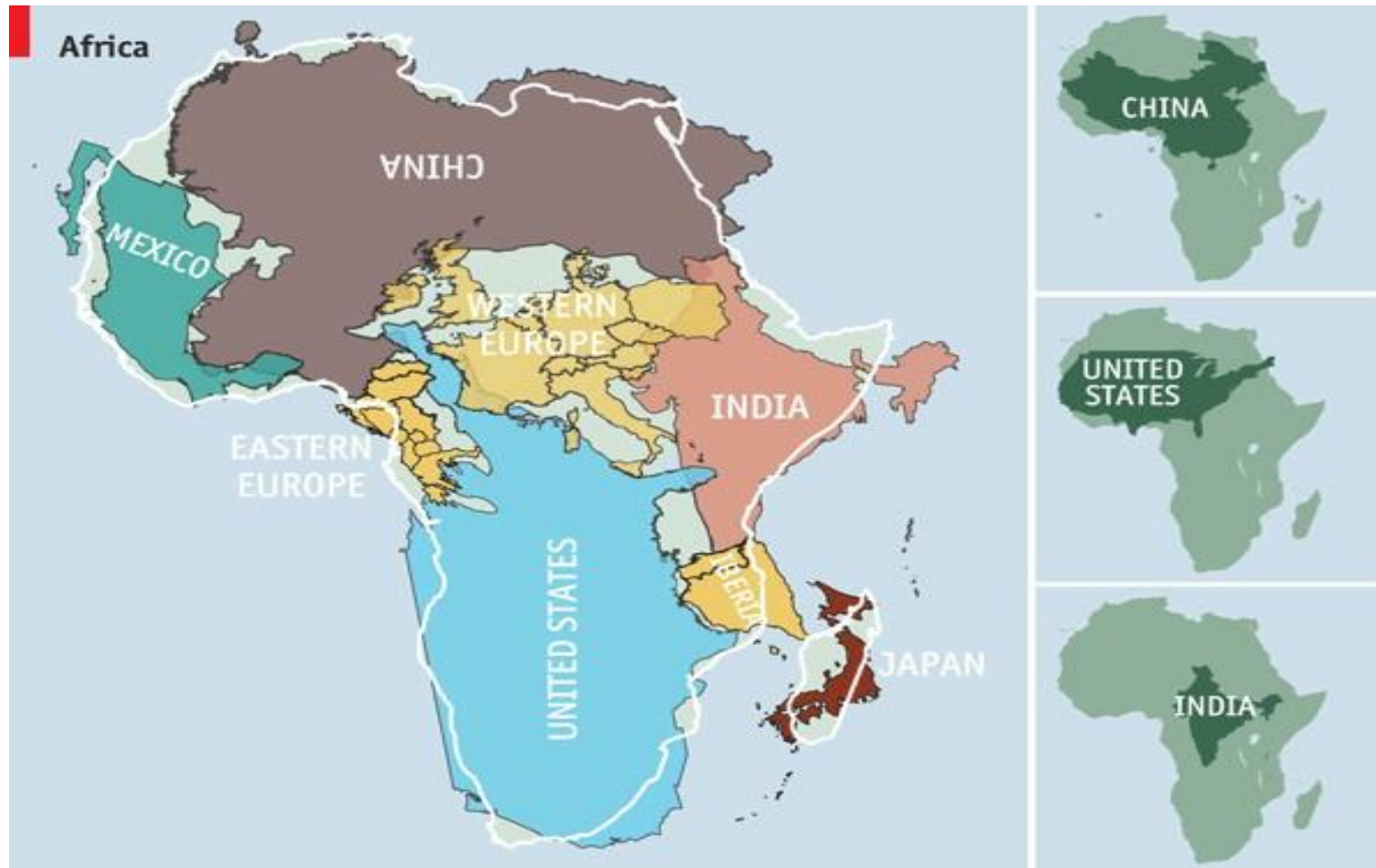


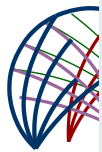
Infrastructure investment in Africa:
Mainstreaming the SDGs to ensure cooperation
between Economic, Commercial, Business and
NGO Diplomacy

Prof. Raymond Saner
DiplomacyDialogue, Geneva
www.diplomacydialogue.org

Investment in Africa- Need for New Diplomacies

The Economist, 2010.





The African Continental Free Trade Area and its eight building blocks

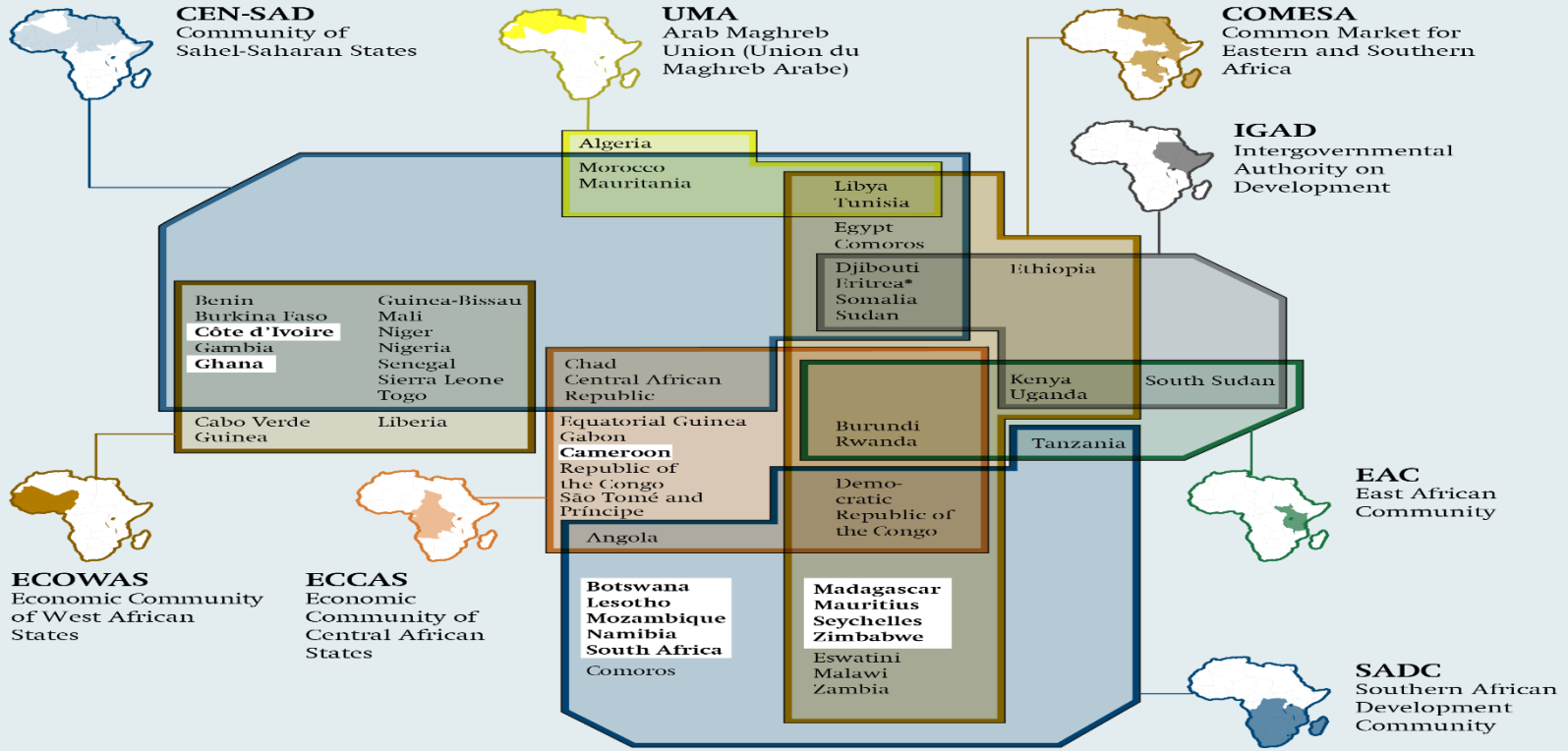
Africa's overlapping regional integration communities and their Economic Partnership Agreements



African Continental Free Trade Area (AfCFTA)

Regional Economic Communities

Economic Partnership Agreements with the European Union



*All African states apart from Eritrea have signed the AfCFTA Agreement.

Other integration communities:



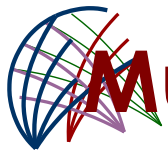
CEMAC
Economic and Monetary Community of Central African States (Communauté Economique et Monétaire de l'Afrique Centrale)

Cameroon
Central African Republic
Chad
Equatorial Guinea
Gabon
Republic of the Congo



SACU
Southern African Customs Union

Botswana
Eswatini
Lesotho
Namibia
South Africa



Diplomacy
Dialogue

Multiplex Trade Policy Coherence(s)



Regional Level

Pluri-Multilateral Level

National Level

Bilateral Level

Bilateral Donors

Country LDC

MoT MoFA MoA MoF

WTO

WB/IMF

UNCTAD

GATS

EIF/DTIS/AM

London Club

Paris Club
HIPCs

IPR

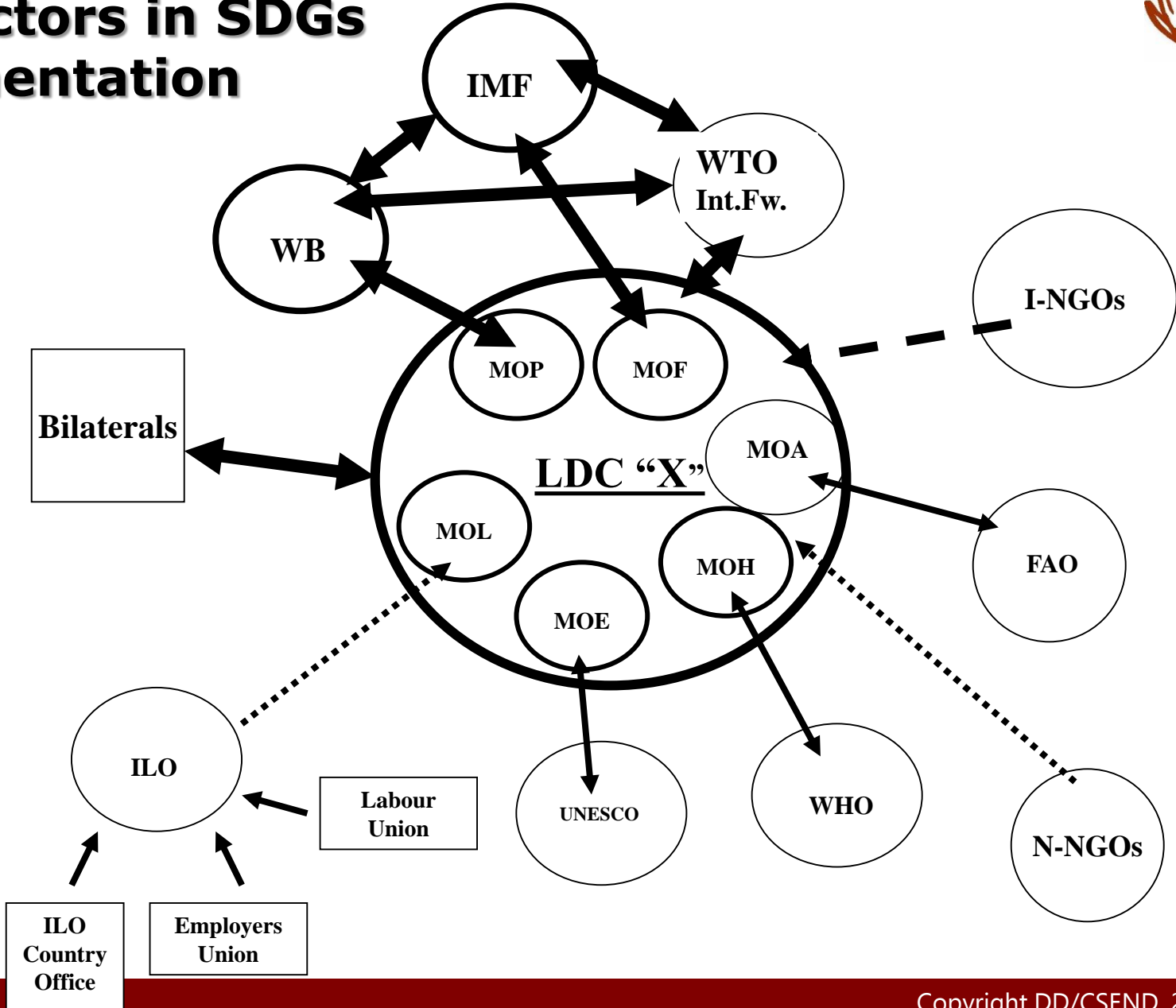
UNDP

UN-DESA-LDC

SDGs/PPPs?

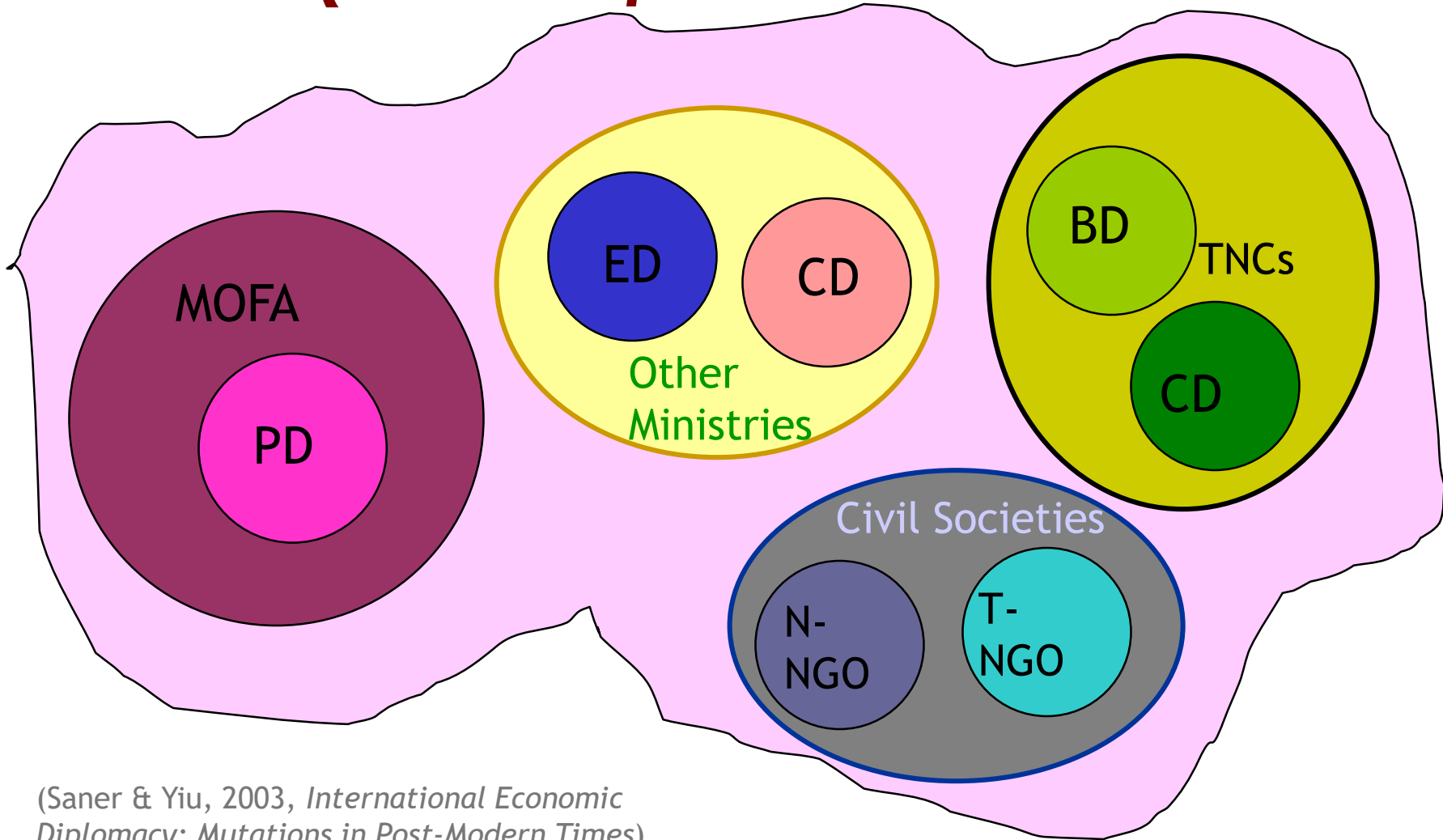
UN-Global Level

Main Actors in SDGs implementation

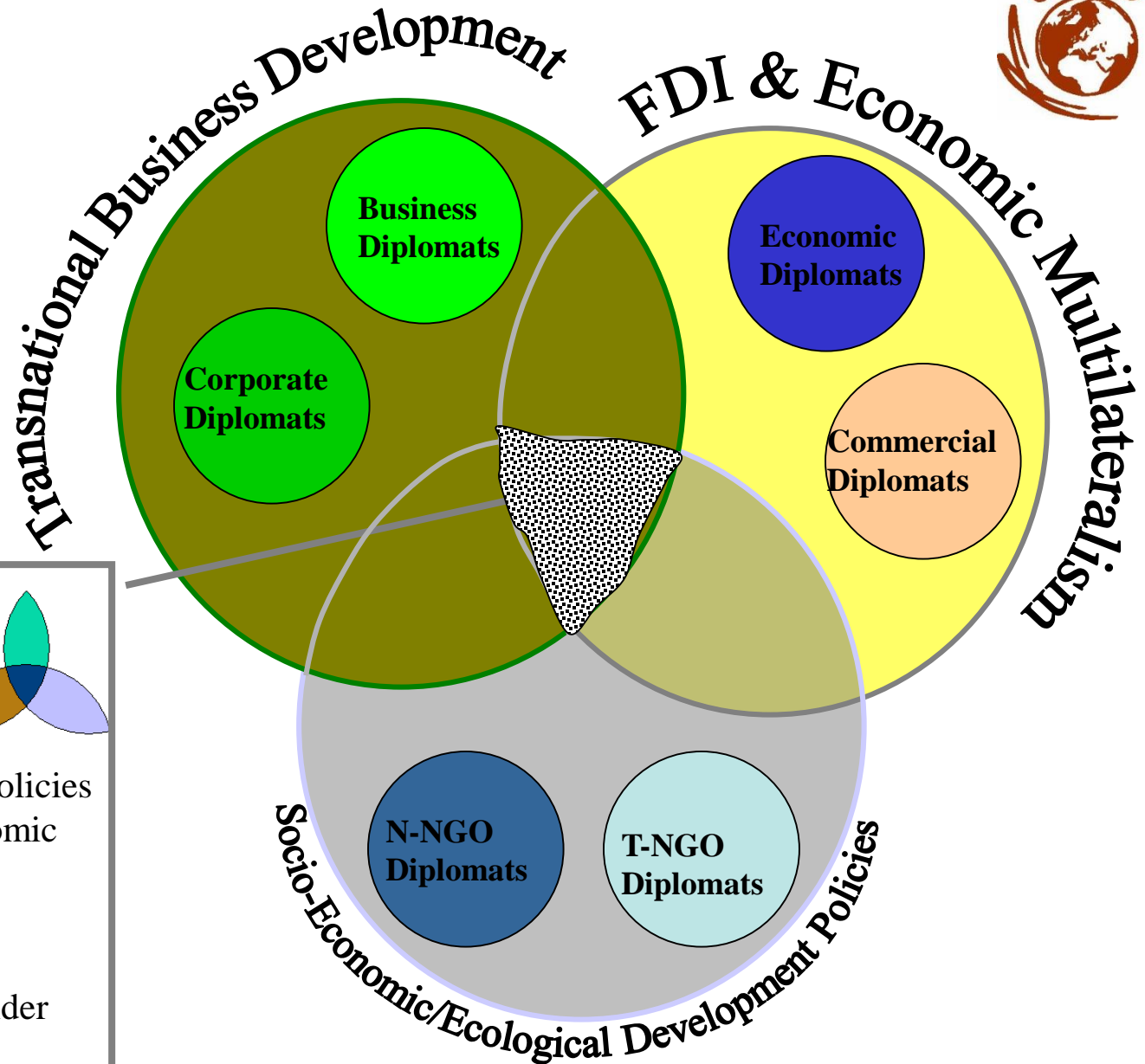


(Source: Yiu & Saner, 2003. Training Handbook for the ILO on "Advocacy for Decent Work and Poverty Reduction Strategy".

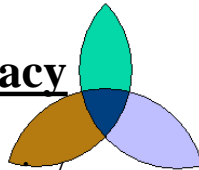
Post-Modern Economic Diplomacy ("New Diplomacies")



(Saner & Yiu, 2003, *International Economic Diplomacy: Mutations in Post-Modern Times*)



Postmodern Economic Diplomacy



- Shaping socio-economic/
ecological development policies
- Negotiating global economic governance architecture
 - Setting standards at multilateral organisations
 - Managing multi-stakeholder coalitions & alliances



Vienna Convention on Diplomatic Relations

Vienna, 18 April 1961

PRIVILEGES AND IMMUNITIES, DIPLOMATIC AND CONSULAR RELATIONS, ETC

The Convention was adopted on 14 April 1961 by the United Nations Conference on Diplomatic Intercourse and Immunities held in Vienna, Austria.

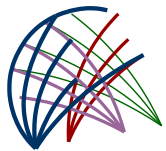
The Conference also adopted the Optional Protocol concerning the Acquisition of Nationality, the Optional Protocol concerning the Compulsory Settlement of Disputes, the Final Act and four resolutions annexed to that Act.

Diplomatic Function and Roles of Ministries in charge of Economic and Commercial Policy



(Source: Saner&Yiu, 2003/
Berridge&James, 2001)

- Economic diplomacy is concerned with economic policy issues, e.g. work of delegations at standard setting organisations such as WTO and BIS.
- Economic diplomats also monitor and report on economic policies in foreign countries and advise the home government on how to best influence them.
- Economic Diplomacy employs economic resources, either as rewards or sanctions, in pursuit of a particular foreign policy objective. This is sometimes called “economic statecraft”.



Commercial Diplomat

(Source: Saner&Yiu, 2003)



- **Recognising the importance of international trade and FDI to national economic development, governments have stepped up their efforts in strengthening their commercial representation in major trading partner countries.**
- **Commercial diplomats offer both services in this important sphere of diplomacy. They are either civil servants and specially trained diplomats, or representatives of chambers of commerce or trading associations seconded to national Embassies located in important foreign markets.**

Enterprise interaction with international Economic Governance

(Saner, Yiu, 2000)



**International
level**



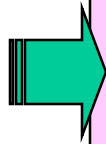
Standard and rule setting
organisations and actors

National level



Regulatory and enforcing
bodies (governments) and
formal political actors

**Community
level**



Civil society representatives,
consumer groups, non-state
rule setting groups, tribal
leaders

Oil groups face rise in threats to security

Shell warning on risks from terrorism and corruption
 "It is very uncomfortable to produce oil with guns"

By Steve Evans and Thomas Cohan

International terrorism, corruption and local violence are increasing oil companies' risk of conflict, one of the world's major security officials warned.

Mr. McCreedy, head of Global Policy Services at Shell International, said the growing risk of terrorism and corruption is "a major security challenge" for the industry. He pointed to oil production in Iraq, where he said "it is very uncomfortable to produce oil with guns".



Shell faces the task of making its own security arrangements in 'hostile environments'

of International Affairs in London, said separatist rebels in Nigeria had sought operations in the country's Niger Delta. He said the Nigerian government was struggling to keep on top of the security situation, with between 40 and 70 Shell suspension rigs stopped in Nigeria since the year began and an estimated 400,000 barrels of oil production being diverted to the rebels or corrupt officials.

Mr. McCreedy said the crackdown "is coming with increased pressure from investors which is not there... It is a very uncomfortable situation to produce oil with guns and we don't like it".

Last month, Chevron was forced temporarily to shut down a primary market in Nigeria and Shell had to evacuate staff from three oil and gas facilities because of local violence.

Mr. McCreedy said the "difficult" flow of operating trade rights security for Shell and 70 other major oil companies.

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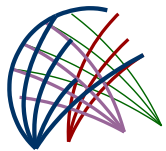
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One example with Oil Companies:
 Their problems are also concerns of the UN and the international community at large, calling for cooperation not confrontation

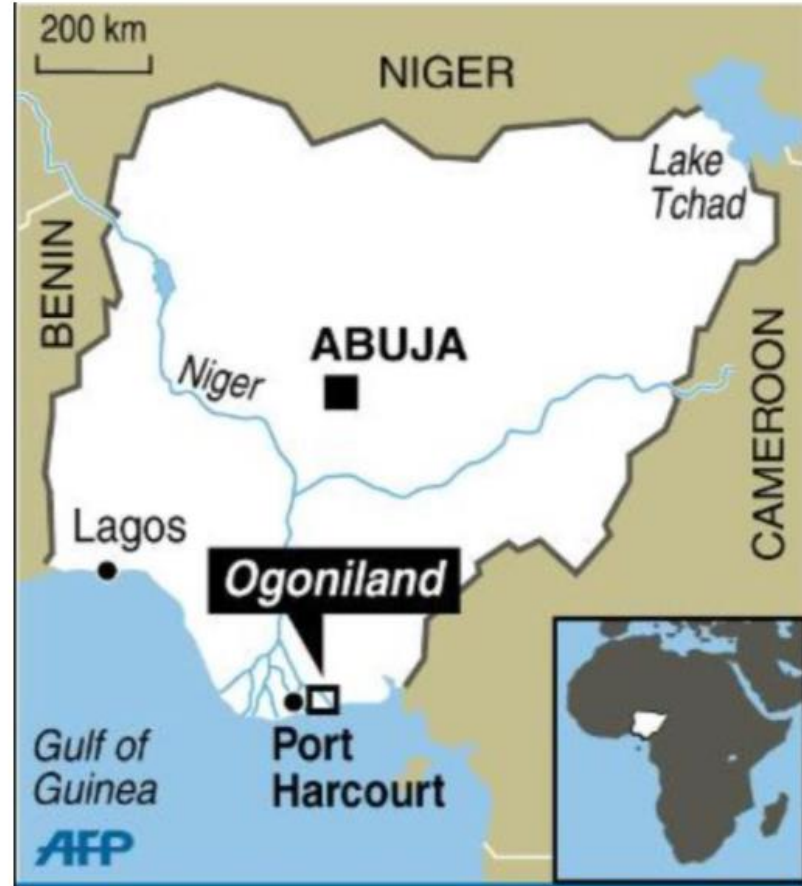


Footprints

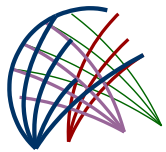


- **1958: Royal Dutch Shell begins operations in Ogoniland**
- **1960: Nigeria gains independence from the British.**
- **1967-1970: Nigerian Civil War (also known as Biafra Civil War) results in the death of approximately 2 million Nigerians, including 30,000 Ogoni people**
- **1990: MOSOP (Movement for the Survival of Ogoni People) is founded and the Ogoni Bill of Rights is declared, leading to several peaceful protests under the leadership of Ken Saro-Wiwa**
- **January 4, 1993: First organized Ogoni Day by MOSOP against Shell's presence in Ogoniland.**
- **January 1993: Shell requests military support to build a pipeline through Ogoni. They suspend their operations for a brief period during protests.**

Where is Ogoniland?



Map of Nigeria showing Ogoniland territory. Image from Naira Land.



Footprints



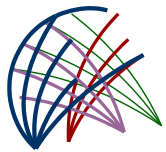
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Ogoni People vs. Shell

Ogoni have faced devastating effects of the presence of Shell Oil company in Ogoniland in Nigeria since the 1950s. They also face discrimination from the Nigerian government, which favors the oil company over the local community. Image from Spilled News.

<https://www.arcgis.com/apps/Cascade/index.html?appid=a43f979996aa4da3bac7cae270a995e0>



Diplomacy
Dialogue

Footprints - 2



June 1993: Ogonis are attacked and arrested constantly. Saro-Wiwa and other members of MOSOP are arrested.

- **November 1993: Another military party takes power over Nigeria and continued the campaign against the Ogoni. Ogoniland is declared a “military zone”.**
- **January 1994: Leaders of MOSOP are released.**
- **1994: Four Ogoni chiefs were killed due to mob violence. The Nigerian military government blames the death on MOSOP leaders, and subsequently, the military begins raids on 60 towns in Ogoni, detaining and beating hundreds of Ogonis.**
- **May 1994: Saro-Wiwa and several other Ogoni are arrested, framed and tried for the murder of 4 Ogoni chiefs.**
- **July 1995: Indiscriminate killings are reported in Ogoniland. Saro-Wiwa and eight other Ogoni (known as the Ogoni Nine) MOSOP members are sentenced to death.**

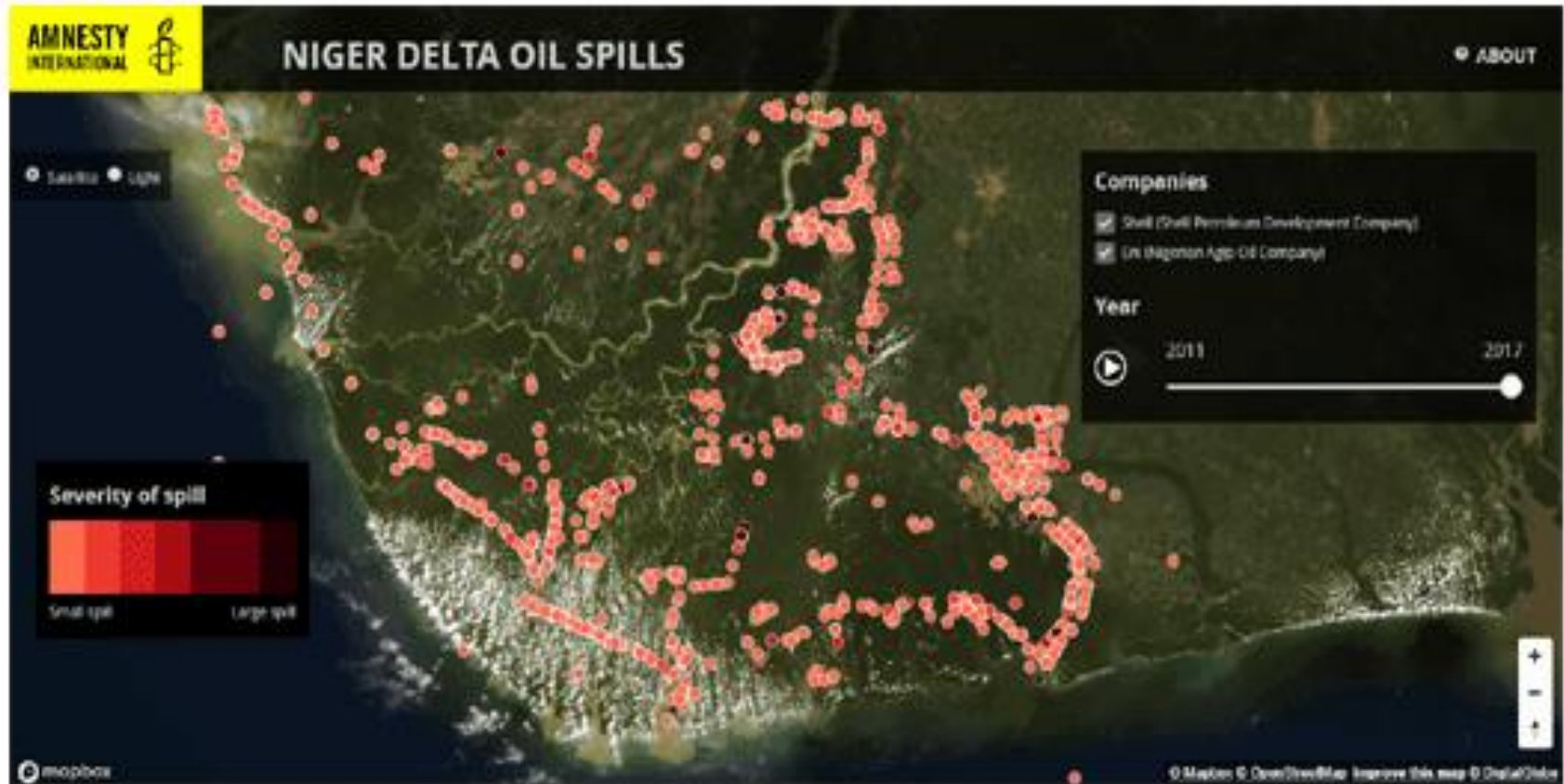
Resistance



MOSOP organized peaceful protest. Image from [UMICH](#).

Mapping Oil Spill

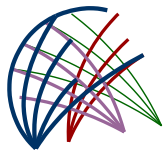
(March 19, 2018, Google Map)



Oil Spills in the Niger Delta. Image from [Maps Mania](#).

1998: U.S. judge rules that it would be more appropriate to hear the case in the U.K. and dismissed the case, **but also ruled that Shell is subject to jurisdiction.** Both the plaintiffs and Shell later appeal the decision.

- **May 1999: The family of Ken Saro-Wiwa files a lawsuit against Shell Oil company alleging that the devastation in Ogoniland and the murder of several Ogonis was their responsibility.**
- **2001: Second lawsuit filed against Brian Anderson, the Managing Director of Royal Dutch Shell's Nigerian subsidiary.**
- **2002: Supreme Court reverses dismissal and ruled that the plaintiffs can proceed with their case.**
- **November 2005: The Nigerian federal high court judge ruled that the gas flaring in the Niger Delta violates the rights to life, health, and dignity of the region's residents.**



Diplomacy
Dialogue

Footprints - 5



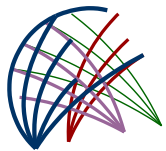
- 9 May 2008 Millieudefensie and Nigerian farmers sue Shell (details follow)
- December 2008: Soldiers attack an Ogoni community of 10,000, killing 2 members and injuring many others.
- June 2009: August 2 **Court case of Saro-Wiwa vs. Shell reaches a \$15.5 million settlement, alleging that Shell was complicit in murder, torture and other abuses.**
- **011: Shell admits liability for damage caused in Ogoniland, and agrees to initial commitment to clean up. UNEP report clarifies that Ogoni's water had been contaminated, the levels of air pollution were too high and in some land, there was up to five feet of soil dead.**
- June 2017: Dutch court opens an investigation into Shell's potential involvement in the execution of the Ogoni Nine.
- 2018: MOSOP continues to speak against Shell's continued efforts to exploit their lands and calls for the international community to intervene.

James Baker

Bloomberg, Ch. Rose show, 19th June 2012



- **Diplomacy should:**
 - **Manage differences &**
 - **Magnify**
- commonalities!**



Shell in Nigeria



(Saner, Yiu & Sondergaard, 2000, „Business Diplomacy Management“)

- ✓ **Accepting energy exploitation conditions set by Nigeria’s military ruler (joint venture with “National Energy Company” source of corruption, mismanagement)**
- ✓ **Shell perceived as “treasurer” of military ruler providing finances for arms purchases used to repress ethnic minority (Ogoni tribe), hanging of their leaders Ken Saro-Wiwa 1995**
- ✓ **“business as usual”= lost time to create distance between Shell company and Military Ruler becoming = target for insurgents**
- ✓ **Underestimating international NGO’s power, catastrophic loss of reputational capital despite effort to “repair” perceived past mistakes (building schools, hospitals, clean up polluted rivers etc)**



THE GLOBAL GOALS

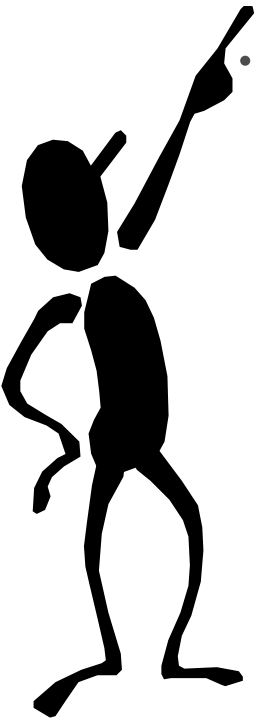
For Sustainable Development



1 NO POVERTY 	2 ZERO HUNGER 	3 GOOD HEALTH AND WELL-BEING 	4 QUALITY EDUCATION 	5 GENDER EQUALITY 	6 CLEAN WATER AND SANITATION 
7 AFFORDABLE AND CLEAN ENERGY 	8 DECENT WORK AND ECONOMIC GROWTH 	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE 	10 REDUCED INEQUALITIES 	11 SUSTAINABLE CITIES AND COMMUNITIES 	12 RESPONSIBLE CONSUMPTION AND PRODUCTION 
13 CLIMATE ACTION 	14 LIFE BELOW WATER 	15 LIFE ON LAND 	16 PEACE AND JUSTICE 	17 PARTNERSHIPS FOR THE GOALS 	2015 TIME FOR GLOBAL ACTION FOR PEOPLE AND PLANET 

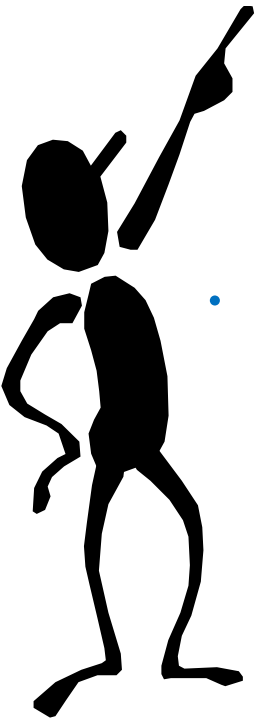
• **Business diplomacy (BD) is a management function that liaises between the strategic objectives of a company with the social and environmental demands put to it by the community within which it operates.**

• **As defined by Saner et al. (2000), this management function of handling multiple stakeholders and interfaces at home and abroad should become a vital corporate competency in bringing to the attention of the corporate leaders the strategic insights regarding 'customer' preferences, societal expectations and government requirements**



SDG 17.16 *Enhance the global partnership for sustainable development, complemented by multi-stakeholder partnerships that mobilise and share knowledge, expertise, technology and financial resources, to support the achievement of the sustainable development goals in all countries, in particular developing countries*

- **SDG 17.17** *Encourage and promote effective public, public private and civil society partnerships, building on the experience and resourcing strategies of partnerships*





BUSINESS & INDUSTRY



AGEING



NON-GOVERNMENTAL ORGANIZATIONS



FARMERS



PERSONS WITH DISABILITIES



CHILDREN & YOUTH



WOMEN



LOCAL AUTHORITIES



INDIGENOUS PEOPLES



SCIENTIFIC & TECHNOLOGICAL COMMUNITY



VOLUNTEERS



WORKERS & TRADE UNIONS



EDUCATION AND ACADEMIA

- Yiu.L, Saner, R.,(2017) “Business Diplomacy in Implementing the Global 2030 Development Agenda: Core Competencies Needed at the Corporate and Managerial Level”, *International Business Diplomacy: How can multinational corporations deal with global challenges?* Edited by Huub Ruel, *Advanced Series in Management*, Volume 18, 31-56, Emerald Pub.
- Saner, R; Yiu, L, (2014) “Business Diplomacy Competence: A Requirement for Implementing the OECD’s Guidelines for Multinational Enterprises”, *the Hague journal of Diplomacy* 9 , Brill Nijhoff; Leiden
- Saner, Raymond, Yiu, Lichia; (2008), “ Business-Government-NGO relations: their impact on global economic governance” in “Global Governance in Diplomacy: World Apart?”, Eds Edward Cooper, Brian Hocking, and William Maley; Palgrave McMillan, New York
- Saner, Raymond; (2006) “Development Diplomacy by Non-State Actors: An emerging Form of Multistakeholder Diplomacy”, DiploFoundation, Malta
- R. Saner; Yiu, L.; Sondergaard, M. (2000), “Business Diplomacy Management: A core Competency for global Companies” in *Academy of Management Executive*, vol.14(1),



Thank you!

