

# WHAT IS CYBER DIPLOMACY?

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Negotiation

s



# WHAT IS CYBER DIPLOMACY?



Negotiations

s



Trust-building

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Negotiations

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Trust-building



Deterrence



WHY DO  
WE NEED  
IT?



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IT?

1. WE CANNOT DO IT  
ALONE



# WHY DO WE NEED IT?

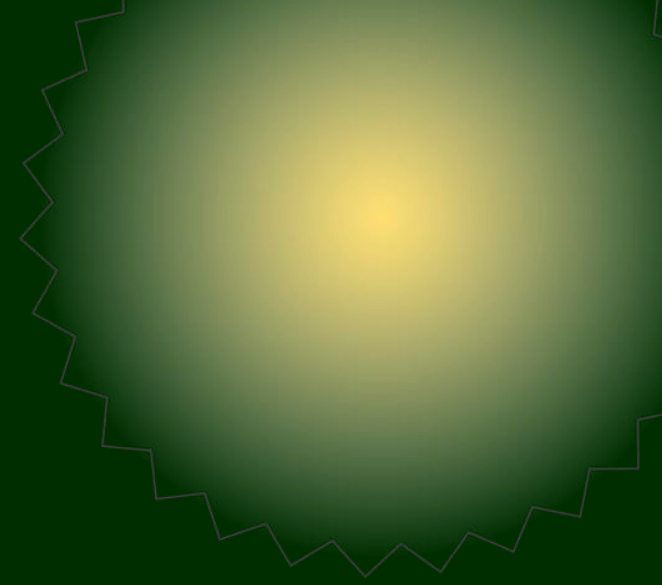
1. WE CANNOT DO IT  
ALONE
2. DEFENDING NORMS  
AND VALUES



# WHY DO WE NEED IT?

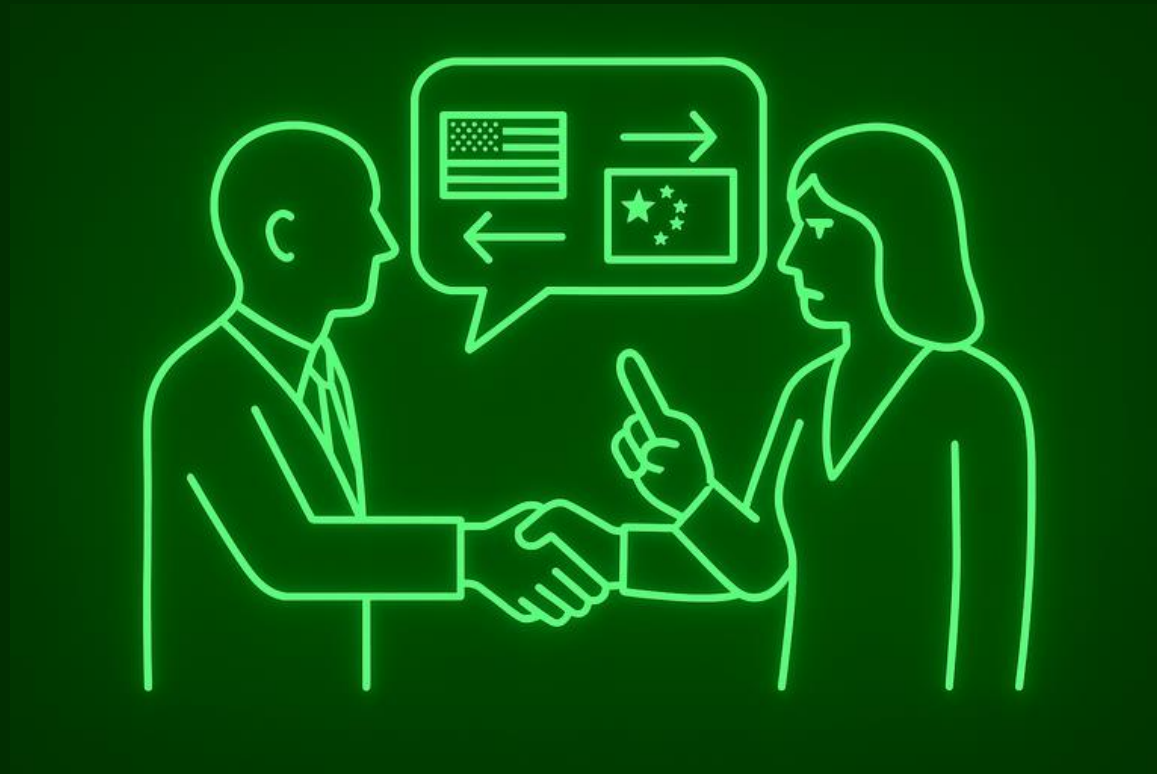
1. WE CANNOT DO IT  
ALONE
2. DEFENDING NORMS  
AND VALUES
3. IT'S EASY TO GET  
THINGS WRONG

# CHALLENGES



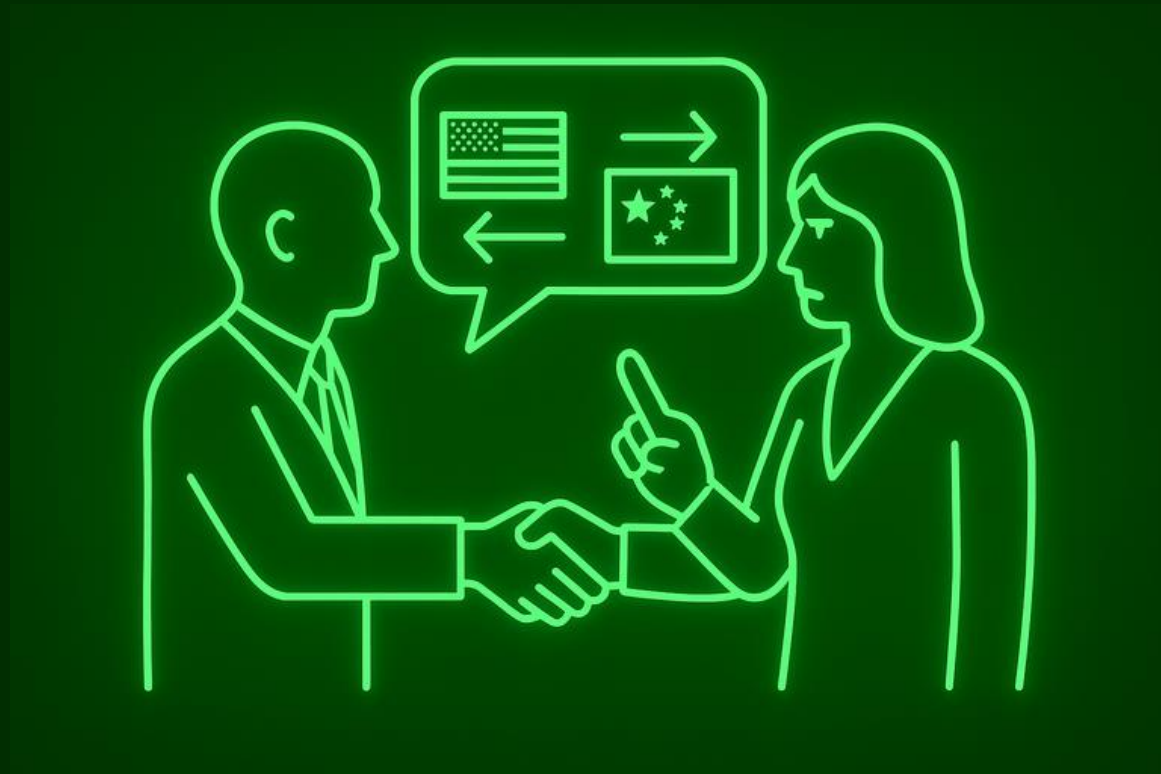
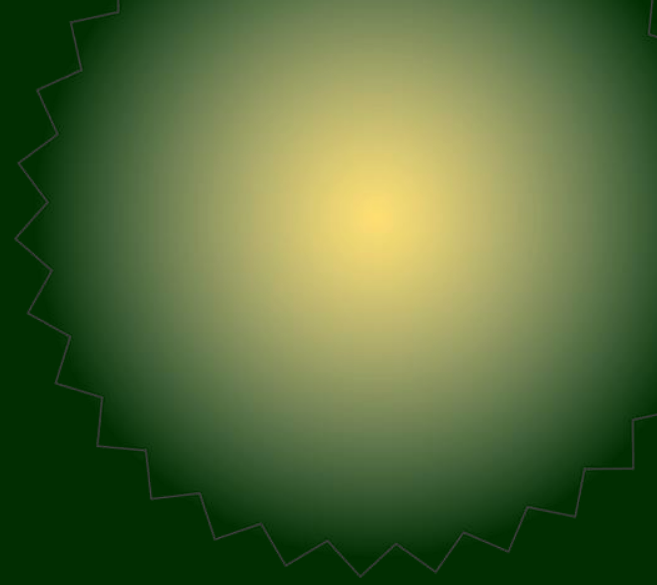


# CHALLENGES



National interests  
diverge

# CHALLENGES



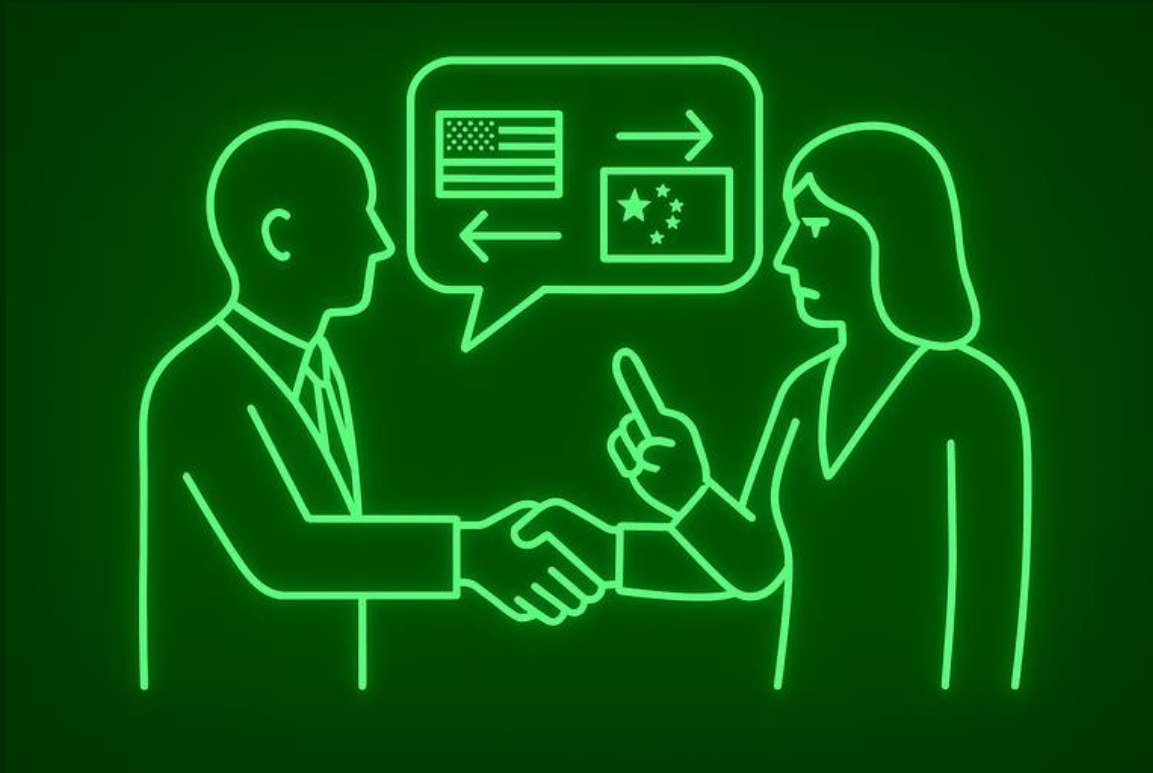
National interests  
diverge



Negotiations  
move slowly



# CHALLENGES



National interests  
diverge



Negotiations  
move slowly



Trust is  
often low

