

headed! All I am trying to say is that the skilled diplomat has to adapt his methods to circumstances and to characters. But I must not proceed any further along these potentially embarrassing by-paths.

What about our post-war diplomacy generally? I venture to suggest the following principles as likely to govern its practice:

(1) It will become more and more concerned with trade and commerce. There are many reasons why I think this will be so, but I haven't time to relate them. In a word, an Ambassador will become more and more of a salesman and less and less of a bureaucrat. The morning coat is giving way to the business suit and that is a fine thing.

(2) Diplomacy will be conducted to an increasing extent in public and this should remove most of its remaining glamour. I'm not sure, myself, that this will necessarily be a good thing, if it is carried too far. I am a strong believer in open covenants, but I do not think they should always be openly arrived at. The hard and touchy business of hammering out the details of an international arrangement in Committee should normally, I think, be done in secret, where arguments can be advanced and withdrawn; points won and lost in a way which simply is not possible when every position taken, even tentatively, in the morning becomes a headline in the afternoon. There is nothing so difficult for a government to abandon as a headline. It may be better to have the detailed negotiation in private: the debates on principles and the final decision in public; and then everything that is agreed on to be signed, sealed, printed and broadcast. Full publicity, however, for every stage of a United Nations negotiation tends to play up the differences and to give the impression that modern diplomacy means free trade in insults. Certainly diplomacy, whether conducted in public or private, should not be permitted to degenerate into the tiresome bickering that not so long ago seemed to characterize its conduct. I am reminded of a story. (Story).

(3) A maximum of publicity does, however, help to ensure at least one thing: frankness, sincerity and straight talk. That is all to the good, for these should be the guiding principles of modern diplomatic practice. Frank talk may sometimes arouse irritation but it also removes suspicion born of secrecy and mystery. I remember the story of the diplomat at the Congress of Vienna who was so wily that everything he said was queried; every move he made was suspect. During the conference this diplomat suddenly died and when the news of his death was brought to the Austrian Foreign Minister, Metternich was seen to frown and mutter, "Now I wonder what he had in mind by that move."

Modern diplomacy is not so suspicious as that, nor should it operate on Bismarck's cynical theory, "Tell 'em the truth and they will never believe you."

Finally, it is quite clear that Canadian and other diplomacy in our post-war world is destined to be conducted largely within the arena of United Nations Conferences. The old days of secret meetings of the mighty few are over. The bowl is now completely transparent and is full of gold fish; big, medium and little. The era of a long drawn out succession of international conferences is on us and the waltzing, laughing diplomat of the Italian author has been replaced by the tired, bedraggled, brief case-carrying Canadian official, returning wearily to the Biltmore on the 2 A.M. suburban train after a 19-hours continuous session at Lake Success. The figures are revealing and somewhat frightening in so far as they affect our Department which is the one most concerned with international meetings. In 1928 we had to send representatives to 10 conferences, in 1939 to 18 and in 1946 to 95. In this last year 128 External Affairs officers were absent from their normal posts attending international conferences as delegates, alternates, advisors, or observers. We are in fact, of necessity developing in our service a group of international civil servants; a sort of permanent force of experts who are ready, at the drop of an Order-in-Council, to fly to