

TWO VERY IMPORTANT PRINCIPLES OF DIPLOMATIC ETIQUETTE

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Abstract: No country exists in a total vacuum (not even closed-off nations like North Korea). For all countries, international relations are crucial for forming alliances, solving problems that transcend borders and facilitating trade.

International relations and diplomacy are even more important in modern times as the world becomes more connected. When international relations deteriorate, strife between nations may lead to different types of warfare (including economic and cyber warfare). Consequently, diplomats of every nation carry the task of maintaining good working relations with each other.

Keywords: diplomacy, diplomat, diplomatic etiquette, principles of diplomatic etiquette, problems of etiquette, formal events, diplomatic receptions.

People and countries define diplomacy in different ways. In general, it is the act of building relationships with other countries to support mutually beneficial agreements. Diplomacy may also involve the following objectives:

- Protecting and advancing a country's national interest
- Supporting a country's safety and economic security
- Enhancing economic and military stability among world powers
- Promoting economic development in developing countries
- Improving human rights and equality

Diplomacy has many faces. Diplomats are primarily concerned with attaining goals on behalf of his or her country and its close allies. Fortunately, it is often possible for diplomats to arrive at a consensus that benefits all involved countries. Diplomats are also concerned with building strong, long-term relationships that lead to future advantages. It is ideal to build international relationships on goodwill, trust and transparency where possible.

One of the activities of international diplomacy is the granting of diplomatic recognition to a particular country. Diplomatic recognition is an acknowledgement of statehood. When a country receives diplomatic recognition, other countries acknowledge its sovereignty and are prepared to form a relationship with that country on the international stage.

Some are not widely recognized, such as Taiwan. This is because other countries are unwilling to risk jeopardizing relations with the powerful People's Republic of China, China. In addition to diplomatic recognition, other activities include:

- Diplomatic negotiations
- Diplomatic conferences
- Diplomatic mediation and arbitration
- Informal diplomacy (conducted through semi-formal channels like think tanks)
- Small state diplomacy (activities conducted by small, resource-poor countries that need a voice on the international stage)
- Protection of citizens overseas

Etiquettes are defined by the Oxford Dictionary as the customary code of polite behavior in society or among members of a particular profession or group. Diplomats represent themselves with professionalism and respect to foster positive relationships and advance the interests of their nation.

Diplomatic etiquette is the set of rules and customs that guide the behavior of diplomats and government representatives when representing their country on the international stage.

General concepts and fundamental principles of diplomatic etiquette are briefly described in this work. Business cards as an instrument of communication with business partners. Business conversation with partners. Land arrangement of delegation (taking, automobiles, time, place, menu, invitation list, etc.). Onsite visit. Problems of etiquette. The dos and don'ts of polite manners.

Diplomatic etiquette is the complex of customaries, rules, habits, observed by government facilities, organizations, authorities, businessmen and others, who participate in external communication.

Principles of diplomatic etiquette:

- Comity of nations
- International character of diplomatic etiquette

Any foreign person, who in the host state, should be respected on the part of official persons and government of this country. Each foreigner should show respect to the government, customs, traditions, laws of the host state.

3. Principle of mutuality

Etiquette at the formal events

To formal events one may refer different receptions and ceremonies, held on the occasion of national holidays, historically significant dates, arrival of foreign delegations, heads of state and government, etc. Such receptions are navigated by heads of state, government, ministers, and also embassies, consular agencies, trade delegations of the state abroad.

Military attaches, commanding officers, who have the visit of friendship at foreign base, representatives of local military command and civil authorities in accordance with the procedure of solemnities extension to military guests may also navigate receptions.

Diplomatic receptions are given independent from any event in the procedure of daily diplomatic operation. For diplomatic mission such receptions are the most common. Because of the fewness of guests, such events may be a good possibility for conversational gambit, strengthening and extension of contacts, getting of the necessary information, influence on the local circles at the necessary way, specification of external policy of the country.

Independent from purpose, size and type, diplomatic reception carries political character, as it provides meeting of foreign representatives.

Being abroad, the visitor should respect rules and customs, accepted in this country. Inviting the foreigner to a formal event, one should take care of not to put him into the state, abasing or offending his national dignity, otherwise he may estimate it as contempt to his state and nation.

First of all one should strictly observe business etiquette. While discharging of own functions, formal events planning, participating in ceremonies and procedures, diplomatists act in respect with business etiquette, which suggests a complex of generally accepted rules, traditions, conventionalities, observed by governments, national representatives abroad (embassies and consular agencies) in the process of communication with each other. Nowadays a lot of elements of formal diplomatic etiquette are the part of customaries and rules of business etiquette.

Common rules of etiquette

Greeting in certain countries have national overtone. Handshake is the main form of greeting. But in some countries handshake with women is not customary. Buccally kisses are typical for France and Mediterranean countries, hugs – for Latin America.

Two palms held together is national Indian greeting. In many countries religion influences business a lot. One should know about doxies of the host country, but not get into argument concerning this topic. One should know that Buddhistic ikons are sacral: they should not been photographed or touched without permission. One should always be diligent, take into account road traffic and flock in the streets.

Clothes are an essential element, because it is a part of appearance. It should be low-key, well-tailored and of high quality. White shirts and dark suits are the most common. Women in business travels should not wear trousers and too short skirt or sleeveless dress as well.

If one comes to the country not for the first time, he should care for having on the back of the business card information in the language of this country. In South-east Asia, Africa and Middle East business cards are always offered with the right hand. In Japan it is offered with two hands with appropriate side to the partner.

One should respect national traditions in food, holidays and nation's leadership of the country visited. To eat local food is considered good style in many countries. During meal, if it is unknown for a visitor, he should not ask "what is this", just eat what is offered. One should cut the portion small.

Do not criticize.

One should be acquainted with monetary system of country visited.

Do not boast with big money.

Communication should be of strictly official character.

If you do not know the language of the country visited, you should have an interpreter during conversations. To know some general expressions is important. While conversation through an interpreter, the presence of a person knowing both languages is desirable in order to control the interpretation and correct mistakes. If the partners speak too quickly for you, you may ask them do it more slowly explaining incompleteness of language proficiency. But never accuse them of speaking quick. If negotiations are held in your native language, you should not accuse the partner for accent as well; you should speak slowly and clean. Do not joke, because national humor is very specific, as well as slang, which also should be avoided.

One should show respect to elders everywhere. They are the ones, who should start the conversation first. When elder people are entering the room, one should stand up.

The other separate and delicate matter is perquisite. It is not common for Islamic countries, New Zealand and CIS countries. In Italy perquisite makes 23% from the cost of services, in Egypt it is greater and quite considerable. In Japan, when having received tab, one should put the money into envelope. One cannot demand everything to be as at home: food, service etc.

One should not spend at the hot country too much water, heat and light. Some countries have phone counters. That is why it is polite first to offer the host to pay the call. One should keep in mind the names. If the name is complicated, you should train its pronunciation. Note that names may point to social status and family status. One should not mention people by name, if they do not suggest that.

One should certainly stand up when national anthem of the country visited sounds. Observe and repeat the actions of the host.

Not wear specific traditional costumes, like toga or sari, as it may happen to be of religious character.

One should remember that in pagoda, mosque, Japanese, Indian and Indonesian houses and restaurants it is forbidden to be booted. Shoes must be left at the entry with toes to the door.

To be careful with usage of habitual gestures. In different countries they have different meanings, not always gentlemanlike.

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