



90,000 TONS OF DIPLOMACY

NORTHROP GRUMMAN

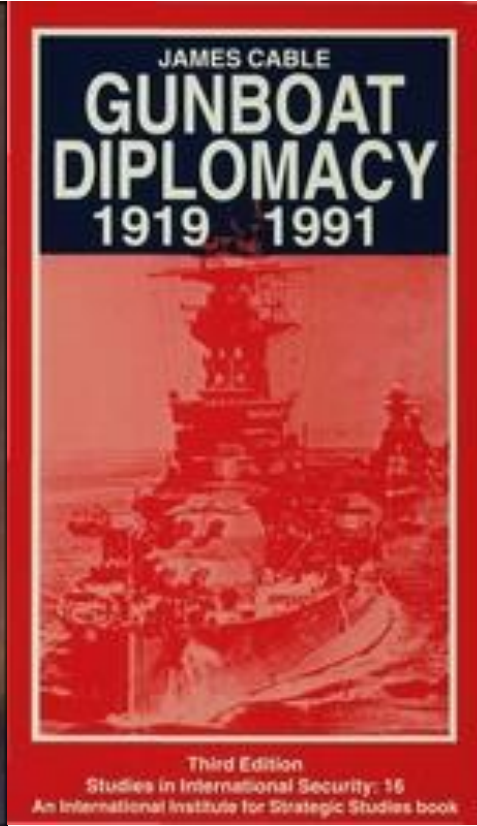


Cable in the Wireless Age: Naval Diplomacy in the Post-Cold War Global Order

“It is what navies actually do, rather
than what they train for.”

Kevin Rowlands
21 May 2014



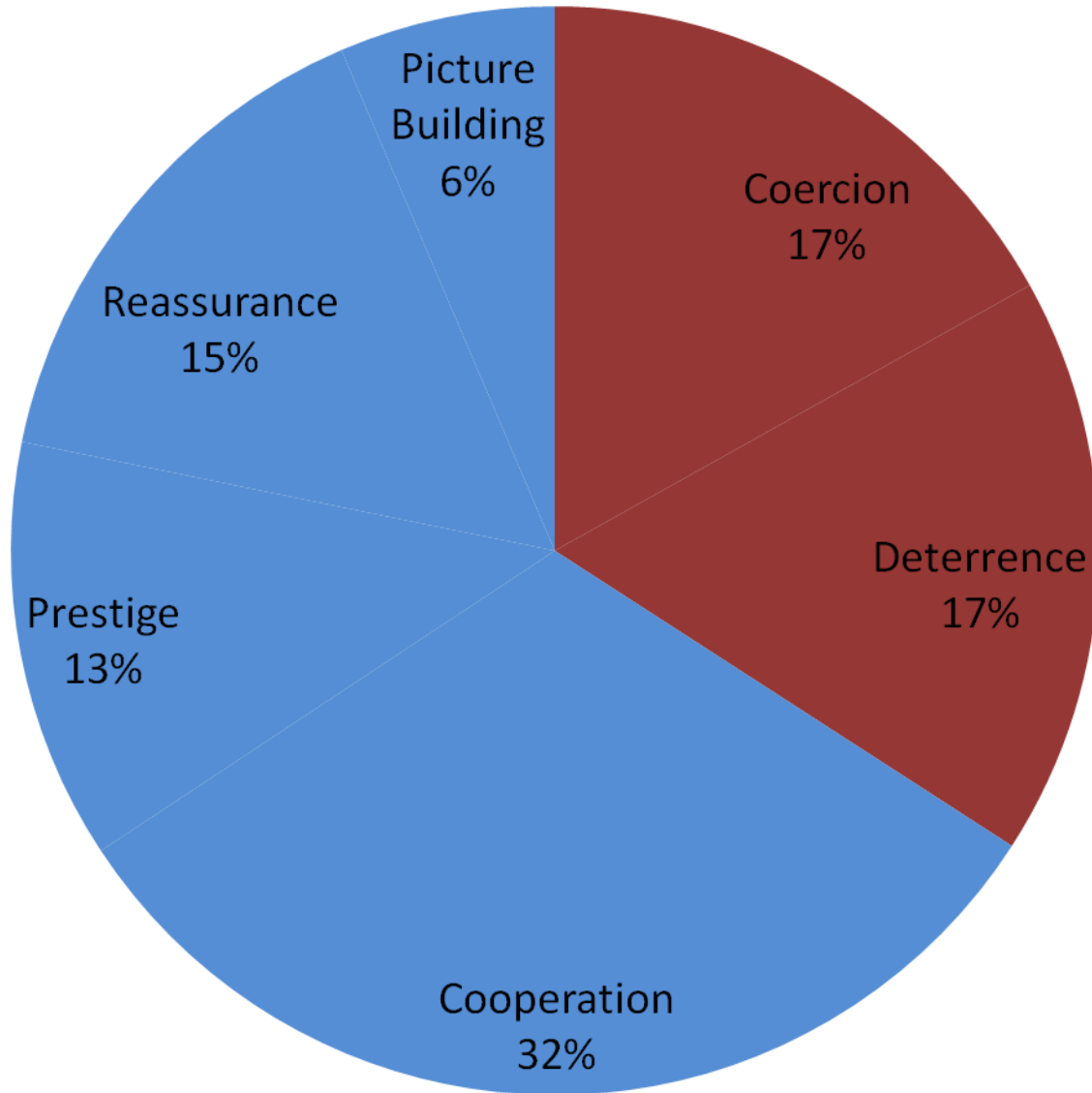


FACTOR	APPEARS IN WORKS BY...
Coercion	Cable, Luttwak, Booth, Gorshkov, Till, Nye
Deterrence	Mahan, Corbett, Richmond, Cable, Luttwak
Co-operation	Mahan, Gorshkov, Luttwak, Booth, Till, Nye
Prestige	Mahan, Richmond, Booth, Gorshkov, Nye
Reassurance	Mahan, Richmond, Cable, Luttwak, Booth, Nye
Picture Building	Cable, Till, Mullen
Attraction	Mullen, Nye
Assistance	Richmond, Till, Nye

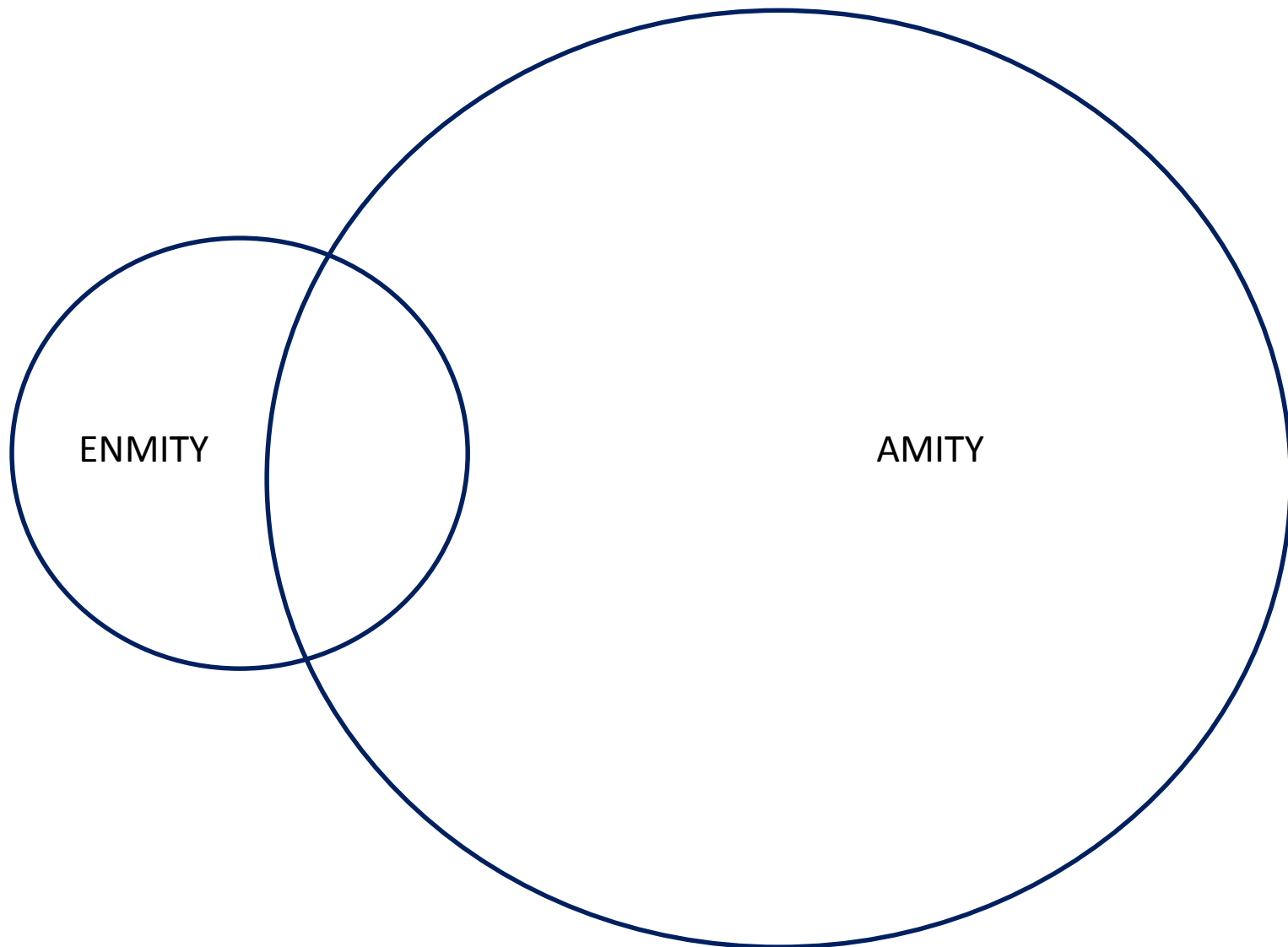
Mike Keefe THE DENVER POST 01/12/08



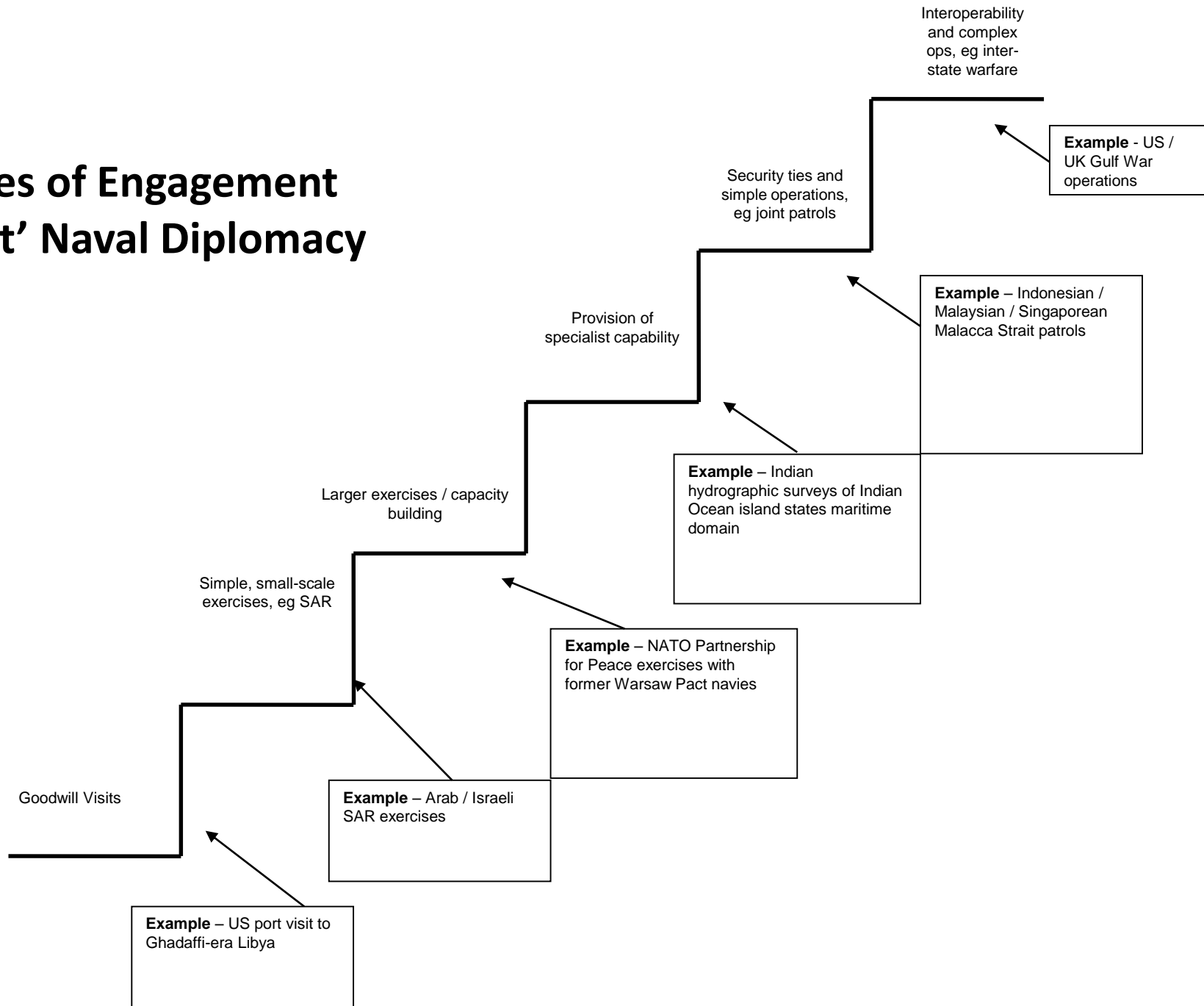
Survey Results 1991-2010: Composite Classification



The Negative / Positive Balance in Naval Diplomacy



Degrees of Engagement in 'Soft' Naval Diplomacy



Hypotheses

- *Naval diplomacy is a subset of general diplomacy and will be used as a means of communication by maritime states in pursuit of their national interest.*
- *The diplomatic role of naval forces is much more prevalent in real life than the literature suggests.*
- *Naval diplomacy spans a broad spectrum from hard to soft power.*
- *Existing models of naval diplomacy were developed in the Cold War and are products of their time.*
- *Existing models of naval diplomacy are limited by generally assuming a bilateral, mechanistic relationship between the actors involved.*
- *A revised model of naval diplomacy should not be event based but take into account different levels of communication and the multitude of stakeholders involved.*

Implications



Kevin Rowlands
kevinrowlands@aol.com