

Interreg Knowledge Fair session

Rules of diplomacy

Marko Ruokangas, Bernhard Schausberger / Ghent, Belgium / 25.05.2023

Interact



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Welcome to the Interreg Knowledge Fair

This is a **pilot activity** for Interact, testing a new approach to our service delivery – and **whether it works for you!**

While you are here, you will be asked to **rate individual sessions** (in Whova) and to respond to a **4-question survey** at the end of each day.

Please share your feedback with us!



Outline of the session

Interreg programmes are not isolated from political currents. Rules of diplomacy offers practical insight not just to working together in multi-national frameworks, but also into how to manage conflicts. The focus of this session is on practical insights that can support programmes in managing and implementing their programmes



Opening and ice breaking

Introduction to the topic



Insights by invited experts

Experts share their experiences



Sharing and exchange

Debate among the participants



Skills of diplomacy

How good we are with the diplomacy skills?

When a diplomat says “yes“, he means “perhaps“.

When he says “perhaps“, he means “no“.

When he says “no“, he is no diplomat.

Ambassador Raimundo Bassols

Invited speakers / experts

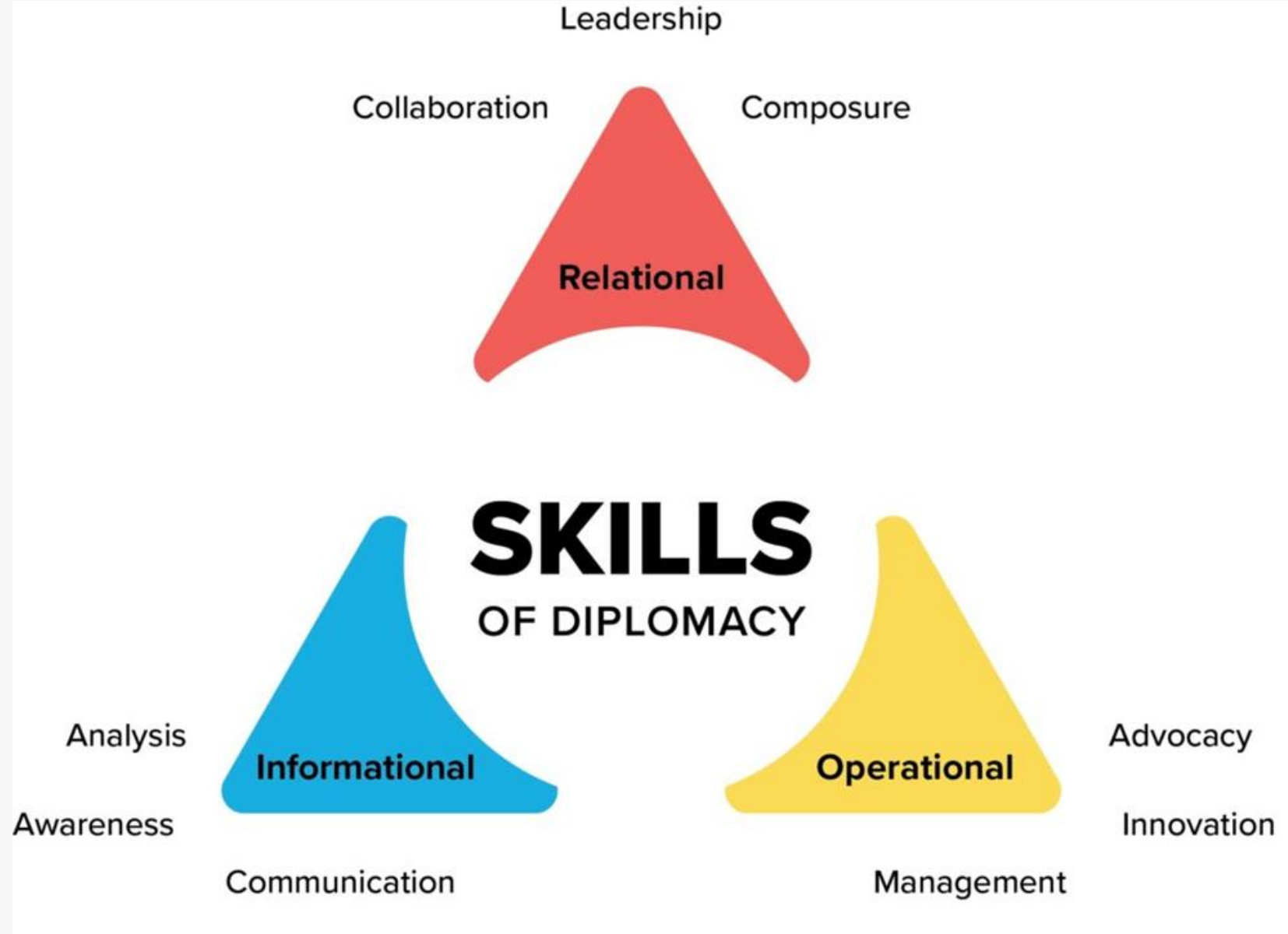
- **Jari Vilen**, Ambassador, Finland (recorded input)
- **Simona Pohlova**, Deputy Head of Interreg, Cross-border cooperation, Internal Borders, Unit D.2. DG Regio
- **Aldo Puleo**, Programme Manager, Interreg NEXT Med

Questions and **sharing of experiences**

- Monitoring Committee
- Communication
- Evaluations
- Liabilities and recoveries

Skills of Diplomacy

National Museum of American diplomacy has summarized the skills of diplomacy into nine categories that diplomats must employ to succeed in their duties. These skills fall under three categories: informational, relational and operational



Informational Skills

Informational skills are required to determine how to approach the situation

Analysis

Analysis is the ability to study and think critically about situations

Awareness

Awareness is the ability to respect different cultures and customs. Diplomats with the awareness skill recognize when situations and circumstances are changing and adopt to meet the change. Awareness is also being aware of what you do not know or understand and knowing how your behaviour affects others.

Communication

Communication is the ability to articulate your position and listen openly to others' viewpoints. Determine where interests overlap. Those with communication skills can also confirm positions and use clear and appropriate language to avoid misunderstandings

Relational Skills

Relational skills are what is required to work successfully with others

Leadership

Leadership is the ability to make decisions using what information is available. Leaders keep the big picture in mind and take steps to fill gaps in knowledge and understanding

Collaboration

Collaboration is the ability to incorporate the ideas of others and find common ground. Collaboration involves taking cues from others when formulating responses and making proposals.

Composure

Composure is the ability to work with others in a professional manner and calmly deal with the range of attitudes and behaviours exhibited by counterparts, difficult partners , and adversaries

Operational Skills

Operational skills are what is required to take action

Management

Management is the ability to use the skills and strengths of team members. Know what tools and resources are available to help meet goals.

Innovation

Innovation is the ability to formulate alternatives and be flexible in responses to unanticipated circumstances.

Advocacy

Advocacy is the ability to speak on behalf of and pursue the goals and mission. Speak up for those who are not in a position to advocate for themselves.

Thank you for being here!

Your opinion matters to us.

Please take a few minutes to provide us with feedback to help us improve our services.

Log into the **Whova app**, go to the **relevant session**, and tell us what you think in the **session Q&A**.

You can also talk to us at the Conference Support stand in the networking area.



Cooperation works

All materials will be available on:

[Interact / Events / Interreg Knowledge Fair \(23-25 May 2023\)](#)