

foreign policy

A course of action developed by a country's leaders to pursue their nation's vital interests in its dealings with other countries.

globalization

The trend toward more open and free travel, trade, and communication among nations and their peoples.

diplomacy

The art and practice of managing communication and relationships between nations.

ambassador

A diplomatic official of the highest rank sent by one country as its long-term representative to another country or to an international organization.

diplomatic immunity

International law that protects diplomats and their families from being arrested or tried in countries other than their own.

diplomatic recognition

Official acceptance of a regime as the legitimate government of its country.

summit

A gathering of heads of state or other high-ranking officials to discuss matters of great importance to their countries.

sanction

A measure taken by one or more nations to pressure another country into changing its policies or complying with international law.

Diplomacy: The Art of Conducting Negotiations

Diplomacy is the art and practice of conducting negotiations between countries. Most diplomacy is carried out by government officials called diplomats. The highest-ranking diplomat sent by one country to another is the **ambassador**. The ambassador and his staff work out of an **embassy**. The embassy's job is to represent the interests of the home country while developing friendly relations with the host country.

Under international law, ambassadors and their staff enjoy **diplomatic immunity**. This means they are exempt from the host country's laws. The purpose of diplomatic immunity is to protect diplomats from being falsely arrested or otherwise abused by their host country, especially during times of war or conflict. If a diplomat does commit a crime while in another country, it is up to the home country to bring that person to justice.

Diplomatic relations begin when a country grants **diplomatic recognition** to another country's government. Such recognition acknowledges that the government is the legitimate representative of its people. Countries use diplomatic recognition to express approval or disapproval of a government. When communists took over China in 1949, for example, the United States refused to recognize the new government. The two countries did not exchange ambassadors and establish embassies in one another's capitals until 1979.

Summits: Meetings of Heads of States

Most negotiations between countries are carried out by diplomats. From time to time, however, national

17.3 The "Soft Power" Tools of Foreign Policy

Much of foreign policy involves trying to get other countries to do what you want. There are many ways to achieve this goal. Some involve "hard power," or force. Others involve "soft power," or persuasion. Political scientist Joseph S. Nye Jr. defined soft power as

the ability to get what you want through attraction rather than coercion or payments. It arises from the attractiveness of a country's culture, political ideals, and policies. When our policies are seen as legitimate in the eyes of others, our soft power is enhanced.

—Joseph S. Nye Jr., *Soft Power: The Means to Success in World Politics*, 2004

Soft power can take many forms, from diplomacy to exchanges of rock bands and artists.

leaders come together for face-to-face talks. These very high-level meetings are called **summits**.

Summits are used to address problems of mutual concern. For instance, leaders from eight industrialized countries meet annually at the G8 summit to discuss topics such as the global economy. Summits are also used to improve general relations. The United States and China used to be bitter enemies, which began with the establishment of a communist government in China in 1949. In 1972, President Richard Nixon traveled to China for a weeklong summit with Chinese leader Mao Zedong. Their talks laid the groundwork for the establishment of formal diplomatic relations between the two nations a few years later.

Treaties: Agreements to Solve Problems Peacefully

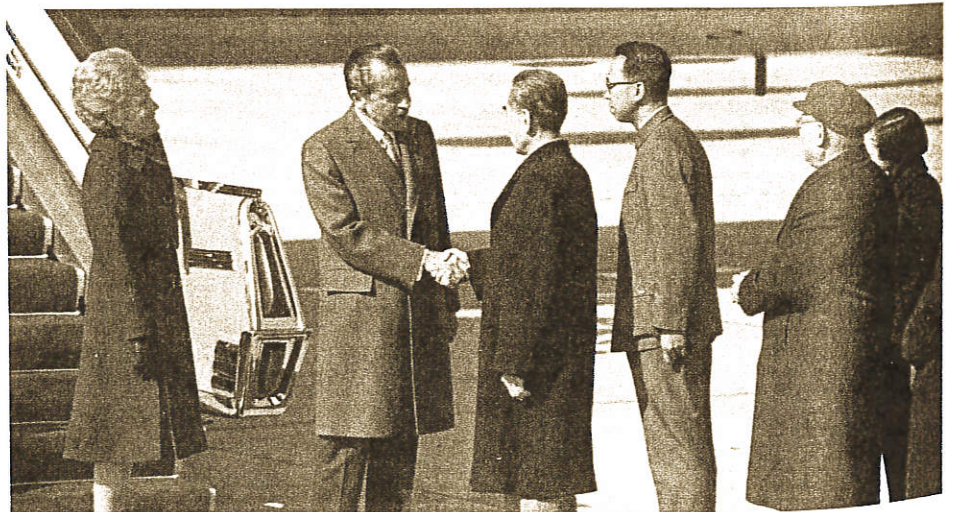
When conflicts arise between nations, diplomats try to settle them through peaceful negotiations. The solutions they negotiate are usually spelled out in treaties to which all parties agree. Treaties may be **bilateral**, which means they relate to two countries. Or they may be **multilateral** agreements that involve three or more countries.

Treaties can cover a variety of issues, from ending wars to protecting the environment. Whatever their content, treaties work much like contracts among countries. Like contracts, treaties are entered into willingly by all parties. In addition, under international law, all parties are expected to fulfill their treaty obligations.

Trade Relations: Managing Cross-Border Commerce

With the rise of globalization, cross-border trade relations have become an important soft power tool.

In 1972, President Richard Nixon visited China for a summit meeting with Mao Zedong. While there, he and his wife, Pat, visited the Great Wall of China. "I think that you would have to conclude that this is a great wall," Nixon noted diplomatically, "and it had to be built by a great people." To his annoyance, many U.S. press reports left out the second part of his quote.



Countries use trade relations to show their approval or disapproval of a government. In 1975, for example, the United States cut off trade with Vietnam after it was taken over by a communist government.

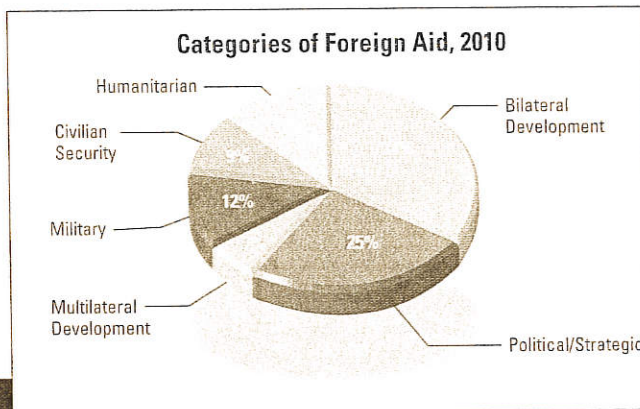
By establishing trade relations, nations signal their desire for more contacts between their peoples. This was President Bill Clinton's intention when he lifted the trade embargo on Vietnam in 1994. In 2001, the former enemies signed a trade agreement that spelled out the rules of commerce between them. As a result, two-way trade between the United States and Vietnam grew from \$1.5 billion a year to over \$21 billion by 2011.

Most trade agreements made by the United States with other countries include a **most-favored-nation clause**. This clause means that the other country will be granted all trade advantages, such as low tariffs, that any other trading partner receives from the United States. For example, the United States heavily relies on imported mineral fuel from Canada and Saudi Arabia. Because of their natural resources, the two countries enjoy the same trade benefits so that the United States can maintain good trade relations with both nations. The effect is to put all countries with most-favored-nation status on an equal footing with one another in terms of trade with the United States.

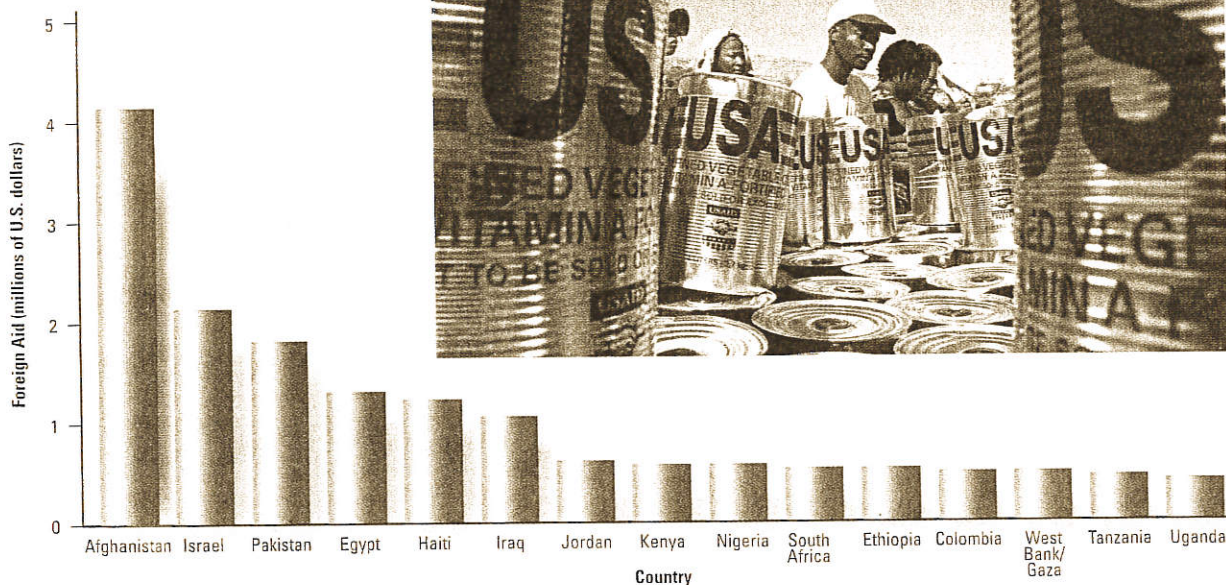
Foreign Aid: Assisting Less Wealthy Countries

Wealthy nations often provide aid to other countries. Foreign aid can come in various forms, including cash, equipment, and personnel. In 2010, the United States provided foreign aid to over 180 countries.

U.S. spending on foreign assistance reached nearly \$35 billion by 2010. The graphs show how this aid is spent and which nations receive the most aid. In the photograph, workers in Haiti unload cooking oil sent by the United States to assist those affected by the Tropical Storm Hanna and Hurricane Ike.



Top Foreign Aid Recipients, 2010



Source: CRS Report for Congress, "Foreign Aid: An Introductory Overview of U.S. Programs and Policy," 2011.

U.S. assistance programs can be divided into five major categories.

- *Bilateral development assistance.* These types of programs are designed to help with the long-term development of poor countries. They focus on economic reforms, promotion of democracy, environmental protection, and health.
- *Security assistance.* Programs in this category are aimed at protecting U.S. political, economic, and national security interests. Since the 9/11 attacks, much of this aid has gone to countries of importance in the war on terrorism.
- *Humanitarian assistance.* These programs are

devoted to helping victims of human-made and natural disasters. Most of this aid goes to refugees from conflicts, floods, droughts, and other immediate threats to life.

- *Multilateral assistance.* This is aid that consists of donations from multiple countries. It is used to fund international organizations such as the United Nations Development Programme and the World Bank.
- *Military assistance.* This type of aid helps U.S. allies acquire military equipment. It also supports training for military officers and peacekeeping forces from other countries.

Cultural Exchanges: People-to-People Contacts

Many countries use cultural exchanges to increase goodwill and understanding with other countries. Cultural exchanges may involve visits to another country by groups of educators, scientists, or businesspeople. They may also involve exchanges of performing artists.

The U.S. State Department actively promotes cultural exchanges as a way to “communicate America’s strengths, freedoms, hopes, and challenges.” The State Department’s Rhythm Road: American Music Abroad program sends jazz and hip-hop artists to parts of the world not often visited by American musicians. U.S. embassies also arrange foreign tours for performing arts groups. In addition to performing live, these American artists participate in workshops, classes, jam sessions, and radio and television appearances.

17.4 The “Hard Power” Tools of Foreign Policy

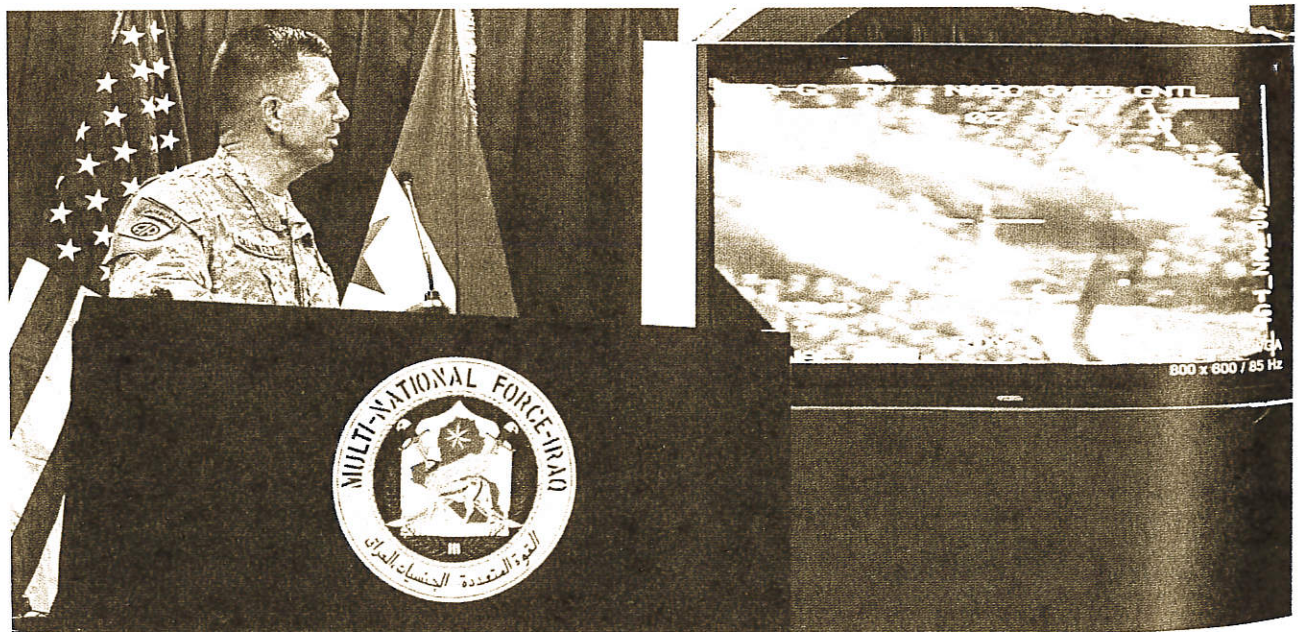
Whereas soft power tools aim to persuade, hard power tools are designed to coerce another country into adopting a desired course of action. Some hard power tools, such as boycotts and **sanctions**, are economic in nature. Others involve the use of spies, secret agents, and military force.

Intelligence Gathering: Assessing Foreign Threats

Making good foreign policy decisions depends on having reliable information about the activities and intentions of other countries. Such information is called **intelligence**. “By definition, intelligence deals with the unclear, the unknown, the deliberately hidden,” says George Tenet, former Central Intelligence Agency (CIA) director. “What the enemies of the United States hope to deny, we work to reveal.”

Most countries have an intelligence agency like the CIA. Such agencies gather information related to national security, either through public sources or by spying. They use this information to assess possible threats to the nation. In an interview conducted shortly after the 9/11 attacks, former secretary of defense Casper Weinberger spoke of the importance of good intelligence in dealing with terrorists:

It’s the importance of finding out what they’re planning ahead of time. That is the task of intelligence, and you have to have a very special kind of intelligence to do that; and you have to understand that this is going to involve spying. And it’s going to be attacked by some people as a dirty business. What it is actually [doing] is giving a democracy eyes. And without eyes, the democracy’s not going to remain a democracy very long.



Modern technology makes spying much easier than in the past. This satellite image shows an al Qaeda training camp hidden in the mountains of Afghanistan. The camp was later destroyed by U.S. air strikes.

American Sanctions

The United States imposes unilateral, or one-sided, sanctions on countries for many reasons. Some sanctions are broad-based, effectively cutting off trade with the other country. More often, sanctions are targeted at specific goods, such as weapons or nuclear materials, or at U.S. funds going to the target country.

Recipients of U.S.-Imposed Unilateral Sanctions, 2012



Source: U.S. Department of the Treasury.

Covert Action: Influencing Events in Other Countries

Intelligence agencies also carry out **covert actions** in other countries. A covert action is a secret operation that supports the country's foreign policy. The agents who carry out such operations try to influence what goes on in another country while hiding their role in those events.

During the Cold War, the United States used covert actions to overthrow unfriendly governments. After 9/11, the Bush administration authorized a large covert action program aimed at al Qaeda. CIA agents were authorized to capture or kill al Qaeda leaders wherever those leaders are found. The CIA teamed with U.S. forces to locate and kill al Qaeda's leader Osama bin Laden in 2011. Critics charge that such actions violate human rights. Defenders answer that such tactics are needed to protect Americans from future terrorist attacks.

In recent years, remotely piloted aircrafts called drones have emerged as common tools in covert actions. Drones are used for surveillance, military operations, and other similar activities.

Boycotts and Sanctions: Applying Economic Pressure

Boycotts and sanctions use economic pressure to punish a country for its actions or policies. These hard power tools can be used by countries that act alone or in concert with other nations.

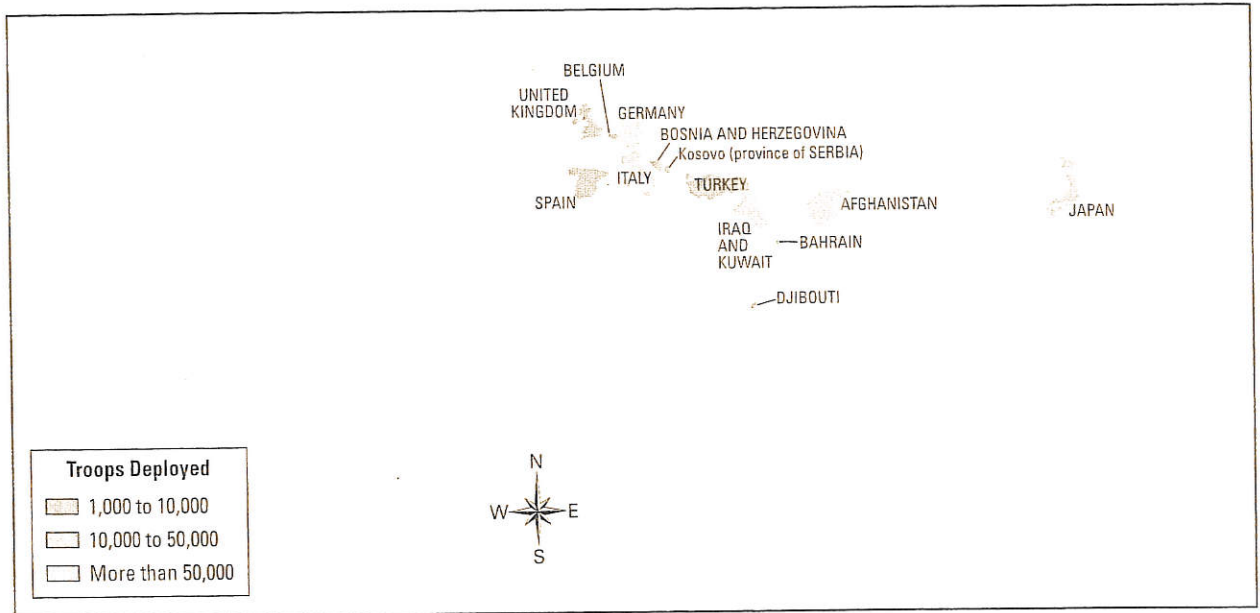
A **boycott** usually involves a refusal to buy goods from a country as a form of protest against its policies. Boycotts can also involve a refusal to take part in an international event. In 1980, President Jimmy Carter called on U.S. athletes to boycott the Moscow Olympic games. The Olympic boycott was a protest against the Soviet Union's decision to invade its neighbor Afghanistan.

A **sanction** is an action taken against one or more countries to force a government to change its policies. The most common sanctions are designed to punish the offending nation's economy. Economic sanctions may involve tariffs, trade barriers, and other penalties.

Sanctions have a mixed record of success. One of the most effective uses of sanctions was against South Africa's racial policies. Until 1991, the South

As this map shows, U.S. troops are deployed across the globe. These troops are stationed in almost 150 countries, a majority of which harbor less than 1,000 deployed troops.

Deployed U.S. Military Personnel Worldwide, 2011



Source: U.S. Department of Defense.

African government treated black South Africans as second-class citizens. They had few political or legal rights. Economic sanctions, combined with anti-apartheid protests in South Africa, finally forced the government to abandon its racist policies. In 1994, Nelson Mandela took office as South Africa's first black president.

Military Alliances: Defending Against Attacks

Military alliances are agreements made by countries to defend one another in case of an attack. Countries join military alliances for mutual protection. Military alliances are particularly important for small countries that lack the resources to defend themselves without the help from allies.

The largest military alliance today is the North Atlantic Treaty Organization (NATO). The United States, Canada, Iceland, and nine Western European countries formed NATO in 1949. NATO's primary purpose was to guard against the threat posed by the Soviet Union and its communist allies in Eastern Europe. By 2012, NATO had expanded to 28 nations, including many former Soviet nations.

NATO members agree to consider "an armed attack against one or more of them . . . an attack against them all."

Armed Force: The Tool of Last Resort

When all other tools fail, countries may resort to war as their foreign policy tool of last resort. As British politician Tony Benn once observed, "All war represents a failure of diplomacy."

Sometimes full-scale war is not necessary to achieve the desired result. Such was the hope of President Clinton when he called for NATO air strikes against Serbia, a country in Eastern Europe, in 1999. Clinton resorted to armed force only after diplomatic efforts had failed to end Serbia's **ethnic cleansing** campaign in the province of Kosovo. Ethnic cleansing involves the mass removal and killing of an ethnic group in an area—in this case the ethnic Albanians of Kosovo.

Over the course of three months, NATO aircrafts flew 38,000 combat missions over Serbia. The conflict ended when Slobodan Milosevic, the president of Serbia, finally agreed to pull his troops out of

Kosovo. Within only three weeks, more than half a million refugees had returned to the province.

17.5 The Makers and Shapers of Foreign Policy

What do the four items listed below have in common?

- Monroe Doctrine
- Roosevelt Corollary
- Truman Doctrine
- Nixon Doctrine

If you said that they are all foreign policy statements named after presidents, you would be right. Throughout our history, presidents have played a large role in setting the direction of U.S. foreign policy. Their power to do so is rooted in the Constitution.

What the Constitution Says About Foreign Policy

The Constitution divides responsibility for developing foreign policy between Congress and the president. The president has the power to negotiate treaties. But these treaties do not go into effect unless approved by the Senate. Likewise, the president appoints ambassadors to other countries. But the Senate must approve those appointments. The president serves as commander in chief of the military. But Congress alone can declare war and controls the funds needed to fight a war.

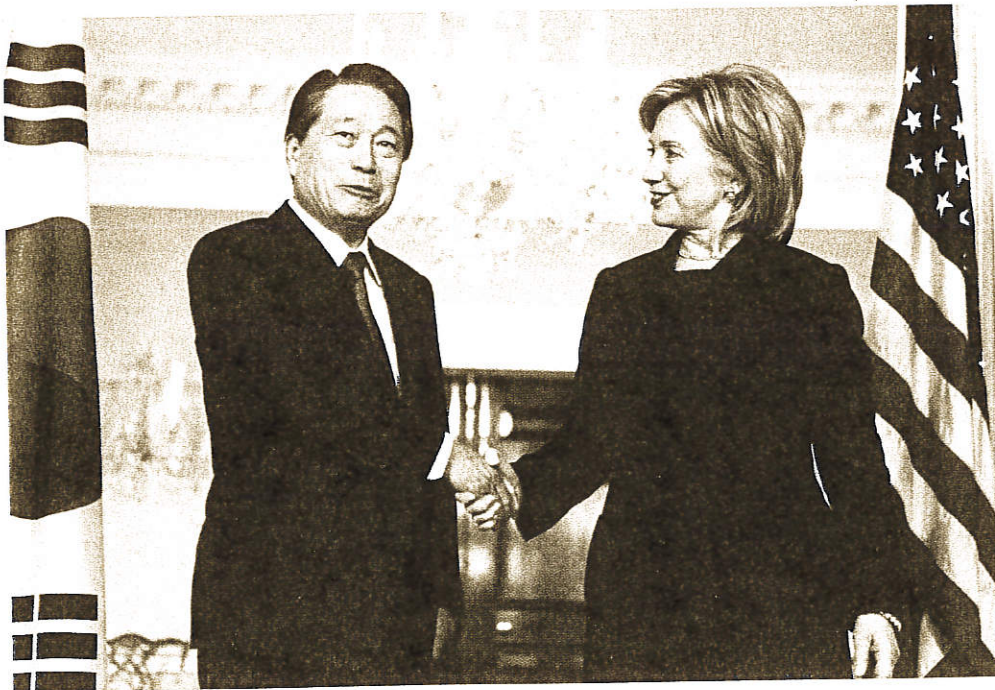
This division of responsibilities creates what constitutional scholar Edward S. Corwin described as “an invitation to struggle for the privilege of directing American foreign policy.” At times, Congress has seemed to have the upper hand in this struggle. More often, however, the president seems to have the initiative. But as the framers surely intended, neither branch can act effectively in foreign affairs without the other.

The Foreign Policy Bureaucracy

The president directs the administration of foreign policy as the head of a large foreign policy bureaucracy. This bureaucracy consists of four main sections, or areas of responsibility.

Diplomacy. This section includes the Department of State, which is responsible for managing day-to-day relations with foreign countries. It also includes the U.S. Foreign Service, or the corps of men and women who staff U.S. embassies and consulates around the world. A consulate is the part of an embassy that deals mainly with passport, visa, and trade issues.

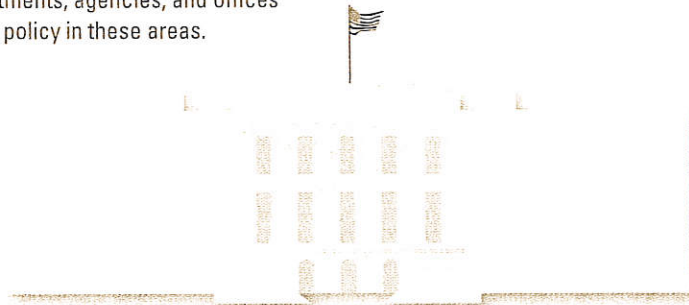
Intelligence. This section includes the Central Intelligence Agency and the National Security Agency (NSA). Both the CIA and the NSA work to provide Congress and the executive branch with reliable information about other countries and possible threats to vital U.S. interests.



Hillary Clinton served as U.S. Secretary of State from 2009–2013. During her term she visited over 100 countries to carry out duties such as negotiating treaties. Here, Clinton visits with South Korean Foreign Minister Yu Myung-hwan in February 2010.

The Foreign Policy Bureaucracy

The foreign policy bureaucracy has four main areas of responsibility. Various departments, agencies, and offices work to devise and carry out policy in these areas.



The White House

Diplomacy



Department of State

Implements the president's foreign policy.

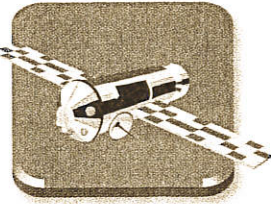
Manages relations with foreign governments and international organizations.

Employs thousands of Americans worldwide, including many who work in the department's 265 embassies and consulates.

Assists U.S. citizens and businesses abroad.

Issues visas to foreign citizens wishing to enter the United States.

Intelligence



Central Intelligence Agency

Obtains and analyzes information about foreign governments, businesses, and persons.

National Security Agency

Obtains intelligence by monitoring communications signals.

Detects and responds to threats to computer systems.

Guards the security of U.S. information systems.

National Security



Department of Defense

Oversees all military activities.

Coordinates and supervises the U.S. Air Force, Marines, Army, and Navy.

National Security Council

Advises the president on foreign policy matters.

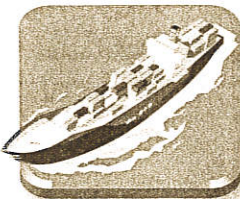
Regular attendees include the national security adviser, vice president, chair of the joint chiefs of staff, director of national intelligence, and secretaries of state, treasury, and defense.

Department of Homeland Security

Polices U.S. borders.

Works to keep foreign terrorists from entering the United States.

Economy



National Economic Council

Advises the president on global economic policy.

Implements the president's economic policies.

Office of the U.S. Trade Representative

Develops and coordinates U.S. international trade policy.

Works to expand market access for U.S. goods and services.

Works to uphold trade agreements.

National security. This section includes the Department of Defense and the National Security Council. The NSC serves directly under the president and includes cabinet members and agency heads. The NSC advises the president on foreign policy issues and coordinates the implementation of policies among various departments and agencies. The Department of Defense carries out foreign policy initiatives that involve military action.

Economy. This section includes the National Economic Council and the Office of the U.S. Trade Representative. The NEC advises the president on international and domestic trade issues. The Office of the U.S. Trade Representative oversees trade relations with other countries.

Congressional Influence Over Foreign Policy

Although the president directs the foreign policy bureaucracy, Congress also has considerable influence in this area. Its most important tool for influencing policy is its power of the purse. The president cannot carry out policies that Congress is unwilling to fund.

Congress can also pass laws that affect U.S. relations with other countries. The Foreign Operations, Export Financing, and Related Programs Appropriations Act of 2006 restricted foreign assistance to many countries unless certain conditions were met. For example, no funds could be sent to Kazakhstan unless the secretary of state determined that the country had improved its human rights record. The

same act also funded programs aimed at promoting democracy in countries like Iran and Syria.

In addition, Congress has the power to conduct oversight hearings and investigations into foreign policy issues. The Senate Foreign Relations Committee and the House Committee on Foreign Affairs regularly hold such hearings to shape legislation and advise the president. After the 9/11 attacks, for example, Congress held extensive hearings to determine how the hijackings were carried out, who was behind the attacks, and what the government could do to prevent future acts of terrorism.

The Power of Public Opinion Over Foreign Policy

What *you* think also influences foreign policy. Whether public concerns are expressed in messages, street protests, or opinion polls, Congress and the president pay attention. In polls taken shortly after the 9/11 attacks, the majority of Americans supported the use of military force to prevent terrorism. President Bush was aware of this sentiment when he authorized military action in Afghanistan in 2001 and in Iraq in 2003.

In times of war, Americans tend to “rally round the flag” and their fighting men and women. However, support for the troops may not extend to the policies that led the nation into war. Such had been the case in Iraq, as U.S. casualties mounted month by month. A CNN/ORC Poll completed in December 2011 revealed that 66 percent of Americans opposed the war in Iraq. This number was an increase from



This photograph shows Andrew Bacevich, a retired army colonel, testifying before the Senate Foreign Relations Committee in April 2009. He and other veterans of the Afghan War testified together to offer advice to policymakers.

the 54 percent who opposed the war when polled in 2006. This growing disapproval inspired renewed calls by opponents to bring the troops home.

President Barack Obama answered these calls in 2010 when he announced that all U.S. troops would leave Iraq by the end of the following year. While some soldiers stayed as transitional forces, the war was officially declared over in December 2011.

17.6 How Worldviews Shape Foreign Policy

The way Americans think about foreign policy is strongly affected by their view of the world and its impact on their lives. Our foreign policy worldviews are influenced by the times in which we live. In turn, these worldviews shape how we view our relations with other countries. In the 1900s, four worldviews dominated debates about foreign policy. Since September 11, 2001, a fifth worldview has emerged that may affect U.S. foreign policy for many years to come.

Isolationism: Withdrawing from World Affairs

The view that the United States should withdraw from world affairs is called **isolationism**. People who hold this view do not favor helping other nations with foreign aid. Most of all, they believe that the United States should stay out of the conflicts of other countries.

This worldview gained a wider following after World War I. Americans entered that war with idealistic hopes of “making the world safe for democracy.” They ended it deeply disillusioned. Thousands of U.S. troops had died while fighting in Europe, but little else had been accomplished. Certainly, the world seemed no safer for democracy when the war ended than when it began. For most Americans, the lesson of the war was this: stay out of other nations’ affairs.

Containment: Controlling Aggressive Nations

The view that the United States should contain, or control, aggressive nations that threaten world peace is called **containment**. This view came out of World War II. Looking back, many Americans came to believe that this war could have been avoided, but only if the world’s democracies had stood fast against the aggression that first erupted in Germany, Italy, and Japan. Instead, the democracies tried to appease

the aggressors, opting for peace at any price. This only encouraged Germany, Italy, and Japan to act even more aggressively, plunging the world into a global war.

After World War II, Americans became alarmed by the Soviet Union’s aggressive efforts to spread communism around the world. For the next 45 years in a period known as the Cold War, U.S. foreign policy was directed at containing communism. During that time, the United States went to war in Korea and later in Vietnam to halt what it saw as communist aggression.

Disengagement: Avoiding Military Involvements

The view that the United States should avoid military actions in other parts of the world is called **disengagement**. This worldview has been called the “new isolationism.” However, although the people who believe in disengagement want to avoid military actions, they may not be against foreign aid or trade relations.

The disengagement worldview reflects the experience of Americans during the Vietnam War. When that war began, most people supported U.S. involvement in Vietnam as part of containment. But as the struggle dragged on, attitudes changed, especially among young people. Many rejected containment as a reason for going to war. Some even came to see the war as immoral. As they moved into adulthood, their motto was “no more Vietnams.”

Human Rights: Using U.S. Power to Protect Others

By 1991, the Cold War was over and the Soviet Union had collapsed. With that change, containment gave way to a new worldview that was based on protecting human rights. Those who adopted this view held that the United States should use its power to protect the rights and well-being of people around the world.

President George H. W. Bush’s decision to send U.S. troops to Somalia in 1992 was a response to this worldview. So was President Clinton’s call for NATO air strikes in 1999 to protect ethnic Albanians in Kosovo.

Antiterrorism: Protecting the Homeland

The terrorist attacks of September 11, 2001, brought a new worldview to the forefront of foreign policy: **antiterrorism**. People holding this worldview believe that the greatest threat to the United States comes

from terrorist groups such as al Qaeda. In their view, U.S. power should be used to seek out and destroy terrorist networks. It should also be used to keep **weapons of mass destruction**, particularly nuclear weapons, out of the hands of terrorists.

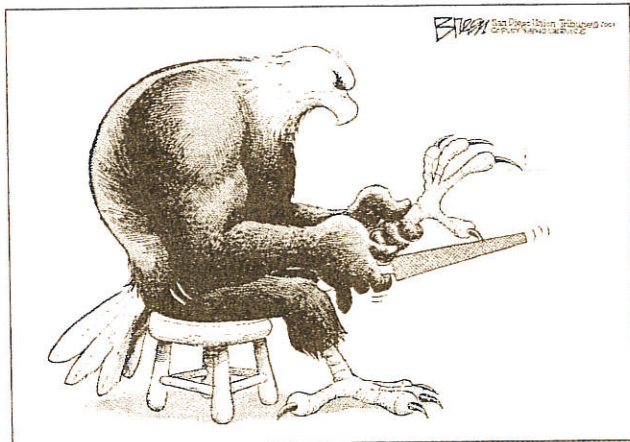
This worldview shaped the Bush administration's foreign policy. In his first State of the Union address after the 9/11 attacks, President Bush singled out Iran, Iraq, and North Korea as particular threats:

States like these, and their terrorist allies, constitute an axis of evil, arming to threaten the peace of the world. By seeking weapons of mass destruction, these regimes pose a grave and growing danger. They could provide these arms to terrorists, giving them the means to match their hatred.

—George W. Bush, 2002

Americans who hold different foreign policy worldviews often disagree on how best to protect our nation's vital interests. At any point in time, one worldview may dominate over the others. But as

conditions in the world change, new foreign policy worldviews may emerge and shape how the United States interacts with the rest of the world.



© 2001 Steve Breen, Copley News Service

This cartoon was drawn in response to the terrorist attacks of September 11, 2001. That event shifted the country's foreign policy from a focus on human rights to a war on terrorism. In preparation for that long struggle, the American eagle is seen here sharpening its claws.

Summary

Foreign policy determines how the United States interacts with the rest of the world. Foreign policy decisions are based on what Americans and their leaders see as the nation's vital interests.

Foreign policy goals The most important goals of U.S. foreign policy are to protect national security, promote U.S. economic interests, preserve global peace, and pursue American ideals.

"Soft power" tools Soft power involves the use of persuasion to achieve foreign policy goals. Soft power tools include diplomacy, summits, trade relations, foreign aid, and cultural exchanges.

"Hard power" tools Hard power involves the threat or use of more forceful measures to achieve foreign policy goals. Hard power tools include covert action, boycotts, sanctions, military alliances, and armed force.

Foreign policymakers The president, Congress, the foreign policy bureaucracy, and public opinion all play a role in shaping foreign policy.

Foreign policy worldviews Five major American worldviews— isolationism, containment, disengagement, human rights, and antiterrorism—also influence American foreign policy.