

UNIVERSITY OF NAIROBI

INSTITUTE OF DIPLOMACY AND INTERNATIONAL STUDIES

**ROLE OF FOREIGN POLICY DIPLOMATIC ENGAGEMENT IN
PROMOTING DEVELOPMENT IN AFRICA:**

A CASE OF BOTSWANA

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**RESEARCH PROJECT SUBMITTED IN PARTIAL FULFILMENT
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DECLARATION

Hereby declare this research as my original work, and has not been presented in any other institution.

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Admission Number: R50/9984/2018

Signature:

Date:

This research is submitted for examination and with my approval as the official University Supervisor.

Prod. Amb. Maria Nzomo

Signature:

Date:

DEDICATION

A special dedication to my loving family.

ACKNOWLEDGEMENT

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LIST OF ABBREVIATIONS

AASROC	Asian African Sub Regional Organizations Conference
ACP	African, Caribbean and Pacific
AGOA	United States under African Growth and Opportunity Act
AIDS	Acquired Immunodeficiency Syndrome
ASEAN	Association of Southeast Asian Nations
AU	African Union
BB	Business Botswana
BDP	Botswana Democratic Party
BEDIA	Botswana Export Development and Investment Authority
BOB	Bank of Botswana
BOBCs	BOB Certificates
BOCCIM	Botswana Confederation of Commerce Industry and Manpower
BRICS	Brazil, Russia, India, China, and South Africa
CEO	Chief Executive Officer
COMESA	Common Market for Eastern and Southern Africa
EAC	East African Community
ECOWAS	Economic Community of West African States
EEC	European Economic Community
EFTA	European Free Trade Association
E-Government	Electronic Government
EITI	Extractive Industries Transparency Initiative
EPAs	Economic Partnership Agreement
EYIEL	European Yearbook of International Economic Law
FDI	Foreign Direct Investments

FOCAC	Forum on China-Africa Cooperation
FTA	Free Trade Area
GDP	Gross Domestic Product
HDI	Human Development Indicator
HIV	Human Immunodeficiency Virus
ICC	International Criminal Court
IFIs	International Financial Institutions
IMF	International Monetary Fund
IR	International Relations
LDC	Least Developed Country
LOCs	Lines Of Credit
M1	Narrow Money
M2	Broad Money
MAP	Millennium Action Plan
MNCs	Multi-National Corporations
MPS	Monetary Policy Statement
MTR	Mid-Term Review
NAASP	New Asian African Strategic Partnership
NDPs	National Development Plans
NEPAD	New Partnership for African Development
OAS	Organisation of American States
OAU	Organisation of African Unity
ODA	Official Development Assistance
PPREA	Priority Programme of Economic Redressing of Africa
RCA	Relative Comparative Advantage

SACU	Southern African Customs Union
SADC	Southern African Development Community
SADCC	Southern African Development Cooperation Conference
SDGs	Sustainable Development Goals
SEA	Africa and Southeast Asia
SNC	SADC National Committee
TICAD	Tokyo International Conference on African Development
UK	United Kingdom
UN	United Nations
UNDP	United Nations Development Programme
USA	United States of America
WTO	World Trade Organisation
YES	Youth Empowerment Scheme

ABSTRACT

It is crucial to appreciate that Diplomatic engagement is taken very serious in considering the successful implementation of foreign policy aspirations of any given State. This research set out with the objective to establish the role of foreign policy diplomatic engagement in promoting development in Africa with reference. Therefore it is vital to be able to fully explain diplomatic engagement, so as to fully understand its role when it comes to the advancement of development aspirations in Africa. This study employed soft power was coined by Nye Joseph in the nineties; the big question how best States can achieve their foreign policy diplomatic engagement goal. This research utilized case study methods as a research design. This study utilized a mix of qualitative and quantitative data sources, that is, the primary data was collected using interview guide - the interview guide will be used with the target population that included key stakeholders in foreign policy and development issues. The main target populations for this study entailed experts from various subject matter fields; such as government ministries, government agencies, foreign affairs agencies, civil societies, and other foreign policy and development gurus in Africa particularly in Botswana. The data that was collected was analyzed through document and content analysis techniques, based on the key issues that were emerging during the research process. In seeking to understand the possible limitations of the study, the study research initially faced scant information from the Botswana perspective, but the researcher dug deeper for knowledge and was careful to avoid potential bias from respondents during the data collection process. This study found that Botswana has achieved a lot through foreign policy especially when it comes to foreign policy diplomatic, through the use of soft powers. The degree of a State's soft power projection is determined by the extent to which its policies are embedded in fundamental values such as equality and liberty, Botswana's core values such as democracy, humanity, free market, good governance, among others, are widely accepted and promoted by most States. When it came to the target research methodology, this study succeeded in getting the response of a total of twenty five respondents from the targeted study population. This study found that the concept of foreign policy diplomatic engagement is still a little unspecific to many respondents much as most seemed to be in general agreement, there was still a loose definition and varied understandings of this term, its use and application. This study illustrated that concept of foreign policy diplomatic engagement is and still remains poorly understood. This research further found three principle governmental institutions that make foreign policy can be identified as the presidency, parliament and the foreign affairs ministry. Using Soft power approaches, Botswana participates in diplomatic engagement with other States and international development partners through mutual cooperation in various capacities. This concludes that although a great many people are involved, directly or indirectly, in making policy, but implementation was mainly taken up by the executive. This study thus recommends that through foreign policy diplomatic engagement. This study further recommends a step a step up in diplomatic engagement in Botswana which will subsequently provide the right environment to help Africa develop.

STUDY AREA MAP 1

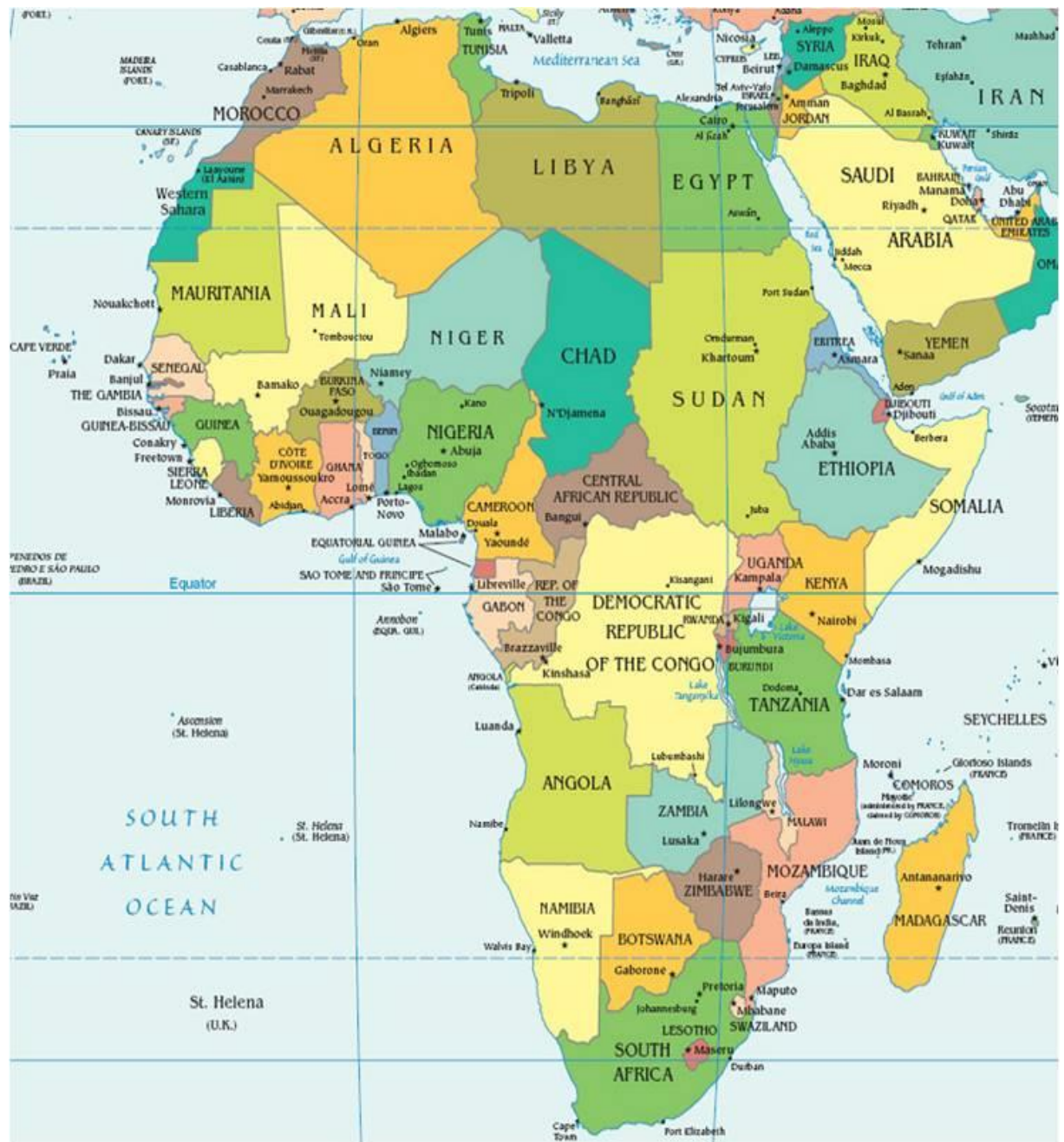


Figure 1: Political and Diplomatic Engagement in Africa

Source: Australian Council for International Development, (2010)

STUDY AREA MAP 2

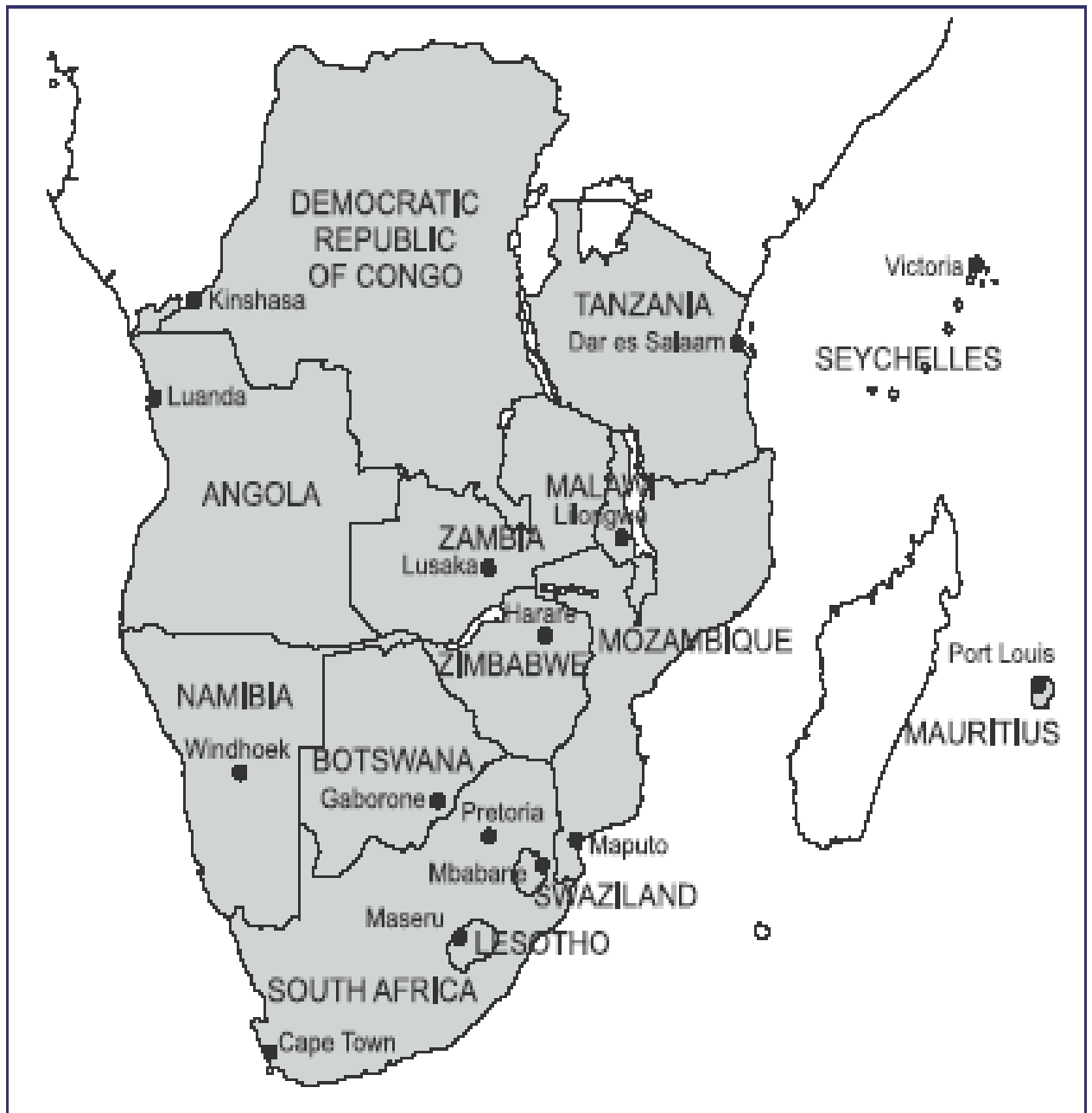


Figure 2: Foreign Diplomatic Engagement in Southern African Development Community

Source: Southern African Regional Poverty Network, (2008)

STUDY AREA MAP 3



Figure 3: Map of Botswana

Source: Ministry of Finance and Development Planning. *Quarterly Economic Bulletin:* First Quarter, (2015), p. 9.

CHAPTER ONE

INTRODUCTION

1.1 Background of the Study

Diplomacy viewed from perspectives of States becomes mainly concerned with shaping, advising and implementing foreign policy. It is also thought of as the ways and means through which States conduct their affairs to ensure peaceful coexistence, security and development.

O'Brien¹ found that it is through diplomacy that peace, collaboration, integration, growth, development and economy are promoted amongst interacting States. Diplomatic engagement is as a result meant to spur States to focus on capacity building and encourage each other to invest in an effort to build strong foundations. In the process, State interests, such as exports, trade, development and security are usually advanced in a practical manner.

Diplomatic engagement is associated with the approach to foreign policy that some have dubbed smart power.² The essence of diplomatic engagement could be cause an effect on the on the perception of the target State across multiple issue areas. According to Carrie, foreign policy diplomatic engagement is a process in which the States develop relationships of increasing interdependence on each other.³

Foreign policy diplomatic engagement is therefore considered a form of mutual relationship where the State that is considered the target State would like to be associated with the prestige, plus materials resource which would result from the contact with targeted States. Hence foreign policy engagement is usually geared to non-state and state actors, so that they can actualize the objectives of the State.

¹ O'Brien, Stephen. *Africa in the Global Economy: Issues of Trade and Development for Africa*, a Paper presented at the Africa Knowledge Networks Forum Preparatory Workshop, (2000), p. 91.

² Smart power in international relations refers to the combination of both hard and soft power strategies. In addition, smart power involves the strategic use of diplomacy, persuasion, capacity building, and the projection of power and influence in ways that are cost-effective. Strategic Center for International Studies, (2012), p. 89.

³ Carrie, Walters. *Diplomacy Is the New Comeback Kid*, the CPD Blog, (August 03, 2007), p. 43.

Riordan⁴ argues that successful foreign policy diplomatic engagement is founded on an honest and genuine dialogue that respects the facts that different States have different values, culture, history and traditions. This coupled with the idea that States need each other in order to be able to deal with various forms of challenges. According to Leonard issues of foreign policy diplomatic engagement within the African context has changed especially since the region was caught up in the Cold War.⁵ This therefore means that for Africa, foreign policy diplomatic engagement efforts are geared towards addressing development challenges, so as to enable the continent realize its full potential.

Vasquez⁶ argues that foreign policy diplomatic engagement in the African setup usually attempts to reconcile the domestic interest of the State, with external circumstances, ranging from trade, development, investments and cooperation, while taking into account the available resources to actualize the aspirations.⁷ Accordingly, it is thus important to demystify the role of foreign policy diplomatic engagement in advancing foreign policy agendas in Africa, particularly in Botswana, and therefore the key question here is how States have been able to apply their foreign policy in order to achieve their national goals.

It is important to acknowledge that development from the perspective of Sub Saharan Africa appears quite inconsistent and this calls for new thinking, in form of foreign policy diplomatic engagement as a possible expediter to promoting development.⁸ Foreign policy engagements usually take place beyond national boundaries, for instance, Southern Africa's States foreign policy engagement is mostly conducted within the region between the domestic governments and the many embassies and offices representing other foreign nations.⁹

⁴ Shaun, Riordan. *The New Diplomacy*. Cambridge: Polity Press, (2003), p. 4.

⁵ Leonard, Malcolm. *Diplomacy by other means*. Foreign Policy, (2002), p. 60.

⁶ Vasquez, John. *Classics of International Relations*, 3rd ed. (New Jersey: Prentice Hall, 1996), p. 201.

⁷ Knack, Stephen. *Democracy, Governance and Growth*. Ann Arbor: The University of Michigan Press, (2003), p. 8.

⁸ O'Brien, Stephen. *Africa in the Global Economy: Issues of Trade and Development for Africa*, a Paper presented at the Africa Knowledge Networks Forum Preparatory Workshop, (2000), p. 91.

⁹ Carrie, Walters. *Diplomacy Is the New Comeback Kid*, the CPD Blog, (2007), p. 43.

Kegley¹⁰ insists that the geo-political position of the State is considered a major determinant for its foreign policy engagement, as it really matters where globally and regionally a State is located. In addition it is also of concern whether the State in question is a littoral society, meaning that it could be surrounded by lakes, rivers and other water bodies, as opposed to being a desert. A classic example seen in the case of Botswana where, her foreign policy interests have been shaped by the commitment to the principal of non-alignment, peaceful conflict resolutions, respect for human rights, commitment to democracy and good governances. Botswana has stepped up its diplomatic engagement, supported by the principle of friendly behaviour, pragmatism, reliance on soft power to build cooperation, political stability, fewer ethnic divisions, low population density and a productive education system.¹¹

The key challenges of diplomacy in Botswana is how to best harness its national development plans, enhance its diplomatic role in the region, further eradicate poverty, diversify its revenue streams, address unemployment and eliminate inequality.¹² Hence in the context of Botswana all this aspiration will be possible through robust foreign policy engagement, since the foreign policy diplomatic engagement seeks cooperation with other States in advancing its interest such as investments, national development and trade enhancement amongst others.

This research argues that Botswana's ascribed foreign policy is usually aspired by its development philosophy, which is anchored on five key principles that include democracy, humanity, unity, self reliance democracy and finally development.¹³ Foreign policy diplomatic engagement shapes the international relations and influences the overall development direction of a given State. Therefore the States key concern is to make an environment that allows for quicker, cheaper, faster and friendlier way of doing business.

¹⁰ Kegley, Charles. *World Politics*, 11th Ed Rev. London. (2008), p. 95.

¹¹ Leith, Clark. *Why Botswana Prospered*. Montreal: McGill-Queen's University Press, (2005), p. 89.

¹² Good, Kenneth. *Resource Dependency and its Consequences: The Costs of Botswana's Shining Gems*. *Journal of Contemporary African Studies* 23(2005), pp. 27-50.

¹³ *Ibid*, (2005), p. 60.

1.2 Problem Statement

This research argues that six decades since most African States attained formal independence; most countries are still experiencing developmental delays. Various strategies for getting out of this situation have been recommended with minimal success. In my view, more effective utilization of diplomatic strategies in advancing Africa's interest abroad would help to alleviate some of these challenges encountered.

The foreign policy of Botswana intends to promote development, security and economic interest of the State. Thus attainment of this goal has encountered many challenges, and hence raises the question of the effectiveness of foreign policy diplomatic engagement in advancing development interests in Africa and Botswana particular. Little has been articulated in detail on how the foreign policy diplomatic engagement directly advances development goals. It is noted at the moment that few scholars have focused on the mechanism of foreign policy diplomatic engagement in promoting development in Botswana. This further study argues that effective utilization of diplomatic engagement can facilitate the advancement of national interests. The problem for Botswana is that it is still not fully using its foreign diplomatic engagement as a powerful tool to promote greater development.

1.3 The Research Questions

This study was guided by the following research question;

- 1.3.1** What is the role and challenges of foreign policy diplomatic engagement in promoting development in Africa?
- 1.3.2** What is the role and challenges of foreign policy diplomatic engagement in promoting development in Botswana?
- 1.3.3** What are the various roles of primary actors, contexts and strategies that can be used for effective foreign policy diplomatic engagement in promoting development in Botswana?

1.4 Objectives of the Study

The general objective of this study is to establish the role of foreign policy diplomatic engagement in promoting development in Africa using the case of Botswana. Specific objectives include;

- 1.4.1** To examine the role and challenges of foreign policy diplomatic engagement in promoting development in Africa.
- 1.4.2** To assess the role and challenges of foreign policy diplomatic engagement in promoting development in Botswana.
- 1.4.3** To examine the role of the primary actors, strategies and effectiveness of foreign policy diplomatic engagement in promoting development in Botswana.

1.5 Justification of the Study

1.5.1 Knowledge justification

The research intends to ascertain the gap in knowledge when it comes to the roles and challenges of foreign policy diplomatic engagement in promotion of developmental agendas in the African continent, specifically in Botswana. This will strengthen economic and development sectors and hopefully enhances deeper engagement. There is a gap as to how best Botswana, in pursuing her interests could effectively utilize its foreign policy to position itself for foreign capital.

1.5.2 Policy recommendation

This study aims to generate information that can help improve policy formulation to effectively address developmental challenges in Africa. Today Botswana maintains good relations with various States. It must be appreciated that a State's foreign relations keep changing, influenced by emerging factors, thus sustainable development by design requires a lot of actors from the both national and regional fronts

This study should therefore be important since the concerned policy managers can fully appreciate the precise mechanisms of foreign policy diplomatic engagement in promoting development in Africa, which is crucial especially for Botswana. The question facing the country is whether its current commendable development performance can be sustained further into the next generation. Botswana strives to integrate foreign policy diplomatic engagement that will speed up development outcomes for the State.

1.6 Literature Review

This section acknowledges right from the start that development is a process, and it thus calls for a great adjustment in the kind of relationship that exists amongst developed and developing States.¹⁴ In order to step-up development efforts in the African continent, various stakeholders such as the United Nations lobbied for the facilitation of 2030 agenda¹⁵ that pushed for the advocated for greater sustainable development over the next 15 years. The developmental priorities in the continent of Africa are generally influenced by the African Common Position within the global landmark, in conjunction with other Agenda 2063¹⁶, and the Addis Ababa Action Agenda.¹⁷

The developmental arena in the African continents is usually portrayed as an area that is facing immense pressures that can be best abridged by diplomatic maens, such as foreign policy diplomatic engagement.¹⁸ Engagement as a concept has many interpretations within the realm of International Relations (IR), therefore in reviewing foreign policy diplomatic engagement, it is important to note that today many States strive to maintain good relations with one another, through foreign policy diplomatic engagement via the promotion of peace by means of negotiation, and encouraging trade. Haas and O'Sullivan¹⁹ found that diplomatic engagement can be considered as the promotion of incentives that shape and encourage a certain type of behavioural direction by a State²⁰ defined diplomatic interaction as facilitation

¹⁴ Economic Development Report in Africa. *Debt dynamics and development report in Africa*, United Nations Conference on Trade and development UNCTAD, (2016), p. 17.

¹⁵ The Sustainable Development Agenda, On 1 January 2016, the 17 Sustainable Development Goals (SDGs) of the 2030 Agenda for Sustainable Development - adopted by world leaders in September 2015 at an historic UN Summit - officially came into force. United Nations Africa Renewal, United Nations, (2015), p. 5.

¹⁶ It is a strategic framework for socio-economic transformation, of the African continent over the next fifty years. It is builds on, and seeks to accelerate the implementation of past and existing continental initiatives for growth and sustainable development. United Nations Africa Renewal. *Sustainable Development Goals in sync with Africa's priorities*, United Nations, (2015), p. 16.

¹⁷ United Nations Africa Renewal. *Sustainable Development Goals in sync with Africa's priorities*, United Nations, (2015), pp. 7-11.

¹⁸ Jean-Michel, Severino and Olivier, Ray. *The End of ODA: Death and Rebirth of a Global Public Policy CGD Working Paper* Washington, DC: Center for Global Development , (2009), pp. 23-24.

¹⁹ Haass, Richard and O'Sullivan, Meghan. *Honey and Vinegar: Incentives, Sanctions, and Foreign Policy* (Washington: Brookings, 2000), p. 2.

²⁰ Haass, Richard and O'Sullivan, Meghan. *Honey and Vinegar: Incentives, Sanctions, and Foreign Policy*

for greater incentives of a given State with the aim of shaping its diplomatic behavior.²¹As a result the key purpose of diplomatic engagement is to alter the States general perception of its own interest and the realistically available options, with the aim of favourably modifying its policies.

Senarclens and Kazancigil²² argues that the primarily element of foreign policy is to maintain a balance of power amongst States not. Ideally, diplomatic engagement must be based on genuine concern for each other as States.²³ Cha²⁴ reveals that the objective of engagement presupposes that the chosen approach of engagement is highly recommended in regards to diplomatically unpredictable States.

McFaul²⁵ argues that the type of diplomatic engagement known as realistic engagement is where the State that applied this engagement dialogues with the target State having calculated all the expectations and speed of the required process. Therefore this type of engagement requires a lot of patience and lantern thinking. Barston²⁶ however found that diplomatic engagement of States usually have varying scopes, rates, intents and periods, which can be influence by some issues that adjust the national goals and interest of the State itself. Hence the main purpose of foreign policy diplomatic engagement is either to end ant conflicts, misunderstanding and or to enhance the collaboration and cooperation amongst States dealing with common interest goals, as in the vase of Southern African Development Community States.

(Washington: Brookings, 2000), p. 2.

²¹ Ignatieff, Michael. *Canada in the Age of Terror: Multilateralism Meets a Moment of Truth, Policy Options*, (2003), pp. 16-17.

²² Pierre de Senarclens and Ali Kazancigil, *Regulating Globalization. Critical Approaches to Global Governance*(New York: UN University Press, 2007), p. 107.

²³ Cha, Victor. *Hawk Engagement North Korea Credibly*, *Survival* 42, 2 (2000), p. 137.

²⁴ Cha, Victor. *Hawk Engagement and Preventive Defense on the Korean Peninsula*, *International Security* 27(1) (2002), pp. 40-78.

²⁵ McFaul, Michael. *Realistic Engagement: A New Approach to American-Russian Relations*, *Current History* Vol. 100, No. 648 (2001), p. 22.

²⁶ Kahler, Miles and Kastner, Scott. *Strategic Uses of Economic Interdependence: Engagement Policies on the Korean Peninsula and Across the Taiwan Strait*. *Journal of Peace Research* Vol. 43, No. 5. (2006), pp. 87-90.

In the type of engagement known as economic engagement takes place through various aspects. It could be an approach where the State engages with the target Country by unwittingly modifying the foreign policy of State targeted.²⁷ Kastner²⁸ argues that economic engagement can be utilized in enhancing development, meaning that States that accumulate more power attempt to spread their influence further in the international system.

The proponents of economic engagement reckon that economic development is a key factor that is intended for cooperation, even between hostile States. In the African context soft power approaches such as the attraction and the creation of foreign direct investments, has renewed attention on economic engagement as a form of foreign policy diplomatic engagement within similar states as in those found within Southern Africa, such as South Africa, Namibia, Mozambique, Zambia and Botswana, all of which engage economically in some shape or form.²⁹

Papayoanou and Kastner³⁰ posit that whether economic relations will encourage States to develop far more peaceful foreign policy engagement and greater willingness to cooperate usually depends on the extent to which the target State is persuaded with economic gains. Kraus³¹ found that foreign policy engagement in Africa has received little attention as a field of study. Kraus further states that engagement as a form of foreign policy strategy aims to influence the target States policies with incentives. For instance South Africa has become a dominant actor in SADC by positioning itself as a destination for high quality manufactured goods and services, and thus strategically implemented economic engagement.

²⁷ Ibid, (2006), p. 13.

²⁸ Kahler, Miles and Kastner, Scott. *Strategic Uses of Economic Interdependence: Engagement Policies on the Korean Peninsula and Across the Taiwan Strait*. Journal of Peace Research Vol. 43, No. 5. (2006), pp. 87-90.

²⁹ Leith, Clark. *Why Botswana Prospered*. Montreal: McGill-Queen's University Press, (2005), p. 89.

³⁰ Papayoanou, Paul and Kastner, Scott. *Assessing the Policy of Engagement with China*, Institute on Global Conflict and Cooperation (1998), p. 73.

³¹ Kraus, Jon. *The Political Economy of African Foreign Policies: marginality and dependence, realism and choice*, in Timothy Shaw and Julius Okolo (eds.), *The Foreign Policies of ECOWAS*, London, Macmillan, (1994), p. 19.

According to Khadiagala and Lyons, the top leadership, especially Presidents and Prime Ministers; determines African diplomatic engagement. However, often times, the structures of dependence, level of development, penetration and subordination constrain leaders' engagement choices and realization of foreign policy goals.³² As a rejoinder, Clapham³³ views the survival of the elite and the state as the twin preoccupations of African foreign policy diplomatic engagement.

In Africa, for example, the top leadership occupies unchallenged position in policy making, in general and foreign diplomatic engagement, in particular, largely due to the discretionary powers.³⁴ In addition, actors in foreign policy diplomatic engagement are those entities which have the capacity to maintain meaningful relations amongst themselves. In international law, an actor must possess the legal personality, which basically means that it has the capacity to act and transact.³⁵ The foreign actors in regard to Botswana's foreign policy diplomatic engagement comprise states, international individuals, and international organisations, regional and sub-regional bodies.

Calculations of national interests are self-evident and can be rationally arrived at through a careful analysis of material conditions of states as well as the particulars of a given foreign policy activity. In pursuance of these foreign policy engagements, Botswana has preoccupied itself with the southern African sub-region, African continent, and the world, in order of priority. This means that countries geographically proximate to Botswana take precedence, almost at the neglect of other parts of Africa that have rarely received Botswana's attention. For foreign policy tools, the leaders have relied on both soft and hard power including silent diplomacy, collective responsibility, especially, through the sub-

³² Khadiagala, Gilbert and Lyons, Terence. *African Foreign Policies: power and process*. Lynne Rienner. Boulder, London, (2001), p. 92.

³³ Clapham, Christopher. *Opposition in tropical Africa, international journal of comparative politics*, (1997), p. 118.

³⁴ Khadiagala, Gilbert and Lyons, Terence. *African Foreign Policies: power and process*. Lynne Rienner. Boulder, London, (2001), p. 92.

³⁵ Kappeler, D. *Diplomacy; Concept, actors, organs, process and rules*, Institute of Diplomacy and International Studies, University of Nairobi, Nairobi, 2010), p. 15.

regional framework, threats of economic sanctions, peacekeeping participation and military force.³⁶ It is important to note that applying the concept of foreign policy diplomatic engagement; it is evident that in the economic dimension, there are efforts to strengthen the Southern Africa Development Community.

Webber and Smith³⁷ notes, that while Botswana's foreign policy objectives have not appreciably changed so much over the years, the international environment has witnessed a lot of changes that have continued to necessitate appropriate responses and adjustments. Botswana has accomplished remarkable improvements in the fields of education, health, and the provision of physical infrastructure and this is because a foreign policy interests always has to effectively respond to the ever changing events in the national arena.

This chapter notes that national values, geo-political position including its landlockedness, underdevelopment, dependence and smallness have been the common factors influencing and constraining Botswana's four President's foreign policy behavior towards neighbouring states and the world at large. Soft power includes diplomacy, persuasion, dialogue, negotiations, compromise and cooperation, example of good governance.

Foreign policy engagement exercises are usually designed to help protect a country's national interests, national security, ideological goals, development and economic prosperity. This can occur as a result of peaceful cooperation with other nations, or through exploitation of opportunities.³⁸ Development can be understood as the process of increasing utilization of available resources in order to ensure a more favourable interaction in world markets and generate better conditions for the Country. Botswana foreign policy engagements are able to foster her national interests. The objectives of any state give direction to its foreign policies.

³⁶ Kahler, Miles and Kastner, Scott. *Strategic Uses of Economic Interdependence: Engagement Policies on the Korean Peninsula and Across the Taiwan Strait*. Journal of Peace Research Vol. 43, No. 5. (2006), pp. 87-90.

³⁷ Webber, Michael and Smith, Mark. *Foreign policy in a transformed world*. Harlow: Prentice-Hall, (2000), p. 12.

³⁸ Kahler, Miles and Kastner, Scott. *Strategic Uses of Economic Interdependence: Engagement Policies on the Korean Peninsula and Across the Taiwan Strait*. Journal of Peace Research Vol. 43, No. 5. (2006), p. 93.

Foreign policy objectives are not formulated, unless they are thought to be a necessity or to bring benefits to a state. For instance, economic development has played a dominant role in shaping Botswana foreign policy engagements.³⁹

The need to pursue an open economic policy for development and the demand for foreign capital and investment flows and inter-alia Foreign Direct Investments (FDI) has highly influenced Botswana's approach to engagements. Recognizing that, FDI can contribute a lot to economic development; all government agencies of Southern African Development Community (SADC) including that of Botswana want to attract it.⁴⁰

This chapter concludes that when analyzing the head of government or in other words the executor of foreign policies, many motivating factors can be identified to explain the rationale behind decisions taken. In the case of Botswana, some factors of influence include the leader's own personality and cognition, degree of rationality, domestic politics and international and domestic interest groups.⁴¹ However out of all the factors mentioned, it is domestic political environment that shapes the entire framework of decision making in a country even in international context.

This chapter further notes that proponents of economic engagement do not provide a clear description of the means (mechanisms) of this form of engagement, but identify a number of possible variants of engagement; conditional economic engagement, using the restrictions caused by economic dependency and unconditional economic engagement by exploiting economic dependency caused by the flow.⁴² This study notes that the literature reviewed tends to assume that a Country's foreign policy diplomatic engagement aims to promote its development, but does clearly and adequately address the mechanism through which diplomatic engagement can practically pursue those goals.

³⁹ Government of Kenya, *Kenya Foreign Policy*. Ministry of Foreign Affairs. (2009).

⁴⁰ Elijah, Onyancha Kinaro, *Determinants of Foreign Direct Investment in Kenya*, (2006) p. 67.

⁴¹ Ibid, (2006), p. 69.

⁴² Government of Kenya, *Kenya Foreign Policy*. Ministry of Foreign Affairs. (2009).

1.7 Theoretical Framework

1.7.1 Soft Power Theory

This study utilized Soft Power Theory in explaining and analyzing the role of foreign policy diplomatic engagement in promoting development in Africa using a case of Botswana. Soft power theory was first introduced by Joseph Nye in 1990.⁴³ At that time scholars of international relations were searching for new models to explain the ongoing processes as the existing ones were not able to give all the answers.

Soft power describes the ability to attract and co-opt rather than to coerce (hard power). Soft power is the ability to shape the preferences of others through appeal and attraction. A defining feature of soft power therefore is that it is a strategy that employs, culture, political values, and diplomacy. Soft power lies in the ability to attract and persuade, whereas hard power is the ability to coerce.⁴⁴

According to Nye, the neo-conservatives who advise the president are making a major miscalculation in that they focus too heavily on using America's military power to force other nations to do their will, and they pay too little heed to soft power. It is soft power that will help prevent terrorists from recruiting supporters from among the moderate majority.⁴⁵ Stuart Murray writes that diplomatic engagement uses people and events to engage, inform, and create a favourable image among foreign publics and organizations, to shape their perceptions that are conducive to sending of government's foreign policy goals.⁴⁶

This section notes that foreign policy diplomatic engagement as a foreign policy end demonstrates capacity for reform, greater development and innovation in diplomacy as a

⁴³ Phythian, Mark. *Intelligence theory and theories of international relations: shared worlds or separate worlds? In Intelligence Theory: Key questions and debates*. Studies in Intelligence, London: Routledge, (2009), p. 63.

⁴⁴ Nye, Joseph. *Soft Power: The Means to Success in World Politics*. Cambridge: Perseus Books, (2004), pp. 56-57.

⁴⁵ Kahler, Miles and Kastner, Scott. *Strategic Uses of Economic Interdependence: Engagement Policies on the Korean Peninsula and Across the Taiwan Strait*. Journal of Peace Research Vol. 43, No. 5. (2006), pp. 87-90.

⁴⁶ Cashman, Richard. *Sport in the National Imagination: Australia sport in the Federation Decades* (Walla Walla Press, 2002), p. 103.

direct counter to the earlier arguments consistently leveled at diplomacy since the end of the Cold War. Second, diplomatic engagement as a soft power overture, a means of bringing estranged peoples, nations and states closer together, or as a way of demonstrating the collegiality of a relationship, is today an effective method of diplomacy in comparison to hard power traditions. Botswana can utilize foreign policy diplomatic engagement to retain its place of strategic importance between the acting and target nations, and also within each nation individually.

This chapter found that Botswana has utilized its soft power to remain an active participant and promote its national interests in regional and global affairs. This section notes that use of soft power and democratic foreign policy making process has allowed the four Presidents to pursue predominantly friendly foreign policy behaviour towards external state and non-state actors. In conclusion, it can be seen that Botswana has adopted an extremely moderate and indeed a cautious stance in handling her external affairs.

1.8 Hypotheses of the Study

- 1.8.1** Foreign policy diplomatic engagement in Africa faces significant challenges in advancing development in Africa and Botswana in particular.
- 1.8.2** Foreign policy diplomatic engagement plays a role in promoting development in Botswana, but has also experienced some challenges.
- 1.8.3** Actors and strategies of foreign policy diplomatic engagement have not been effective in improving development in Botswana.

1.9 Research Methodology

1.9.1 Research design

A case study research design was utilized by this study in research on the topic. Case studies have one major advantages as they are able to show the real life situation of a scenario which is under study, as in the research to establish the role of foreign policy diplomatic engagement in promoting development in Africa using a case of Botswana.

1.9.2 Data collection

This study used both qualitative and quantitative data. Secondary data sources will be collected through books, journal, articles and periodicals. This helped to capture what has already been done on foreign policy from a global, regional, national and local perspective. The primary data was collected using interview guide.

1.9.3 Target populations

The main target populations for this study included experts from various subject matter fields; such as government ministries, government agencies, foreign affairs agencies, civil societies, and foreign policy and development experts in Africa particularly in Botswana.

1.9.4 Data analysis

The collected data was then be sorted and analyzed using document analysis and content analysis techniques, based on the emerging issues under study. Document analysis is a form of qualitative research in which documents are interpreted by the study. Content analysis is a qualitative analytic method for identifying, analyzing and reporting patterns (themes) within data. The final results were presented in form of narrative, bar graphs, pie charts and frequency tables to allow a reader to assess the interpretation supported by the data.

1.9.5 Limitations of the Study

In seeking to understand the possible limitations of the study, it is important to note that the study initially faced a lack of adequate data.

1.10 Chapter Outline

Chapter 1: Introduction to the Study

Chapter one makes up the introduction

Chapter 2: Role and Challenges of Foreign Policy Diplomatic Engagement in Promoting Development in Africa

Chapter two seeks to illustrate that the broader guiding principles of foreign policy diplomatic engagement in Africa are guided by vigilant safeguarding of national interests, maintenance of independence, collaboration to foster and promote African development.

Chapter 3: Role and challenges of Foreign Policy Diplomatic Engagement in Promoting Development in Botswana. Chapter three seeks to elaborate the role and challenges of foreign policy diplomatic engagement in promoting development

Chapter 4: Actors, Contexts, Strategies and Effectiveness of Foreign Policy Diplomatic Engagement in Promoting Development in Botswana. Chapter four seeks to analyze the role of various actors, contexts and strategies of foreign policy diplomatic engagement in promoting development in Botswana

Chapter 5: Data presentation and analysis

This chapter presents and analyses the findings in line with the key objectives of the study.

Chapter 6: Conclusion and Recommendations

This chapter sums up and acts as the final and ultimate verdict on the issues addressed in the entire study. It makes several key conclusions and important recommendations on the way forward.

CHAPTER TWO

ROLE AND CHALLENGES OF FOREIGN POLICY DIPLOMATIC ENGAGEMENT IN PROMOTING DEVELOPMENT IN AFRICA

2.1 Foreign Policy Diplomatic Engagement in Fostering Africa's Development

Ideally foreign policy diplomatic engagement is meant to guide development with international partners in the African context. Africa in international relations discourse is often not fully championed as a space for economic growth and development by western scholars. Mulualem⁴⁷ propounds that some States have declaratory foreign policy diplomatic engagement towards the Africa continents. For instance, the United States of America and the People's Republic of China have designed their diplomatic engagement towards Africa and in their policies they articulate the kind of relationships they aim to establish with target States.

According to Keller and Kotler⁴⁸, United States of America has expressed its foreign policy diplomatic engagement interests towards Africa by support for democracy and the strengthening of institutions on the continent. These include free, fair, and transparent elections, coupled with supporting Africa's economic growth and development. On the other hand, China as part of her accelerated economic development utilises foreign policy diplomatic engagement to target Africa as part of China's economic expansion.

The foreign policy of the European Union which is a near supranational; deals with international concerns of a political or diplomatic nature, including issues of security or military orientation. The Union has established a broad set of principles that would help it in guiding the external relations and actions concerning Africa's development inline in the member's interests. This however does not mean that member countries of the Union have ceased to exercise their own foreign policy diplomatic engagement with the African

⁴⁷ Mulualem, Melaku. *The African Union and Foreign Policy*. Training Department at the Ethiopian International Institute for Peace and Development (EIIPD), (2013), pp. 1-2.

⁴⁸ Kotler, Philip and Kotler, Milton. *Winning in Global Markets*, New Jersey: Wiley, (2014), p. 33-37.

continent.⁴⁹ The foreign policy diplomatic engagement ties between Africa and South East Asia (SEA) have historically been sporadic and erratic. The only country in the SEA which maintained a post-independence link to some African countries was Indonesia.⁵⁰ This approach was based on ideological and political issues, rather than economic ones. The Bandung Conference in 1955 which was an Indonesian proposal was a milestone in enhancing development relations between Africa and Asia.⁵¹

Traub⁵² found that there have been three distinct phases in the history of China and its foreign policy diplomatic engagement in Africa. Wrapped in ideology, the first phase (1955-1978) began in Bandung (Indonesia) at the conference of Afro-Asian countries that deliberated on peace, economic development and decolonization of Africa amongst others. In subsequent years, China supported national liberation movements in Africa. After Mao's Zedong death in 1976, the role of ideology in China's diplomacy and domestic politics waned, almost running its course in 1978.

Heng⁵³ argues that States and territories such as include China, India, Japan, South Korea, Singapore, Taiwan, Indonesia, Bangladesh and Myanmar consider soft power in their promotion of their national interest. The soft power of these individual countries and territories in relating especially with Africa is seen systematically using at least two-fold analytical matrix; that is, cultural appeal and the extent to which its' political values and foreign policies are designed to align with and reflect global norms. Therefore the Asia-Pacific soft power diplomacy toward Africa is sophisticated.

⁴⁹ Mulualem, Melaku. *The African Union and Foreign Policy*. Training Department at the Ethiopian International Institute for Peace and Development (EIIPD), (2013), pp. 1-2.

⁵⁰ Ejikeme, Anene. *Africa Might Be China's Next Imperial Frontier, Base*. The East African Standard, (2007), pp. 172-173.

⁵¹ Traub, James. *China's Africa Adventure*. The New York Times, (2006), p. 5-6.

⁵² Ibid, (2006), p. 9.

⁵³ Heng, Yee Kuang. *Mirror mirror on the wall, who is the softest of them all? Evaluating Japanese and Chinese strategies in the 'soft' power competition era*, International Relations of the Asia-Pacific, Vol. 10 No. 2, (2010), p. 78.

2.2 Foreign Policy Diplomatic Engagement Bearing in the Development Process

Foreign policy diplomatic engagement does not take place only simply between states, but whenever people living in different groups and families positively interact. Acemoglu *et al.*,⁵⁴ argue that earlier on in order to reverse underdevelopment in Africa, several initiatives have been attempted in the past. These include: the 1980 Lagos Action Plan; the 1986-1990 Priority Programme of Economic Redressing of Africa (PPREA) adopted by the OAU in 1985 and complementary UN Programme for the Economic Redressing and Development of Africa; Economic Commission for Africa (ECA) Alternative Structural Adjustment Programme for Africa; and the African Scope of Reference for SAPS for Socio-Economic Redressing and Transformation.

This chapter argues that foreign policy represents a step towards anchoring development to potential foreign policy engagements activities in Africa.⁵⁵ Vasquez⁵⁶ reveals that in order for states to develop exponentially and relate effectively with each another, its foreign policy diplomatic engagement goals must be well defined, well thought out, and must possess a lucid direction.

In South Africa for instance, foreign policy diplomatic engagement activities have helped to spur the injection of foreign direct investment into the country, which has come in various forms, such as, loans, grant, or any other types of development assistance granted to developing countries.⁵⁷

Emerging economists demonstrates that the manner in which foreign policy diplomatic engagement has been used in promoting development in Africa can be seen in the case of Nigeria, where foreign policy diplomatic engagement has established and maintained

⁵⁴ Acemoglu, Daron, Simeon Johnson and James Robinson. *The Colonial Origins of Africa: Perspectives on Peace and Development*. Edited by London: Routledge, (2000), p. 127.

⁵⁵ Economic Development Report in Africa. *Debt dynamics and development report in Africa*, United Nations Conference on Trade and development UNCTAD, (2016), p. 17.

⁵⁶ Vasquez, John. *Classics of International Relations*, 3rd ed. (New Jersey: Prentice Hall, 1996), p 201.

⁵⁷ *Ibid*, (1996), p 203.

a strong and unwavering position of trade relations between Nigeria the rest of Africa, leading the state to have potentially key role to play in economic diversification and structural transformation.⁵⁸ Indeed, latest evidence shows that Nigeria successfully transformed from agrarian economies to modern advanced economies when its government played a proactive role through diplomatic engagement, in assisting individual firms in overcoming the coordination and problems in the process of their structural transformation.

Ethiopia's economy is expected to grow as a result of its foreign policy diplomatic engagement with China. A new rail train track was built in Addis Ababa by China's state owned rail and construction firms which appeared eager to promote greater investments in Africa's future development.⁵⁹ The manner in which foreign policy diplomatic engagement has been used in promoting development in Africa has been clearly illustrated through red banners running down the towering façade of the new train station in the Ethiopian capital, declaring in bold Chinese characters, "Long live Sino-African friendship."⁶⁰

Chinese- Ethiopian relations shows how soft power can be a positive force multiplier that contributes to development, peace and stability plus provides both states an opportunity to reset the direction of their foreign policy diplomatic engagement more generally.⁶¹ Sharp⁶² argues that the Tokyo International Conference on African Development (TICAD) held in Nairobi on August 27-28, 2016 is a multilateral and international forum that discusses issues pertaining to African development such as economic growth, trade, investment and sustainable development.

⁵⁸ Udo, Bassey. *As U.S Gradually Closes Door, Nigeria Turns to China to Boost Economy*, (2013), p. 27.

⁵⁹ World Bank. *Studies on Africa-Asia Trade and Investment Relations: Studies of Selected Asian Countries in Developing Trade and Investment Relations with African Countries*. Padeco and Japan UFJ Institute. (2014). p. 3-12.

⁶⁰ Ibid, (2014). p. 3-12.

⁶¹ Vasquez, John. *Classics of International Relations*, 3rd ed. (New Jersey: Prentice Hall, 1996), p 201.

⁶² Sharp, Deborah. *Japan and Southern Africa: The resource diplomacy rationale*. In *Japan and South Africa in a Globalizing World – A Distant Mirror*. Edited by Chris Alden and Katsumi Hirano, (2016), p. 9.

2.3 Development Challenges Relating to Foreign Policy Diplomatic Engagement

Africa's foreign policy diplomatic engagement is threatened by insecurity ranging from violence, civil wars, terrorism and kidnapping. Currently, Nigeria, Somalia, Darfur and Kenya face electoral issues. However, terrorism remains the most significant security problem in Africa.⁶³ Security has been a primary concern and value for all humans and nations from time immemorial.

In the African context, foreign policy diplomatic engagement may include interaction between the state and actors both within and outside its borders.⁶⁴ As general rule, foreign policy diplomatic engagement is aimed at achieving specific objectives and works best in peacetimes. Ashraf and Lockhart⁶⁵ argue that the critical instruments required to enhance the chances of attaining foreign policy engagement success are in short supply in Africa.

Akokpari⁶⁶ opines that conflicts are common in Africa and provide the greatest test to the efficacy of foreign policy diplomatic engagement practice on the continent. Generally, mediators from regional bodies and the AU have been used as the first step in resolving conflicts. In most of the conflicts in the Central African region and in the Great Lakes region, the AU has been the principal mediator, although on a few occasions Kenya and Tanzania led mediation efforts in the region.

Africa remains a vulnerable continent, lacking political and economic influence in the international system. Accordingly, it has limited foreign policy diplomatic engagement options when dealing with actors within and especially external to the continent.⁶⁷ Geldenhuys argues that foreign policy diplomatic engagement activities in Africa remain a vague term, lacking consensus on its conceptualization and often defined in self-serving

⁶³ Sharp, Deborah. (2016), p. 9.

⁶⁴ Ibid, (2003), p. 365.

⁶⁵ Geldenhuys, Deon. *South Africa: The idea-driven foreign policy of a regional power.* (2010), p. 103.

⁶⁶ Akokpari, John. *Limited capabilities, great expectations: The African Union and regional conflict management.* In: S Wolff and C Yakinthou (eds), *Conflict management in divided societies: Theory and practice.* London: Routledge, (2012), pp. 151-166.

⁶⁷ Fabricius, Peter. *SADC must treat Zimbabwe as firmly as it is apparently planning to treat Madagascar,* (2013), p. 14.

terms. This lack of consensus results from at least two reasons; firstly there is an increased number of actors-state and especially non-state,⁶⁸

Khadiagala and Terrence⁶⁹ note that most states, such as Botswana, simply became aligned to one or another superpower in terms of foreign aid and military assistance. The Development Indicators provide a states progress regarding economic growth and transformation, poverty and inequality, employment, household and community assets, education, health, safety and security. Africa's lack of influence inhibits meaningful foreign policy diplomatic engagement and is even more apparent in its interactions with external actors. Africa is generally weak and pliable and dances to the music of external actors. Consequently, it has weak bargaining power *vis-à-vis* external actors.⁷⁰

Swaziland, Botswana, Mozambique and Lesotho, along with Ghana and the Ivory Coast, among others, were in compliance with the signing of interim agreements, Malawi, Namibia, and Nigeria, among others, were opposed to it. This chapter posits that of all the challenges, without a doubt, a leading cause of foreign policy diplomatic engagement shortcoming is the absence of effective instruments.⁷¹ Challenges notwithstanding, as the concept of soft balancing has demonstrated, contemporary informal alliances, coalitions, and cooperative arrangements, in whatever form they take, have wide-ranging implications for many countries that may otherwise come undone through violence and revolution.

⁶⁸ Geldenhuys, Deon. *South Africa: The idea-driven foreign policy of a regional power*. (2010), p. 114.

⁶⁹ Khadiagala, Gilbert and Terrence, Lyons. *African Foreign Policies Power and Process*. Westview Press A Member of the Perseus Books Group, (2014), p. 104.

⁷⁰ Ashraf, Ghani and Lockhart, Clare. *Writing the History of the Future: Securing Stability through Peace Agreements*, Journal of Intervention and State building, Vol. 1, Issue 3, (2007), p. 271.

⁷¹ Vasquez, John. *Classics of International Relations*, 3rd ed. (New Jersey: Prentice Hall, 1996), p 201.

2.4 Foreign Policy Diplomatic Engagement Enabling Future Development

Foreign policy diplomatic engagement is a central feature of international politics. They capture our imagination and their conduct affects our lives through their impact on war, peace, the global economy, human rights, international law, global institutions, and the norms that govern relations between states.⁷² Foreign policy diplomatic engagement in African has often been dictated and deliberately driven by the development elites.⁷³ After independence, foreign policy makers sought to resolve the choice (and oftentimes trade-offs) between national and continental identity, sovereignty and supra-nationalism, and integration and differentiation.

African countries experience budget shortfall, sometimes on a regular basis, for which external financial assistance is required. Kharas and MacArthur⁷⁴ found that sub-saharan African countries have made progress in sustaining macroeconomic stability and liberalizing foreign exchange regimes but still face challenges to improve institutions, reduce regulatory barriers, strengthen human capital and health, and avoid overvalued exchange rates.⁷⁵ It appears that there is a combination of factors, which are to some idiosyncratic to each State.

Hudson⁷⁶ states that the list of development entities affecting the foreign policy diplomatic engagement calculations of states increased with the growing importance of non-state actors, including International Financial Institutions (IFIs), multi-national corporations (MNCs), non-governmental organisations, and other intergovernmental bodies within the system. This study notes that the scope of Africa's foreign policy diplomatic engagement should no longer be limited to continental affairs. Africa's potential is already documented.

⁷² Nye, Joseph. *Soft Power: The Means to Success in World Politics*. New York Public Affairs, (2004), pp. 13-17.

⁷³ Quinn, A. and Kerry, F. *Foreign policy challenges facing America*, (2008), p. 19.

⁷⁴ Kharas, H. and J. MacArthur. *Mobilizing Private Investment for Post-2015 Sustainable Development*, Brookings Institute, Washington DC (2014), www.brookings.edu/research/papers/2014/07/mobilizing-private-investment-post-2015-development-kharas-mcarthur.

⁷⁵ Amadi, Lawrence and Eme, Ekekwe. *Corruption and Development Administration in Africa: Institutional Approach*. African Journal of Political Science and International Relations, Vol. 8, (2014), pp. 163-174.

⁷⁶ Hudson, Valerie. *Foreign Policy Analysis: Classic and Contemporary Theory*. Lanham: Rowman and Littlefield Publishers. (2007), p. 45.

Foreign policy of a state is a set of guides to choices being made about people, places, and things beyond the boundaries of the state.⁷⁷ It includes all that a state chooses to do or not do outside its borders. It links the activities inside the state and the outside world. It puts the state into communication with the external world.⁷⁸ The external world is made up of many actors; individuals, organizations and other states. Southern Africa is also important as a potential source of hydroelectricity, water and labour, and as an affordable tourist destination.⁷⁹

South Africa's foreign policy diplomatic engagement of Africa displays the same ambivalence - almost as if South Africans do not understand Africa. Certainly, South Africa subscribes to different rules and criteria than do much of the rest of Africa. And when Thabo Mbeki, in frustration, throws this into the face of fellow Southern African Development Community (SADC) leaders, as he did in Swakopmund on 27 July 1998, the result is more than a murmur of hostility among *de facto* life presidents and heads of state.⁸⁰ South Africa's confusion springs, in part, from the large internal disparities within the country that is the legacy of apartheid. In 1992, it was calculated that the Human Development Indicator (HDI) for the white segment of the South African population compared with that of Spain (0,878), while the HDI of the rest of the population was just above that of Congo- Brazzaville (0,462). Medical care, education, housing and security commensurate with standards in industrialised countries are still available in South Africa - to those who can afford it.⁸¹

⁷⁷ Bruce Russett and Harvey Starr, *World Politics; The Menu for Choice* (New York: Freeman and Company, 1989), pp. 162-163.

⁷⁸ Ogbonnaya, Joseph. "The Church in Africa: Salt of the Earth," Stan Chu Ilo. Et. Al. Ed. *The Church as Salt and Light: Path to an African Ecclesiology of Abundant Life*. Eugene, Oregon: Pickwick Publications, (2011), PP. 65-87.

⁷⁹ Amadi, Lawrence and Eme, Ekekwe. *Corruption and Development Administration in Africa: Institutional Approach*. African Journal of Political Science and International Relations, Vol. 8, (2014), pp163-174.

⁸⁰ Ibid, (2014), pp. 163-174.

⁸¹ South African Institute of International Affairs. *Malawi and the African Peer Review Mechanism: A Review of National Readiness and Recommendations for Participation*. Lilongwe: South African Institute of International Affairs, August, (2001), p. 89.

Anders⁸² notes that given the realities of Africa, and South Africa's own internal challenges which have detracted from coherent foreign policy formulation and engagement, it should come as no surprise that South African diplomatic forays into Africa, as opposed to those at the global level, have not produced spectacular results. This chapter notes that currently, there is no national consensus about Botswana's national interests and how, in achieving them, the country behaves towards others, politically, economically and militarily.

2.5 Chapter Summary

This chapter has achieved its objective by establishing that the African economy remains underdeveloped despite decades of formulating and implementing various types of economic development policies and programmes. This study chapter has noted that Africa has experienced low economic growth in the past decade.

In addition the mechanism of foreign policy diplomatic engagement in Africa is still not well defined and understood, especially because the development challenges of Africa are still persistent and they include high inequality, uneven access to resources, social exclusion, insecurity, environmental degradation, HIV/AIDS pandemic, others. Therefore the hypothesis that foreign policy diplomatic engagement in Africa faces significant challenges in advancing development in Botswana in has now been fully confirmed. Furthermore, this chapter realizes that foreign policy diplomatic engagement in Africa faces significant challenges of implementation owing to poor governance, that foster patronage and blind loyalty to the leader, leading to corruption and nepotism.

⁸² Anders, George. *Freedom and Insecurity: Civil Servants between Support Networks, the Free Market and the Civil Service Reform*, in H. Englund (ed.) *A Democracy of Chameleons: Politics and Culture in the New Malawi*. Uppsala: Scandinavian African Institute; Blantyre: Christian Literature Association, (2001), p. 102.

CHAPTER THREE

ROLE AND CHALLENGES OF FOREIGN POLICY DIPLOMATIC ENGAGEMENT IN PROMOTING DEVELOPMENT IN BOTSWANA

3.1 Botswana's Diplomatic Engagement in Advancing Development

This chapter set out to assess the role and challenges of foreign policy diplomatic engagement in promoting development in Botswana. Considered a small economy with abundant diamond resources, the Country's good governance has enabled these extractives to be put to growth enhancing and exponential development. For instance the United Nations found that Botswana's remarkable economic performance has resulted in it becoming a middle-income country.⁸³

The role of foreign policy diplomatic engagement advanced in July 2014 combined with intense lobbying enabled Botswana to successfully conclude negotiations with the European Union on an Economic Partnership Agreement, which lead preferential market access to the United States under African Growth and Opportunity Act (AGOA). Botswana through foreign policy diplomatic engagement played an active part in the negotiations of the COMESA-EAC-SADC Tripartite FTA.⁸⁴ Botswana committed to the Doha Development Agenda and signed Agreement on Trade Facilitation.

One of the ambitions of the National Trade Policy is to increase Botswana's participation in the world trading system. Intense foreign policy diplomatic engagement has enhanced greater levels of economic growth since 1970, although growth has slowed down since 2000 in comparison to other developing countries.⁸⁵ The policies and strategies adopted by the Government have promoted trade and economic diversification.⁸⁶

⁸³ The UN Evaluation Group Guidelines. *Norms for Evaluation in the UN System and Standards for Evaluation in the UN System*, United Nations Development Programme, (April 2005).

⁸⁴ Baker, Paul. *Action Plan for Capacity Building of both the Trade Facilitation Advisory Group and National Committee on Trade Policy and Negotiations*. CDE-PSDP, (2014), p. 13.

⁸⁵ Botswana Bureau of Standards. *Standards Catalogue*. (2014).

⁸⁶ Baker, Paul. *Action Plan for Capacity Building of both the Trade Facilitation Advisory Group and National*

Van den Bossche and Zdouc⁸⁷ argue that the country's imports are still directed and regulated by quantitative restrictions applied through import licensing requirements.⁸⁸ Although most of the trade related institutions and committees, such as the National Committee on Trade Policy Negotiations, National Doing Business Committee, SADC National Committee and the High Level Consultative Council, are formally linked or fall within the competence of the Ministry of Trade and Industry, there is evidence of a *de facto* coordinating or communication mechanism between them. For instance Botswana has been able to utilize foreign policy diplomatic engagement to lobby for the ratification of bilateral agreements with Southern African Customs Union (SACU), Southern African Development Community (SADC), Southern Common Market Agreement (MERCOSUR), and European Free Trade Association (EFTA).⁸⁹

Baker⁹⁰ states that whether a trade policy fails or succeeds depends to a large extent on the institutions dealing with the formulation, implementation and evaluation of the States foreign policy. The institutions in Botswana dealing with development and trade-related matters are numerous and complex, with overlapping functions and responsibilities.⁹¹ Botswana needs to rationalise and reinforce its institutional mechanisms to ensure a successful and timely implementation of the adopted policy. Through foreign policy diplomatic engagement with Western States, Botswana has been able to secure grants for community projects that improve social conditions, such as *Kwahi* Development Trust.

Borchert⁹² believes that policies on unfair competition, environment and labour, play a critical role in the development of the competitiveness of the private sector and, therefore,

Committee on Trade Policy and Negotiations. CDE-PSDP, (2014), p. 13.

⁸⁷ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 141-146.

⁸⁸ *Ibid*, (2013), pp. 21-23.

⁸⁹ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), pp. 10-19.

⁹⁰ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 213.

⁹¹ Baker, Paul. *Action Plan for Capacity Building of both the Trade Facilitation Advisory Group and National Committee on Trade Policy and Negotiations*. CDE-PSDP, (2014), p. 13.

⁹² Borchert, Ingo. *Landlocked or Policy-Locked? How Services Trade Protection Deepens Economic Isolation*. Policy Research Working Paper, No. 5942. Washington, D.C.: World Bank, (2012), p. 91.

advances development and trade performance. Abbot and Shankar believe that a hard look at Botswana's place in the global development shows that there is a preponderance of cross-country evidence showing that "trade and economic development does seem to create, even sustain higher growth".⁹³ As a result, engagement motivates international trade that is generally viewed as a key contributor to economic development.

Botswana's place in the global development reveals that the country's exports are highly concentrated on extractives, especially diamonds, gold and copper, nickel, and to a lesser extent meat, textiles, clothing, beef-related products, and all these is been made possible through deliberate and purposeful diplomatic engagement. This leads to a narrow range of products which have a Relative Comparative Advantage (RCA). Continuous foreign policy diplomatic engagement to enhance further development has positioned Botswana's diamonds to have the highest degree of RCA, followed by metals, minerals and beef.⁹⁴

This chapter notes that while GDP has been growing, propelled by the extractive industries and re-investment of the rent(s) into other spheres of economic activity, there has been limited transformation of the economy into a more diversified industrial or service-based economy.⁹⁵ Despite the implementation of a number of policies aiming to broaden the industrial base, such as the National Trade Policy, National Industrial Policy and the Economic Diversification Drive, Botswana has not witnessed significant degree of diversification.⁹⁶ Apart from its diamonds, Botswana's major competitive advantage is its diverse and abundant wildlife and natural resources, including the renowned Okavango Delta and Choberiver plains in the North and the Kalahari desert to the South.⁹⁷

⁹³ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), pp. 10.

⁹⁴ Baker, Paul. *Action Plan for Capacity Building of both the Trade Facilitation Advisory Group and National Committee on Trade Policy and Negotiations*. CDE-PSDP, (2014), p. 13.

⁹⁵ Abbot, Alden and Shanker, Singham. *Competition Policy and International Trade Distortions*. In *European Yearbook of International Economic Law (EYIEL) Vol. 4*, C. Herrmann and J. P. Terhechte, (2013), pp. 7-9.

⁹⁶ Honde, George and Fitsum, Abraha. *Botswana. African Economic Outlook*. AfDB, OECD, UNDP, (2015).

⁹⁷ Magang, David. *Delusions of Grandeur: Paradoxies and Ambivalences in Botswana's Macroeconomic Firmament, Vol. 1*. Gaborone: Print Media Consult, (2015).

It is through intense foreign policy diplomatic engagement that Europe became Botswana's number one export destination for beef in the 1970s, mainly enabled by the preferential access offered under the Lomé Convention.⁹⁸ Trade faltered in the 1990s and the future looked uncertain, as the old Lomé relationship with the EU wound up, so Botswana beef farmers let out a collective sigh of relief when the country, together with fellow Southern African Development Community members, concluded negotiations for an Economic Partnership Agreement with the European Union in 2014 which revived the beef market.⁹⁹

This chapter found that in 2015, driven by foreign policy diplomatic engagement, a series of bilateral meetings and a multi-stakeholder consultative workshop on Botswana's trade policy framework took place in Gaborone, Botswana.¹⁰⁰ Through foreign policy diplomatic engagement Botswana established diplomatic relations with China leading to development aid in infrastructure rehabilitation and health.

3.2 Foreign Policy Diplomatic Engagement Aspects Enhancing Development

Botswana's remarkable economic performance anchored on foreign policy diplomatic engagement resulted in the State becoming a middle-income country. As a consequence, several development partners stepped up various development programmes. Botswana continues to put in place reforms and measures to strengthen the economy, such as diversifying away from over dependence on extractives. The strong economic growth performance in Botswana is clearly derived from steady export performance that has enabled increased public and private consumption.¹⁰¹ There are various other aspects, such as

⁹⁸ The *Lomé Convention* is a trade and aid agreement between the European Economic Community (EEC) and 71 African, Caribbean, and Pacific (ACP) countries, first signed in February 1975 in Lomé, Togo.

⁹⁹ Malila, IS and Molebatsi, RM 2014. *Botswana's Experimentation with Ethical Foreign Policy*, Southern African Peace and Security Studies, vol.3, 1, (2014), pp. 5-25.

¹⁰⁰ Botswana Central Statistical Office. *External Monthly Trade Digest*. Gaborone, (2009), p. 102.

¹⁰¹ Asante, Samuel. *Regionalism and Africa's Development: Expectations, Reality and Challenges*, Basingstoke, Macmillan Press, (1997), p. 56.

reliability of Morupule B Power Station that have lately enhanced the rapid development situation in Botswana today.

3.2.1 Good governance in Advancing Development

Botswana's foreign policy diplomatic engagement has played a role to upstage the existing investment attractiveness of the country due to its democratic governance and sound economic management. This involved taking full advantage of market access arrangements, reinforcing temporal advantages through attention to sustained long-term policy actions aimed at direct competitiveness factors, encouragement of local private business, the development of human resource capacity and ensuring coherence and consistency in Botswana's policies, including investment promotion efforts.

This chapter notes that Botswana is widely considered to be one of the leading countries in Africa with respect to good governance, which is a reflection of the generally high quality of its institutions, its independent legal system and the relatively low level of corruption. Botswana's good governance and coupled with aggressive foreign policy diplomatic engagement, has attracted a lot of foreign direct investment (FDI).

Botswana is one of the few African countries that have made significant progress in terms of realizing development, poverty reduction, and these achievements are in part attributed to good governance.¹⁰² Botswana has an elaborate decentralised system of government with four local council institutions. Namely, local councils, district or town administration, tribal administration and land boards which all enjoy delegated authority from central government.¹⁰³ The good governance in Botswana has not just spurred development, but has influenced Botswana's foreign policy diplomatic engagement. This is evident in the Country's new torn of declaratory foreign policy, when out when normally a State of its size

¹⁰² Holm, John. *Curbing Corruption through Democratic Accountability: Lessons from Botswana*. Hope, R, K and B. C. Chikulo (eds.) *Corruption and Development in Africa: Lessons from country case studies*, Hampshire: MacMillan Press Ltd, (2000), pp. 288-304.

¹⁰³ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 15.

would be expected to silent.¹⁰⁴ Botswana's principle of rapid economic growth, social justice, economic independence, sustained development is guided by the five Ds of Democracy, Development, Dignity, Discipline and Delivery.

3.2.2 Foreign Policy Diplomatic Engagement on Education toward Development

Botswana has seen education enlightenment as a possible opportunity through which the human capital development of its citizens can be realized. The State purposed a goal to improve quality education that is adapted to the changing needs of the Country.¹⁰⁵

This chapter notes that Botswana aimed to be in the forefront of information technology and all people will soon have access to telephones, newspapers, radio and television, and computer equipment to promote further growth and development.¹⁰⁶ In order to achieve relevant and quality education in accordance with the modern century, the curriculum had to be completely overhauled at all levels through foreign policy diplomatic engagement guided by the United Kingdom.¹⁰⁷

3.2.3 Foreign Policy Diplomatic Engagement on Enhancing Youth Development

Botswana created the Youth Empowerment Scheme (YES) which was set up as an umbrella programme in 2012 to support a wide range of initiatives aimed at encouraging employment, entrepreneurship and skills development amongst the youth. The scheme interfaces change of behaviour, empowerment, poverty eradication and skills development.¹⁰⁸ It is designed for young people aged between 18 and 35 years who are unemployed and out-of-school. The youths of Southern and Eastern African regions are conjoined by an integral social, economic and political history, hence the need to diplomatically engage more regularly.

¹⁰⁴Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), pp. 10.

¹⁰⁵Masire, Ketumile. *Very Brave or very foolish? Memoirs of an African Democrat*. Basingstroke: Palgrave Macmillan, (2006), pp. 44-49.

¹⁰⁶ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009).

¹⁰⁷ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), p. 10.

¹⁰⁸ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009).

Ake¹⁰⁹ states that, seeing as a potential opportunity to enhance development, Botswana has cultivated an image of a safe and secure nation. Violent crime are been addressed, the abuse of spouses and children completely eradicated and there will be full protection of individual rights. Sachokonye notes that a small, well trained, disciplined and fully accountable national defense force protects the people and borders of the country and the public has confidence in well-trained law enforcement agencies. The principle of delivery refers to the successful implementation of programmes and projects within time and costs while at same time transforming the lives of Batswana youths for the better enforced by the slogan “*towards prosperity for all*”.¹¹⁰

The labour market in Botswana is characterized by an increasing labour force of young people; with limited relevant skills for the job market.¹¹¹ Foreign diplomatic engagement has enabled Botswana to cooperatethrough various youth exchange programmes with countries such as United Kingdom, China, South Africa, Kenya and Namibia on youth employment so as to open doors for training and exposure in matters of capacity building.

3.2.4 Foreign Policy Diplomatic Engagementon Compassion Advancing Development

In order for Botswana to develop further, the State identified opportunities to position itself as a compassionate, just and caring nation. This is where Botswana aspired to have a more equitable income distribution and poverty eradication programmes. Proposals are at an advance stage of an efficient safety net for those who suffer misfortunes; everybody will have access to good quality health services, sanitation and nutrition. The negative impact of the HIV/AIDS epidemic will have been halted and reversed.¹¹² President Mogae responded to the challenge by mobilising the international community, through foreign policy diplomatic

¹⁰⁹ Ake, Carol. *Democracy and Development in Africa*. The Brookings Institution, Washington DC, (1996), p. 89.

¹¹⁰ Sachokonye, Lloyd. *Labour Migration in Southern Africa*. Harare: Sapes Books, (1998), p. 103.

¹¹¹ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 6.

¹¹² Mogae, Festus. *State of the Nation Address 2007. Opening of the Fourth Session of the Ninth Parliament – Achievements, Challenges and Opportunities*. Gaborone: Government of Botswana, (2007), p. 79.

engagement with donor States and non-state actors, such as the Bill and Melinda Gates foundation, in combating HIV/AIDS that threatened Botswana's development.

3.2.5 International Community in Advancing Development

It is through foreign policy diplomatic engagement that Botswana plays a significant role aimed at foresting development in the international community. The country is a member of various international organisations, such as the United Nations, the World Bank, the International Monetary Fund (IMF), the World Trade Organisation (WTO), the African Union (AU) and regional bodies, such as the Southern African Customs Union (SACU) and the Southern African Development Community (SADC).¹¹³ In relating with this organizations Botswana's foreign policy has relied on soft power as a means to exert its influence and protect its national interests.

3.3 Southern Africa Development Community Engagement and Development

Soludo *et al.*,¹¹⁴ states, that regional economic integration is much broader than efforts simply to liberalize trade. It can also include investments in regional infrastructure, harmonization of regulations and standards, common approaches to macroeconomic policy, management of shared natural resources, and greater labour mobility. For regional economic communities to achieve their objectives, it is crucial for all actors to interact through foreign policy diplomatic engagement aimed primarily at human development.

Yang *et al.*,¹¹⁵ argues that the impacts of regional integration on human development are highly dependent on the age and gender of people affected by economic integration.¹¹⁶

They vary from country to country and from community to community, depending on many

¹¹³ Asante, Samuel. *Regionalism and Africa's Development: Expectations, Reality and Challenges*, Basingstoke, Macmillan Press, (1997), p. 56.

¹¹⁴ Soludo, Charles, Osita Ogbu and Ha-Joon Chang. *The Politics of Trade and Industrial Policy in Africa: Forced Consensus?*, IDRC/Africa World Press, Ottawa/Nairobi, (2004), pp. 78-80.

¹¹⁵ Ibid, (2005), p. 21.

¹¹⁶ Yang, Yongzheng and Sanjeev, Gupta. *Regional Trade Arrangements in Africa: Past Performance and the Way Forward*, IMF Working Paper 05/36, IMF, Washington D.C, (2005), p. 19.

contextual factors. These factors include both ‘hard’ contextual factors that are difficult or slow to change, such as geography and climatic conditions, and ‘soft’ contextual factors involving policies that if properly designed and implemented, can shape institutions and capacities in the direction of inclusive growth and human development.¹¹⁷ Mutasa reveals that regional co-operation usually begins with economic integration and as it continues, comes to include political integration.¹¹⁸

Folson *et, al.*,¹¹⁹ argues that the concept of regional economic integration implies that nations of a geographic region come together in some type of partnership to foster trade and development. Botswana through foreign policy engagement has argued a dry port in Namibia, for access to the sea to facilitate import and export of goods. Folsone*t, al.*, state that the objectives of the regional agreement and integration could range from economic to political to environmental, although it has typically taken the form of a political economy initiative where commercial interests are the focus for achieving broader socio-political and security objectives, as defined by national governments.

According to Zoellick economic union also brings together regions. That characteristic is to seek economic integration through harmonizing fiscal and monetary policies, creating a common currency, and establishing a super-national governing authority.¹²⁰ The Southern African Development Cooperation Conference (SADCC), formed in 1980, is taken into account; SADC is still a developing organisation.¹²¹ This chapter notes that SADC currently has a membership of fifteen member states, namely, Angola, Botswana, Democratic Republic of Congo, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Swaziland, Tanzania, Zambia and Zimbabwe.

¹¹⁷ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), p. 21.

¹¹⁸ Mutasa, Charles. *Regional Integration and Debt: A Comparative Report of Africa's Regional Groupings*, AFRODAD, Harare, (2004), p. 79.

¹¹⁹ Folsom, Ralph H., Michael Wallace Gordon and John A. Spanogle. *International Trade and Economic Relations in a Nutshell*, Thomson West, Eagan MN, (2009), pp. 91-93.

¹²⁰ Zoellick, Robert. *Unleashing the Trade Winds*, the Economist, (2002), pp. 27-29.

¹²¹ Mulualem, Melaku. *The African Union and Foreign Policy*. Training Department at the Ethiopian International Institute for Peace and Development (EIIPD), (2013), pp. 1-2.

Transforming SADCC into SADC represented and increased emphasis on responding to international trends through mobilisation of the region's own resources, potential and capacity this ambition is only possible through foreign policy diplomatic engagement.¹²²

Intense foreign policy diplomatic engagement plays a role in issues of integration has enabled Botswana to benefit from preferential market access to the European Union selling beef to Europe, through the recently concluded Economic Partnership Agreement (EPA), and to the United States (US), through the African Growth and Opportunity Act (AGOA).¹²³

Botswana has also ratified Regional Trade Agreements (RTAs) with MERCOSUR and EFTA, and is currently in negotiations with India on the agreement for the avoidance of double taxation.¹²⁴ India's relations with Botswana have been close and friendly; both established diplomatic relations immediately after Botswana's independence.¹²⁵

The Ministry of Finance and Development Planning is responsible for ensuring that a national position is communicated to SADC through foreign policy diplomatic engagement to the SADC National Committee (SNC).¹²⁶ The Committee brings together all national stakeholders, including ministries, non-governmental organisations and business representatives such as the Botswana Confederation of Commerce Industry and Manpower (BOCCIM), now renamed Business Botswana (BB) and Botswana Exporters and Manufacturers Association (BEMA). Despite capacity constraints at both government and private sector level, Botswana is making efforts to implement its multilateral agreement, such as the Trade Facilitation Agreement (TFA).¹²⁷

On the African stage, in June 2015 African Leaders concluded the seven year-long negotiations on the Tripartite Free Trade Area (TFTA). The agreement aimed to integrate

¹²² Simon, David. *Introduction: Shedding the Past; Shaping the Future*, in David Simon (ed.) *Reconfiguring the Region. South Africa in Southern Africa*. London: James Currey, (1998), pp. 56-59.

¹²³ Zoellick, Robert. *Unleashing the Trade Winds*, *The Economist*, (2002), pp. 27-29.

¹²⁴ Mulualem, Melaku. *The African Union and Foreign Policy*. Training Department at the Ethiopian International Institute for Peace and Development (EIIPD), (2013), pp. 1-2.

¹²⁵ Botswana Central Statistical Office. *External Monthly Trade Digest*. January. Gaborone, (2009), p. 9.

¹²⁶ Zoellick, Robert. *Unleashing the Trade Winds*, *The Economist*, (2002), p. 31.

¹²⁷ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), p. 8.

Africa's three larger regional blocks, namely the Common Market for Eastern and Southern Africa (COMESA), the East Africa Community (EAC) and the Southern African Development Community (SADC), making Botswana a direct beneficiary of all these organizations.¹²⁸ This chapter further contends that the main questions, nonetheless, are how much of her soft power influence has Botswana been able to use to weave into her foreign policy diplomatic engagement strategies. Understanding these issues will help provide more elaborate assessments of Botswana's soft power diplomatic strategy into diplomatic practice.

3.4 National Development Plans Enhancing Botswana's Development

Botswana has a long tradition of preparing National Development Plans. This tradition dates back to the pre-independence period when a "Transitional Plan for Social and Economic Development" was prepared to cover the 1966-68 periods. Since then, the country has produced nine National Development Plans (NDPs), with the first five being rolling plans covering a five year period and the last four being six year plans with a mid-term review halfway through the implementation period.¹²⁹

The Botswana National Development Plan states that; to enhance effective participation of nationals in the economy, more especially in large and mega government projects, Government will continue to uphold the reservation and preference schemes for citizens while simultaneously encouraging active participation of foreign firms through foreign policy diplomatic engagement in Government projects through a competitive, transparent and legitimate tendering process.¹³⁰

¹²⁸ Op. Cit, Ministry of Finance and Development Planning, (2015), p. 11.

¹²⁹ Zoellick, Robert. *Unleashing the Trade Winds*, The Economist, (2002), pp. 27-29.

¹³⁰ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009).

Kayizzi-Mugerwa¹³¹ found that the seventh National Development Plan (NDP 7) establishes the framework and priorities for development and recurrent budget expenditures over the six year period from 1991 to 1997. This plan explicitly assumes that industrial, trade and commercial policies, and the legal framework for business operations, will be conducive to the development of the private sector. Under the guidance of national plans Botswana's economic environment has altered remarkable since independence. World markets have becomes much more competitive and the countries of the Southern Africa region are becoming more market oriented.

This chapter notes that it is because of National Plans which are in tandem with foreign policy diplomatic engagement, that Botswana has grown by the exploitation of minerals; initially diamonds and then copper-nickel, transformed the prospects of the economy, and in due course transformed the economy itself.¹³² The mining of copper-nickel has never provided Government with significant tax revenue directly; at times the Government has had to provide subsidies and loans to keep the mines open.

This chapter argues that the realization that all citizens will have to dedicate themselves to shape the destiny of their country, that nobody will do it for them and that this required continuous innovation, resilience, commitment and fortitude can be achieved through foreign policy diplomatic engagement. This chapter further notes that in order to promote development Botswana realized an opportunity to build its image internationally through foreign policy diplomatic engagement, to be viewed as a prosperous, productive and innovative nation. In order to build on this opportunity, the state has been cultivating a society distinguished by the pursuit of excellence through a new culture of hard work and discipline. Where efforts are rewarded and the necessary skills are available the economy will be diversified as part of the developmental process.

¹³¹Kayizzi-Mugerwa, S., Olukoshi, A., and Wohlgenuth, L. *Towards a new Partnership with Africa: Challenges and Opportunities*, Nordiska Afrikainstitutet Uppsala, (1998), p. 104.

¹³² Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), p. 17.

According to the Ministry of Finance and Development Planning, in order to enhance growth, the state created the Citizen Entrepreneurial Development Agency (CEDA). The agency was established by the Government in 2001, to provide financial and technical support for business development with a view to the promotion of viable and sustainable citizen owned business enterprises. In this connection, CEDA provides subsidized loans for promotion of viable and sustainable citizen-owned businesses. In 2006, Government reviewed CEDA in an attempt to align it with the current developments in the economy as well as find ways to boost performance and relevance of the Scheme towards achieving its purpose most possible through interaction with entrepreneurial actors through engagement.¹³³ It was revamped to provide support for business development through various funding mechanisms, thereby promoting citizen economic empowerment and entrepreneurship, thus foreign policy diplomatic engagement with likeminded states could be helpful to step-up development.¹³⁴

According to Kwasi, Botswana's accelerated growth and development is linked to the fact that the country is perceived as a lasting and durable democracy, with strong decentralized institutions and political tolerance. In order to progressively achieve this, accountability of all leaders is expected, civil society plays part in development; the nation's leaders are expected to be morally and ethically upright, open and accountable to the people. The role of traditional leaders is enhanced and freedom of expression as well as freedom of the press is fully respected.¹³⁵ Botswana has used soft power as seen in her support for free fair elections both internally and externally, by being a signatory of the International Criminal Court (ICC), it has stood firm on the ICC cases and even threatened to effect legal action against some leaders.

¹³³ Mushelenga, Samuel. *Foreign policy-making in Namibia: The dynamics of the smallness of a state*. Unpublished MA thesis, University of South Africa, Pretoria, (2008), p. 78.

¹³⁴ Mulualem, Melaku. *The African Union and Foreign Policy*. Training Department at the Ethiopian International Institute for Peace and Development (EIIPD), (2013), pp. 1-2.

¹³⁵ Kwasi, Alvin. *Financing Africa's Development: Can Aid Dependence be avoided?*, unpublished, CODESRIA/TWN, (2002).

This chapter found that Botswana's good progress has been made in establishing the basic infrastructure for economic development through external assistance by foreign policy diplomatic engagement. In spite of digital infrastructure challenges, Botswana has a dedicated agenda towards promoting e-Government (electronic government) because the leaders have understood the importance of e-Government in the conduct of business. For the case of Botswana, e-Government delivers far greater stakeholder value when it is designed within the context of greater development and diplomatic engagement. This digital infrastructure reduces cost and improves the on-line experience for clients. While e-government encompasses a wide range of activities, this chapter can identify three distinct areas. This model geared towards development of services through diplomatic engagement with Singapore which sent experts to the public service college in Botswana with the aim of improving service delivery, in the process lure foreign investments that adds to the States' development.¹³⁶

The Mid-Term Review (MTR) of the 2017 Monetary Policy Statement (MPS) examines price developments and the underlying causal factors in the first half of 2017. It also assesses key financial and economic developments that are likely to influence the inflation outlook and financial stability, in order to determine the likely monetary policy response in the second half of 2017 and towards 2018. This is expected to boost the earning of the Country and make it even more appealing to foreign investments required for development.¹³⁷ Kayizzi-Mugerwaet, *al.*,¹³⁸ notes that when it comes to Botswana's foreign policy, many questions still arise. A lack of an ascribed foreign policy has in some instances led the government to taking haphazard decisions some of which have in the past tended to

¹³⁶ Mulualem, Melaku. *The African Union and Foreign Policy*. Training Department at the Ethiopian International Institute for Peace and Development (EIIPD), (2013), pp. 1-2.

¹³⁷ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 31.

¹³⁸ Mushelenga, Samuel. *Foreign policy-making in Namibia: The dynamics of the smallness of a state*. Unpublished MA thesis, University of South Africa, Pretoria, (2008), p. 80.

antagonize and isolate the State.¹³⁹ All the same Botswana not having an ascribed foreign policy document does not necessarily diminish its foreign policy diplomatic engagement. In some instances, Botswana has naively acted as a lone ranger and outside the ambit of regional and continental bodies such as SADC and the AU.

3.5 Chapter Conclusion

This chapter concludes that Botswana's foreign policy is driven by the strength and values of its domestic policy. In seeking to breakdown the role and challenges of foreign policy diplomatic engagement this chapter achieved its objectives when it reveals that foreign policy diplomatic engagement best thrives when various States are actively cooperating with one another towards trade, investments, foreign exchange and forms of mutual development. This results in the amicability and the interaction between States readily adding to the development process.

This chapter has been able to confirm and illustrate the hypothesis that foreign policy diplomatic engagement plays a role in promoting development in Botswana; for example, the Country emerged from Least Developed Country (LDC) status within one generation and is now a middle-income country. This is as a result of using foreign policy diplomatic engagement Botswana aims to continue to grow rapidly and to diversify its economy, and for this the driving force should now be domestic business coupled with foreign investment. However, the role of FDI will remain critical in all sectors in view of Botswana's continuing need for the various components of the FDI package, especially managerial, technical and professional skills, hard and soft technologies, access to, and knowledge of export markets.

¹³⁹ Kayizzi-Mugerwa, S., Olukoshi, A., and Wohlgemuth, L. *Towards a new Partnership with Africa: Challenges and Opportunities*, NordiskaAfrikainstitutet Uppsala, (1998), p. 104.

CHAPTER FOUR

ACTORS, CONTEXTS, STRATEGIES AND EFFECTIVENESS OF FOREIGN POLICY DIPLOMATIC ENGAGEMENT IN PROMOTING DEVELOPMENT IN BOTSWANA

4.1 Role of Foreign Policy Diplomatic Engagement Actors Promoting Development

This section reviews the role of various actors, contexts, strategies and effectiveness of foreign policy diplomatic engagement in promoting development in Botswana. Foreign policy is directed toward states and non-state actors to realize a state's international objectives and national interests.¹⁴⁰ These various aspects must relate perfectly since foreign policy is a reflection of domestic needs and promotion of internal aspirations overseas.

This chapter believes that as part of its foreign policy diplomatic engagement Botswana has embraced the ideals of the 2030 Agenda for Sustainable Development.¹⁴¹ The main actor in the conduct of foreign policy diplomatic engagement in Botswana is the Head of State (President) who is the number one diplomat. The Ministry's of Foreign Affairs and International Cooperation is responsible for advice and execution of Botswana's foreign policy, in consultation with the President. Several individuals, institutions and organizations participate in the foreign policy formulation and decision-making.¹⁴²

4.1.1 The Executive

Actors in foreign policy diplomatic engagement are institutions, individuals or groups that influence behaviour in the states' relations. There are different actors in Botswana's foreign policy namely domestic and external actors.¹⁴³ These actors influence Botswana's diplomatic behavior. What is worth noting, however is that the degree of influence of each of these actors varies depending on which institution wields much power than the other and on the

¹⁴⁰ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 6.

¹⁴¹ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), p. 34.

¹⁴² Oduogo, Cyprine. *Kenya's Foreign Policy/Relations*. Lecture Notes, (2012), p. 9.

¹⁴³ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009), p. 67.

personalities that head them from time to time.¹⁴⁴In Botswana, and elsewhere, the executive arm of the government is the chief actor in foreign policy making process and implementation. This arm of the government has the highest say when it comes to matters of foreign policy diplomatic engagement and what becomes a foreign policy aspiration.¹⁴⁵

The institutional actors in Botswana's foreign policy diplomatic engagement include the presidency, parliament, ministry of foreign affairs, judiciary and other ministries like the Ministry of finance, defence, trade and commerce that are also presumed to be empowered to speak and act on issues of foreign relations that concern specific tasks of their ministries.¹⁴⁶The head of state appoints ambassadors, high commissioner, diplomats, envoys and emissaries who represent him/her in other states and all these representatives report directly to the head of state making him/her a central figure in the foreign policy formulation, conduct and implementation.

4.1.2 Parliament

In the foreign policy making process, the government of the day has the exclusive authority to manage the foreign policy diplomatic engagement of the state, subject to legislative approval. What this means is that, the conduct of foreign policy diplomatic engagement in Botswana is exclusively the collaboration of the Executive, Judiciary and Parliament.

Parliament plays a major role in setting foreign policy aspirations, some of the key functions of parliament, with regard to foreign policy; involve proposing, deliberating and deciding about public policy. Foreign policy is an externalized domestic policy.¹⁴⁷ These policies are interlinked and, the only thing that differentiates them is the territory. Parliament

¹⁴⁴ Mushelenga, Samuel. *Foreign policy-making in Namibia: The dynamics of the smallness of a state*. Unpublished MA thesis, University of South Africa, Pretoria, (2008), p. 78.

¹⁴⁵ Adamolekun, Lapido; Morgan, Philip. *Pragmatic Institutional Design in Botswana*. Salient Features and an Assessment, in: *International Journal of Public Sector Management*, 12 (1999), pp. 584-603.

¹⁴⁶ Molomo, Mike. *Understanding Government and Opposition Parties in Botswana*. *Journal of Commonwealth and Comparative Politics*, (2000), pp. 65-92.

¹⁴⁷ Government of Botswana. *Second Presidential Commission on Local Government Structure in Botswana: Government Paper No. 1 of 2003*. Gaborone, Botswana: Ministry of Local Government, Government of Botswana, (2003), p. 89.

however can only seek explanations from the government about what it is doing and why, as pertains foreign policy diplomatic engagement. In addition, parliament as a representative organ of the people can only urge and recommend to the executive to meet certain obligations in its foreign policy making, but the executive is not under any compulsion to effect such recommendations.¹⁴⁸ This means that parliament formulates policies and establishes committees or structures. This includes the foreign relations committee that oversees the implementation of foreign policy diplomatic engagement.

4.1.3 Judiciary

This chapter notes that apart from the members of the executive arm of the government and the judiciary also plays a part in the foreign policy in one way or another. The foreign policy diplomatic engagement decisions such as ratification of important treaties are sanctioned by the parliament, with the help of the judiciary.¹⁴⁹ In this way, legislators can be seen as actors in the sense that they determine whether or not a given foreign policy is actionable.

Judiciary interprets inter-state agreements as well as legislations dealing with foreign relations. The ministry co-ordinates the work of ambassadors and heads of missions, it obtains also information which is used in foreign policy decision making.¹⁵⁰ It is the foreign ministry that controls diplomatic mission in foreign countries and this makes it an important actor in Botswana's foreign policy.

4.1.4 International Organizations

Botswana working with various institutions has now shifted its foreign policy orientation and the new strategy rests on four interlinked pillars of economic diplomacy, peace diplomacy,

¹⁴⁸ Molomo, Mike. *Understanding Government and Opposition Parties in Botswana*. Journal of Commonwealth and Comparative Politics, (2000), pp. 65-92.

¹⁴⁹ Ibid, (2000), p. 97.

¹⁵⁰ Acemoglu, Daron. *An African Success Story: Botswana*, in: Rodrik, Dani (ed.), *In Search of Prosperity. Analytic Narratives on Economic Growth*. Princeton, NJ/Oxford: Princeton University Press, (2003), pp. 80-119.

environmental diplomacy and Diaspora diplomacy.¹⁵¹ An institution such as the United Nations Organisation is an example of an international organisation of a universal character, while inter-state organizations are such organisations like the African Union (AU), Organisation of American States (OAS) and Association of the South East Asian Nations.¹⁵²

4.1.5 The Academia

The relationship between academia and policy has been debated quite consistently in the International Relations (IR) and foreign policy literature. Unsurprisingly, there are different approaches to the question.¹⁵³ Various authors have lamented the lack of interaction and collaboration between academia and policy, while others see academia's intrinsic value beyond foreign policy diplomatic engagement.

According to Molomo, bridging the gap between academia and policy has been the effort of many projects and institutions in Botswana.¹⁵⁴ This entails engaging more deeply with the research community in and outside academia, thinking more politically about one's research, and being more strategic with regard to foreign policy diplomatic opportunities.

4.1.6 The Media

Media influence on policy, foreign or domestic, has been the subject of some research in Africa, but is not generally taken seriously in the relevant disciplines. Media coverage can be defined as the way in which a particular piece of information is presented by media either as news, or as infotainment.¹⁵⁵ Positive coverage can help create a better image and positive public opinion.¹⁵⁶ Different types of media coverage can be defined based on two important

¹⁵¹ Molomo, Mike. *Understanding Government and Opposition Parties in Botswana*. Journal of Commonwealth and Comparative Politics, (2000), p. 103.

¹⁵² Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009).

¹⁵³ Acemoglu, Daron. *An African Success Story: Botswana*, in: Rodrik, Dani (ed.), *In Search of Prosperity. Analytic Narratives on Economic Growth*. Princeton, NJ/Oxford: Princeton University Press, (2003), pp. 80-119.

¹⁵⁴ Molomo, Mike. *Understanding Government and Opposition Parties in Botswana*. Journal of Commonwealth and Comparative Politics, (2000), p. 103.

¹⁵⁵ O'Heffernan, Patrick, *Mass Media and American Foreign Policy*. New Jersey, Ablex, (1991). p. 64.

¹⁵⁶ Calhamer, Allan. *Diplomacy: Chapter of the Games & Puzzles Book of Modern Board Games*. Games & Puzzles Publications, London, UK (1975) pp. 26-40.

elements, the type of mass media used, and the style of coverage. Foreign policy diplomatic engagement in Botswana is driven by national interest, but perceptions of the State, both at home and abroad, does play an important part in the capacity of that country to pursue its permanent interests.¹⁵⁷

4.1.7 The Civil Society

In the African context foreign policy diplomatic engagement is no longer the preserve of departments of foreign affairs and national defense, of security advisers and heads of government; it also brings in ministries dealing with industry, commerce, immigration, fisheries, and agriculture, to name only some of the more obvious suspects.

This chapter views foreign policy as involving decisions that a state has to make to respond to an unforeseen international event which affect it directly or indirectly. Therefore, foreign policy diplomatic engagement means interactions with other international actors, which are made up of routine decisions concerning day-to-day aspects of its relations with the outside world, and also its more extensive negotiations with other actors, and which, together, constitute a state's diplomacy. Given the need to coordinate such a disparate set of activities, it is no wonder that civil society plays a role.

In Botswana, foreign policy diplomatic engagement has become much more fragmented and offers much greater opportunities for the various forces of civil society to intervene and to attempt to exercise their influence.¹⁵⁸ The potential for influence, on the part of the forces of civil society to the foreign policy process is contingent on three factors; that is, the nature and source of the demands being made on the decision makers, the degree of commitment of decision makers to particular policies, and the dynamics of the foreign policy-making process itself.

¹⁵⁷ Chabal, Patrick. *Power in Africa Reconsidered*, in: Engel, Ulf; Olsen, Gorm Rye (eds.), *The African Exception*. London: Ashgate, (2005), pp. 17-34.

¹⁵⁸ Acemoglu, Daron. *An African Success Story: Botswana*, in: Rodrik, Dani (ed.), *In Search of Prosperity. Analytic Narratives on Economic Growth*. Princeton, NJ/Oxford: Princeton University Press, (2003), pp. 80-119.

4.1.8 The Diaspora

The Batswana in the Diaspora are also emerging as formidable actors in Botswana's foreign policy and in recognition of this; the Botswana government intends to tap into its potential to facilitate the country's political, economic and cultural regeneration and development.¹⁵⁹ The Diasporas form an important base from which important aspects of the foreign policy diplomatic engagement of states can be centered.

This section notes that as much as Diasporas make an effort to shape the foreign policy diplomatic engagement, government legislators and administrators also seek to enlist Diasporas in furthering Botswana interests. In taking such an interactive perspective, the essays in this volume respond to the need for clearer understandings of how Diaspora lobbies and the government bureaucrats engage with one another and how the avenues of influence go both ways and vary over time.

4.1.9 Other Partners

The United Nations Development Programme (UNDP), Botswana's contribution to the on-going, development planning processes in Botswana. Specifically it aims to stimulate analyses and discussions on the linkages between national and global development perspectives. A key question is which of the global Sustainable Development Goals (SDGs) could Botswana adopt, and how do they fit within its own national development architecture.¹⁶⁰ The content of these development frameworks also show which of the global goals are a priority for Botswana - obviously it is not possible for the country to adopt all goals and targets, and some are less relevant than others. The wielding of soft power assets has often yielded benefits such as international recognition, reputation, and the acceptance of Botswana as a legitimate regional power.

¹⁵⁹ Colclough, Christopher; McCarthy, Stephen. *The Political Economy of Botswana. A Study of Growth and Distribution*. Oxford: Oxford University Press, (1980), p. 8.

¹⁶⁰ Johnston, Yvonne. *The relevance, scope and evolution of nation branding: Country Case Insight - South Africa*, (2008), p. 19.

4.2 Policy Diplomatic Engagement Strategies in Promoting Development

This chapter further notes that through the implementation of her national development frameworks Botswana made big strides in terms of economic growth and at one point was the fastest growing economy in the world, averaging 5 percent per annum over the past decade according to World Bank (2015/2016).¹⁶¹

4.2.1 Sustainable Development Goals

It is important to note that given this development, Botswana embarked on a programme to address these inequalities and especially poverty reduction. Within this context the SDGs are very relevant to Botswana and her foreign policy diplomatic engagement efforts to development. It is vital to note that the articulation of all the development plans of Botswana are a reflection of her emerging internal or external development interests, which are fuelled forward by foreign policy diplomatic engagement.

4.2.2 Vision 2036

This section notes that through the leadership of the national statistics office, Statistics Botswana, the country has mapped all SDGs indicators relevant and measurable in Botswana, and aligned them to the country's Vision 2036, NDP11 and the African Union Agenda 2063.¹⁶² For Botswana to successfully actualize its development dreams it has to attain all the pillars contained in Vision 2036 through foreign policy diplomatic engagement. These pillars include; sustainable economic development, human and social development, sustainable environment, governance peace and security respectively.

¹⁶¹ Colclough, Christopher; McCarthy, Stephen. *The Political Economy of Botswana*. A Study of Growth and Distribution. Oxford: Oxford University Press, (1980), p. 8.

¹⁶² Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), pp. 10.

4.3 Role of Foreign Policy Diplomatic Engagement Policies Promoting Development

This chapter notes that over the past few decades, Botswana has been considered among the best performing economies in the world and hailed as a beacon of success in economic management compared with most African states. The Strategy for Economic Diversification and Sustainable Growth contains specific policies and support measures that are required to create an overall enabling framework for both diversification and growth. This includes the creation of specific, appropriate structures and mechanisms to support this process, mainly using existing institutions, reformed or rationalized as necessary.¹⁶³ The Action Plan underpinning the Strategy serves as the vehicle and guiding specific efforts required, and it outlines the measures required to give effect to the broad recommendations contained in the Strategy.

Driven by foreign policy engagement with trading partners, Botswana's diamonds have been able to contribute more than fifty percent of Botswana's Gross Domestic Product (GDP), hence economic growth and development focus has been on the mining sector. This section provides an overview of policies, strategies and institutions the government has established over the years to promote economic diversification.¹⁶⁴

Botswana has substantial financial, human and infrastructural resources, which should be enhanced in order to achieve the objectives of the Strategy. It is recognized that the key elements of the Strategy are interdependent, and its components cannot be separated from one another without undermining its effectiveness.¹⁶⁵ Botswana has made very significant progress in the 50 years since independence in 1966, in terms of: the maturity of its democracy; good governance; strong institutional base; good physical and social

¹⁶³ Siphambe, H.K., N. Narayana, O. Akinkugbe, and J. Sentsho. *Economic Development of Botswana* (Gaborone: Bay Publishing, 2005), p. 19.

¹⁶⁴ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin: First Quarter*, (2015), p. 37.

¹⁶⁵ Acemoglu, Daron. *An African Success Story: Botswana*, in: Rodrik, Dani (ed.), *In Search of Prosperity. Analytic Narratives on Economic Growth*. Princeton, NJ/Oxford: Princeton University Press, (2003), pp. 80-119.

infrastructure; consistently sound macro-economic management; and achieving one of the highest economic growth rates in the world over a long period.¹⁶⁶ The advances achieved in all these areas are the outcome of the very judicious and consistent utilisation of diamond resources for development. A strong and principled government has made it possible for Botswana to use best international practices and standards as its benchmarks utilizing foreign policy diplomatic engagement.¹⁶⁷

The economic and development models used in the past have served Botswana well, even though limitations have become increasingly evident. This is an unavoidable consequence of very significant changes in both the internal and external environments in the recent period. This dictates that Botswana will have to reposition herself for continued success. If Botswana wishes to move to the next higher level of development in line with Vision 2016 and Vision 2036, and if Government's aspirations for diversifying the economy and making it more sophisticated and private enterprise driven are to succeed, then dynamic structural and regulatory adjustments are imperative.¹⁶⁸ This to a large extent will be realized using foreign policy diplomatic engagement.

Botswana's narrow economic base continues to be dominated by mining and Government. The private sector remains highly dependent on general public expenditure through government contracts as well as consumption expenditure by civil servants. The prevailing mindset relates most explicitly to the manner in which the nation sees itself relative to non-Batswana stakeholders in different spheres of life. It also relates to the broad area of economic activities in Botswana, as well as their positioning relative to the region and

¹⁶⁶ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. Commonwealth and Comparative Politics 46, (2008), pp. 540-54.

¹⁶⁷ Kapunda, S.M., and O. Akinkugbe. *Industrial Development in Botswana*, in *Economic Development of Botswana*, eds. H.K. Siphambe, N. Narayana, O. Akinkugbe, and J. Sentsho, Gaborone, Botswana: Bay Publishing, (2015), p. 89.

¹⁶⁸ Ministry of Finance and Development Planning. *Quarterly Economic Bulletin*: First Quarter, (2015), p. 37.

the world at large.¹⁶⁹ Mindset change, including an emphasis within citizen empowerment policies on capacity building, and taking decisive actions to achieve economic openness have thus become essential.¹⁷⁰ These are closely related concepts and require policies designed to ensure success in Botswana's efforts to achieve the next higher stage of development.

Future policies must aim at fostering more effectively the emergence of competitive, sustainable local enterprise, and the broadly based development of skills required by an open and competitive economy. Equally, these policies must sufficiently empower citizens as entrepreneurs and as producers of goods and services aiming to pursue excellence through a new culture of hard work and discipline.¹⁷¹ They will also have to deal effectively with structural unemployment. This is a prerequisite for achieving government's key policy objectives of broad based sustainable development and consistent rapid economic growth.

The fact that some well intended past policies may have fallen short of achieving both their social and economic objectives makes it imperative to address the prevailing structural deficiencies vigorously, in a determined and focussed manner. This must be done with a high degree of urgency, realism and creativity.¹⁷²

This section notes that the Botswana Government recognizes that for the Strategy to be successful, the globalization process has to be fully embraced by all. Major initiatives are required to educate and inform the population on how these trends will increasingly impact on every aspect of Botswana's economic life. Botswana collectively and individually will have to develop the capacity to compete on equal terms and succeed in this rapidly changing

¹⁶⁹ Legwaila, E.W.M.J. Botswana - coherence with a strong central government, in *Public Management in a Borderless Economy*, Proceedings of an International Seminar, eds. R. Dobell and P. Steenkamp, Harare, Ethiopia: World Bank, (2016), pp. 89-102.

¹⁷⁰ Kapunda, S.M., and O. Akinkugbe. Industrial Development in Botswana, in *Economic Development of Botswana*, eds. H.K. Siphambe, N. Narayana, O. Akinkugbe, and J. Sentsho, Gaborone, Botswana: Bay Publishing, (2015), p. 89.

¹⁷¹ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. *Commonwealth and Comparative Politics* 46, (2008), pp. 540-54.

¹⁷² Kapunda, S.M., and O. Akinkugbe. Industrial Development in Botswana, in *Economic Development of Botswana*, eds. H.K. Siphambe, N. Narayana, O. Akinkugbe, and J. Sentsho, Gaborone, Botswana: Bay Publishing, (2015), p. 89.

environment.¹⁷³ This research reveals that through the Incomes Policy of 2005, Government has committed to making periodic reviews to Public Service salaries and Private Sector minimum wage rates based on, among other things, their relationship with the poverty levels, rates of growth of sectoral employment output, and ability to remunerate the employees, in the small, medium and micro enterprises.¹⁷⁴

In future it is important to note that the limits of soft power at the moment are quite difficult to clearly define. Potentially it touches on the international interactions of individual citizens, organizations, regions, councils, and cities. As a result, there are significant shifts in how Botswana carries out its foreign policy diplomatic engagement, which has an impact on the culture, political and economic interest of the Country.

This chapter found that in addition to the horizontal policy issues, it is important for the government to address other challenges faced by the private sector in Botswana. These include the high cost of utilities, cost of borrowing, land access, work permits for foreign professionals, and most importantly poor work ethic and skills development.

4.4 Foreign Policy Diplomatic Engagement Framework Promoting Development

This chapter reveals that the diversification and growth efforts of a number of akin countries are highly relevant to Botswana; some illustrations include for instance Malaysia, Dubai, Costa Rica, Singapore and Mauritius.¹⁷⁵ Established by an Act of Parliament in 1997, the Botswana Export Development and Investment Authority (BEDIA), aims at promoting investment opportunities in Botswana as well as finding an export market for locally

¹⁷³ Bank of Botswana. 2016. Annual Report.

¹⁷⁴ Legwaila, E.W.M.J. Botswana - coherence with a strong central government, in *Public Management in a Borderless Economy*, Proceedings of an International Seminar, eds. R. Dobell and P. Steenkamp, Harare, Ethiopia: World Bank, (2016), pp. 89-102.

¹⁷⁵ Acemoglu, Daron. *An African Success Story: Botswana*, in: *Rodrik, Dani (ed.), In Search of Prosperity. Analytic Narratives on Economic Growth*. Princeton, NJ/Oxford: Princeton University Press, (2003), pp. 80-119.

manufactured goods in order to reach the goals of diversification away from diamonds and beef.¹⁷⁶

Trade policy is also an area where good governance and good policies reinforce one another. A government rich with mineral revenues is an inviting target for rent seekers and worse; restricting the avenues for rent seeking and corruption thus helps preserve the efficiency and integrity of the government.¹⁷⁷ Even if the theoretical merits of import substitution or the existence of state-owned enterprises seem persuasive, in practice both often result in inefficiency and drain fiscal resources.

Good fiscal policies by themselves may not be sufficient for success. Many mineral-based economies with high rates of investment have not enjoyed the positive results that Botswana has. The quality of investment is evidently as important as the quantity. Moreover, in the hands of the corrupt, government savings funds can easily turn into slush funds for the favoured elites.¹⁷⁸ There may be a lesson in this from Botswana: good governance will aid the effectiveness of good policy, and good policy encourages better government. Policy formulators should therefore not ignore the political economy consequences of economic policy. Dependence on mineral exports is the key weakness of the current economic outlook and diversification of the traded goods sector is the most important policy objective.¹⁷⁹

Botswana experienced a credit boom in 1998, reflecting the strong demand conditions in the economy, when Broad Money (M2) expanded by over 30 percent in the year. Since then, the monetary policy objective of the Bank of Botswana (BOB) has been to dampen inflationary pressures in the economy by stricter control of the growth of monetary

¹⁷⁶ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. Commonwealth and Comparative Politics 46, (2008), pp. 540-54.

¹⁷⁷ Fawcus, Peter and Tilbury, Alan. *Botswana: The Road to Independence*. Gaborone: Pula Press/Botswana Society, (2000), p. 17.

¹⁷⁸ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. Commonwealth and Comparative Politics 46, (2008), pp. 540-54.

¹⁷⁹ Botswana Central Statistical Office. *External Monthly Trade Digest* January. Gaborone, (2009).

aggregates.¹⁸⁰ The growth of money supply subsequently slowed in response to the BOB open-market operations involving sales of BOB Certificates (BOBCs), repurchase agreement transactions and commercial banks' utilisation of the secured lending facility. At the end of 2001, the value of outstanding BOBCs had increased by 39 per cent, as compared to the start of the year. The effectiveness of open-market operations was improved further by a move from monthly to weekly auctions and shortening in maturities (91 days).¹⁸¹

Government also accepts that a fundamental change in the prevailing and deeply entrenched mindset in Botswana is central to any successful economic diversification effort. To be successful and competitive, Botswana have to change the way they see themselves relative to non-Botswana stakeholders in many spheres of life. This applies particularly in the broad area of economic activities, and the way the country pursues its economic relations with the region, and the world at large.¹⁸² This study notes that sustainable success requires a re-orientation of current education policies, in order to ensure that Botswana's educational system will in future deliver the required skills.

4.5 Chapter Summary

This chapter was able to meet its objective by illustrating that actors in Botswana's foreign policy diplomatic engagement perceive the significance of healthy relations, regional cooperation and improved multilateral engagement as the principle segment in achieving national development. The country is fully committed to promoting dialogue and building bridges as part of its foreign policy diplomatic engagement as a consequence of her

¹⁸⁰ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. Commonwealth and Comparative Politics 46, (2008), pp. 540-54.

¹⁸¹ Legwaila, E.W.M.J. Botswana - coherence with a strong central government, in *Public Management in a Borderless Economy*, Proceedings of an International Seminar, eds. R. Dobell and P. Steenkamp, Harare, Ethiopia: World Bank, (2016), pp. 89-102.

¹⁸² Ibid, (2016), pp. 89-102.

neutrality, independence and humanitarian tradition. It is able to play a part in bringing peace and security to the world.

The assumptions under the hypothesis that actors and strategies of foreign policy diplomatic engagement have not been effective in improving development in Botswana were confirmed. The chapter found that in as much as institutions individuals and groups influence the foreign policy behavior, one actor in this case the executive appeared to dominate the process. Therefore Botswana's foreign policy can be deemed to be influence by the leadership style and cognition of the President as the leading actor and thus disproves the hypothesis. This conclusion is demonstrated by the fact that Botswana's foreign policy is a reflection of domestic needs and promotion of internal aspirations overseas. National values, geo-political position including its landlockedness, underdevelopment, dependence and smallness have been the common factors influencing and constraining Botswana's four President's foreign policy behavior towards neighbouring states and the world at large. This research identifies leader's traits as critical factors in foreign policy development. However, leadership traits alone are insufficient, rather a combination with the international contexts fully explain Botswana's foreign policy choices and instruments. These factors have meant that Botswana's foreign policy has relied on soft power as a means to exert its influence and protect its national interests.

The anchoring principle of Botswana's foreign policy diplomatic engagement has been made possible by the use of soft power. The Soft power theory explain would explain this finding by the fact that even while pushing for more assertive foreign policy positions, the main actors in foreign policy diplomatic engagement in Botswana emphasize on persuasive and attractive power of moral authority from benevolent governance as a key tool to maximize Botswana's power today.

CHAPTER FIVE

DATA PRESENTATIONS AND ANALYSIS

5.1 Introduction

This chapter analyses the findings, interpretational and presentations of data in line with the objectives of the research. This study aimed to establish the role of foreign policy diplomatic engagement in promoting development in Africa using a case of Botswana. The specific research questions that the research set out to answer included; What is the role and challenges of foreign policy diplomatic engagement in promoting development in Africa? What is the role and challenges of foreign policy diplomatic engagement in promoting development in Botswana? What are the various roles of key actors, contexts and strategies that can be used for effective foreign policy diplomatic engagement in promoting development in Botswana?

The field data analysis involves the ordering and restructuring of data to produce knowledge.¹⁸³ Both the quantitative and qualitative method was used and the data was collected using an interview guide and finally presented in the form of tables, bar graphs, pie charts and narrative. The presentation of the data was in accordance, plus addressed the general and specific objectives of the study. The field data obtained from the respondents was cleaned, coded, entered into a computer and analyzed using document and content analysis techniques analyzed through Eviews¹⁸⁴ software version 10 (Eviews ten offers academic researchers, corporations, government agencies, and students access to powerful statistical, forecasting, and modeling tools through an innovative, easy-to-use interface).

¹⁸³ Howard, L. and Sharp, O. (1994), p. 7.

¹⁸⁴ EViews is a statistical package for Windows, used mainly for time-series oriented econometric analysis. It is developed by Quantitative Micro Software, now a part of IHS. EViews blends the best of modern software technology with cutting edge features. The result is a state-of-the art program that offers unprecedented power within a flexible, object-oriented interface. Explore the world of EViews and discover why it's the worldwide leader in Windows-based econometric software and the choice of those who demand the very best.

This study quantified and analyzed the presence, meanings and relationships of words and concepts within the data collected, then made inferences about the messages within the texts, the writers, the audience, and even the culture and time of which these were a part. The final feedback (outcome) obtained from the interview guide was used to gather the data needed for this research.

5.1.1 Return rate

The target populations included experts from fields such as, government, agencies, foreign affairs agencies, civil societies, private sector and other foreign policy plus development experts in Africa particularly in Botswana. This section found that a total of twenty five respondents successfully completed the interview guide, out of fifty initially administered for the study and thus this represented 50 percent return rate which this research considered adequate for the analysis, as the sample size remained as close to the original size as possible. The viable respondents captured were coded in alphabetical order from (a, b, c, d, e, f, g, h, i, j, k, l, m, n, o, p, q, r, s, t, u, v, w, x, and y) hence each respondent and their subsequent contributions were represented by an alphabet.

This therefore shows that the response rate was (50%) which was considered adequate for further data analysis. This response rate was possible as a result of actively pursuing the participants, proper orientation of the participants to the study, due to the availability plus accessibility of many respondents at the time of this study, the ability of the researcher to effectively apply proper research technique in the study and finally because of proper guidance from the supervisor.

5.1.2 Designation distribution

This study found that the respondents were from multiple sectors, including, 8 percent of the respondents were diplomats, 16 percent were government, 32 percent were civil society, 28 percent were academia, 8 percent were private sector and 8 percent were media fraternity as shown in Table 1. This shows a fair representation of experts from various sectors touching on the field of foreign policy diplomatic engagement. It also meant that there were higher chances of receiving well informed and quality data from the respondents, thus improving the validity of this research finding.

Table 1: Designation distribution

Designation	Frequency	Percentage (%)
Academia	7	28
Civil Society	8	32
Diplomats	2	8
Government	4	16
Media fraternity	2	8
Private sector	2	8
Total	25	100

Source: Field data (2018)

5.1.3 Respondents by age

The respondents were asked to indicate their age distribution.

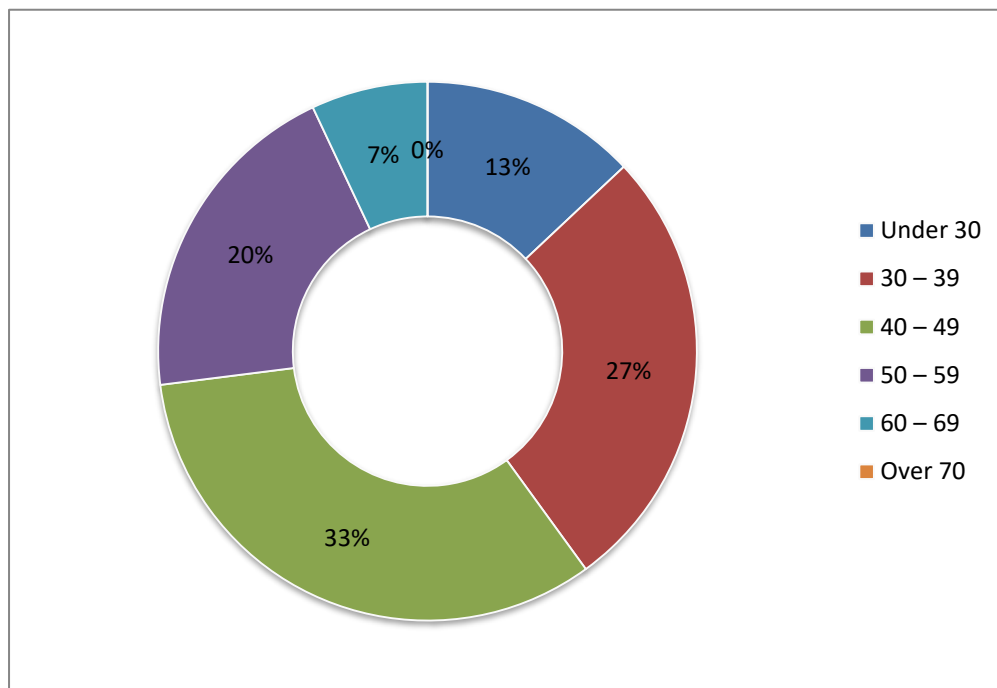


Figure 4: Respondents by age

Source: Field data (2018)

The outcome showed in Figure 4 indicates that the age distribution found was higher among the respondents in age group 40 - 39 years at (33%), an indicating that most were enlightened, and mature, reliable informants who had a good grasp of the subject matter of foreign policy diplomatic engagement.

5.1.4 Respondents by gender

The respondents were asked to indicate their gender distribution.

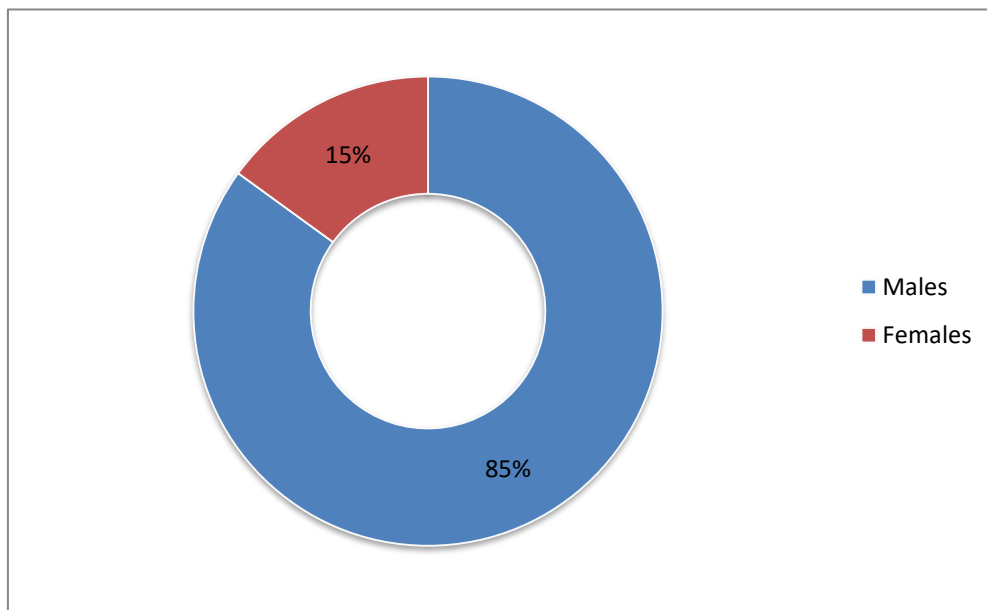


Figure 5: Respondents by gender

Source: Field data (2018)

The outcome showed in Figure 5 indicates that the gender distribution found was highest in males (85%) than females (15%), indicating that males more accessible at the time of study.

5.1.5 Respondents by education

The education level of the targeted respondents was determined and the response shown in Figure 6.

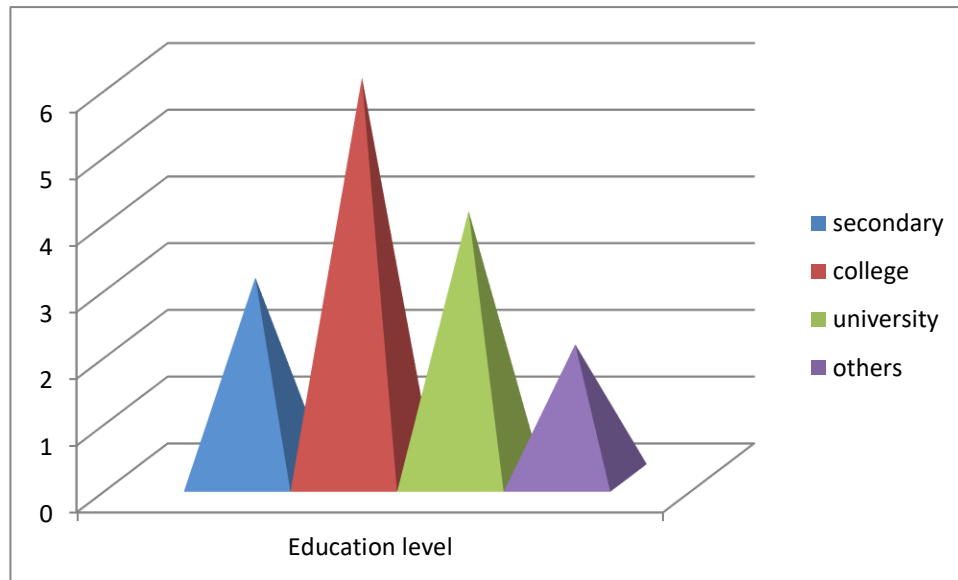


Figure 6: Participant education level

Source: Field data (2018)

This study demonstrated education level of respondents Figure 6 shows that majority of the participants education was college (16), university (4), secondary (3) and others (2) respectively, indicating that they were all fairly exposed to some degree to the topic of study.

5.1.6 Participant awareness of Foreign Policy

The respondents were prodded to indicate their understanding of the foreign policy concept.

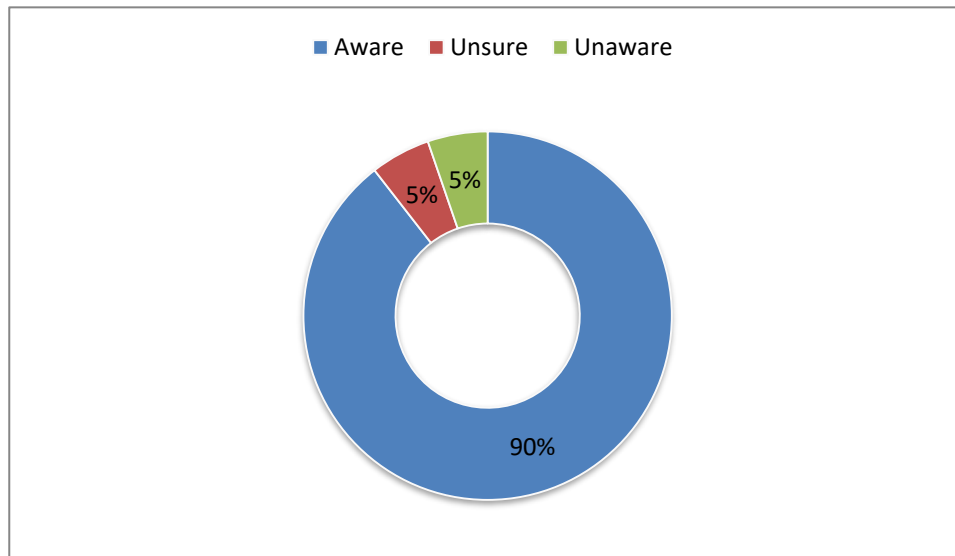


Figure 7: Respondents by concept

Source: Field data (2018)

The respondents were gauged on the concept of foreign policy and the results revealed those who were aware comprised (90%), unsure (5%) and unaware (5%) as shown in Figure 7.

This section infers that Foreign policy is the substance of foreign relations and it consists of basic principles, objectives that a state aspires to achieve and the strategies to be employed to attain desired goals. The main principles, objectives and strategies together, summarize the key national interests that a state seeks to advance in International Relations. These findings are supported by Nzomo who reveals that Foreign policy consists of policy guidelines that form the basis of advancing a state's national interests abroad.¹⁸⁵

¹⁸⁵ Nzomo, Maria. *Foreign Policy and Diplomatic Engagement of Africa in International Relations*. The Institute of Diplomacy and International Studies, University of Nairobi, Kenya, Class notes, (2018), pp. 3-7.

5.1.7 Participant awareness of Foreign Policy Diplomatic Engagement

The concepts in this research for the responded was foreign policy diplomatic engagement.

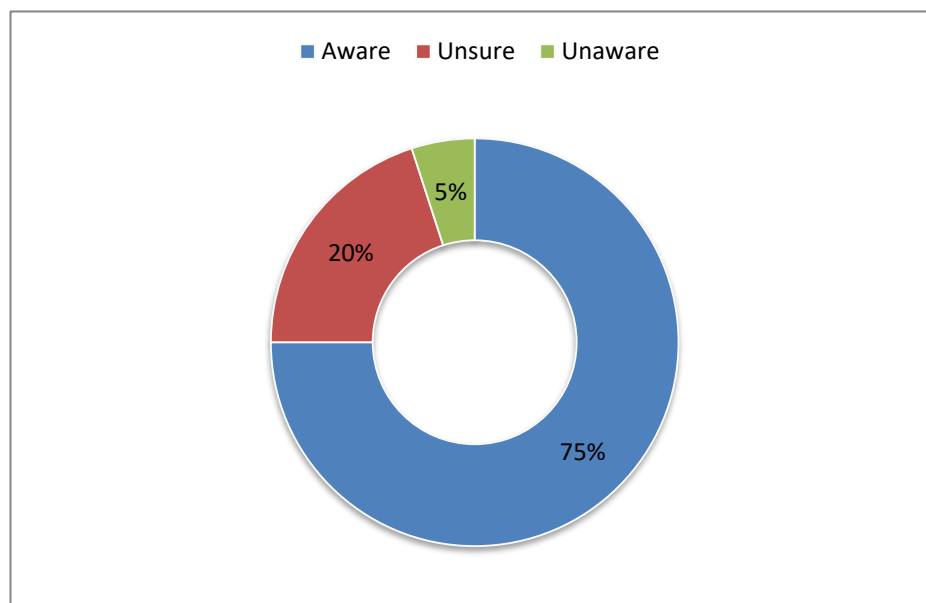


Figure 8: Respondents by foreign policy diplomatic engagement concept

Source: Field data (2018)

The respondents were probed on the concept of foreign policy diplomatic engagement and the results showed those aware comprised (75%), unsure (20%) and unaware (5%) as illustrated in Figure 8.

This is a clear indication that that the concept of foreign policy diplomatic engagement is still not universally assimilated and it usually depends on background of the informant and the topic. These findings agree with Carrie who stated that foreign policy diplomatic engagement has no true definition; it is considered to be a process in which the states develop relationship(s) of increasing interdependence characterized by a high level of interaction across multiple domains.¹⁸⁶

¹⁸⁶ Carrie, Walters. *Diplomacy Is the New Comeback Kid*, the CPD Blog, (2007), p. 43.

5.2 Foreign policy diplomatic engagement in promoting development in Africa

In the order to determine the role and challenges of foreign policy diplomatic engagement in promoting development in Africa, this study sought respondent's views on the place of foreign policy diplomatic engagement discourse in Africa.

5.2.1 Foreign policy diplomatic engagement plays a role on how States relate in Africa

Table 2: Response on foreign policy diplomatic engagement in Africa

Response	Frequency	Percentage (%)
Strongly agree	13	52
Agree	9	36
Undecided	2	8
Disagree	1	4
Total	25	100

Source: Field data (2018)

The respondents were queried on the role of foreign policy diplomatic engagement in promoting development in Africa and the results revealed that (52%) strongly agree, (36%) agree, (8%) undecided and (4%) strongly disagree as demonstrated in Table 2.

This research therefore infers that diplomatic engagement seeks to co-operate with the target country in a variety of measures and therefore the relationship between development policy and foreign policy engagement is at the heart of current debates about future of Africa. This finding aligned with Nzomo who propounded that an effective conduct of foreign policy protects and advances States overall national interests and contributes to the preservation and enhancement of its own power and status, without necessarily being unduly detrimental to the national interests, power and status of others.¹⁸⁷

¹⁸⁷ Nzomo, Maria. *Foreign Policy and Diplomatic Engagement of Africa in International Relations*. The

5.2.2 National approaches to foreign policy diplomatic engagement are employed

The respondents were therefore asked of various national approaches to foreign policy diplomatic engagement in Africa, (73%) strongly agree, (20%) agree, and (7%) undecided.

In summary, the highest number of respondents, (73%) hinted that there are various approaches to foreign policy and one approach which stood out the most was economic cooperation. Therefore economic engagement focuses exclusively on economic instruments of foreign policy with the main national interest being security. Economic engagement is a policy of the conscious development of economic relations with the adversary in order to change state's behaviour and to improve bilateral relations. Economic engagement is effective, given that soft power potentially embraces so many aspects of Botswana's business, culture and education which are attractive to many people around the World.

This research notes that proponents of economic engagement believe that the economy may be one factor which leads to closer cooperation between hostile countries closer economic ties will develop the target state's dependence on economic engagement implementing state for which such relations will also be cost-effective. Botswana's rapidly growing economy made it increasingly attractive for Chinese investment and trade and in 2000 bilateral agreements on investment and preferential loans were signed, as well as on the implementation of agricultural and cultural cooperation.¹⁸⁸

Institute of Diplomacy and International Studies, University of Nairobi, Kenya, Class notes, (2018), pp. 3-7.

¹⁸⁸ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. Commonwealth and Comparative Politics 46, (2008), pp. 540-54.

5.2.3 States face challenges of foreign policy diplomatic engagement

This section examined the challenges of foreign policy diplomatic engagement.

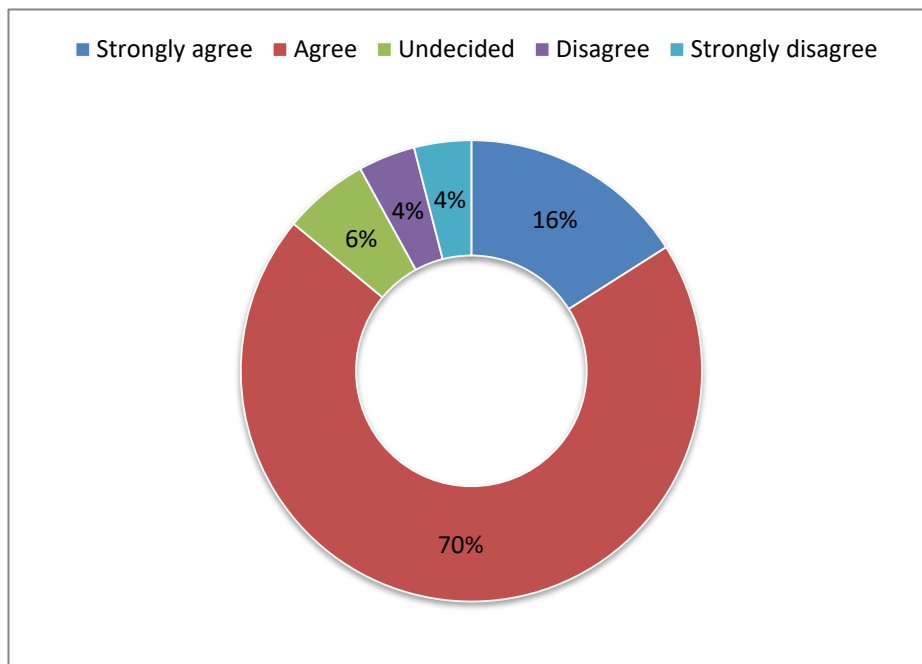


Figure 9: Respondents assessment of the challenges of foreign policy diplomatic engagement

Source: Field data (2018)

This research found that most of the respondents see challenges of foreign policy diplomatic engagement context as illustrated in Figure 7. According to majority of the respondents (70%), of all the challenges, without a doubt, a leading cause of foreign policy diplomatic engagement shortcoming is the absence of effective engagement instruments. In addition, little has been articulated in detail on how the foreign policy diplomatic engagement directly advances development goals. This findings are align with another study, which according to Barston, due to the challenges of clear mechanism, foreign policy diplomatic engagement still remains a source of confusion in developing countries. This could be as a result of diplomatic engagement having lots of uncertainty and still not recognized in promoting development.¹⁸⁹

¹⁸⁹ Barston, Ronald Peter, *Modern Diplomacy*. (Publisher, Pearson Longman, 2006), p. 25.

5.2.4 Foreign policy diplomatic engagement is a tool for enhancing development

This chapter dug deep to ascertain the role of on foreign policy diplomatic engagement as a tool for enhancing development.

Table 3: Response on foreign policy diplomatic engagement and development

Response	Frequency	Percentage (%)
Strongly agree	16	73
Agree	8	20
Undecided	1	7
Disagree	0	0
Strongly disagree	0	0
Total	15	100

Source: Field data (2018)

The respondents were therefore asked if national cohesion and integration enhances national security in Kenya, (73%) strongly agree, (20%) agree, and (7%) undecided shown by Table 3.

In summary, the highest number of respondents, (73%).

This section deduces that the promotion of national cohesion and national security is an ongoing process but there are conditions not conducive to the spread of cohesion, and insecurity is the lack of economic opportunities and the absence of inclusivity. These findings resonate with a similar by Ministry of Justice that conclude limitations to national cohesion on national security in Kenya are many such as corruption, especially in the security sector.¹⁹⁰

¹⁹⁰ Republic of Kenya. *The National Cohesion and Integration Training Manual*. Ministry of Justice, National Cohesion and Constitutional Affairs, November, (2011), p. 13.

5.2.5 Foreign policy diplomatic engagement has a bright future in Africa

This research was interested in understanding the future of foreign policy diplomatic engagement in Africa.

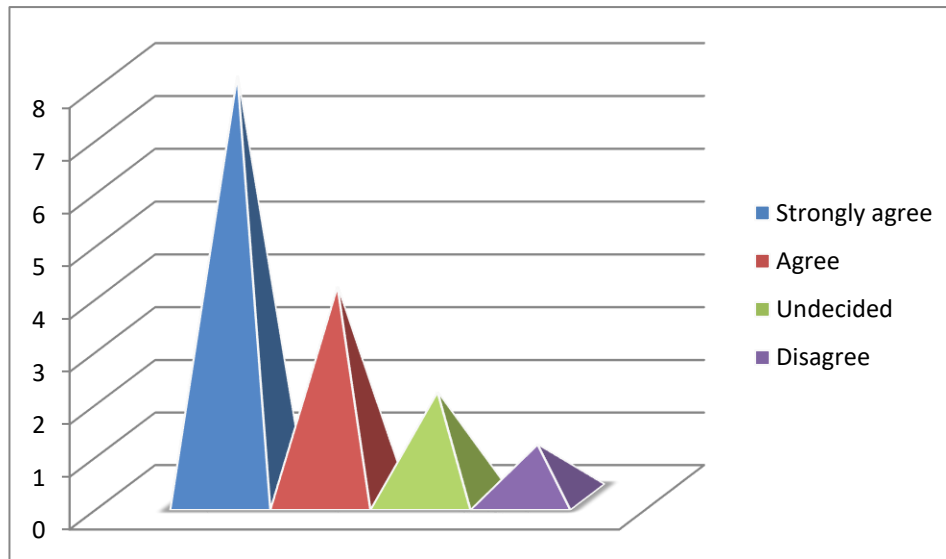


Figure 10: Respondents assessment of the future of foreign policy diplomatic engagement

Source: Field data (2018)

The respondents were queried on the future of foreign policy diplomatic engagement in promoting development in Africa and the results revealed that (53%) strongly agree, (26%) agree, (13%) undecided and (8%) strongly disagree as demonstrated in Figure 8.

This study therefore infers that when it comes to the future of foreign policy diplomatic engagement in promoting development in Africa, the study found that ongoing or future negotiations provide the most scope for societal influence, probably not on core objectives, but certainly on secondary issues or on actual implementation. Foreign policy diplomatic engagement means continuous interactions with other States, issues and or international actors, which are made up of routine decisions concerning day-to-day aspects of its relations with the outside world.

5.3 Role and challenges of foreign policy diplomatic engagement development

5.3.1 Foreign policy diplomatic engagement plays a role in development of Botswana

The respondents were questioned on the role and challenges of foreign policy diplomatic engagement in promoting development in Botswana and the results revealed that (53%) strongly agree, (26%) agree, (13%) undecided and (8%) strongly disagree.

This chapter notes that majority respondents (53%) proved that Botswana's foreign policy engagements are able to foster her national interests. The need to pursue an open economic policy for rallying foreign capital, investment flows and inter-alia foreign direct investments proves that Foreign policy diplomatic engagement plays a role in promotion of development in Botswana. States development calls for substantial financial resources at a time when the global development finance landscape is changing, from a model centred on official development assistance and the coverage of remaining financing needs through external debt. In addition, Botswana has reactivated its soft balancing strategy is an effort to increase the bargaining power of developing countries; cooperation between them "equally focuses on concrete collaboration areas," such as trade, security, infrastructure, and representation.

5.3.2 Botswana's foreign policy aspirations and foreign policy diplomatic engagement

In addition, the respondents were questioned on Botswana's foreign policy aspirations leading towards foreign policy diplomatic engagement and the results revealed that (63%) strongly agree, (26%) agree, (3%) undecided and (8%) strongly disagree.

This section found that foreign policy diplomatic engagement formulation is a process of serious decision making. States take actions because people in power who are key decision takers choose these forms of actions based on States aspirations and goals. Therefore Botswana must continue to invest its soft power as well as its hard power when it considers its strategic priorities. This will enable the Country to be in a good position to build-up on the

existing soft power assets, consolidate them into instruments of influence and utilize its position to advance Botswana's interest and values around the World.

5.3.3 Botswana faces many challenges in its foreign policy diplomatic engagement

In the context of Botswana, this section found that the concept of foreign policy diplomatic engagement is still a little unspecific to many stakeholders much as most seemed to be in general agreement, there was still a loose definition and varied understanding(s) of this term, its use and application. From the study it was clear that the concept of foreign policy diplomatic engagement is and still remains poorly understood, and thus may pose a grave challenge when it comes to effective implementation.

Conteh¹⁹¹ supports the findings by stating that while Botswana's government ministers continue to make positive formal statements on the bilateral relations such as the Minister of Health on Chinese medical assistance, negative views persist among significant state actors about the extent of Chinese small businesses in the retail sector and about the performance of Chinese construction companies on major government projects.

5.3.4 Botswana's foreign policy diplomatic engagement involves a lot of activities

This section found that foreign policy diplomatic engagement being the management of relations between sovereign states and other international actors, involve various activities, such as articulation, co-ordination and securing particular or wider interests using persuasion, lobbying and at times employing soft power tactics. Sometimes a government may need to manage its international relations by applying different forms of pressure. This study also found that Botswana is in the process of integrating foreign policy diplomatic engagement more concretely in its national development agenda.

¹⁹¹ Conteh, Charles. *Rethinking Botswana's Economic Diversification Policy: Dysfunctional State-Market Partnership*. Commonwealth and Comparative Politics 46, (2008), pp. 540-54.

5.3.5 The future of foreign policy diplomatic engagement in Botswana

This section reveals that when it comes to the Botswana perspective, the study found that foreign policy diplomatic engagement as the key element in the process by which a state translates its broadly conceived goals and interests into a concrete course of action to attain its objectives and preserve interests. As a result the relationship between development policy and foreign policy engagement is at the heart of current debates about the future of Botswana.

This research found that majority of the respondents stated that through foreign policy diplomatic engagement, Botswana secured concessional loans for infrastructure projects. The most important component of the relationship in practice is aid. China has given Botswana soft loans for years. Chinese aid is unlike any other because its loans have longer grace periods, which enables the recipient country to invest its own resources in other areas and avoid debt. Botswana's role as chair of SADC from 2015 to 2016 has reinvigorated debate in the country over the need for a structured foreign policy diplomatic engagement. Currently, there is no national consensus about Botswana's national interests and how, in achieving them, the country behaves towards others, politically, socially, economically and militarily.¹⁹²

Botswana faces challenges in establishing itself as an industrializing state within the SADC region and, equally, in maintaining old political alliances. Internally, the domestic constraints are diverse and include a heavy dependence on mining and beef production, with little sign of structural diversification. These structural deficiencies have implications for the country's socio-economic development. This section propounds that Botswana's soft power resources offer an important way for it to respond to many challenges it could experience, for instance through demonstrating the aspect of good governance to its neighbours, striving to reverse youth unemployment, encouraging a fair society and seen as offering alternatives to extremist ideologies, within the African continent.

¹⁹² Legwaila, E.W.M.J. Botswana - coherence with a strong central government, in *Public Management in a Borderless Economy*, Proceedings of an International Seminar, eds. R. Dobell and P. Steenkamp, Harare, Ethiopia: World Bank, (2016), pp. 89-102.

5.4 The Role of Key Actors, Contexts and Strategies for Engagement in Botswana

5.4.1 Foreign policy diplomatic engagement involves many actors in Botswana

This chapter aimed to establish the actors of foreign policy diplomatic engagement in Botswana.

Table 4: Response on actors in foreign policy diplomatic engagement

Response	Frequency	Percentage (%)
Strongly agree	11	83
Agree	3	10
Undecided	1	7
Disagree	0	0
Strongly disagree	0	0
Total	15	100

Source: Field data (2018)

The respondents were therefore asked if there were many actors who play a role in foreign policy diplomatic engagement in Botswana and the findings were, (83%) strongly agree, (10%) agree, and (7%) undecided shown by Table 4.

According to the study three principle governmental institutions that make foreign policy can be identified as the presidency, parliament and the foreign affairs ministry. In addition, Diplomats in Botswana are seen as both consumers and producers of foreign policy diplomatic engagement as they directly represent the presidency and their work complements that of other actors in the process of engagement. In addition Diplomats in Botswana have stepped up soft power resources, as a way to offer an opportunity for the country to significantly strengthen its trading links in key emerging economies. This study found out that as relates to foreign policy, the chief driver thereof is the executive.

5.4.2 Foreign policy diplomatic engagement involves many strategies in Botswana

In launching Botswana's foreign policy aspirations, the president noted that economic diplomacy would form a critical part of the country's development push as the country searches for a robust and sustained economic growth as envisaged in Botswana domestic policy and aspirations.¹⁹³ The Government of Botswana states that the objective of any state is to give direction to its foreign policy diplomatic engagement. Such objectives are advanced forward by various including the executive, foreign affairs ministry, civil servants, civil society, the media, judiciary, legislature, private sectors, multination, and many other actors who are both directly or indirectly involved in foreign policy diplomatic engagement. For instance, the ministry of foreign affairs and ministry of finance have always lobbied for greater economic development which has played a dominant role in shaping Botswana's foreign policy diplomatic engagement.¹⁹⁴

In the process of utilizing foreign policy diplomatic engagement for development, this chapter found that in Botswana, the commercial and media angle of engagement point to how soft power has become increasingly fashionable amongst business persons and opinion shapers. Tellingly over the past few years, there has been an uptick in the number of media reports painting Botswana in positive light.

5.4.3 Foreign policy diplomatic engagement involves many policies in Botswana

The ruling elite play important role in formulation of foreign policy goals and priorities. Their perceptions of domestic and foreign milieu and challenges persisting therein have important place in determining the course of country's external relations. This chapter notes that soft power is usually dependent for its impact on its credibility and perceived distance from the official government policy.

¹⁹³ The Presidency: Official website of the President (20.01.2015) <http://www.president.go.ke/president-launches-kenya-foreign-and-diaspora-policies>

¹⁹⁴ Government of Kenya. *Kenya Foreign Policy*. (Ministry of Foreign Affairs, 2009).

5.4.4 Foreign policy diplomatic engagement trend and practices in Botswana

This research found that when it comes to foreign policy diplomatic engagement have different trend and practices in Botswana, this section noted that the goals of a country's foreign policy are increasingly influenced by domestic and external diplomatic forces, thus, the objectives of a country's foreign policy undergo frequent changes. These findings agreed with Ross, who stated that with the changing global political and economic landscape, the proliferation of media and communication technologies, the emergence of new actors in global affairs, and most of all, the complex confluence of these facets, the credibility and effectiveness of standard communication practices in diplomacy is under challenge.¹⁹⁵

5.5 Chapter Summary

This chapter notes that certain types of foreign policy decisions obviously offer more potential for influence from civil society than others. Routine, diplomatic decisions are usually dealt with by civil servants and hardly attract the attention of legislators or the media, unless they raise questions of principle and then become the object of a question in Parliament or an editorial. Extradition proceedings seem to be one of the preferred areas of routine decision-making that can easily hit the headlines. On the other hand, treaty negotiations often lend themselves to societal interventions from pressure groups and non-governmental at all stages. Cross-border interactions of all kinds are taking place between Botswana and other States creating a variety of influences on the relations amongst countries that need to be understood. This chapter noted that there are times when soft power on its own is not always enough, and nor should it be seen as sufficient on its own to replace reduced hard power. Especially in modern times the scale and nature of the security challenges require the deployment of both soft and hard power.

¹⁹⁵ Ross, Carol. *Independent Diplomat: Dispatches from an Unaccountable Elite*, London: Hurst, (2007), p. 89-99.

CHAPTER SIX

CONCLUSION AND RECOMMENDATIONS

6.1 Conclusions

This chapter sums up the acts as the final and ultimate verdict on the issues addressed in the research. It makes several key conclusions and important recommendations on the way forward. The findings of the study are discussed in the previous chapter in line with main objectives, which included; examining the role and challenges of foreign policy diplomatic engagement in promoting development in Africa. Assessing roles and challenges of foreign policy diplomatic engagement in promoting development in Botswana and finally, to examine the role of key actors, contexts, strategies and effectiveness of foreign policy diplomatic engagement in promoting development in Botswana.

In previous chapters, this study provides an introduction to the different meanings of the concept of foreign policy diplomatic engagement, to the challenges that need to be faced in order to take forward these approaches in Botswana's foreign policy diplomatic engagements system, as well as a consideration of lessons learned from combining instruments in practice.

This study established that, in the formulation and implementation of Botswana's subscribed foreign policy diplomatic engagement, many institutions work hand in hand with Botswana's domestic policy in interrelated working framework that enhances comprehensive approaches in dealing with international relations. This study also outlined the major institutions and the roles they play in regard to foreign policy diplomatic engagement, and thus based on the research findings there are three principle governmental actors or institutions that make foreign policy which are; the presidency, parliament and the foreign ministry. This study found out that some countries in Africa undertake foreign policy diplomatic engagement in actions targeting to influence political, economic, or military

conditions abroad, where it is intended that the role of the government will not be apparent and or acknowledged publicly. This study conceptually found an overlap between foreign policy diplomatic engagement and national actions in situations where relations between the actors are in part antagonistic such as in the fight against terror in modern world.

This chapter established that Botswana's foreign policy diplomatic engagement applies when a government uses foreign policy to conduct negotiations with a foreign country which is distinct from where intelligence services have their own agendas and priorities. The study established that the value of foreign policy diplomatic engagement is that it is more readily deniable, particularly where the adversary is engaged business activities. The research relates the role of foreign policy diplomatic engagement to the promotion of economic development, encourage the cause of dialogue and reconciliation, both national and international. This chapter found that good governance is seen as the fundamental reason for Botswana's positive political and economic record. Botswana's development path has been remarkable, particularly in the African context. Botswana has also generated high economic growth rates, driven by the exploitation of its vast diamond resources which has been made possible as a result of intense foreign policy diplomatic engagement with other states and entities.

This chapter posits that through the application of foreign policy diplomatic engagement, Botswana has now been welcomed to the United Nations platform on an equal footing with the larger states. Botswana has utilized activities related to good international practice and favourable image, particularly with regard to being norm entrepreneurs, as means of garnering international influence, merging realism with idealism through soft power. Therefore soft power is influence derived from a State's qualitative features - such as diplomatic skills, culture and reputation.

This study concludes that Botswana's foreign policy diplomatic engagement desire to strengthen its global positioning has necessitated the formation of long-term strategic partnerships with key allies. This is particularly relevant in the context of Botswana's complementary relationship with China, and the noticeable eruption of Chinese interest in and presence on the African continent in the early 2000s, through initiatives such as the Forum on China-Africa Cooperation, necessitated a greater Botswana's focus on Africa. Collaboration with Africa was a strategic imperative for India in establishing its role as a significant international player. Botswana considers itself a 'development partner' of Africa (SADC) and has placed a growing emphasis on this and other tools of economic diplomacy to ensure it continues to develop and grow in a sustainable manner.

This study concludes that as a result of its changing internal and external environments, Botswana's economic diplomacy has been driven by three notable objectives. Firstly, it began to look to new markets for engagement. This included SADC, given its growing market size and rising rate of private consumption. The result has been a more diversified commercial engagement with some parts of SADC, including the export of manufacturing and pharmaceutical products, as well as ICT services. Secondly, although it already had good ties with *anglophone* countries in southern and East Africa, Botswana aimed to deepen ties with *francophone* and *lusophone* countries in an effort to improve resource security, particularly with regard to oil and gas.

This study concludes that Botswana now aims to better influence international institutions such as the International Monetary Fund, World Bank and UN Security Council by giving 'goodwill gestures' of grants to African countries that could be counted upon as allies in multilateral negotiations. Botswana's economic-diplomacy strategy has subsequently grown in three main areas: grants, technical assistance and Lines Of Credit (LOCs). In Botswana it is important to note that foreign policy diplomatic engagement plays a role in

enhancing trade and investment flows from the heart of economic development, particularly as it relates to commercial activities. Botswana is seeking to derive economic benefit from their interactions, and this is largely reflected in the exchange of goods, services and capital between markets.

This study concludes that most of this trade entails primary commodities exported from SADC, while African countries mostly import manufactured goods from development States. Botswana's export structure to the rest of the world illustrates the lack of structural transformation in some African economies and a reliance on commodity exports. Exports from the extractive industries (mining, quarrying and crude oil) have seen the largest increase in share of total import and exports. Most African countries have acknowledged some apex business organization that is positioned at the national level to engage with their government on issues of economic policy, including trade and investment. There are, however, significant constraints for the effective operation of these organizations and the processes of public-private dialogue.

6.3 Recommendations

It is important to note that. Based on the findings, this study notes that, when it comes to the role of foreign policy diplomatic engagement in promoting development in Africa using a case of Botswana. This study therefore recommends that;

- Knowledge recommendations

African governments would do well to consider their foreign policy diplomatic policies of economic diplomacy and their implementation. Part of this process would involve more proactive engagement with business. Step up to overcome the challenges of effective public-private dialogue are magnified at the regional level, especially as this dialogue relies on the strength of the national structures. Efforts have been initiated to produce business platforms

through African regional economic communities, but they are in their infancy. For example, a consultative dialogue framework has been set up to facilitate dialogue involving the private sector, civil society and the SADC.

- Policy recommendations

In order for Botswana to greatly enhance its development through the foreign policy diplomatic engagement, it must actively involve the civil society as an actor in this process. This can only be possible by coming up with policies that will encourage the participation of the civil society in foreign policy activities. Civil society more broadly should also be included to represent its interests and ensure issues of sustainable development, transparency and good governance. This could be done through grassroots research on the development priorities of the continent and how a partner like India could best contribute to these. For example, in the area of food security there is potential to explore the adaptation of Botswana diamond extractives technologies to the small-scale mining sector in Africa through foreign policy diplomatic engagement. Greater engagement with non-governmental organizations and rural-based civil-society groups could provide guidance for African governments engaging with India, both as a commercial partner and an emerging donor.

Botswana Review of trade and related issues with the rest of African countries through institutional mechanisms such as the Joint Trade Committee. Increase greater development and wider interaction among businessmen through joint business councils, joint business groups and Chief Executive Officer (CEO) forums.

- Academic recommendations

This study recommends a lot of public education and awareness needs to be done in order to clearly demonstrate the mechanism of foreign policy diplomatic engagement in advancing development in Africa, particularly Botswana. This is because African countries generally eschew any foreign policy posture that might be seen as encouraging interference in the

internal affairs of other countries. Instead, they prefer to put emphasis on sovereignty and non-interference in the internal affairs of other countries. This might explain in part why African regional organizations as well as the AU tend to react slowly to serious and cataclysmic events which often turn out to have serious long term implications for the security and stability of the continent. This research finally recommends deliberate efforts by the concerned stakeholder to step a upstage foreign policy diplomatic engagement efforts in Botswana which will subsequently provide the right environment resulting in Africa's greater develop.

6.4 Areas for Further Studies

6.4.1 Foreign policy diplomatic engagement and Chamber of Commerce

A number of pan-African business initiatives already exist, including the Pan-African Chamber of Commerce and Industry and the African Business Roundtable. The New Partnership for Africa's Development has also recently taken steps to set up its own private-sector advisory group.

6.4.2 Foreign policy diplomatic engagement and National vision

Botswana's growth has required a concerted economic internationalization and with it changing foreign policy discourses, that bring Botswana's closer bi-nationally and multilaterally to other countries. As a result the orientation of Botswana's vision of 'development' both nationally and internationally is shifting. Although still premised on long-standing claims of 'peaceful' and 'harmonious' cooperation part of Botswana's recent internationalization is the extension of a 'new', 'pragmatic' vision of development.

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APPENDICES

Appendix 1: Data Collection Authority Letter

Telephone: 254-2-3884036
Fax: 254-2-3884036
E-Mail: info@ndc.go.ke



National Defence College
71 Warai North Road
P.O Box 24381
Karen – Nairobi Kenya

When replying please quote

Ref: NDC/G/217

23 January, 2018

TO WHOM IT MAY CONCERN

THESIS RESEARCH
COL KACHO TEBO DIKOLE

The above mentioned Senior Officer is a student at the National Defence College (NDC) and is enrolled for a Master of Arts Degree in International Studies with the University of Nairobi.

He is currently undertaking research on a thesis entitled: ***Role of Foreign Policy Diplomatic Engagement in Promoting Development in Africa: A case study of Botswana.***

Any assistance rendered to the Senior Officer in facilitating his research will be highly appreciated.

Yours faithfully



B WALIAULA
Colonel
for Commandant

Appendix 2: Permission for Data Collection



NATIONAL COMMISSION FOR SCIENCE, TECHNOLOGY AND INNOVATION

Telephone: +254-20-2213471,
2241349,3310571,2219420
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Website: www.nacosti.go.ke
when replying please quote

NACOSTI, Upper Kabete
Off Waiyaki Way
P.O. Box 30623-00100
NAIROBI-KENYA

Ref. No. **NACOSTI/P/18/61024/21020**

Date: **24th January, 2018**

Kacho Tebo Dikole
National Defence College
P.O. Box 24381-00502
NAIROBI.

RE: RESEARCH AUTHORIZATION

Following your application for authority to carry out research on "*Role of foreign policy diplomatic engagement in promoting development in Africa: A case of Botswana*" I am pleased to inform you that you have been authorized to undertake research in **all Counties** for the period ending **24th January, 2019**.

You are advised to report to **the County Commissioners and the County Directors of Education, all Counties** before embarking on the research project.

Kindly note that, as an applicant who has been licensed under the Science, Technology and Innovation Act, 2013 to conduct research in Kenya, you shall deposit **a copy** of the final research report to the Commission within **one year** of completion. The soft copy of the same should be submitted through the Online Research Information System.

G.P. Kalerwa

**GODFREY P. KALERWA MSc., MBA, MKIM
FOR: DIRECTOR-GENERAL/CEO**

Copy to:

The County Commissioners
All Counties.

The County Directors of Education
All Counties.

National Commission for Science, Technology and Innovation is ISO 9001: 2008 Certified

**THIS IS TO CERTIFY THAT:
MR. KACHO TEBO DIKOLE
of NATIONAL DEFENCE COLLEGE,
24381-00502 NAIROBI, has been
permitted to conduct research in
All Counties**

**Permit No : NACOSTI/P/18/61024/21020
Date Of Issue : 24th January,2018
Fee Received :Ksh 2000**

**on the topic: *ROLE OF FOREIGN POLICY
DIPLOMATIC ENGAGEMENT IN
PROMOTING DEVELOPMENT IN AFRICA:
A CASE OF BOTSWANA***

**for the period ending:
24th January,2019**




.....
**Applicant's
Signature**


.....
**Director General
National Commission for Science,
Technology & Innovation**

CONDITIONS

1. The License is valid for the proposed research, research site specified period.
2. Both the Licence and any rights thereunder are non-transferable.
3. Upon request of the Commission, the Licensee shall submit a progress report.
4. The Licensee shall report to the County Director of Education and County Governor in the area of research before commencement of the research.
5. Excavation, filming and collection of specimens are subject to further permissions from relevant Government agencies.
6. This Licence does not give authority to transfer research materials.
7. The Licensee shall submit two (2) hard copies and upload a soft copy of their final report.
8. The Commission reserves the right to modify the conditions of this Licence including its cancellation without prior notice.



REPUBLIC OF KENYA



**National Commission for Science,
Technology and Innovation**

**RESEARCH CLEARANCE
PERMIT**

Serial No.A 17212

CONDITIONS: see back page

Appendix 3: Research Interview Guide

This study aims to establish the role of foreign policy diplomatic engagement in promoting development in Africa using a case of Botswana. It is required that you give a verbal consent to be a participant in this research study - for academic purposes only. Where appropriate, kindly do fill-in the interview guide appropriately based on instructions provided. Thank you.

Part A: Participants Information

1. Your age (optional)?

.....

2. Your appointment?

.....

3. Your organization of work?

.....

4. Designation / specialization?

.....

5. Your duration in office?

.....

Part B: Foreign policy diplomatic engagement

Please rate the following statements on foreign policy diplomatic engagement.

1 = strongly agree, 2 = Agree, 3 = Undecided, 4 = Disagree and 5 = strongly disagree respectively.

6. In brief, how would you define foreign policy diplomatic engagement?

.....

7. Does foreign policy diplomatic engagement plays a role in the States' development?

Rate.....

Reasons.....

.....

8. Does a connection exist between foreign policy diplomatic engagement and States' foreign policy?

Rate.....

Reasons.....

.....

9. Do you various national approaches to foreign policy diplomatic engagement are employed in the African's context?

Rate.....

Reasons.....

.....

10. Foreign policy diplomatic engagement is a tool of international foreign relations enhancement of development in Botswana?

Rate.....

Reasons.....

.....

11. Do you agree that foreign policy diplomatic engagement plays a role in promotion of development in Botswana?

Rate.....

Reasons.....

.....

12. Diplomatic personnel should include foreign policy diplomatic engagement experts as part of their operational teams?

Rate.....

Reasons.....

.....

13. Is it true that Botswana has no written (documented) foreign policy document to-date?

Yes.....

No.....

Why.....

.....

14. That Botswana's foreign policy aspirations, actively lead towards foreign policy diplomatic engagement direction with other states? Please illustrate you answer with relevant examples.

Rate.....

Reasons.....

.....

15. Would you agree that Botswana's foreign policy diplomatic engagement activities, results in mutual and deliberate development between itself and other states?

Rate.....

Reasons.....

.....

16. Is it true that your office has shown an interest in foreign policy diplomatic engagement matters and how has this been generally expressed?

Rate.....

Reasons.....

.....

17. How would you rate the future foreign policy diplomatic engagement in Botswana?

Rate.....

Reasons.....

.....

18. What is the strategy and specifics impact of foreign policy diplomatic engagement in the foreign relations of Botswana?

Rate.....

Reasons.....

.....

19. That there are clear policies on foreign policy diplomatic engagement for advancing Botswana's development agendas?

Rate.....

Reasons.....

.....

20. There are mechanisms of communication between foreign policy diplomatic engagement and foreign affairs issues?

Rate.....

Reasons.....

.....

.....

21. That there are new practices and trends on foreign policy diplomatic engagement for advancing Botswana's development?

Rate.....

Reasons.....

.....

.....

.....

22. That foreign policy diplomatic engagement has been intertwined with the pursuit of development throughout history of Botswana?

Rate.....

Reasons.....

.....

.....

23. Please give most recent examples of foreign policy diplomatic engagement practices in Botswana?

.....

.....

24. Final comments

.....

.....

Thank you for taking time to participate in this study.

END