

**ESSEC**

**IRÉNÉ**

INSTITUTE FOR RESEARCH  
AND EDUCATION  
ON NEGOTIATION  
IN EUROPE

## **International Conference**

# **TALLEYRAND, PRINCE OF NEGOTIATORS ?**

**For the Celebration  
of the 250<sup>th</sup> Anniversary of his Birth**

## **CALL FOR SUBMISSIONS**

**February 1<sup>st</sup> – 4<sup>th</sup>, 2004  
Paris, France**



## OBJECTIVES OF THE CONFERENCE

The objective of the conference is to celebrate the 250<sup>th</sup> anniversary of Talleyrand's birth, while understanding better his personality as a negotiator, from the perspective of his contribution to European diplomacy.

Two days – February 2 and 3 – will be devoted to contributions of specialists in diplomatic history and negotiation theories. Their contributions will be an opportunity to compare Talleyrand's negotiation practices with contemporary prescriptions in the field.

Besides the academic objectives, to experience Talleyrand's spirit of the time, a series of events will be organized around the conference: visit of his Parisian residences, dinner-theatre, « Carême » meal, film viewing, etc.

## PROGRAM CHAIR

**Alain LEMPEREUR**, ESSEC IRENE & Harvard

## SCIENTIFIC COMMITTEE

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## TALLEYRAND SHORT BIOGRAPHY

Charles-Maurice de Talleyrand-Périgord was born in Paris on February 2, 1754. The heir of an aristocratic family, he became a clergyman and then the bishop of Autun before the Revolution. A representative of the Church at the 1789 Assembly, he went into exile in England and to the United-States to protect himself from the revolutionary terror. Back in France, thanks to Madame de Staël, he became in 1797 the minister of foreign affairs. Anticipating Bonaparte's ascension, he joined him for the 18 Brumaire coup, but left office in 1807, as a result of his disagreement with the hegemonic policy of Napoleon. Artisan of the Bourbon king's return, French negotiator at the Vienna Congress (1815), he advocated the European balance of power. His last mission in London as an ambassador (1830) dealt with the independence of Belgium. He died in 1838.

## PROGRAM COMMITTEE

**Jean-Philippe BECANE**, ESSEC IRENE

**Lionel BOBOT**, ESSEC IRENE

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**Tina ROBIOLLE**, ENST

**Florence VIROVAI-SALZER**, ESSEC IRENE

## CONFERENCE TRACKS

### T. 1 : The Training of the Diplomat Talleyrand

- His training in theology
- His initiation as a courtesan
- Pioneers, negotiation thinkers and practitioners
- Links between private deals and public diplomacy

### T. 2 : His Negotiation Missions

- In England under the French Revolution (1792)
- With the United States (1794, 1803)
- At the Vienna Congress (1814-1815)
- In London for the Belgian independence (1830)

### T. 3 : His Talks with Other Negotiators

- Napoléon Bonaparte, G. de Stael, the Pope Pie VII, Jefferson, Tsar Alexandre I, Fouché, Louis XVIII, Metternich, Castlereagh, etc.

### T. 4 : The Agent of Different Regimes

- France « in its different regimes » : ancien regime, the revolution, the directoire, the consulate, the empire, the restoration, Louis-Philippe
- Only one master, France?
- Capacity of anticipation

## TYPES OF SUBMISSIONS

You are invited to submit a paper, a symposium, a debate, or a roundtable discussion. Proposals can be submitted **in French or in English** and echo the above mentioned conference tracks.

- **Papers:** They should be approximately 20 pages long, including the title, the footnotes, possible tables and figures.
- **Symposia:** Participants present their viewpoints on general and common themes.
- **Roundtables:** They comprise, in general, a moderator and a list of participants, who represent different traditions or perspectives on a particular theme. A roundtable gathering theoreticians and practitioners is encouraged.

Those who submit propositions for symposia, discussions, or roundtables must describe the elements that will be raised at this occasion, as well as the qualifications and contributions which are expected from each participant, as well as the commitments of each of them to participate in the conference.

### T. 5 : The Negotiator's Methods

- The prince of conversation
- Multiple alliances
- Setting the agenda, time management
- Originality and legitimacy of solutions

### T. 6 : The Negotiator's Morality

- Opportunism, state continuity
- Flattery, insinuation, manipulation, humor
- Secrecy, dissimulation, lying
- Subsidies, corruption

### T. 6 : « Around » the Negotiations

- The art of the table, and receptions
- The role of women
- Information gathering
- The periods of war, and troubles

### T. 8 : The Heritage of Talleyrand

- Primacy of peace over war
- European balance of powers
- The administration of French foreign affairs
- Bilateralism and multilateralism
- Talleyrand for negotiators' research and training

## SUBMISSION PROCEDURES

Contributions are reviewed, anonymously, by two members of the program committee or of the scientific committee.

### Please, submit electronically!

Electronic contributions will be preferred to mail. We will ask you to respect the following conditions:

- Contribution proposals, at least their summary, must be submitted by **OCTOBER 1, 2003**.
- The document should start with the title of the contribution, the names and affiliations of contributors, as well as a summary of 200 words maximum.
- The proposal (or better the complete manuscript) should be included in one single « Word » file. Therefore the text, the references, possible tables and figures, and bibliography will be included in the same file.
- The document, as a « Microsoft Word » file, should be transmitted as an attached document by email to the following address: [talleyrand-irene@essec.fr](mailto:talleyrand-irene@essec.fr)

## CALENDAR

- **October 1, 2003:**  
Deadline for contribution submission.
- **November 1, 2003:**  
Authors are notified the acceptance or rejection of their contribution by the program chair.
- **November 15, 2003:**  
The definitive program will be communicated.
- **December 1, 2003:**  
The definitive program is sent.
- **December 15, 2003:**  
Final paper is due for the Proceedings.
- **January 1, 2004 :**  
Registration date (reduced amount).
- **January 25, 2004:**  
Deadline for late registration (full amount).

## CONFERENCE SITES

The conference and most special events will take place in PARIS in symbolic places where the memory of Talleyrand and of French history is present, including the University of Paris Sorbonne.

### *Sites for special events (to be confirmed) :*

- Castle of Monaco-Sagan, today the embassy of Poland
- The Institute of France
- The Quai d'Orsay

## ABOUT ESSEC IRÉNÉ

The Institute for Research and Education on Negotiation in Europe (IRÉNÉ) was established in 1996 to gather academics and practitioners interested in negotiation and conflict management. Based at ESSEC Business School, IRÉNÉ has organized more than 30 conferences, including the 2001 annual conference of the International Association for Conflict Management. IRÉNÉ currently historical texts on negotiation. IRÉNÉ also coordinates negotiation workshops for about 2000 participants every year (ESSEC, National School of Administration, University of Paris, Central School of Paris, UNITAR, etc.).

## PARTNERS

ESSEC IRENE  
ESSEC Research Center  
Ministry of Foreign Affairs  
University of Paris – Sorbonne Nouvelle

## CONFERENCE DATES

- **Sunday February 1, 2004:** Participants will visit Talleyrand's Parisian houses during the afternoon. before joining the embassy of Poland during the evening, while attending a play (*The Supper*).
- **Monday February 2, 2003:** The first day of the conference will end with a dinner, possibly held at the Quai d'Orsay.
- **Tuesday February 3, 2004:** The conference will continue with a farewell cocktail.
- **Wednesday February 4, 2004:** A last optional visit will be organized outside Paris to discover other Talleyrand's castles.

## FOR INFORMATION

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