

"I know of no other book on diplomacy that is so instructive as to procedure, entertaining in its examples, vivid and engaging in its style, massively authoritative, and original in its structure. It is a brilliant book and perfectly designed to capture the imagination of those contemplating a diplomatic career or already in its first stages—without giving them any illusions about it."

—**G. R. Berridge**, Emeritus Professor of International Politics, University of Leicester;  
Senior Fellow, DiploFoundation; author of *Diplomacy: Theory and Practice*

"Brian Barder's offering fills a real gap in the market. It is neither a manual, though it offers excellent practical advice, nor is it a memoir though the text is interspersed with often entertaining and illuminating anecdotes. It does instead what it promises: it tells you exactly what it's like to be a diplomat and what sort of challenges you face on an every-day basis. Although written through a clearly British prism, it translates well into diplomacy generally. Thus anyone aspiring to join this most rewarding of professions would be well advised to read *What Diplomats Do* first."

—**Sir Ivor Roberts**, KCMG FCIL, President of Trinity College, Oxford University; former British ambassador to Yugoslavia, Ireland and Italy; editor of *Satow's Diplomatic Practice* (6th ed.)

"I know of no comparable book, let alone one providing an insider's view of what diplomats actually do, what this feels like, and what impact it has on the life of the diplomat and his or her family. I will be strongly recommending it as essential reading for all my diplomatic studies students."

—**Lorna Lloyd**, Senior Research Fellow in International Relations, Keele University

"The concept of the book—the complete trajectory of a diplomat's life, with pertinent recollections from the author's own experience—is ingenious. I think it excellent and certainly will plan to use it in my Diplomacy course."

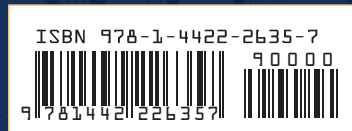
—**Alan Henrikson**, Lee E. Dirks Professor of Diplomatic History,  
The Fletcher School of Law and Diplomacy, Tufts University.

"There is, without question, a crying need for an authoritative but readable book about diplomacy and diplomats. *What Diplomats Do* could hardly be more timely. It will be read and enjoyed not only by university students contemplating a diplomatic career and by young men and women contemplating a career change; but also by members of the general public who wish to find out more about the people behind the headlines."

—**Sir Bryan Cartledge**, KCMG, former British Ambassador to Hungary  
and to the Soviet Union; former Principal (Master) of Linacre College, Oxford

*What Diplomats Do* describes the various stages of a typical diplomat's career by following a fictional diplomat from his application to join the national diplomatic service through different postings at home and overseas, culminating with his appointment as ambassador and retirement. Each chapter contains case studies based on the author's thirty year experience as a diplomat, Ambassador, and High Commissioner.

**Sir Brian Barder**, KCMG, had a distinguished career in the British Diplomatic Service. A former founding member with judicial status of the Special Immigration Appeals Commission, he has a popular blog (<http://www.barder.com/ephems>).



# WHAT DIPLOMATS DO

*The Life and Work of Diplomats*

BRIAN BARDER

*Foreword by Sir Ivor Roberts*