**Remarks by Undersecretary of State Thomas A. Shannon**

**At the Perry Award Ceremony of Ambassador Luigi Einaudi**

**12 January 2017**

Good afternoon. It is a great pleasure and honor to be here today to celebrate the career of Luigi Einaudi. Let me start by offering my thanks to Jay for his kind introduction. Let me also thank to Mark for his great work as director of the Perry Center. And let me thank all present. Looking out into the crowd, I see a Who’s Who of diplomats, soldiers, and national security professionals who share a passion for my favorite part of the world: the Americas.

This is a recognition and a manifestation of the deep respect and admiration in which we all hold today’s honoree: Luigi Einuadi.

Jules Cambon, a great French diplomat of the early 20th century, and France’s ambassador in Washington from 1897-1902, once wrote that diplomats, “unlike soldiers, are not as a rule the spoilt children of historians.” Cambon lamented, in regard to his own country, that many great diplomats exercised such discretion and secrecy that their great achievements have earned them the “silence of posterity.”

We are lucky that the work of Luigi Einaudi, while always conducted with discretion and often secretly, has earned public acknowledgement and applause. He has received awards from Presidents Carter, Reagan and Bush, and from Secretaries Kissinger and Albright. He was recognized by the Presidents of Ecuador and Peru for his historic work in brokering peace between these two countries, and has been decorated by the government of Italy and the King of Spain. In other words, he has plenty of bling.

But today’s award ceremony is different, and in some ways overdue, because today, the Perry Center recognizes Luigi Einaudi as an educator, and as someone who has displayed excellence in security and defense education.

It is fitting that it is the Perry Center that is offering this award. For 20 years the Perry Center has stood at the intersection of defense policy and education, and served as the premier venue for policymakers, practitioners, and academics from throughout the Americas. It is a center that began with a purpose of promoting security governance and military-civilian relations in our hemisphere, and over time has shown an ability to adapt to changing times and anticipate the future threats that face our Americas, with special focus on the multidimensional nature of those threats.

As I prepared my remarks for today, and consulted many of my colleagues who had worked with Luigi, I heard one refrain over and over: Luigi is an educator. Those who worked with him on the Ecuador-Peru talks remember his assigning readings designed to enhance their knowledge of the historical context of the negotiations. And he would quiz his minions on the readings. His Socratic method of instruction was soon dubbed “Luigi hazing” by his colleagues. To those of us, such as myself, who worked with him but at some remove – and in my case I worked with him both at State Department and at the OAS – his instruction was done through mentorship and involving us in his diplomatic practice.

Luigi had five rules of diplomacy:

Rule 1: Listen

Rule 2: Listen

Rule 3: Listen…well you get it.

The first and the fifth rule were the same: Listen.

Attentiveness, in his mind, was the basis for successful diplomacy.

This was followed by a second axiom: When brokering a dispute between two parties, let the parties take the lead. He understood what great powers often do not understand: that patience, respect, and accommodation are the basis of sustainable and enduring agreements. In other words, efforts to impose solutions rarely work.

But Luigi’s technique was combined with vision and inspiration. He understood intuitively the culture, politics, and ambitions of our hemisphere. He understood the creative dynamic that defined diplomacy in our hemisphere, and how our support for democracy, human rights, and social justice would unlock profound forces that would change the shape of hemispheric engagement and cooperation. He understood that the positive engagement of the United States, especially in the institutions of the Inter-American system, would help guide our hemisphere towards peace and prosperity.

Not since Cordell Hull has an American diplomat so consistently and successfully defined the importance of our hemisphere for the long-term security and well-being of our great Republic and the American people.

Cardinal Richelieu once said “A capable prince represents a great treasure in a state. A skillful counsel, as it should be, is no less a treasure; but the acting of both in concert is invaluable because from it derives the true happiness of the state.”

Luigi Einaudi is that skillful counsel. He is that national treasure. And for this, Luigi, we are grateful.