

Economic Diplomacy Works: Keep the U.S. Competitive with the Foreign Service Solution

- Polls consistently show that **9 out of 10** Americans support U.S global leadership.¹
- There are **277** U.S. posts worldwide: embassies, consulates, presence posts, and multilateral missions.
- About **100** of those posts have **5 or fewer** Foreign Service officers (FSOs) engaged in core diplomatic work.
- China, which has increased spending on diplomacy by **40 percent** since 2013, is gaining commercial, economic, and political ground on one continent after another, challenging American global leadership. Meanwhile, U.S. spending on core diplomatic capability is down **a third** since 2013.
- One part of the solution set: **put the Foreign Service in the field again.**

The Foreign Service solution is:

- **Readily Available:** Existing mid-level FSOs can easily be shifted from Washington to overseas posts
- **Cost Effective:** \$50 million covers overseas support costs of 150 more FSOs abroad at \$300,000/head
- **Business Backed:** Business has asked for more support from FSOs in embassies to enable them to compete and win in overseas markets
- **Administration Supported:** Statements from Sec. of State Mike Pompeo support the “field-forward” approach
- Given how few FSOs are currently in the field devoted to core diplomatic work, shifting just **150** officers from domestic to overseas assignments could make a big difference.
- The Senate increased FY19 “Overseas Programs” funding by nearly **\$50 million**, which will help redeploy diplomats to the field and restore our core diplomatic capability.
- The erosion of America’s core diplomatic capability must be reversed to avoid ceding America’s global leadership role to rising powers– **keep the U.S. #1. Deploy the Foreign Service.**

See for example:

¹Smeltz, Dina, et al. *America Divided: Political Partisanship and US Foreign Policy*. The Chicago Council on Global Affairs, 2015, www.thechicagocouncil.org/sites/default/files/CCGA_PublicSurvey2015.pdf.

¹Smeltz, Dina, et al. *What Americans Think about America First*. The Chicago Council on Global Affairs, 2017, www.thechicagocouncil.org/sites/default/files/ccgasurvey2017_what_americans_think_about_america_first.pdf.

