

(DIPLOMACY AMONG NATIONS: THE CASE STUDY OF MALAYSIA AND NIGERIA)

Abstract

Nigeria and Malaysia have a shared historical background. Both countries were free of British authority. They have a federal style of government with a bicameral legislature, and the regions are home to people of many racial and ethnic backgrounds. Both economies had a lot of natural resources. Malaysia and Nigeria were the main exporters of primary products when they gained independence in 1957 and 1960, respectively, due to their tropical climates. Nigeria has the capacity to emerge as the largest economy in Sub-Saharan Africa as well as even the world and play a significant role in the world economy, according to experts (Okezie C. A, 2017) and (Amir Baharuddin, 2017). These potentials have remained untapped, and Nigeria faces the risk of failing to reach the globally agreed millennium development goals (MDGs) by 2015, or the vision 2020, if current trends continue. This study aims to examine the untapped opportunities in the diplomatic relationship between these nations and also to determine what went wrong and take lessons from Malaysia achievement and how it was implemented. Nigeria and Malaysia share a very identical historical background: both had sultans as spiritual and political leaders in their major areas, were colonized by the British, and gained independence in 1960 and 1957, respectively. Malaysia has progressed in terms of human development since 1980 and strives to be among the industrialized nations. Nigeria has seen a rise in poverty from 1980 to the present, and it is likely to be classified as an underdeveloped country.

Keyword: **Diplomacy. Negotiation, Policy**

1.1 Introduction

By advancing the interests within its purview, diplomacy seeks to elevate the standing of the state, nation, or organisation it represents in the eyes of outsiders. In order to achieve this purpose, diplomatic action attempts to bolster a group's advantages without incurring the risk and expense of utilising force and, ideally, without inciting enmity. Though not

always, maintaining peace is successful; diplomacy aggressively encourages negotiation to reach agreements and settle disputes between states. Even in times of peace, diplomacy may entail displaying the power to impose unilateral solutions to issues by the use of military action. It may also involve using forceful threatening of financial sanctions or other punitive measures. However, diplomacy frequently aims to foster goodwill toward the nation it represents and nations that will ensure their allegiance, or in the event of failure, their neutrality. This is done through establishing contacts with other countries.

Foreign diplomacy: John Hugh Adam Watson, a pioneer in the study of international relations, defined diplomacy as "a negotiation of political entities which acknowledge each other's independence" in his book *The Dialogue between States* (1982). He asserted that the four primary goals of contemporary diplomacy. This included gathering information abroad, having domestic foreign ministry analysts analyse it, developing and disseminating policy based on that knowledge.

A nation's national objectives and current policies, as well as its institutions, culture, and philosophical foundations, are all considered as part of diplomacy, which is generally defined as the process by which a government interacts with international partners in an attempt to foster comprehension because of its interests. A shared understanding makes it possible for one state to start diplomatic relations with another without risk. World power engage in the most diverse organising unit of the international system by virtue of this understanding. When sovereignty is acknowledged by both parties, nation-states are empowered to pursue political objectives through diplomatic means.

1.2 Concept of Diplomacy

The word "diploö" is the source of the modern English word diplomacy. In their individual publications, numerous scholars of international relations have explained what diplomacy is. An English-born German diplomat named Ernest Mason Satow explains his theory of diplomacy as follows: Diplomacy is the peaceful management of relations between states. In this, diplomatic responsibilities must be fulfilled (Barratt 1985).

Diplomacy is defined as "the conduct of interactions between governments and other entities participating in world politics through official policies and peaceful means" by Headley Bull, an Australian-born professor of international affairs (Bull 1932). Henry Kissinger, a US diplomat and politician, offered another significant perspective on the notion of diplomacy. Following is how Henry Kissinger described diplomacy:

Formerly, the growth of the branch of diplomatic philosophy that we today subordinate with the academic field of global relationships, theories of diplomacy have been around for a very long time (IR). The term "theorising" in contemporary academics often refers to a systematisation of thought, a thorough formulation of rules and concepts that govern or attempt to explain a specific occurrence. Some contemporary theorising methods, particularly those that adhere to what Paul Feyerabend (1975) dubbed an "anarchistic theory of knowing," can occasionally be chaotic and unorganized. All methods can offer beneficial viewpoints, ideas, and research perspectives.

As a result, in this chapter, we look at a number of disciplinary projects that drives yonder the supposed "big theory" methods and emphasises on the aids of fractured, uncoordinated ideas, as well as attempts to provide more or less comprehensive explanatory narratives of diplomacy. This is due to the fact that we do not confine our assessment to well-established "customs of hypothesis" regarding foreign relations, whose chronological exclusion could perhaps recommend "some kind of reticence" of diplomacy which is theorised around, or even that there isn't any global and, therefore, no diplomatic theory at all, according to Wight (Wight 1966). However, there are arguments about diplomatic theories out there, at points where authors make no reference to what they do as "diplomatic theory." Thus, the fundamental conceptual investigations, epistemological discussions, and normative and critical assertions pertinent to numerous facets of diplomatic action serve as the foundation for our theoretical positions on diplomacy. The researcher in diplomatic studies could initially be shocked by the out-of-date link between the integration of theory and the implementation of diplomatic practise, taking the aforementioned in mind.

According to material found in the writings of Herodotus and Plato, the ancient Greek theoria was both the ecumenical holy embassy dispatched to travel the world, the embassy sent to visit divinity, and take into account other people's behaviours, beliefs, and values. It's interesting to note that Socrates and his adherents originally used the names of these unique missions of problematization and extended meditation to refer to the difficult practise of philosophical contemplation, of understanding oneself and discovering the true nature of beings. The gap between human comprehension and the ongoing findings and deliberation of the foreign, the odd, and the incomprehensible are combined in this complex intertwining of early thinking and diplomaticizing. Along with negotiations of interests and positions, diplomacy has always required negotiations of meaning, value, and knowledge (Constantinou, 1996). Among classical, mediaeval, and modern writers on diplomacy, the

determination of the requirements for carrying out the diplomatic mission has been a critical and perennial subject. It outlines the duties and responsibilities of the diplomatic representative as well as the traits and values that each diplomatic culture expects of its ideal ambassador. 'Demosthenes and Aeschines' speeches on 'The False Embassy' (Periparapresbeias), that comprehensively dealt with lawful accusations made against the former for his behaviour as an ambassador at Athens in the fourth century BCE after a string of embassy visits to Macedonia, contain one of the earliest discussions on this subject (Demosthenes 2000, Aeschines 2005). The lectures discuss several issues, including who should be in charge of ambassadors reporting and policy advice, adhering to the polis's directives, how the ambassador should behave while abroad, and taking responsibility for missed chances that have been discovered post facto. They offer insightful information about what at the time was considered a properly discharged embassy.

Subsequently, a Judeo-Christian trajectory, however, results in a particular understanding of how to really carry out the diplomatic mission. Consular assignments reveal efforts at both parallel and vertical "mediation of estrangement" amongst both the humans and divinity, founded on the "mytho-diplomacy" of the Drop out of Divine providence (1987, Der Derian) (1987, Der Derian). Augustine's authoritative Kingdom of God, written in the 5th century CE, served as the foundation for the mediaeval diplomatic concept, which held that the Church had the authority to act as a mediator between the towns of the earth and the heavenly city. This gave the Church temporal diplomatic authority within a sacralized cosmology by creating a ranked diplomatic structure with the Pope at its head throughout Western Europe.

Diplomatic agents' socialisation, court conduct, intellectual breadth, oratory skills, and persuasiveness are just a few of the topics covered in the early Renaissance and mediaeval treatises on the diplomatic office (see Mattingly 1955, Queller 1967, Hampton 2009). As Bernard du Rosier so eloquently put it, 'equanimitas development' the act of creating a harmonious psyche and mastering one's emotions, has also received attention from theorists of diplomacy. The advancement of diplomatic etiquette and tact has been directly related to the improvement of these traits (Mastenbroek 1999). Negotiation has been one of the most important aspects of diplomatic art. Philosophers and practitioners have paid close attention to the prerequisites for effective negotiation as well as the goals of the process. Cicero and Seneca were early Stoic thinkers who reconsidered, and in addition to open commercial and/or interest discussions, bargaining (Cicero 1913, Seneca 1932a, 1932b). In the case of

this philosophers, "negotium" was valued as a profession that tried to assist the greater community outside of the polis, then one's little community, and only if that was not possible, then aiding those closest to oneself. If none of these possibilities could come to pass, one then tried to advance their own interests.

In a nutshell, according to these philosophers (Constantinou 2006), negotiation is not primarily or exclusively a self-serving activity. Even during times of war and when an agreement was not in sight, Cardinal Richelieu elevated and valorized ongoing negotiation as a goal in and of itself. He was a strong proponent of it in seventeenth-century Europe (Richelieu, 1965). The impression of incessant discussions underlined the relevance of keeping lines of communication open so that compromise and settlement may take place in the future when circumstances allowed them to. The importance of negotiating for "side effects," the value of indirection, or the multi-directionality of diplomacy were underlined by this concept. These side projects could be undertaken not only tactically but as a cunning conciliation goal, but also as a practical retort when deadlocks are reached, educating and redefining untenable policy objectives, and a tool to explore *modi vivendi* in negotiations in the middle of an extended argument.

Scholars have thought about technique, which is frequently seen as a key component of diplomacy and emphasises the means-to-ends approach to influencing others. Deception and dissimulation, or less sinisterly, ambiguity, have been emphasised by scholars from Sun Tzu to Machiavelli in this manner. It has been crucially extracted from these that the circumvention of limiting ethics or the development of a specific ethics (i.e., public morality vs. private morality) in choosing a path of action by tactical thinkers, although being repeatedly and explicitly expressed. The "the objective justifies the means" guiding premise of this school of diplomatic thought has been applied to justify morally oppression, scheming, and "lying abroad for one's nation"

However, on the other extreme from the use of force, and thinkers like De Callières (1983) have emphasised the significance of sincerity in bargaining, essential in creating rather than being only concerned with short-term gains or empire building, long-term and lasting relationships with people. This is especially evident when one realises that diplomacy is almost never a one-off activity but rather an ongoing endeavour. Regardless of the weapons they employ, thinkers like Mahatma Gandhi (1997) advocated a much more complete, mystical strategy for handling. The "Machiavellian" method, on the other hand,

contends that the means chosen should always be consistent with the goals. It also provides a novel tactic in keeping with the moral, intellectual, and officially announced anti-colonialist ideals by re-establishing the connection between private and public morality, aims of the participants at the time. It has been said that *raison d'état* is the fundamental tenet of modern diplomacy (Kissinger 1994).

It was developed by thinkers like Guicciardini and Machiavelli in early Renaissance Italy, and it served as a justification for diplomatic action by elevating the dignity of the sovereign through policies and deeds that later took on an impersonal legal character and independent ethics. The most comprehensive expression of *raison d'état*, however, can be found in Cardinal Richelieu's longer-lasting reflections on seventeenth-century Europe, particularly in his advocacy of forging alliances with Protestant states because doing so is in France's best interests rather than with Catholic states for ideological and religious reasons.

A number of diplomatic theorists have considered humanist views concerning the objectives of diplomacy in early Renaissance Europe in addition to theories concerning statecraft concerns. Since then, narratives of diplomatic thinking related to statecraft have ignored or appropriated these factors. For authors like Arnaldo Barbaro, Etienne Dolet, Torquato Tasso, Gasparo Bragaccia, and Alberico Gentili, providing the tranquilly or the lord, the global order or dynastic or patriotic interest, and whether to follow royalty or chose tranquility were important considerations. Rather of taking preconceived sides, these topics were frequently presented as dilemmas (Hampton 2009, Constantinou 2013; Key Points).

Early diplomatic exchanges mixed problematization and contemplation missions with campaigning, bargaining, and real concern activities.

Discussions about the diverse approaches to and purposes of diplomacy in regard to the normative goals of diplomatic actors have a long history. The majority of contemporary *raison d'état* has undermined diplomacy's humanist history and promise by equating it with statecraft.

The Greek term "diploma," which denotes credentials, is the source of the English word "diplomat." In Ancient Greece, ambassadors received formal credentials as their attestation and were given the go-ahead to represent the sovereign. Originally, the Celtic term for "ambassador" meant "servant" or "slave." An ambassador is appropriately referred to as "a weaver of friendship" (*tessitore dell'amicizia*) by an Italian poet from the sixteenth century. Throughout history, a professional diplomatic corps was typically augmented by seasoned

courtiers or public servants who lacked specific education or training. In the late period, diplomats were often considered to be complete amateurs, such as members of the church, medical professionals, or academics. Since the middle of the 16th century, the term "ambassador" has been used in European countries to refer to the permanent representative of the state. Before that, Italian diplomats were referred to as "orator-residents" (Akhtamzyan, 2001). According to diplomatic historians, Julius Caesar (102-44 BC) wrote about the Gallic War in his writings the first time the term "ambassador" was used in Europe.

In Leibniz's International Code of Diplomacy, published in 1693, the term "diplomaticus" was introduced as a theory of interstate relations that integrates the unique Professional efforts on "cameralism" (a specific type of mercantilism taught and practised in the German principalities (Kleinstaaten) in the 17th and 18th centuries) and administration that were encoded in English literature and published in 1645 (Nechaeva, 2011). Ever since then, the meaning of the (Durdyeva, 2017). Francois Kaler, a French diplomat and Louis XIV's first envoy, coined the phrase in its current sense (Popov, 2000). Only starting in the eighteenth century did the idea of diplomacy become broadly accepted in the relationships between governments. However, this does not imply that the idea and practise of diplomacy developed much later than the idea of FP.

Byzantium, Rome, the Franks, Khazars, Arabs, the Russian church, and the Ottomans were among those whose diplomacy was observed to be largely limited to discussions of prisoner of war exchanges, cease-fires, and other short-term issues with little effort made to "create the conditions for longer term security" (Kostyrya, 2018). The earliest scientific consensus that is recorded dates to Egypt in the 13th century BC. After a protracted and destructive war with the Hittite King Hattusilis III, the Egyptian Pharaoh Ramesses II signed a peace treaty, which was recorded in history in 1278 BC. His composition, according to mythology, is constructed of silver bits, and this deal served as a model for many other nations. (Bederman, 2001; Selyaninov, 1998). Only three of the 56 millennia of human history have been peaceful. Most of the roughly 8,000 peace agreements that have ever been signed were for "infinite terms." however they don't last longer than 10 years on average (Kirgizbayev, 2013).

Good diplomats would comprehend that it would be in their governments' best interests to pursue them cautiously in order to protect the global scheme and the social order entirely, which forms their existence and feasibility (Butterfield 1966, Sharp 2003). At least,

two problems are associated with the notion that ambassadors act as both the controllers of their various sovereigns and the defenders of the global order. The first is that, despite the fact that we frequently perceive them acting as state instruments, we mostly see them acting as system watchdogs and state handlers. On occasion, diplomats will be observed applauding one of their own for restraint or defiance of requests made by their own political superiors in favour of a higher interest or ideal. Sometimes it seems as though a group of diplomats chose to act in such a way on their own to prevent things from getting out of hand. Having to acknowledge this type, a diplomat if they are provided with specific evidence of activity, may readily revert to variations of Barbaro's famous aphorism, in accordance to whether to a diplomat's job is "to just do, speak, counsel, and accept anything that might best promote the preservation and aggrandisement of his own state" (Mattingly 1955).

The global perception for a wide range of technological, social, and political purposes, whatever diplomats do is becoming inconsequential in comprehending what people are interested in knowing would about international relations is the second issue with the overall picture of what diplomats do, or think they are doing. Diplomats may perform their jobs in quiet as the guardians of the world's nations and others. This may merely amount to them asserting that they are fighting for a point of view in which few other people are really interested, much like the covert organisation in a Dan Brown novel. This criticism is not sufficiently addressed by mainstream IR's more traditional approaches to researching diplomacy. To learn that, one must look into other approaches to researching international affairs.

Malaysia and Nigeria's bilateral business investments are coordinated through the Occupation Office of the High Commission (Malaysia External Trade Development Corporation, MATRADE), which has its headquarters in Lagos, Nigeria. In the charts Nigeria is put as Malaysia's second-largest commercial partner and the continent's top market for exports. In footings of imports, Nigeria is Malaysia's sixth-largest trading partner. Their aggregate trade increased by 14% between January and November 2016, from \$0.68 billion to \$0.80 billion. The top exports from Malaysia to Malaysia in the same year were natural rubber, which climbed by 20.2% (from \$0.59 to \$0.71 billion), processed beverages, foods, electronic devices, and refined petroleum products. (Salau, 2017) Some Nigerian industries do business in Malaysia as well. These companies include Pack Mate, which produces flakes, tapioca, and other goods, IRIS corporations, an ICT firm, EDMARK, a wellness product, CNI, a multilevel marketing firm, Sime Darby, a palm oil exploration firm, and Bumi

Aramada, an offshore support service. One such cooperative venture is Global Firm Network. Fiscal diplomacy between but countries has been blossoming since the early 1990s, despite the fact that they have not yet formally signed any bilateral agreements. Total exports from Malaysia to Nigeria are over \$3 billion, and imports into Malaysia from Nigeria are little over \$1.1 billion. The majority of Malaysia's exports to Nigeria are made up of capital goods, consumer goods, intermediate goods, raw materials, animal products, chemicals, food items, footwear, fuel, machines and electrical appliances, metals, plastic or rubber, stone and glass, textiles and clothing, transportation, vegetables, and wood.

1.3 Historical Background Of Relations Between Malaysia And Nigeria

Given that both Malaysia and Nigeria were colonized by Britain and are Commonwealth of Nations members, they are an excellent candidate for the study because they have similar colonial histories. Nigeria gained independence in 1960 whilst Malaysia did so in 1957. Both countries share a social and cultural background, are heterogeneous states inclusive of three significant ethnic groups mainly the Malays, Indians, and Chinese in Malaysia, as of the Yoruba's, Hausas and Igbos in Nigeria which possesses basic senses of national identity. Along racial and religious grounds, Malaysia and Nigeria are drastically split. They also participate in the Organization of Islamic Cooperation (OIC). The fact that Nigeria has access to everything produced in Malaysia means that their businesses and products are essentially equivalent. Both countries have a history of diplomatic relations and are members of the Developing-8 (D-8) Organization for Economic Development Cooperation, together with Egypt, Bangladesh, Iran, Indonesia, Nigeria, Malaysia, Turkey and Pakistan. The two people in question are also credited with modernising the previous foreign diplomacies of their native countries.

The first and only Prime Minister of Malaysia, Tunku Abdul Rahman, and one of the country's post-independence leaders, Alhaji Abubakar Tafawa Balewa, were good friends in 1965, which led to the official start of relations between Nigeria and Malaysia. Interestingly, Malaysia's first prime minister (Teik, 1996). The Federal Republic of Nigeria and Malaysia's high commission was created in Nigeria in 1991, although its major objective was to strengthen bilateral relations. In addition, the high commission was in charge of granting visas to Malaysian nationals travelling to Nigeria. Due to their numerous bilateral agreements, their historical and cultural ties, as well as a number of shared goals and objectives, both countries have enjoyed cordial and friendly relations. Nigeria's High

Commission is in Kuala Lumpur, while Malaysia's is in Abuja. This partnership is built on shared financial interests. In spite of having a similar culture and history, the two countries are in different growth stages. This study makes a valiant effort to comprehensively explore this issue and offer methods for forging strong bilateral relationships throughout all situations and promoting growth, especially in Nigeria.

International relationships between Malaysia and Nigeria date back to 1965, when late Nigerian Prime Minister Abubakar Tafawa Balewa and Malaysia's then-prime minister Tunku Abdurrahman forged amicable ties. While Malaysia erected its first mission in Sub-Saharan Africa in Lagos, Nigeria, in 1965, Nigeria opened a mission there in 1991. The Higher

Commissioner to Nigeria, Lim July Jin, asserts that relations between the two countries have been cordial (Jin, 2016). Nigeria saw an oil boom in the 1970s, which resulted in a significant flood of Chinese and Malay investment. In Malaysia, which is regarded as one of the top destinations for Nigerian students pursuing postgraduate studies, there were reportedly 15,000 students (both undergraduate and graduate) studying in the area of finance, banking, electrical and mechanical engineering, business, tourism and management, ICT, and other related fields as of 2016. Another area of collaboration between the two countries is academic exchanges. About 13,000 Nigerian graduate and undergraduate (masters and doctoral holders) students were enrolled in various higher education institutions in Malaysia as of 2016. The establishment of a business school at Ahmadu Bello University (ABU) Zaria thanks to a partnership between Universiti Utara Malaysia (UUM) and ABU Zaria is a significant instance of this other kind of collaboration to enhance Nigeria's higher education institutions. 2016 (UUM Online) The UN, the Organization of Islamic States, the Non-Aligned Movement, the Group of 15 (G-15), the Developing Eight (D-8), the Group of Seventy-Seven (G-77), and other organisations are all partners with both countries. Other areas of collaboration between the two countries include traditional, medical, and Islamic tourism; mining and oil and gas exploration; agriculture (palm oil); and the Malaysian Technical Cooperation Program (MTCP), which has so far drawn 456 applications. Nigerian government officials have received training ever since that country was designated as a beneficiary state in 1981. which include training and knowledge exchange in a range of fields, such as engineering, finance, and public administration. The Economic, Scientific, Technical and Cultural Cooperation Agreement (ESTC), which fostered cooperation in the domains of

capacity building, science and technology, culture, and the economy, was ratified by the country in 1990 alongside the Mutual Technical Cooperation Agreement (MTCP).

1.4 Empirical Literature Review

Nigeria's political volatility was more evident than Malaysia's post-independence experience. For 25 of the country's 50 years as an independent nation, the military has controlled. In Malaysia, political stability and continuity were relatively high, with Despite being in power for far more than 50 years, the incumbent governing party has not undergone any administrative changes. We can't adequately address some current concerns without first looking at historical data; below statistics shows some significant economic metrics that illustrate the gap in economic growth. For the past 50 years, Malaysia has maintained an annual growth rate of around 6%. In comparison to Nigeria, it has a big external reserve and has maintained moderate inflation rates. Agriculture's contribution of GDP dropped to 7.7% in 2009 from 33.6% in 1970, compared to 55.8% in 1970 and 40.3% in 2009. Manufacturing donated 12.8% in 1970 and 26.5% in 2009 in Malaysia, likened to 6.6% in 1970 and 15.5% in 2009. Meanwhile, the service sector contributed 57.4% in 2009 in Malaysia, but only 15.5% in Nigeria. In their developmental efforts, the two countries have embraced nearly identical ideologies, with Malaysia planning and moving aggressively toward its objective that by 2020, it will have progressed economically. Nigeria's Vision 2020 sought to make it one of the top 20 industrialized economies yet little progress has been made (Okezie C., Amir Baharuddin, 2018)

Nigeria was identified by the World Bank as one of seven African nations that obviously have the ability to reach or surpass a seven percent growth rate. At the time of independence, Nigeria's growth potential was higher than Malaysia's. But these expectations were false. The main goal of this research study is to explain, using empirical evidence, why Malaysia performed so well and Nigeria did not, while also examining the systemic, immediate, and remote causes of the two countries' divergent evolutionary trajectories despite having very similar geographical characteristics. The main finding of this research is that serious investment efforts, effective administrative institutions, transformational leadership, and policies account for a large portion of the two countries' development administration's catch-up tale.

However, in the global system of nation-states, diplomatic representation plays a crucial role. The presence of an ambassador or chargé d'affaires substantially improves "the management of relations between states and between states and other players," even though diplomacy can be done through methods other than diplomatic representation (Barston 2006). States use diplomatic depiction to promote their bilateral and political interests, bargain, organise, and address problems, collect data that isn't that anyway publicly accessible, communicate with foreign representatives, protect their own citizens, and encourage cross-national idea exchange in the tourism and science fields. Diplomacy is the art of sustaining friendly ties between states, social groupings, and/or individuals. Diplomacy, as both an art and a science of preserving friendly relations amongst governments, organisations, or individuals. Conversations between representatives of diverse groups about subjects like commerce, the ecology, innovation, or security are frequently referred to as diplomacy. People who work in diplomacy are known as diplomats. Diplomats work to uphold peace, promote international collaboration, and aid their own country. A diplomatic mission is a collection of ambassadors representing their country in another country. An embassy remains a permanent political assignment. The senior diplomat at an embassy is called an ambassador. Other than a single delegation, a sizable consular visit could depict an image. Consulates are many types of representational locations.

For instance, Washington, D.C., the capital of the United States, is home to the British embassy. Atlanta, Georgia, Boston, Massachusetts, Chicago, Illinois, Denver, Colorado, Houston, Texas, Los Angeles, California, Miami, Florida, New York City, New York, Orlando, Florida, and San Francisco, California all have consulates representing the United Kingdom. Sir Nigel Sheinwald is the Great Britain ambassador to America. Sheinwald and other representatives of the British government are in charge of supporting British nationals living in the United States as well as representing British policy to the American government. This frequently entails assisting with court cases, such as work permits or other types of visas. The Department of State's Foreign Service, which is a division, employs American ambassadors. The Foreign Service has over 12,000 employees to support American travellers abroad and advance American foreign policy.

There are 265 American diplomatic missions worldwide. The biggest American diplomatic presence is in Mexico, where there is an embassy in Mexico City as well as 22 consulates and consular offices spread out across the nation. President of the United States appoints ambassadors. Not all nations have American ambassadors, but the majorities do. For

instance, the United States is not represented in Cuba by an ambassador or diplomatic representation. Up until 1959, when the Cuban Revolution toppled the Batista dictatorship, the United States had supported that regime.

In 1961, the United States stopped recognizing Cuba diplomatically. Diplomatic recognition is the action of one state or nation recognising the legitimacy and independence of another state or nation. Currently, the United States is represented in Cuba through the United States Interests Section of the Swiss Embassy in Havana (USINT Havana). The Swiss embassy in Washington has another office that represents Cuba. Officers in the Foreign Service and Foreign Service specialists work in American diplomatic missions. Foreign Service officers are formally recognized as members. For Foreign Service officers, there are five main areas of focus: consular affairs (assisting Americans residing abroad or travelling there), the management of finances, politics, business, and public diplomacy. Public diplomacy is the process of portraying the United States in societal and cultural contexts, such as sporting events, motion pictures, books, and radio programmes. Foreign Service specialists provide essential mission-support services. This includes engineering, building, and teaching English as a second language. Professionals in the foreign service frequently have to defend Americans in the event of a natural catastrophe or political unrest in another country.

(I) Regional and Multilateral Engagements

For multinational, regional, and bilateral activities, a methodical style and a distinct basis for collaboration, synchronization, and administration ought to be devised. The World Trade Organization (WTO), the Paris Agreement on Climate Change, and the United Nations Convention on the Law of the Sea, and other multilateral and international agreements are only a few examples. Additionally, international financial institutions offer preferential trade for the Least Developed Countries (LDCs) and Landlocked Developing Countries (LLDCs) as well as freedom of passage (World Bank, 2014). Regional and multinational agreements provide a significant and successful level of economic interaction outside of bilateral relations. Regional organizations like BIMSTEC and BBIN, as well as regional/sub-regional agreements like the South Asia Preferential Trading Arrangement and South Asia Free Trade Agreement (SAPTA), can strategically maximize benefit regarding connectivity, lower non-tariff export trade restrictions, and improve transit infrastructure, travel, electricity, trade, and investment. Nepal might so gain economically and strengthen its economic diplomacy using these tools for trade and transit facilitation (Sub regional Economic Cooperation in South Asia, 2019).

Partnership in Financial Diplomacy for Advancement 67 for economic stability, it is essential to forge new partnerships and expand networks of commercial organizations established in foreign missions.

Nepal should focus on increasing investment, including company loans, official transfers, foreign direct investment (FDI), and foreign portfolio investment to improve economic growth (FPI). Despite a rise in foreign investments in Nepal, net foreign direct investment inflows as a percentage of GDP were only 0.23 percent in 2018. 2018 World Bank Therefore, FDI promotion should receive top priority in order to increase economic growth. Making investors aware of the GON's adoption of the idea of Special Economic Zones (SEZs), Industrial Estates, and potential trade corridors in Nepal, as well as the Everything but Arms (EBA) initiative under the EU Generalized System, which regulates GON amendments regarding legal and procedural improvements, are all necessary steps in disseminating information about Nepal's potential as a destination for FDI. By encouraging and promoting business delegation visits from potential FDI source countries and facilitating co-investment (Bhandari, 2014), the Foreign Investment and Technology Transfer Act, and the Labour Act (United Nations Conference on Trade and Development, 2003), as well as by giving preference to India and placing it close to sizable Indian and Chinese markets, are all examples of policies that have been implemented.

(ii) Overseas Assistance

Similar to Malaysia, where the production and sale of primary industries like crude oil, palm oil, tin, and rubber have greatly contributed to the socioeconomic growth of the country, the economy of Nepal and its development initiatives rely heavily on foreign assistance. Malaysia is a significant producer of rubber, cocoa, palm oil, tropical hardwoods, pepper, and tin, as well as other commodities. The forestry industry continues to be essential for socioeconomic development. This sector notably helps to the preservation of genetic resources, the climatic and environmental conditions of parks and recreational amenities, in addition to satisfying the needs of forest dwellers. Foreign aid and economic diplomacy are linked to a country's economy and success, particularly for a developing nation (Aryal, 2018). Therefore, it is important to mobilize embassies abroad to find potential development partners and solicit their assistance. All ambassadors and foreign embassies should be informed on Nepal's top aid priorities, SDG-achieving plan, and timeline for leaving the LLDC and moving toward middle-income status by 2030 as a starting step of 2019 National Planning Commission Accordingly, missions should focus on increasing funding for Nepal's priority areas (infrastructure, productive capacity, employment creation, and capacity building) through negotiations and consultations as opposed to providing technical assistance for policy and governance issues; they should also stay up to date with partner perspectives on investment sectors and share Nepal's perspective with them; analyse the context of changing foreign assistance policy in Nepal; as Nepal wants to enhance foreign aid. Nepal might concentrate on creating sector- and economy-wide perspective plans, ensuring openness and accountability, improving the quality of help, and strengthening aid coordination while fostering institutional effectiveness in order to increase foreign aid (NPC & ADB, 2016). Similarly, through improving project design, implementation, assessment, impact studies, supervision, and monitoring, Nepal can enhance foreign assistance.

Additionally, the Nepali diaspora may pursue diplomatic and economic endeavours in cooperation with MOFA. The GON can successfully mobilise the Nepali diaspora community to get foreign aid by mapping out their locations and capacities for advocacy and lobbying. The idea of "Diaspora Philanthropy" through cultural centres they established in various cities around the world to promote Nepal's soft power diplomacy through culture and

tourism; a mechanism of "Diaspora Knowledge Network" to tap into their knowledge and networking with politicians and business communities in their country of residence to promote Nepal's soft power diplomacy; and finally, they can establish a regular line of communication with the diaspora through the NRN Secretariat and engage them in regular dialogue (High-Level Foreign Policy Task Force, 2006).

(iii) Friendly to Business Missions

Development and promotion of economic ties between the home and host nations, as well as maximizing the benefits of these ties, are among the main goals of missions abroad. Therefore, missions ought to foster a setting that is helpful for commercial promotion. Missions should be equipped with information on investment opportunities and should assess the market efficiency and competitiveness of the host nation (Rana & Chatterjee, 2011). Facilitation is what it does. A few of the responsibilities include keeping a comprehensive and updated website, promptly responding to business inquiries, connecting relevant individuals and organisations from the home country with businesspeople in the host country, helping to establish contacts and links with business communities, supporting consular/consul general offices to make them effective and monitoring their activities, and keeping an international trade-focused business network.

(iv) Networking

An essential component of economic diplomacy is developing networks and a zone of influence (Kostecki & Naray, 2007). As a result, building networks with organizations like international firms, organizations that support development, institutions that provide money, and even individuals are a priority (Bhattarai, 2018). Although regional and international platforms are among the crucial tools for fostering networking, other organizations can also help. Consider the networking and information-sharing website "Friends of Nepal," for instance.

Establishing a caucus of lawmakers focused on Nepal-related issues with the assistance of foreign networking which can be improved by conducting regular briefings about Nepal for them and their personnel. In addition, initiatives that promote commerce and foreign investment with Nepal can be highlighted. maintaining a list of "lovers and supporters" and keeping in touch with them; planning interactions with other countries' chambers of commerce; forming connections with potential investors, commercial institutions, and figures; and personally, meeting with them to build faith and confidence.

Conclusion

Conclusively, this study has found that the primary goals of diplomacy should be to advance commerce, investments, technology transfer, and tourism, according to this study. Given the rising emphasis placed on laws and rules governing global trade must be upheld in light of current developments in a globalizing economy, increased cooperation between state and non-state entities is necessary. This needs to be discussed and put into action.

Thus, it has been realized that Coordinated diplomacy must be built on connections derived from multiple governmental departments, the private sector, and civil society. Economic diplomacy in a changing world should emphasize institutional readiness and coordination, increase multilateral and regional engagements, enhance technology licensing strategies,

place an emphasis on sector - based funding and tourism advancement, fortify labour diplomacy, attract foreign aid, give priority to alliances with the private sector, enhance corporation missions, and, most relevantly, place a strong emphasis on networking, monitoring, and oversight.

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