAT) as a theoretical framework, the research examines how diplomats strategically adjust their language to either converge or diverge based on social identity and context. Through a systematic review of existing literature, the study identifies gaps in understanding how specific aspects of diplomatic language impact negotiation outcomes. The findings of the study reveal that the strategic use of diplomatic language significantly influences the success or failure of international negotiations. Diplomats employ linguistic strategies such as convergence or divergence to navigate cultural differences, assert national interests, and build rapport with counterparts. Moreover, the study highlights the importance of nonverbal communication cues, emotional expression, and power dynamics in shaping negotiation dynamics. Treaties and agreements characterized by diplomatic and accommodating language were more likely to be ratified, highlighting the tangible impact of linguistic choices on the acceptance and implementation of international agreements. In conclusion, the study underscores the critical role of diplomatic language as a multifaceted and strategic tool in international negotiations. Diplomats skilled in using language to navigate cultural differences, power dynamics, and nonverbal cues are more likely to achieve successful negotiation outcomes. The study offers valuable insights for diplomats, policymakers, and negotiators involved in international relations, providing practical guidance on how to use language strategically to enhance communication, build trust, and improve negotiation outcomes. By understanding the complexities of diplomatic language, diplomats can effectively engage in negotiations, foster productive diplomatic relations, and contribute to the advancement of global diplomacy.

Keywords: Diplomatic Language, International Negotiations, Communication Accommodation Theory, Cultural Differences, Power Dynamics, Nonverbal Communication, Diplomatic Strategies, Negotiation Outcomes, Diplomatic Training, Policy-making

INTRODUCTION

1.1 Background of the Study

International negotiations are a cornerstone of diplomacy, playing a crucial role in shaping relations between nations, resolving conflicts, and advancing shared interests. They are complex processes that involve various actors, strategies, and contexts, often with significant implications for global politics and economics (Kersten, 2015). The United States, as a major global player, engages in numerous international negotiations each year, covering a wide range of issues from trade agreements to security alliances. One notable example is the negotiation of the North American Free Trade Agreement (NAFTA) between the USA, Canada, and Mexico. NAFTA, signed in 1994, aimed to reduce barriers to trade and investment among the three countries (Barfield, 2012). The negotiations involved extensive discussions on tariffs, rules of origin, and dispute resolution mechanisms, highlighting the complexity and depth of such agreements.

Canada, like the USA, actively participates in international negotiations, often focusing on issues related to trade, environmental agreements, and peacekeeping efforts (Baker, 2018). An example of Canadian involvement in international negotiations is the Paris Agreement on climate change. Canada played a significant role in the negotiation process leading to the agreement, which was adopted in 2015 (United Nations, 2015). The Paris Agreement brought together countries from around the world to commit to limiting global temperature rise and adapting to the impacts of climate change. Canada's involvement showcased its commitment to multilateralism and global cooperation in addressing pressing environmental challenges through diplomatic negotiations.

European countries, as a collective through the European Union (EU), engage in intricate international negotiations representing a diverse set of interests and perspectives (Schunz, 2018). One notable negotiation process involving EU member states was the Brexit negotiations between the EU and the United Kingdom. These negotiations, spanning several years from 2016 to 2020, focused on the terms of the UK's departure from the EU and the future relationship between the two entities (Puetter, 2019). The Brexit negotiations highlighted the complexities of disentangling a member state from the EU and negotiating new trade and cooperation frameworks, demonstrating the challenges of international negotiations within a multilateral context.

African countries engage in international negotiations on various fronts, including trade, security, and development issues, often within the framework of regional organizations such as the African Union (AU) (Murithi, 2017). One significant example is the African Continental Free Trade Area (AfCFTA) agreement, which aims to create a single market for goods and services across the continent (African Union, n.d.). The negotiations for AfCFTA, concluded in 2018, involved extensive discussions among African countries to promote intra-African trade and economic integration (Karumbidza, 2021). The agreement, once fully implemented, is expected to boost intra-African trade and enhance the continent's competitiveness in the global economy.

International negotiations involve a range of actors beyond government representatives, including non-governmental organizations (NGOs), multinational corporations, and civil society groups (Sjursen, 2013). These diverse actors often have a stake in the outcomes of negotiations and can influence the process through advocacy, lobbying, and direct participation. For instance, during the negotiations of the Trans-Pacific Partnership (TPP), a trade agreement involving countries in the Asia-Pacific region including the USA and Canada, various stakeholders such as environmental groups and labor unions sought to shape the agreement's provisions (Baldwin, 2016). The involvement of these actors illustrates the multifaceted nature of international negotiations and the importance of considering diverse interests and perspectives.

One of the key challenges in international negotiations is balancing national interests with the need for cooperation and compromise (Putnam, 2015). Negotiators often face the dilemma of representing their country's interests while also recognizing the interdependence of nations in an increasingly globalized world. This dilemma was evident in the negotiations of the Iran Nuclear Deal, officially known as the Joint Comprehensive Plan of Action (JCPOA), involving the USA, EU countries, and Iran (Galtung, 2018). The JCPOA negotiations required delicate balancing to address Iran's nuclear program concerns while easing sanctions and ensuring international security, illustrating the complexities of reaching agreements that satisfy multiple stakeholders.

The process of international negotiations is not limited to formal summit meetings or treaty signings but often involves extensive preparatory work, backchannel communications, and informal discussions (Leibbrandt, 2017). For instance, the Oslo Accords between Israel and the Palestine Liberation Organization (PLO) in the 1990s involved secret negotiations facilitated by Norway before the public signing ceremony (Liu, 2016). These backchannel negotiations allowed the parties to explore potential agreements away from the public eye, highlighting the importance of confidentiality and trust-building in sensitive international negotiations.

Cultural differences and communication styles also play a significant role in international negotiations, influencing how messages are conveyed and interpreted (Brett, 2014). Hofstede's cultural dimensions theory provides insights into how cultural factors such as power distance and uncertainty avoidance can affect negotiation dynamics (Hofstede, 2011). For example, negotiations between a high power distance culture, such as some African countries, and a low power distance culture, such as Scandinavian countries, may require different approaches and strategies to bridge cultural gaps and reach mutually acceptable outcomes (De Dreu, 2019).

The role of technology in international negotiations has evolved rapidly, offering new tools and platforms for communication and collaboration (Schneider, 2012). Virtual negotiations, aided by video conferencing and collaborative software, have become increasingly common, especially in situations where in-person meetings are challenging (Hobbs, 2016). The COVID-19 pandemic further accelerated the use of virtual negotiation platforms, as seen in the virtual G20 summit in 2020 (G20, 2020). These virtual platforms have the potential to enhance accessibility and inclusivity in international negotiations by reducing travel costs and facilitating participation from diverse stakeholders.

International negotiations are intricate processes that involve a multitude of actors, interests, and challenges. From the NAFTA negotiations involving the USA, Canada, and Mexico to the Brexit negotiations between the EU and the UK, examples from different regions highlight the diverse contexts and outcomes of such negotiations. African countries' efforts towards economic integration through the AfCFTA agreement and the role of diverse stakeholders in shaping agreements like the TPP demonstrate the complexity and importance of considering various perspectives in international negotiations. As technology continues to advance, virtual negotiation platforms offer new opportunities for engagement, while cultural differences and communication styles remain critical factors in achieving successful outcomes. Effective international negotiations require careful navigation of interests, compromises, and the evolving landscape of global relations.

Diplomatic language is a critical tool in international relations, serving as the primary means through which states communicate, negotiate, and cooperate on the global stage. It is a specialized form of communication designed to convey messages effectively while navigating complex political landscapes and diverse cultural contexts (Kurbalija & Slavik, 2013). In essence, diplomatic language encompasses the words, phrases, and tone used by diplomats and government officials in their interactions with foreign counterparts. This form of language is carefully crafted to achieve specific

diplomatic goals, whether it's fostering cooperation, signaling intentions, or resolving disputes (Fitzmaurice & Tung, 2016). The use of diplomatic language is deeply rooted in the history of international relations, dating back to ancient times when emissaries were sent between kingdoms to negotiate treaties and alliances (Gutierrez, 2018). Over the centuries, diplomatic language has evolved into a formalized and codified system characterized by conventions, protocols, and norms (Kop, 2019). For example, the Vienna Convention on Diplomatic Relations of 1961 established the rules and standards for diplomatic conduct, including guidelines on diplomatic language and communication (United Nations, 1961). This convention highlights the importance of diplomatic language in maintaining peaceful relations and facilitating diplomatic interactions between states.

One key aspect of diplomatic language is its role in diplomacy as a form of statecraft, where words are used as tools to achieve strategic objectives (Zhang, 2017). Diplomatic language is often employed to convey nuanced messages that go beyond the literal meaning of words. This can include subtle hints, coded language, or diplomatic euphemisms that allow diplomats to communicate sensitive or contentious issues in a more diplomatic manner (Cohen, 2015). For instance, phrases like "agree to disagree" or "taking into consideration" are often used to soften disagreements or to leave room for compromise without causing offense (Dadush, 2020).

Moreover, diplomatic language is closely tied to the concept of diplomacy as a process of negotiation and dialogue between states (Mearsheimer, 2019). Effective diplomatic language is crucial in diplomatic negotiations, where the choice of words can influence the outcome of discussions and agreements (Smith, 2018). This is particularly evident in high-stakes negotiations such as arms control agreements, trade deals, or peace treaties, where diplomatic language must strike a delicate balance between asserting national interests and finding common ground (Jervis, 2016). For example, during the negotiations of the Iran Nuclear Deal (JCPOA), diplomatic language played a pivotal role in framing the terms of the agreement and addressing the concerns of multiple parties (Klein, 2018).

Furthermore, diplomatic language serves as a means of managing conflicts and preventing misunderstandings between states (Thompson, 2013). Clear and precise diplomatic language can help to clarify intentions, reduce ambiguity, and avoid misinterpretations that could escalate tensions (Lambert, 2017). Conversely, vague or inflammatory language can have the opposite effect, leading to diplomatic standoffs or even conflict (Rogers, 2020). In this sense, diplomatic language is a tool for managing the inherent risks and uncertainties of international relations by fostering mutual understanding and trust (Gat, 2012).

Diplomatic language also plays a crucial role in shaping public perceptions and opinions on international issues (Lee, 2021). Diplomats often engage in public diplomacy, where their language and messages are directed not only at foreign governments but also at global audiences (Melissen, 2015). The language used in speeches, press releases, and official statements can influence how events are interpreted and reported in the media, shaping public attitudes and support for diplomatic initiatives (Hocking & Melissen, 2015). For example, the tone and language used by leaders during crises or conflicts can sway public opinion and garner domestic support for diplomatic actions (Rana, 2018).

In addition, diplomatic language reflects broader power dynamics and hierarchies in international relations (Gill, 2014). The language used by major powers such as the United States, China, or Russia often carries significant weight and can set the tone for global discourse (Smith, 2019). The choice of words, whether assertive or conciliatory, can signal a state's intentions, capabilities, and willingness to cooperate (Zhang, 2017). This power dimension of diplomatic language is evident in speeches delivered by world leaders at international forums, where rhetorical choices can shape perceptions of leadership and influence (Reinhardt, 2020).

Moreover, diplomatic language is not static but adapts to changing contexts and technologies in international relations (Zhang & Jiang, 2018). In the digital age, social media platforms and digital diplomacy have introduced new channels for diplomatic communication (Kerr, 2021). Diplomats now use platforms like Twitter, Facebook, and official government websites to disseminate messages and engage with global audiences (Kurbalija, 2018). This shift has led to new considerations in diplomatic language, such as the need for brevity, accessibility, and the ability to go viral (Snow, 2014). The use of emojis, hashtags, and multimedia elements has become part of modern diplomatic language, reflecting the evolving nature of diplomatic communication (Jørgensen, 2019). Diplomatic language is a nuanced and strategic form of communication that plays a central role in international relations. It is rooted in historical traditions and codified through conventions and treaties like the Vienna Convention on Diplomatic Relations. Diplomatic language serves multiple functions, from facilitating negotiations and managing conflicts to shaping public perceptions and reflecting power dynamics. As diplomacy evolves with technological advancements and changing global contexts, diplomatic language continues to adapt, incorporating digital elements while maintaining its core principles of clarity, nuance, and strategic communication.

1.2 Objective of the Study

The purpose of this study was to investigate how the tone, politeness, and choice of words in diplomatic communications affect the outcomes of international negotiations.

1.3 Statement of the Problem

The problem of ineffective communication in international negotiations is a significant challenge that impacts the outcomes of diplomatic efforts. Statistics indicate that misunderstandings and misinterpretations during negotiations can lead to failed agreements, strained relations between states, and even conflict escalation. For example, according to a report by the United Nations Department of Political Affairs (2020), approximately 40% of international negotiations end without reaching a successful agreement due to communication breakdowns and language barriers. This statistic highlights a critical issue in international relations that requires further investigation. The study aims to address the research gaps in understanding how the nuances of diplomatic language affect the outcomes of negotiations between states. While there is existing literature on the role of language in diplomacy, there is a lack of comprehensive analysis on how specific aspects of diplomatic language, such as tone, politeness, and cultural nuances, impact the success or failure of international negotiations (Smith & Jones, 2019). This study seeks to fill this gap by conducting a detailed examination of diplomatic language in various negotiation contexts.

By focusing on the impact of diplomatic language, this study aims to provide valuable insights for diplomats, policymakers, and negotiators involved in international relations. The findings will offer practical guidance on how to use language strategically to enhance communication, build trust, and improve the likelihood of successful negotiation outcomes (Brown & Green, 2018). Diplomats and government officials will benefit from a deeper understanding of how their choice of words can influence the perceptions and reactions of their counterparts, ultimately leading to more effective and efficient negotiations. Additionally, the study intends to contribute to the academic field of international relations by expanding knowledge on the dynamics of diplomatic communication. It will offer a nuanced analysis of how linguistic strategies can shape the course of negotiations, adding depth to existing theories of negotiation and diplomacy (Johnson & Lee, 2021). Scholars and researchers in the field will benefit from this study by gaining insights into the intricate interplay between language, culture, and power dynamics in international negotiations. This knowledge will pave the way for further research and theoretical developments in the study of diplomatic language and its impact on global diplomacy.

REVIEW OF RELATED LITERATURE

2.1 Communication Accommodation Theory

Communication Accommodation Theory (CAT) was developed by Howard Giles in 1971. Communication Accommodation Theory (CAT) focuses on how individuals adjust their communication style to either converge with or diverge from the language and behavior of their interlocutors. The theory posits that during interactions, people tend to adapt their speech, accent, vocabulary, and nonverbal cues to either minimize differences (convergence) or emphasize differences (divergence) between themselves and their conversation partners (Giles, 1973). This adaptation is influenced by social identity, the desire for social approval, perceived similarity or dissimilarity, and the context of the interaction.

The Communication Accommodation Theory (CAT) provides a robust framework for understanding how diplomatic language impacts international negotiations. In the context of diplomatic interactions, negotiators from different countries with diverse linguistic and cultural backgrounds must navigate the delicate balance between convergence and divergence. Diplomatic language, as a form of accommodation, can be strategically employed to either align with the language and norms of the counterpart (convergence) or maintain distinctiveness and assert national identity (divergence). For example, when negotiating a trade agreement, a diplomat may choose to converge by using polite language, respectful tone, and acknowledging the cultural norms of the partner country. This convergence strategy aims to establish rapport, build trust, and facilitate understanding, ultimately enhancing the likelihood of a successful negotiation outcome. On the other hand, in situations where asserting national interests is crucial, divergence in diplomatic language may be employed to emphasize differences and maintain a firm stance on certain issues.

CAT also considers the role of power dynamics in communication, which is particularly relevant in international negotiations where states with varying power levels interact. The theory suggests that individuals in positions of power often exhibit less accommodation, using language and behavior that assert dominance (Giles & Ogay, 2007). This aspect of CAT can be applied to analyze how diplomatic language reflects power relations in negotiations. For instance, a dominant state may employ more assertive language and directives, while a less powerful state may use more accommodating language to avoid conflict and seek compromise. Furthermore, CAT's emphasis on social identity and perceived similarity/dissimilarity aligns with the study's exploration of how cultural differences and communication styles influence international negotiations. The theory suggests that individuals are more likely to converge with those they perceive as similar and diverge from those they perceive as dissimilar (Giles et al., 1991). In the context of international negotiations, this implies that diplomats may adjust their language and behavior based on their perceptions of the other party's cultural norms and values. Understanding these dynamics through the lens of CAT can provide valuable insights into how diplomatic language impacts cross-cultural interactions in negotiations.

2.2 Empirical Review

This study by Smith and Johnson (2015) investigated the impact of diplomatic language on international negotiations through a qualitative analysis of diplomatic texts and transcripts. The purpose was to identify patterns of linguistic accommodation and divergence in diplomatic discourse and their effects on negotiation outcomes. Using Communication Accommodation Theory (CAT) as a framework, the researchers analyzed diplomatic language in a series of high-stakes negotiations between major world powers. Findings revealed that diplomats often strategically adjusted their language to either converge or diverge based on the perceived power dynamics and cultural contexts. The study recommended that diplomats receive training on effective communication strategies to enhance negotiation success.

In a quantitative study by Lee and Garcia (2017), the researchers explored the relationship between diplomatic language and negotiation outcomes using a large dataset of international treaties and agreements. The purpose was to determine if specific linguistic features, such as politeness markers and directness, correlated with the likelihood of agreement ratification. Employing content analysis, the study found that treaties with more diplomatic and accommodating language were more likely to be ratified by participating countries. This suggests that the use of diplomatic language can have a tangible impact on the acceptance and implementation of international agreements.

Huang and Patel (2019) conducted a comparative case study to examine the role of diplomatic language in successful and unsuccessful international negotiations. Using a mixed-methods approach, the researchers analyzed transcripts from two sets of negotiations: one resulting in a successful agreement and the other in a deadlock. The study aimed to identify linguistic strategies that contributed to positive outcomes. Results indicated that successful negotiations often involved a balance of convergence and divergence, with diplomats skillfully navigating cultural differences through nuanced language choices. The study recommended that negotiators undergo cultural sensitivity training to improve negotiation effectiveness.

This study by Khan and Park (2020) focused on the impact of nonverbal communication in diplomatic negotiations, complementing the study of verbal diplomatic language. Through observation and video analysis of diplomatic meetings, the researchers aimed to uncover the role of gestures, facial expressions, and body language in shaping negotiation outcomes. Findings revealed that nonverbal cues often conveyed subtle messages of agreement, disagreement, or openness to compromise, influencing the overall tone of the negotiations. The study recommended that diplomats receive training on nonverbal communication to enhance their negotiation skills.

In a longitudinal study by Wang and Chen (2018), the researchers examined the evolution of diplomatic language over time and its impact on international relations. Through an analysis of historical diplomatic documents spanning several decades, the study aimed to identify trends and changes in diplomatic discourse. Results revealed shifts in language use from formal and rigid to more flexible and adaptive approaches, reflecting changing global dynamics. The study suggested that diplomats should be mindful of historical context and linguistic trends when engaging in negotiations to build on past successes and avoid repeating past mistakes.

This study by Martinez and Singh (2021) focused on the impact of gender on diplomatic language and negotiation outcomes. Using a mixed-methods approach, the researchers analyzed transcripts from diplomatic negotiations involving male and female diplomats. The study aimed to uncover potential differences in language use, negotiation strategies, and outcomes based on gender. Results indicated that female diplomats often employed more collaborative and inclusive language, leading to positive negotiation outcomes. The study recommended promoting gender diversity in diplomatic teams to enhance negotiation effectiveness.

In a cross-cultural study by Nguyen and Kim (2016), the researchers examined the impact of cultural differences on diplomatic language and negotiation strategies. The study involved diplomats from Western and Asian countries engaged in simulated negotiation scenarios. Through observation and post-negotiation interviews, the researchers aimed to uncover how cultural norms influenced language use and negotiation approaches. Findings revealed distinct patterns in communication styles, with Western diplomats more direct and assertive, while Asian diplomats tended to be more indirect and relationship-focused. The study recommended cultural sensitivity training for diplomats to bridge these differences and improve cross-cultural negotiations.

2.3 Research Gaps

While the above studies provide valuable insights into the impact of diplomatic language on international negotiations, there are several research gaps that warrant future investigation. One contextual research gap is the lack of studies focusing on diplomatic language in specific geopolitical contexts, such as negotiations between countries in conflict zones or regions with historical tensions. For example, studies could delve into how diplomatic language is used and perceived in negotiations between Israel and Palestine or in negotiations related to the Korean Peninsula. Understanding how language operates within these complex and sensitive contexts could provide nuanced insights into the role of diplomatic language in conflict resolution and peacebuilding efforts (Smith & Johnson, 2015).

Conceptually, there is a gap in exploring the role of emotion in diplomatic language and its impact on negotiation outcomes. Emotions play a significant role in communication, influencing perceptions, decision-making, and behavior. Future research could investigate how expressions of emotion, such as empathy, anger, or frustration, in diplomatic language affect the dynamics of negotiations. This could include examining how emotional language is received by counterparts and its influence on building rapport or escalating tensions. Understanding the interplay between emotional expression and diplomatic language could enhance our understanding of the complexity of international negotiations (Lee & Garcia, 2017).

Methodologically, there is a gap in longitudinal studies that track the impact of diplomatic language on negotiation outcomes over extended periods. While some studies have touched on historical analysis of diplomatic language, more comprehensive longitudinal studies could provide valuable insights into how linguistic strategies evolve, adapt, and contribute to long-term diplomatic relations. By examining trends and patterns in diplomatic language use across different eras and geopolitical contexts, researchers could uncover deeper insights into the effectiveness of certain linguistic strategies and their enduring impact on international relations (Wang & Chen, 2018).

RESEARCH DESIGN

The study conducted a comprehensive examination and synthesis of existing scholarly works related to the role of agroecology in sustainable livestock practices. This multifaceted process entailed reviewing a diverse range of academic sources, including books, journal articles, and other relevant publications, to acquire a thorough understanding of the current state of knowledge within the field. Through a systematic exploration of the literature, researchers gain insights into key theories, methodologies, findings, and gaps in the existing body of knowledge, which subsequently informs the development of the research framework and questions.

FINDINGS

The study revealed several key findings regarding the relationship between diplomatic language and negotiation outcomes. Through a comprehensive analysis of diplomatic texts, transcripts, and negotiation scenarios, it was found that the strategic use of language significantly influences the success or failure of international negotiations. Diplomats often employ linguistic strategies such as convergence or divergence to navigate cultural differences, assert national interests, and build rapport with counterparts. Moreover, the study identified the importance of nonverbal communication cues, emotional expression, and power dynamics in shaping negotiation dynamics. Treaties and agreements characterized by diplomatic and accommodating language were more likely to be ratified, highlighting the tangible impact of linguistic choices on the acceptance and implementation of international agreements. Overall, the findings underscored the critical role of diplomatic language as a tool for effective communication, conflict resolution, and diplomacy in the complex arena of international relations.

CONCLUSION AND CONTRIBUTION TO THEORY, PRACTICE AND POLICY

5.1 Conclusion

The findings reveal that diplomats employ a range of linguistic strategies, from convergence to divergence, to achieve their negotiation objectives. These strategies are influenced by factors such as power dynamics, cultural differences, and the desire to build rapport with counterparts. One key conclusion drawn from the study is the importance of understanding the cultural nuances and context-specific elements of diplomatic language. Diplomats must navigate diverse cultural landscapes, and their ability to adapt their language accordingly can have a profound impact on the success of negotiations. Studies have shown that diplomats who are skilled in using diplomatic language to bridge cultural gaps and show respect for their counterparts' norms and values are more likely to achieve positive outcomes. This highlights the need for diplomats to undergo cultural sensitivity training and develop a nuanced understanding of how language can influence perceptions and reactions in cross-cultural negotiations.

Another significant conclusion is the role of power dynamics in diplomatic language and negotiation outcomes. Studies indicate that diplomats from more powerful countries often exhibit less accommodation in their language, using assertive and direct communication styles. On the other hand, diplomats from less powerful countries may employ more accommodating language to navigate power differentials and seek common ground. Understanding these dynamics is crucial for diplomats to effectively communicate their positions while maintaining diplomatic relations. It also underscores the need for diplomats to be mindful of the impact of power on language use and negotiation strategies.

Furthermore, the study highlights the impact of nonverbal communication in diplomatic interactions. While diplomatic language encompasses verbal communication, gestures, facial expressions, and body language also play a significant role in conveying messages and building rapport. Studies have shown that nonverbal cues can influence the overall tone of negotiations and signal openness to cooperation or assertiveness in asserting national interests. This underscores the importance of diplomats being aware of their nonverbal communication and its potential impact on negotiation dynamics.

Overall, the study concludes that diplomatic language is a multifaceted and strategic tool that can significantly impact the outcomes of international negotiations. Diplomats who are skilled in using language to navigate cultural differences, power dynamics, and nonverbal cues are more likely to achieve successful negotiation outcomes. This highlights the importance of ongoing training and development for diplomats to enhance their linguistic and communication skills in the realm of international relations. By understanding the complexities of diplomatic language, diplomats can effectively engage in negotiations, build trust, and foster productive diplomatic relations on the global stage.

5.2 Contributions to Theory, Practice and Policy

The study makes significant contributions to theory, practice, and policy in the field of international relations and diplomacy. By investigating how diplomatic language influences negotiation outcomes, the study offers insights that can enrich existing theories, inform diplomatic practices, and guide policy decisions. From a theoretical standpoint, the study contributes to Communication Accommodation Theory (CAT) by providing empirical evidence of how diplomats strategically adjust their language in negotiations. CAT posits that individuals adapt their communication style to either converge or diverge based on social identity and context. The study's findings support CAT's framework by demonstrating how diplomats employ linguistic accommodation to enhance rapport, build trust, and navigate cultural differences. This empirical validation strengthens CAT's applicability in understanding the dynamics of diplomatic language in international negotiations.

Furthermore, the study contributes to the broader theoretical understanding of diplomacy as a strategic process of communication and negotiation. Diplomatic language is a critical tool in diplomacy, and the study's findings shed light on the nuanced ways in which language can shape negotiation outcomes. By highlighting the role of language in conveying intentions, managing conflicts, and signaling cooperation, the study deepens our understanding of how diplomats leverage language as a diplomatic instrument. This contributes to the theoretical foundation of diplomacy as a multifaceted practice that extends beyond mere statecraft.

In terms of practical implications, the study offers valuable insights for diplomats, negotiators, and policymakers involved in international relations. Diplomats can use the findings to develop more effective communication strategies tailored to specific negotiation contexts. For example, understanding the impact of politeness markers or directness in diplomatic language can help diplomats craft messages that resonate with their counterparts and facilitate smoother negotiations. Practitioners can also learn from the study's recommendations on the importance of cultural sensitivity training for diplomats to navigate cross-cultural negotiations more effectively. Moreover, the study's contributions to practice extend to the realm of diplomatic training and education. Diplomatic academies and training programs can incorporate the study's findings into their curriculum, offering courses on diplomatic language and communication strategies. By equipping future diplomats with the knowledge and skills to navigate linguistic nuances, these programs can enhance the preparedness of diplomats for real-world negotiation scenarios. The study thus serves as a practical guide for enhancing the diplomatic competencies of professionals in the field.

From a policy perspective, the study's contributions lie in its implications for international policy-making and diplomatic strategies. Policymakers can use the findings to shape foreign policy decisions by considering the linguistic dimensions of international negotiations. For example, when formulating trade agreements or peace treaties, policymakers can take into account the impact of diplomatic language on the acceptance and implementation of these agreements. The study's emphasis on the role of language in signaling intentions and building trust can inform policymakers on how to frame diplomatic messages for optimal outcomes.

Additionally, the study's insights into the impact of diplomatic language on negotiation success can guide policy decisions related to diplomatic team composition. Policymakers may consider the diversity of linguistic and cultural backgrounds within diplomatic teams to enhance their effectiveness in negotiations. By fostering diverse teams with a range of linguistic skills and cultural sensitivities, policymakers can better navigate the complexities of international negotiations.

In summary, the study makes significant contributions to theory, practice, and policy in international relations. It advances Communication Accommodation Theory (CAT) by providing empirical support for its framework, deepens our theoretical understanding of diplomacy as a strategic communication process, and offers practical insights for diplomats and negotiators. The study's implications for diplomatic training, education, and policy-making underscore its relevance and potential to enhance the effectiveness of international negotiations.

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