

RTW Diplomacy Guide

Version 1.21 (updated 14 July 2004)

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I. Introduction

Rome: Total War offers a challenging new dimension to the Total War series - deep diplomacy. Your diplomatic agents now have many possible offers and demands they can tender toward any faction in the game. As the game describes it, "A diplomat is an individual trained in the arts of flattery, cajolery, smooth talking and sometimes even bullying who is sent out to deal with rival factions. It is his job to strike bargains, cement peace treaties or even demand a surrender. Diplomats also act as the eyes and ears of their factions in the places they go."

This guide is by no means complete. As new or corrected information comes available it will be updated. Because of the depth and complexity available on the campaign map, the Diplomatic Strategies section will be constantly added to as players find new ways to utilise this tremendous dimension of the game.

Although I would like to claim that all the words are mine, there are many others who have contributed to this document. Parts of the descriptions have been taken from the game itself, and someone (or some few, more likely) at CA deserve a big thanks for making this part of the game as robust as it is. Players have contributed a great deal with their insights. I'd like to thank Thoros of Myr for being the catalyst to the project with his understanding of the diplomatic side of the game, and all the great people at the Org who express their views eloquently and with passion.



Note: the symbol to the left appears throughout this guide. It points out areas where the information available is questionable, incomplete, or otherwise in need of more research.



This symbol marks areas where there are significant differences between the 1.0/1.1 and 1.2 versions of the game.



Any paragraph marked with this symbol is a new addition/correction since the last revision history update.

If you read something incorrect, find missing information, or have answers to questions raised in this document, please feel free to contact me (Tamur) directly via email: tamur@cicero.modwest.com

Revision History

Version 1.21 (14 July 2005)

1. Deletion: Removed "Foreign Tastes" from Appendix A
2. Revision: Slight change to Bribe subsection (Part III)

Version 1.2 (14 July 2005)

1. Correction: changed three titles (Demand to Offer) in Appendix D
2. Revision: Extensive changes in the Bribe subsection (Part III)
3. Revision: Extensive changes in the Become Protectorate section (Appendix B)
4. Revision: Wording changes in Appendix C

Version 1.16 (2 Nov 2004)

1. Addition: quote from CA dev Guy Davidson on gaining Protectorates
2. Addition: noted increased Bribe cost and assassination resistance in the section on Influence (Part II).

Version 1.15 (2 Nov 2004)

1. Correction: Units of any faction standing (allies as well as neutrals and enemies) can be bribed (Part III).
2. Addition: "Gifts" subsection in Part III.
3. Addition: new question/answer in Part IV.
4. Correction: removed reference to single-gift diplomacy (Part IV).
5. Addition: added Roman-only strategy to "Gifts" section of Part III.
6. Addition: Hannibal Maneuver to the Diplomatic Strategies section (Part V).
7. Addition: Diplomats gain Influence by successfully fending off bribes (Part II).

Version 1.14 (23 Oct 2004)

1. Addition: added GFDL to front page.

Version 1.13 (20 Oct 2004)

1. Addition: Bribing other faction diplomats (Part II).
2. Correction: Diplomat training cost is 250 (Part II).

3. Correction: Influence is not as influential (no pun intended!) on the outcome of negotiations as previously reported (Part II).
4. Correction: Diplomats gain influence equally quickly in both successful and unsuccessful negotiations (Part II).
5. Addition: How to transfer retinue members between two diplomats (Part II).
6. Correction: clarification of panel setup on Diplomacy screen (Part III, 'Mechanics').
7. Correction: Can demand payment for offer-only proposals. (Part III, 'Mechanics').
8. Correction: Any offer can be given as a gift, not just non-reciprocals. (Part III, 'Tabling').
9. Correction: Removed legacy reference stating that factions could not turn down gifts. (Part III, 'Tabling').
10. Addition: NR termed 'standing', or 'stance' in game manual (Part III, 'Consideration').
11. Addition: "Change Tribute" negotiation option (Appendix B).
12. Addition: finally noted the big bad "Become Protectorate" bug (Appendix B).
13. Addition: added Index.

Version 1.12 (13 Oct 2004)

1. Addition: "Proposal Consideration" subsection under Part III, a theory of the math behind the diplomatic decision engine.
2. Correction: changed information on spies and diplomats traveling together in the "Life of a Diplomat" subsection of Part II.
3. Addition: added info to the "Give as Gift" part of "Tabling a Proposal" in Part III
4. Addition: added two new questions to the Part IV FAQ.
5. Addition: new maneuver to Part V.
6. Addition: maneuver difficulty rating system (Part V).
7. Addition: added a small clarification to the "Bribe" section of Part III.
8. Correction: changed Bribe haggling information in the Bribe section of Part III.

Version 1.11 (8 Oct 2004)

1. Addition: note on Refusals in the "Bribe" section of Part III.
2. Addition: "Interpreting Answers" section of Part III.
3. Addition: Appendix D, "Diplomatic Phraseology".

Version 1.1 (6 Oct 2004)

1. Correction: Trait/Retinue info (major corrections - Appendix A).
2. Addition: "Retinue Management" section in Part II.

3. Addition: small additions to Appendix B (clarifications).

Version 1.02 (2 Oct 2004)

1. Correction: Bribing family members/armies ("Bribes" in Part III).
2. Addition: Part IV ("How Do I...").
3. Many wording and organisational changes.

Version 1.01 (1 Oct 2004)

1. Correction: Trait/Retinue info (partial corrections - Appendix A).
2. Addition: Diplomatic Disasters section (Part VI).
3. Addition: new Maneuver in Part V.
4. Correction: Trade Rights sale to other factions.

II. The Life of a Diplomat

An agent, in the broadest sense, is someone who acts. There are five types of agents in Rome: Total War (RTW from here on). These are army units (including navies), family members, diplomats, spies, and assassins. We're concerned here only with the diplomat.

The Birth of a Diplomat

Diplomats are trained from cities that have a **Governor's Villa**, and take one six-month turn to train. They become available to you with only their name, possibly some traits, and a rating called "Influence" (which we'll discuss in great detail later). To see these details about a diplomat, simply find a diplomat on the campaign map, and right-click on the diplomat's unit card in the unit card section of the screen.

When a diplomat is trained, he does not immediately appear on the map. He appears in the special "Agents" tab when you have a city selected.

You can also gain diplomats by bribing cities in which there are diplomats, or if you assault and take a town that has a diplomat inside it. The enemy's diplomats (as well as spies and assassins) become yours to do with as you wish.

One final way to gain diplomats is by bribing other faction's diplomats directly. They become yours in the same way that Family Members become yours after a successful bribe.

The Cost of a Diplomat

Diplomats aren't expensive, especially compared to other agents, but they do cost denarii both to train and to keep working for you. A diplomat costs 250 denarii to train, and costs 50 denarii per turn thereafter.

The Life of a Diplomat

Influence is the single most important characteristic for a diplomat. At the start of the game, your diplomats will be starting from nothing - he will come out of training with no Influence beyond what he might have from an inborn trait.

The way for a diplomat to gain Influence is for him to find a faction to negotiate and have him start talking. Both successful and unsuccessful negotiations move influence

forward at the same rate. Diplomats gain in Influence when they are stationed either with an army unit or inside a city when a bribe is attempted by another faction (assuming, of course, that the bribe is unsuccessful.)



In 1.0 and 1.1 versions of the game, influence affects solely assassination resistance and negotiations in which either the demand or offer side is entirely cash-based (Single Payment, Regular Tribute or Change Tribute.) Tests revealed no difference in the acceptance rate of other types of proposals by zero-Influence diplomats versus ten-Influence diplomats. This cash-only rule also affects bribes, so bribing a diplomat with high influence will cost more because the diplomat's influence will affect the cash-only transaction that Bribes are by nature.



The 1.2 version is reportedly fixed, so that proposal acceptance on other types of proposals is calculated using influence. However, this needs some thorough testing to verify.

Diplomats can have retinues, just as family members can. A retinue member adds to the diplomat's abilities in very specific ways. For example, a diplomat who has a Translator as part of his entourage can negotiate with greater fluency, giving him a bonus (+2) to his Influence rating.

When a diplomat has been around for a while and participated in many successful negotiations, he may become renowned throughout the world. This is the sort of diplomat who can bribe powerful armies into non-existence, force tribute payments from otherwise recalcitrant factions, and generally rule the game for your faction.

However, such a man will become a target. Diplomats can and do die at the hands of assassins. Although there is no way to completely stop this from happening, you can protect your diplomat by (1) getting him to be as skilled as possible (Influence helps avoid assassination), and (2) having him travel along with a spy, whose sharp eyes can keep a watch out for enemies. You can have a diplomat and a spy travel together by either combining them both with an army unit (or units), or by having one simply tag along near the other.

Retinues

As with other named agents, diplomats can pick up retinues as they live their lives. These are listed and explained in Appendix B.

Retinue members can be swapped between diplomats until a diplomat is dead. If a diplomat dies, any retinue members he had are gone.

You can transfer retinue members by putting two diplomats in the same location (a city, a fleet, or an army). Now select the city/fleet/army in which you put them both, and bring up the Agents tab. Right-click on the diplomat you want to transfer **from**. Now you can simply click-and-drag retinue members from this diplomat onto the unit card icon for the other diplomat (in the box below the Agents tab).

Retinue Management

[therother](#) has written up an excellent summary of techniques for managing the retinues of your diplomats, quoted below:

Having ancillary characters spread across a number of diplomats is generally not such a good idea. It is better to concentrate them. For instance, combining a Rhetorician (+2), a foreign dignitary/hostage (+1), and a linguist/translator (+2), can turn even the most ordinary diplomat in one whose "counsel is listened to with respect." And if you have diplomat who was born with the Diplomatic Genius trait, he speaks with the "force of law for many people". And this is before he get any merited traits!

The better you can make the new diplomat, the greater the chance he has of developing to Expert Diplomat (+5) and even the double edged Foreign Tastes line.

It also makes sense to transfer ancillary characters from aged diplomats who are about to die to younger diplomats. This should give you an elite cadre of highly skilled, forceful, virtually impossible to assassinate, diplomats who can negotiate just about anything from your allies and enemies alike!

The Death of a Diplomat

As with all named agents in RTW, diplomats can die of old age or, as mentioned, by an assassin's blade. Replacing an eight-Influence diplomat is a painful thing. A key part of using diplomats is to have more of them coming up through the ranks at all times. They require low-level management to become successful, but are very much worth the time.

III. Conducting Negotiations

Introduction

This section and the appendices are the "meat" of the guide, giving you all the answers you need. If you don't find an answer here, feel free to contact me and we'll get an answer in here. This section is in a few major divisions:

[The Mechanics of Haggling](#)

[Tabling a Proposal](#)

[Proposal Consideration](#)

[Replying to a Proposal](#)

[Bribes](#)

[Threats](#)

[Gifts](#)

[Interpreting Answers](#)

The Mechanics of Haggling

To open any negotiation, you need someone to negotiate with, and you need a goal. For a quick list of possible goals, see the Senate Missions section later. For now, though, we'll assume that you are playing as the Julii, and you want to open your first negotiation with the Gauls, who are neutral to you. You want to gain trade rights, which allows commerce to flow between your towns and the towns the Gauls occupy.

First select one of your diplomats, and move him into Gallic territory. It's often best to send a spy in before your diplomat so you can see where the faction's family members are, and where cities are. Although some say it makes no difference, there are those who claim to have gotten better results from negotiating at cities, or better yet from negotiating at the faction's capital.

Once your diplomat is in Gallic territory, right-click on any agent, or a city, belonging to the Gauls. The negotiation screen will open up. *Note:* you don't need to be in a faction's territory to negotiate with them - you simply need to be able to right-click on a faction's agent.

On the negotiations panel, there are three main parts.

The left half contains all your diplomatic options. These change based on your standing with a faction. A faction to which you are neutral will have different diplomatic options available than one with which you are at war, or allied.

In the center is a description of the current proposals. When you first open up negotiations, this will be empty. If an emissary from another faction has sought you out, then this will be full with their offers and demands.

The right side contains the responses and statements of the faction you're negotiating with. When you table a proposal (described later), this is where you'll find out what the other side thinks of it.

The offers section, as well as the demands section, is split up into two (well, three, but Bribes are different) sections: Offers, and Demands. The **Description of Offers & Demands** section lists and describes all possible offers and demands (so far discovered anyway).

With this screen open, you can Offer something by clicking on one or more of the items under **Make Offer**. These are things you are proposing to do. In our example,

we want to gain Trade Rights from the Gauls so our towns can start sending goods to their towns, and vice versa. We find "Trade Rights" under the **Make Offer** section, and click it. "Trade Rights" has now moved to the right side of the negotiations panel. You can cancel that offer by simply clicking on it in the right panel, and it will move back into your possibilities and be removed from your current offers.

You can Demand something by clicking on one or more of the items under the **Make Demand** heading. These are things that you are proposing that the other faction do. You could demand anything to go along with your offer of Trade Rights - from Single Payment (often a good idea) to Become Protectorate (a bit laughable!). In our example, we don't want to demand anything, so we'll leave off any Demands.

Some options have further information you need to provide. For example, if you click "Attack Faction" under the **Make Offer** header, then you'll need to specify which faction you're offering to attack. If you demand "Regular Tribute", then you'll need to specify how much per turn, and how many turns (half-years) you want them to pay that amount.

Tabling a Proposal

Once you've finished adding offers and demands, you need to "table" the proposal - that is, send it off to your negotiating partner to see what they think. Your three options to do this are on the bottom right corner of the negotiation panel.

Propose simply sends the proposal you've crafted to the faction you're negotiating with. They consider it and reply.

Give as Gift will simply give whatever you're offering to your negotiating partner. Any of your **Make Offer** options can be given as gifts, even such reciprocal Offers as Trade Rights and Alliance.

See the "Gifts" section below for more information.

Inform is an option only when you are making a "Cancel" offer, such as Cancel Alliance. Offers such as these have no bargaining involved. You are canceling the agreement, and your word is final.

Proposal Consideration

After you table a proposal, that proposal is considered by your negotiating partner. This is by far the most crucial part of the diplomatic process - based on their thinking during this phase of negotiation, either you "win" or "lose" the session.



The mechanics involved in whether a faction accepts or rejects your proposal are still a closely guarded secret which only the initiated (i.e. the design team and implementation coders at CA) understand. The below is a current "best" hypothesis. We begin to understand the factors involved, and a large amount of research is being done to prove and disprove different theories. That said, please do not quote this as the absolute truth!

Variables: NR, FR & RS

It appears that there is a simple scale rating (we'll say with values of 0 to 100) which is a measure of your faction's **Negotiation Reliability** as seen by that faction (NR for short). This is called a factions "stance" toward your faction in the game manual, and is referred to also as your faction's "standing" with another faction.

An NR rating is not universal; each faction in the game will have an NR rating for your faction. For example, if the Egyptians have your faction pegged at NR = 25, then you'll have to work very hard, or pay a ton of "bribe" Single Payment, to shove a proposal through with them. The same proposal, given to the Greeks (who have you at NR = 80), would go through with no problem.

It also appears that there is a scale rating (again, we'll say it has values of 0 to 100) by which factions rank the feasibility of the current proposal. We'll call this the **Feasibility Rating** (FR for short). If you put forth a proposal that has FR = 100, then it is considered completely do-able by your negotiating partner.

Finally, to derive the NR and a couple of the FR variables, there needs to be a calculation of how strong a faction thinks your faction is. We'll call this the **Relative Strength** (RS) rating.

Proposal Consideration

When a proposal is evaluated by a faction, they use their NR rating of your faction, combined with the FR of the proposal, to make a decision. Again, we hypothesise an Acceptance Rating variable (AR), and say that the equation is a simple:

$$AR = (NR + FR) / 2$$

Based on values of 0-100 for both NR and FR, the proposal will be accepted if AR is 50 or greater.

What builds NR?

A faction's NR (Negotiation Reliability) value toward your faction seems to be built from the following environmental factors:

1. you have lived by your agreements with all other factions (balanced at 50)
2. you have lived by your agreements with the faction whose NR is being calculated ((balanced at 50) * 2)
3. you have given unprompted cash gifts (seems to be only negative)
4. cultural difference penalties or similarities (balanced at 50)
5. the RS rating of your faction (RS + 50)

What builds FR?

A proposal's FR (Feasibility Rating) is affected by:

1. The Influence rating of the diplomats being used in the negotiation (positive only, 0 to 50 in increments of 5)
2. The cash value balance of the offer and demand sides. This seems to include regions as well as Single Payments and Regular Tribute (balanced at 0).
3. The economic-system (not cash) value of rejection and acceptance (i.e. "Does acceptance or rejection bring us greater economic benefits?") (balanced at 0)
4. The military value of rejection and acceptance (i.e. "Does acceptance or rejection bring us greater military strength?"). This carries with it the potential threat value of rejecting the proposal. (balanced at 0)
5. Whether or not they have the resources (military, cash, etc) to respond to your Demands (two settings: 1 (yes) and 0 (no))
6. Whether factions are on your "outlast/destroy" list when setting up a short campaign (only negative, two settings: (yes (1) and no (0)) * 50)

Example

Macedonia versus the Greek Cities

You are playing the Macedonians, at the very start of a full 50-province campaign, and want to make a simple Alliance with the Greek Cities. First, you calculate your probable NR by setting 0-100 values for the five NR factors (see above for description):

NR 1 = + 50
NR 2 = + (50*2) = 100
NR 3 = 0
NR 4 = + 75
NR 5 = 50

You get 50's in both NR1 and NR2 because you've had no contact with anyone at this point. But because of the Macedonians cultural similarity to the Greek Cities, you have a nice bonus in NR 4. Finally your RS score in their eyes is zero, because they know nothing about you and assume that you're about as strong as they are. So you calculate your NR by using:

$$NR = (NR1 + NR2 + NR4 + NR5 - NR3) / 5$$

We divide by five because NR2 is doubled in its effect on the NR rating, and NR3 is not being averaged in.

In our example, this turns out to be NR = 55. Could be worse, could be much better.

Now we move on to calculating the FR of the proposal. The only item in the proposal is a request for Alliance. You are using a 1-Influence diplomat, the Greeks are using a 0-Influence diplomat.

RS = 0
FR 1 = + 5
FR 2 = + 50
FR 3 = + 50
FR 4 = AllianceFactor * ((RS+50)/2) = 1 * (50/2) = 25
FR 5 = 1
FR 6 = - 50

RS is zero (balanced strength assumption). FR1 is 10 because $1 * 10 = 10$. FR2 and FR3 are zero, because there is no cash value associated with Alliance

(unlike Trade Rights). FR 5 is yes, as there are no resources needed to take care of an Alliance. FR6 is -50 because the Greek Cities ARE on Macedonia's outlast/destroy list on a short campaign.

So now we do the calculation:

$$\begin{aligned} \text{FR} &= \text{FR5} * ((\text{FR2} + \text{FR3} + \text{FR4} + \text{FR6}) / 4) \\ \text{FR} &= \text{FR} + (\text{FR} * (\text{FR1}/100)) \end{aligned}$$

In our example, this would be:

$$\begin{aligned} \text{FR} &= 1 * ((50 + 50 + 25 + -50) / 4) = 18.75 \\ \text{FR} &= 18.75 + (18.75 * (10/100)) = 18.75 + 1.875 = 20.625 \end{aligned}$$

So now we have NR = 55, FR = 20.625. Let's plug the number in and see...

$$\begin{aligned} \text{AR} &= (55 + 20.625) / 2 \\ \text{AR} &= 37.8125 \end{aligned}$$

Because AR is below 50, the proposal is rejected. At this point you could pile gold on top of the proposal to sweeten it (via FR 2), or work to improve your factions NR1 and NR2 ratings with the Greek Cities... or you could just get miffed and wipe them out :-)



The balance of all these factors is unknown at this time. It could be that some factors are weighted more than others. There could be factors described here that are irrelevant to the actual game mechanics. It could be that there are factors missing here that should be here. This is a working hypothesis, and as such a work of fiction. But, better something to test than a bunch of meaningless numbers! I expect this section will change drastically as information is mined out of the game.

Replying to a Proposal

When an offer has been tabled, the other faction has the option of accepting it, rejecting it, or giving you a counter-offer. If you are receiving a diplomat, then when the negotiations open you will have these three options immediately to reply to their proposal.

Acceptance is simply giving the thumbs up to an offer. At that point the negotiation becomes "legally binding", though of course treaties can fall apart rather quickly sometimes.

Rejection puts an end to the current set of proposals. This doesn't mean that negotiations are necessarily over - a new proposal can be tabled by you or the other party. But it does mean that the proposal as it stood was entirely unacceptable to the party who rejected it.

A **counter-offer** is the position between acceptance and rejection. Receiving a counter-offer (or giving one out) is a very encouraging sign. It means that your negotiating partner is serious about your proposal, but they feel that it's unfairly weighted toward your side. Most often they will counter-offer something weighted to their side, and the position closer to the middle of the two is where an agreement will be reached.

Bribes

Bribes fall into their own category. In the 1.0/1.1 versions of the game, a player with a solid bank account could bribe a faction to near extinction, without using any other military or diplomatic tool. The 1.2 version significantly reduces the effectiveness of bribes, and significantly raises the cost.



Bribing remains a powerful tool, but if you are playing the 1.2 version, be prepared to sink the majority of your empire's six-month budget into bribing a single army.

You can bribe any faction in the game, whether they are your ally, your enemy or you are neutral to them. There are only two cases in which you cannot bribe. This is due to one of two reasons:

- the unit is a faction leader or a faction heir
- rarely, some factions (often the Spanish) will be completely unbribeable. The reasons for this are unclear.



Bribe an army, and they either melt into the countryside, or become yours. Successfully bribe another faction's family member, and they turn traitor and join your cause. Bribe another diplomat and they are yours for the using. However, you cannot bribe enemy spies or assassins.

When bribing, you simply need to approach the unit you want to bribe with a diplomat (right-click). Click **Bribe** above the **Make Offer** header, and sit back to watch the fun. The bribed unit will either outright refuse, or will demand a certain number of denarii.

When you have moved your Bribe offer over to the proposal scroll, the proposal scroll will show a description of the results of the bribe. It will list the number of units that will join your faction, and the number who will return to their fields. This is invaluable information, and should be consulted every time you make a bribe, to be sure you will be getting what you thought you asked for.

Note on refusals: *If you are having bribes consistently refused, and you are bribing low-star generals or captains, then look at your bank account. If you have less money than the bribe would probably cost, then you will get a flat refusal every time. The game will not allow you to offer cash if you don't have it. Even if, under*

better financial circumstances, the army might have accepted a bribe offer, they will not if your treasury is too low.

You cannot haggle with the bribed unit on the amount. They offer their price, and you can either accept this or reject it.

If you accept their price, you will see their faction flag change to yours. If they reject the offer, and the unit you attempted to bribe is a faction family member, there is a chance that they will pick up the Apparently Loyal trait, making them more difficult to bribe.

In *most* cases, if you bribe an army, it will simply disappear. There are two cases where this is not true.

First, if you bribe an army which has units that **you can train**, at any time during your development, then all these units become yours to command. For example, any Roman faction can bribe the entire army of another Roman faction, because they all generate exactly the same unit types. The Greeks, on the other hand, will get no units to command from bribing the Romans.

The second case is when you bribe another faction's family member. If you successfully bribe a family member, they are by default adopted into your family (no option to not adopt them). They appear as "sons" under a sponsoring family member.



The sponsoring family member seems to be the nearest one of your faction's family members (on the campaign map) to where the bribe occurs.

See the Diplomatic Strategies section for bribing strategies and information on coordination with military strikes.

Threats

One special case in the **Make Offer** section needs some explanation. **Accept or We Will Attack** is in the offer section. This translates any demand it's attached to into a threat.

The successful use of this option is restricted to the case where you have marched in enemy lands, beaten them repeatedly in battle, and know via spying that they have been severely weakened by your onslaught. The negotiating partner who receives a demand with **Accept or We Will Attack** tagged must have been recently attacked, and beaten, before acceding to this threat.

When it works, it can get you the largest diplomatic prizes in the game (such as Protectorate Status or Region Giving). If it doesn't, you've probably killed off diplomatic possibilities with this faction for a good while to come.

Gifts

Gifts **may** be the solution to most "reticent faction" type problems in the game. Everyone who's used the diplomacy system has had a game in which a faction is obviously not in the best of shape, but they will refuse any diplomatic contact. They will not accept offers of alliance, will not pay for help against attacking factions, and so on.

This is because the faction does not trust you (see details under the **Proposal Consideration** section above). A powerful way to get other factions to trust you is by giving gifts.

This is not to say that a single large gift will make them perfectly happy - it won't. However, it does appear that several gifts over a period of a few turns will soften a faction's stance toward you and make them more receptive to diplomatic discourse. It also appears that such gifts over several turns will make them more likely to remain allied once you work out an alliance treaty with them.

One note of warning: once you have a faction allied, then use gifts sparingly! It has been consistently proven that large unilateral gifts to allied factions will damage the alliance, and at times even be the cause of a broken alliance.

If you are playing as a Roman faction, remember that the other Roman factions are factions as well, even though they are bound to you by unbreakable alliance for the early and middle parts of the game. In the early game, if you give gifts to the Senate, it actually increases your standing with the Senate **and** the People. In mid-game, gifts to the Senate increase your standing with the People but not with the Senate. In the late game, it can decrease your standing with the Senate.



Factions can turn down gifts. The situations in which this happens remain unclear, as is a resolution of the difficulty. The most likely reason is that the faction in question is preparing to attack your faction.

You can either give gifts in a negotiating session, or offer/demand in a standard fashion. You cannot combine both in the same negotiating session.

It is possible to give a gift and follow that gift up in the same turn with a request. However, gifts appear to take time to "sink in" to the faction to which you've given the gift.

Interpreting Answers

Appendix D contains a list of the possible statements factions can make during a negotiation session. You can get a rough gauge of your standing with a faction by the responses they give to your demands.

Watch out for the "Dishonesty" rejections. They show that the faction you're negotiating with will be very unlikely to accept any of your proposals, unless you basically bribe them with a large amount of cash. Take your time, and you can do things for much less money.

If you are getting these refusals consistently, then your faction falls under one of these three cases:

1. you are playing as the Romans (where you cannot control the other factions and they attack those you have made alliances with), or...
2. you have a history of going back on your word, or...
3. you have yet to build any kind of history with the faction you're getting refusals from

In case #1, there's not a lot you can do except get away from the other factions. Try moving your diplomats as far away from Rome as you can get. Make treaties with peoples such as the Spanish, Parthians, Scythians, Seleucids, etc. These more distant factions are less likely to be targeted by the Senate because of their distance from Rome.

For case #2, be aware that if you have an alliance treaty and you attack your ally, your "honesty" rating will plummet world-wide. Anything that can be construed as an insult or going back on your word will hurt your reputation, which will have world-wide negative impacts on your diplomacy.

Finally, in case #3, don't immediately try buttering them up with cash. Look around their land and see if they have rebels/brigands thieving from them. If so, **gift** to them an Attack Faction on the rebels. You don't actually have to attack the rebels in their lands - you can attack the rebels in your own lands (or anyone else's) to fulfill your obligation. Once you have, you can go back to the negotiating table and will find it significantly easier to obtain Alliance and Military Access agreements with a faction.

IV. How Do I...

This section functions as a FAQ about the larger-scale mechanics of diplomacy, and as such does contain a lot of spoilers. If you're interested in digging through the diplomatic engine yourself and discovering what works and what doesn't it'd be best to skip this section entirely and move in to the next!

That said, those who struggle with the diplomatic engine should find many of their questions answered here in easy-to-find form. This information is scattered throughout the guide in different places.

... keep my alliances from breaking up so quickly?

Alliances will be fragile if you simply march in, demand Alliance, and leave. There is no reason for a faction to remain allied with you if this is your idea of alliance.

If you're able to get an Alliance treaty, then treat that ally with respect. Don't march on their lands if you don't have a Military Access treaty. Don't give them loads of denarii in the hope you can buy their friendship. Do gift them small bits of cash. Do gift them help against their enemies. Ask for their help against your foes. Keep interacting with them.

If you're not yet able to get an Alliance treaty, the best way to gain it is to gift to that faction several turns in a row. Do not expect them to suddenly give you a warm greeting after a single gift, or two gifts, or even three. Plan to gift six to ten turns, little payments of denarii each time, or help against their enemies. At the end of 6-10 turns, go back and ask them again for an Alliance. It's likely that they will accept, and you can move on to keeping them as allies.

... secure a treaty of Military Access?

If you've tried, you know it's near impossible to simply demand Military Access with an open-ended "you name the price" approach. Even gifting regions will not work in most cases.

Make Single Payment is your friend here. Approach the faction whose lands you want military access to, and demand Military Access, then offer a single payment of around 6000 denarii. If they don't go for that, or make a counter-offer, then open a new

proposal and offer them 8000 denarii. You can keep going up by 2000 denarii until you get an acceptance or a counter-offer. Too many counter-offers, however, will bring a negative reaction.

If you have to go above 12000 denarii it's often not worth the price, but that depends on your situation in the game.

Regarding Military Access, every allied faction has its price. If they won't accept at 20000 denarii, they will probably accept at 30000. If they don't accept at 30000, they will probably accept at 40000. You can see that at these prices, you're in essence buying Military Access. There is not enough data to understand whether such agreements are weaker than their more freely offered counterparts.



... pad my treasury using my diplomats?

There are a number of ways to do this.

First, if you've got a good map to offer, you can make anywhere between 2000 and 8000 denarii each time you sell your map. You'll also get a better price for your map the farther away you travel from your own lands. You can sell your map multiple times to the same faction.

Second, securing trade rights with as many factions as possible gives you a much better chance that the goods from your regions will find buyers happy to fork over the denarii. Your ports especially will appreciate this, since they switch their trade lines to the most affluent ports available to them.

Third, a good diplomat in combination with a large army or invasion force can get you a lot. If you are attacking a faction and have been winning all your battles against them, then you can use the "Accept or We Will Attack" threat to coerce tribute, single payments, settlements, or protectorate status out of a faction. Of course, tribute and single payments are the only way to make some quick cash.

... add to my diplomat's influence?

Station diplomats near all of your ally's capitals, and keep pestering them for this or that little thing. The more you use your diplomats, the more influence they will gain.

Travel is a big help as well. Some traits and retinue characteristics come only from going outside your faction's boundaries. Picking up a Foreign Hostage, for instance, can only happen if your diplomat is in a war zone or recently conquered territory. Becoming a Linguist requires going into foreign lands. Don't keep your diplomats in safe places their entire career, or you'll have a lot of very uninspiring diplomats to work with.

... use "Accept or We Will Attack"?

See the description of Accept or We Will Attack in the Offers & Demands Description section. Basically you need to pummel a faction thoroughly, then back off for a round or two, then send in a good diplomat to start demanding things with this threat as the only offer in the negotiation.

Squeamish diplomats will not like doing this, but if those @\$^@! who became your worst enemy thirty years ago finally give in to an Accept or We Will Attack demand, it's a great feeling of fulfilled revenge!

See the description of Accept or We Will Attack in the Offers & Demands Description

... get a faction to start listening to me?

On first contact, factions will often (not always) regard you with suspicion. Most will accept Trade Rights agreements, some will accept Alliance requests on first sight. But most will be hesitant or completely uninterested in your offers.

This is because they usually start out with a 50/50 view of your faction. You have to first build a reputation with them (and their neighbours) for being honest in your alliances.

The easiest way to get a good reputation is to find out who a faction's enemies are and **gift** an attack on that faction. Then do it! You will find that the faction you have helped will be much more cooperative. A single act of help will probably not take care of the problem, so gift them small bits of cash. This can take several turns - five, ten, sometimes even fifteen. Go back after a few turns of gifts and try asking for Alliance (or Military Access, or whatever else you're trying for).

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One note: Rebels are an enemy of every faction, every turn of the game. However, a faction will accept your help against the Rebels *only* if they have rebels currently standing in one of their provinces. See "Attack Faction" in Appendix B for more information.

V. Diplomatic Strategies

This section is a rough-and-ready guide to strategies on the diplomatic level. These are listed in no particular order.

The difficulty of the maneuver itself (coordinating it, gathering resources, pulling off the right diplomatic touches, et cetera) is noted in parentheses next to the maneuver's title.

The Hannibal Maneuver (advanced difficulty)

Summary Quote:

"I told you so, didn't I?"

Description:

In this strategy you will use diplomacy to crush most hard-to-beat factions that you find. The idea is to use a rear attack, but a rear attack made much better through diplomacy.

You will need two large armies and two diplomats. When you start up a war with the enemy, send the first diplomat to find a faction on the opposite side of your enemy who you can ally with, and make sure you have a high enough NR and FR (explained in chapter 3) to get a military alliance with them. Build up a fleet large enough to fend off most other fleets and which can hold one of your large armies, in fact the larger of the large armies.

Send your first large army with your second diplomat to attack a nearby and fairly weak enemy settlement. Once it is captured, send your diplomat to the next enemy army/settlement/diplomat and ask for a ridiculously large amount of money, with Accept or We Will Attack attached. When they refuse, (which, if you offer the right amount of money will nearly always happen, see Tips) pile your second large army onto the big fleet that you have built and send it to your allies lands (see tips for more info.)

The beauty of the 'Accept or We Will Attack' offer is that the enemy really do take it seriously, and prepare for a defence. The enemy should start to bring most of their

army down to fight with you, and away from the other side. This is good, because it means that when you attack from the other side, you will meet little to no resistance at all. Bring your army on the other side down towards the nearest enemy's lands and attack.

Done successfully, this will cause the enemy trouble and mean that their forces are less concentrated in your side, and they are generally weaker because of the loss of a settlement on the other side.

Then it is up to you, you could continue to use this advantage to destroy the enemy, or you could just sell the lands they lost back to them at a very high price.

Tips:

- If the faction on the other side who you want to ally with is already allied to your enemy or just doesn't accept the military alliance no matter what you offer them, you might just have to send your army through their lands anyway, despite their objection.
- Remember always to stick by your promises, as otherwise it will have a serious effect on your NR. Once you have made the threat of an attack, you must not abandon it otherwise nobody will ever be threatened by you again.
- The amount of money you should demand in the attacking threat should be just slightly higher than what they would negotiate. If they do start to negotiate, stop the negotiations as if to show that you are insulted. If the demands are too ridiculous however, the other faction will just ignore you completely.
- When you want to send your army off remember, if you have no close sea connection (i.e., without having to go from the Mediterranean into the Baltic, or that kind of thing) then you can go by land, as long as you make sure that either you have permission to go through the lands to your allies or the people who own the land pose a very little threat.

Offer/Demand:

For the alliance:

- **Alliance and Military Access/nothing, or Single Payment**

For the threat:

- **Accept or We Will Attack/Regular Tribute, or**
- **Accept or We Will Attack/Single Payment, or**
- **Accept or We Will Attack/Give Region**

When To Use:

- When you have an enemy who is a little too powerful to attack directly
- When there is a faction on the other side of your enemy whose lands you can access by sea relatively easily
- When the capital/best city of the enemy is on the far side (from your faction) of their lands

The Kinship Maneuver (medium difficulty)

Summary Quote:

"This hurts me more than it hurts you..."

Description:

You can cause trouble for your Rome allies by declaring war on factions that are of little threat to you, but are of a threat to the other factions. As an example, say the Julii are deeply committed with the Gauls, but are neutral/allied with the other barbarian factions. You can use your absolutely binding Alliance with the other Roman factions to get them to declare war on all of these factions, causing added problems for them.

This is worthwhile as the Roman factions will eventually be your strongest opponents, and having them weaker than you is a very good thing indeed. Of course there are a number of risks to this strategy, not least that they might actually beat your "ally", and start to threaten you, or that it damages your standing permanently with the nations you attack, the other nations, and perhaps most significantly with the Senate: they can do some nasty things to you if annoy them enough (fines, suicides of family members, declaring you an outlaw).

Offer/Demand Combos:

Not applicable.

When To Use:

- When you have a binding allegiance with another faction, and want to weaken that ally. This is a game mechanic when playing as a Roman faction, so you rarely have to worry about SPQR and the other Roman factions breaking their alliance with you. This can also be successful as other factions if you have a "Military Access"-level alliance.
- When you alone are too weak financially or militarily to stand up to a faction that is currently buffered by a close ally.

The Clodius Maneuver (easy difficulty)

Summary Quote:

"The grass is greener on our side of the fence..."

Description:

On hard/very hard settings, bribing other faction's armies is almost necessary for survival. Bribe the right kind, and all of them become yours, strengthening your forces for what is often a bargain price. You can suddenly have a ten-unit army at your command to turn against their former masters.

To do this successfully, though, you must understand which units you can train, and which are either mercenaries or another faction's. Mercenaries will not join your cause, nor will units that are another factions. This includes "generics" like skirmishers. If you can train a skirmisher unit that is **named exactly the same** as a unit in another faction's army, then they'll be yours.

Offer/Demand Combos:

Not applicable.

When To Use:

- When you are Carthage and the Spanish (Iberians) are attacking. There is a lot of crossover in units between the two.
- Near the endgame as a Roman faction. You can bribe the other factions almost out of existence, and all their units become yours to command.

- **Caution:** watch out if you are the Greek Cities, Macedon, or Carthage. A hoplite unit for one is not a hoplite unit for the others.

The Caesar Maneuver (medium/advanced difficulty)

Summary Quote:

"We could destroy you, but..."

Description:

Move a diplomat around in enemy territory with a large and well-seasoned army. The army defeats anything in its way, and lays siege to a rich settlement (or even the faction capital). Then the diplomat moves in to offer a better alternative.

Offer/Demand Combos:

Ceasefire / Regular Tribute

Ceasefire / Give Region

Ceasefire / Become Protectorate

Ceasefire / Military Access

When To Use:

- When a faction has refused any offers more than an in-word alliance and you need to force an issue, such as Military Access.
- As punishment when a faction breaks an alliance or cancels Trade Rights.
- Anytime you don't mind being seen as a bully.

The Cleopatra Maneuver (medium difficulty)

Summary Quote:

"Here, we know you'll like this..."

Description:

Station a diplomat at a faction's capital, and as much as you can afford it, gift cash, provinces, etc, to them. Wait a turn, then ask about what you're really after.

It can be a bit tricky to learn what a faction is most interested in. Some will be insulted with large gifts of denarii. Others will be unswayed by gifts of settlements, even settlements in rich trading provinces.

Offer/Demand Combos:

(all Give as Gift proposals)

Give Region
Make Single Payment
Regular Tribute
Attack Faction

When To Use:

- When a faction has refused demands for Military Access or Alliance.
- When you're working to move a recent Ceasefire to an Alliance.
- Anytime you want to be seen as a generous, kind-hearted faction with altruistic motives.

The Pompey Maneuver (medium difficulty)

Summary Quote:

"You idiots need this more than I do."

Description:

Fulfill another faction's Senate obligation by taking a settlement when they're unable to take, then give the settlement to the faction who should have taken it. Optionally, try swapping this region for one more suited to your geographic preference. A variation is to give the region to the Senate.

Offer/Demand Combos:

Give Region (as Gift)

Give Region / Give Region
Give Region / Make Single Payment

When To Use:

- When you want to gain standing with the People (giving to SPQR faction).
- When you want to be seen as an insufferable snot by the other factions.
- When you need cash. You can raze the settlement (Exterminate Population), then give it to another faction to repair, but sell it at a high price.

The Caelius Maneuver (easy difficulty)

Summary Quote:

"I'm sure you'd all rather just go back home and farm a bit, right?"

Description:

Prepare a large siege army on the border of a province you want to take. Send a spy and your best (or at least a four-Influence) diplomat into the province. Bribe every single one of the armies in the province, then walk your siege army in and take care of anyone who wasn't bought off.

Offer/Demand Combos:

Can be followed up with
Give Region / Make Single Payment

When To Use:

- If you spy out a province you want to take, and find that the enemy have swarms of small or large armies that you don't want the expense and hassle of mopping up for two or three years.
- If you want a quick way to beggar a faction (i.e. take a settlement with this maneuver, then offer it back to them at a high price).
- When you have a large treasury and not much patience for battles.
- If you want to quickly stun an enemy's military, and know that a significant portion of their military forces are stationed in or near this province.

The Robin Hood Maneuver (advanced difficulty)

Summary Quote:

"These saucy varlets need a good drubbing, and we shall all share in the tasty proceeds."

Description:

Prepare a large siege army, and place them in a province that fulfills the following conditions:

- You can get to it without crossing territory that isn't yours or isn't Military Access-ible, and...
- The province borders a faction who you have an alliance with, and whose land you want military access to, or whom you want to have as firmly-bound allies, and...
- The province also borders a faction with whom your ally is at war

It may seem like a lot, but these are all over the map most of the time.

After you have picked out this province, move one well-skilled diplomat to your ally's capital, and one to the capital of the faction about to be pounced on.

Once you have your army and agents in place, besiege and capture a settlement of the faction with whom your ally is at war. Exterminate the populace, and as soon as you've got it, offer the region to your ally faction, with a generous sum of denarii (6000 or up, depending on how skilled your diplomat is) - but couple these two offers with a demand for Military Access. If they refuse outright, up the Single Payment amount until they do accept.

Once Military Access is secured, move onward to smash the faction you took the settlement from. After you've defeated any major forces, especially if you're able to kill one of their faction members, give them a Ceasefire proposal with either Protectorate or Regular Tribute attached. Let them tribute for a couple of turns, then end the tribute early and offer an Alliance. Use the tribute money to buy Military Access.

This most often results in having vast regions of land in which you can move your armies. It also results in a stable section of the world from which you don't have to worry about invasion.

Offer/Demand Combos:

Too many to break out, see Description.

When To Use:

- When you need to secure a troublesome border area so you can focus on matters elsewhere.
- When you want to test out the diplomatic prowess of your best agents.

The theroother Maneuver (advanced)

Summary Quote:

"What little playthings, settlements are..."

Short Description:

What you want to do is make one of neighbour's settlements revolt, putting it in the hands of the rebels. You then move in and take the settlement for yourself: it shouldn't be that well guarded by the revolting peasants. Now, if all you're interested in is a land grab, you just keep the settlement. But you can now use this settlement as leverage with the faction from whom you've pilfered the province, or indeed with one of their rivals with whom you wish to improve relations. This is where the extra layers of diplomacy RTW allows really come into play!

Long Description:

You'll need a siege army, a few spies, an assassin or two, and, of course, a diplomat. The quality and number of spies, diplomats and assassins, as well as of the army, will depend on the size and agent defence of the target settlement.

Move your spies into the target settlement. If the chances of infiltration are low, get your assassin(s) to kill any enemy spies stationed in the settlement. This should allow easier infiltration. Once your spies are in place, check the public order percentage.

Hopefully it is now well below 100%: the lower the better. If it's not low enough to set off a revolt (below 50% is usually when things get very hairy), get your assassins to fulfil their other role by sabotaging public order building to really turn up the heat. Temples, law institutions, and so on, are the key targets.

Meanwhile have your diplomat station himself near either the faction that the target settlement belongs to, or the rival faction you wish to help/curry favour with. Once you've secured the settlement, you can now offer it to the faction in exchange for various treaties, from a ceasefire, all the way up to protectorate, although I've never managed, much to my chagrin, to get anyone to accept becoming my protectorate. Or you could just ask for cash, or even give it as a gift if relations between your factions aren't too hot.

Now comes the even more devious part. Once you give back the province, you can just repeat the process, only it's easier this time, especially if you've not given it back to the former owners, as they won't be able to garrison it for at least a turn or two, all the whilst your spies are still causing trouble. So it will likely revolt again pretty soon! And you can repeat this, perhaps alternating the faction to give it to. You may want to have another diplomat on hand to bribe the relief force coming to take over the city if needs be, as you won't want to spoil relations by attacking it.

Offer/Demand Combos:

(see description)

When To Use:

- The most success I've had with this tactic is going from a Senate inspired - but thoroughly unwanted (for my part at least) - conflict with the Egyptians, to an Alliance with the Egyptians.
- I also managed to get Military Access at what I considered a bargain price from the Armenians. Previously they wouldn't even entertain the idea! This was all over Tarsus. The fact that the ceasefire that was forced on the other Roman factions by my Alliance lasted only 3 turns is besides the point; it not my fault they declared war on the Egyptians again, and I was still in the binding Roman alliance, so that automatically broke the Alliance. But at least we were no longer in a war with each other, and relations had improved markedly. They still haven't resumed hostilities a dozen turns later, whereas our previous ceasefire lasted only a couple of turns.

VI. Diplomatic Disasters

Sometimes things don't go exactly the way you expect them to. Sometimes it's not even close. This section aims to cover the basic diplomatic problems that happen, and how to recover from them.

1. The Wandering Army

Description:

An army from a faction who have no Military Access treaty with you moves into your territory but doesn't attack anything. This also happens when you mistakenly (or intentionally) move your army into a territory of another faction from whom you have not secured Military Access.

Results:

If you are playing a Roman faction, you will receive notification from the Senate telling you to move your army out of that faction's territory or suffer the consequences. The consequences of not moving are that the Senate will probably investigate your family's finances, and (if the Quaestor that year is not part of your family) will likely levy a whopping fine on you. Fines as high as 90000 denarii have been reported by players. They may also bar your family from Senate office for a period of two to four years.

Recovery:

If you are the perpetrator, then you need to **immediately** move your army back into your territory, or territory for which you have gained Military Access. This will avoid any retribution from the Senate and the neutral faction in question. It will also keep you from being labeled as a dishonest faction (see Appendix D).

If you are on the receiving end of such a move, and you have a diplomat in the area, then you can try bribing the army (if you have the cash, of course). There are no diplomatic options currently for demanding that an army to whom you are neutral move their wandering army out of your lands. You can also try moving a strong army to stand toe-to-toe with the offenders. They will often get the hint and move elsewhere.

2. Refusal on All Offers

Description:

A faction refuses all of your offers, even Region gifts. This situation is especially confusing when you are in an alliance, and begin to get rejection messages on all offers.

Results:

If they will accept nothing from you, it is likely that they are preparing for war. The old MTW engine would accept peace treaties the round before it launched a major invasion. This happens in RTW, but very, very rarely.

Recovery:

Simply leave the faction alone, and move armies to the border to build forts and defend against incursions. Leaving one of your diplomats in their area is a good idea, because then you at least have the possibility that this faction will use your easily-accessed diplomat to get messages to you. However, your diplomat should be on the watch for assassins.

Appendix A

Traits & Retinue Members

Traits

Following is a list of all known traits that help a diplomat with his profession. They fall into five categories (the last of which, Foreign Tastes, affects only Romans).

Many thanks to [therother](#) from the Org, who provided almost the entirety of this section. A thousand blessings on his wife, his cattle, and his citadel walls.

Natural Abilities

Diplomatic Talent

This man has shown a natural talent for tact and diplomacy since birth. +1 to Influence

Natural Born Diplomat

This man was born with a talent for persuasion and diplomacy. He has potential. +2 to Influence

Diplomatic Genius

This man is a born genius with languages, negotiation, tact and diplomacy. With experience he could become a master of his art. +3 to Influence.

Good Diplomat Traits

Tactful

Diplomacy is a strength of this man's character. +1 to Influence.

Courteous

This man shows every sign of maturing into a shrewd and competent diplomatic negotiator. +2 to Influence.

Diplomatic

There are few diplomatic niceties that elude this man. +3 to Influence.

Polished Diplomat

This man is the consummate diplomat, urbane and assured in all circumstances. +4 to Influence.

Expert Diplomat

This man has mastered the art of diplomacy and tackles the most difficult negotiations with ease. +5 to Influence.

(Note: when a diplomat reaches the level of "Expert Diplomat", there is a faction announcement of the event. It reads "This man now has few equals in the arts of persuasion and diplomacy.")

Bad Diplomat Traits

Tactless

This man has an unfortunate manner when dealing with foreigners. -1 to Influence.

Discourteous

Foreign manners and customs are not to this man's taste, and he lets foreigners know this in no uncertain terms. -2 to Influence.

Undiplomatic

This man has a talent for saying exactly the wrong thing when negotiating even the most delicate of treaties. -3 to Influence.



Foreign Tastes

previous versions of the guide listed Foreign Tastes traits. These traits exist in the game's data files, but appear to be non-existent in the game itself, so they have been removed.

Retinue Members

Following are the known possible retinue members for a diplomat, with their bonuses.

Translator

The ability to speak to foreigners in their own babble is useful in one's servants. +2 to Influence. *(note: cannot have a Translator and a Linguist both as retinue members of the same diplomat)*

Rhetorician

"The point, sir, is not simply to argue, but to make your case with logic and - dare I say it? - a certain panache..." +2 to Influence.

Linguist

Shouting at foreigners gets a message across, but talking their strangulated language is more use. +2 to Influence. *(note: cannot have a Translator and a Linguist both as retinue members of the same diplomat)*

Foreign Hostage

This man is hostage to another's good behaviour, but favoured thanks to his own skills and good conduct. +1 to Influence. *(note: cannot have both a Foreign Hostage and Foreign Diplomat as retinue members with the same diplomat)*

Foreign Dignitary

Foreigners can be trusted, mostly, to do the right thing - for their own people. They do understand funny foreign ways, though. +1 to Influence. *(note: cannot have both a Foreign Hostage and Foreign Diplomat as retinue members with the same diplomat)*

Appendix B

Description of Offers and Demands

The following list is a complete list of all possible offers and demands you can use in a negotiating session. The format is:

Offer Name (offer/demand/both)

Stances: (faction stances under which this option shows up, [enemy, neutral or ally])

Description:

(description in plain text)

Clarification:

(additional info you will need to provide when choosing this option)

Tips:

(tips for successful negotiation with this option)

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Alliance (offer only)

Stances: neutral only

Description:

If you offer an alliance, you are offering to solidify relations with a faction. These solid relations will be demonstrated by you by (1) not attacking the allied faction, (2) leaving trade routes open between yourself and the allied faction.

Additionally, the alliance can be made stronger by not attacking your new ally's own allies. It can also be made stronger by expanding the trade routes between you and your new ally by building better roads between your cities and the allies' cities, or expanding ports which service your ally's harbours.

Clarification:

No additional info needed.

Tips:

Alliances are most often accepted when there has been some previous history of contact between two factions. The most common negotiated lead-in to a successful alliance proposal is to exchange map information and cement trade rights. Let trade flow for a little while (a year or two).

Also important is to consider the question, "Who are the allies and enemies of this faction?" If their enemies are your allies, your diplomat is likely to walk away empty-handed unless he's got a large treasury behind him, as well as a good influence rating. It's still possible to cement an alliance in this situation, but there is no possibility for stronger ties than an in-word alliance.

If you want to move from a state of war to an Alliance with a faction, you must first negotiate a Ceasefire, then work to fulfill the qualifications above to secure an alliance.

Cancel Alliance (offer only)

Stances: ally only

Description:

If you are currently allied with a faction, you can offer to cancel the alliance. If this offer is simply placed out on its own, then the cancel is unilateral - no matter what they think, your faction will cease all formal ties to that faction. In this case, you only have the option to inform your negotiating partner of the cancellation. There is no option to pull off something like "Pay up or we're no longer friends."

If, on the other hand, there is some other offer and a Demand associated with this offer, then this translates into a threat, with the demand side being "protection money".

Clarification:

No additional info needed.

Tips:

Although this is a simple diplomatic maneuver, it can have far-reaching consequences. If the faction you're canceling the alliance with share other allies with you, then there's the possibility that you will lose more than one alliance by doing this. Be sure you can handle the sudden loss of those ties, with the resulting drop in trade income. It may not happen, but best be prepared.

Trade Rights (offer only)

Stances: neutral or ally

Description:

You can offer to give a faction trade rights. This is bilateral - if they accept, then trade is allowed to happen between your cities and theirs, and your ports and theirs. Trade rights can be granted with or without an alliance. They are vital to the economic and growth ability of any faction who aren't world powers.

Trade rights benefit both your faction and the faction you are giving rights to. If you want to make life difficult for a faction, cancel or do not give trade rights to them, and encourage other factions to attack your target faction, thus cutting off trade to other factions as well.

Clarification:

No additional info needed.

Tips:

Besides **Map Information**, this is the most basic relation any two factions can have. Since, as said above, it is mutually beneficial, expect little resistance when proposing a trade agreement.

The larger the number of factions you have made Trade Rights agreements with, the better chance your merchants have of getting a good price for their goods. As long as your roads can reach another faction, or you have a port that is near theirs, then trade will automatically happen, prioritised to the best price.

If another faction turns down a request for trade rights, it's likely that an examination of the web of alliances and enemies will show that you've severely ticked off one of their strongest allies. If that's the case, and you really do want trade with a faction that has denied it, then patch up relations with that ally of theirs, then propose it again.

As with all offers, Trade Rights can fetch a price if presented initially as if you're expecting them to pay for the privilege of using your markets. If you're short on cash, try offering Trade Rights to a faction for the first time with a demand for Single Payment (of, say, 2000 denarii). Try with a lower price if you're turned down.

Cancel Trade Rights (offer only)

Stances: neutral or ally

Description:

You can offer to cancel trade rights. If this is your only offer, then you only have the option of informing your negotiating partner. This works in exactly the same way as **Cancel Alliance**.

Clarification:

No additional info needed.

Tips:

Again, take care to examine the web of alliances and enemies to make sure that this canceling will have handle-able side effects.

Military Access (offer & demand)

Stances: ally only

Description:

If you offer Military Access to a faction, you are offering that faction the ability to move their armies into your provinces without fear of reprisals. Conversely, if you demand Military Access from a faction, then you're asking for the ability to move your armies on their land safely. An alliance with reciprocal military access is probably the strongest form of alliance in the game. This allows them to aid you against enemies in your lands, and allows you to aid them against their enemies.

A side benefit of this is that you can march through an ally's provinces to attack another faction without having the constant pressure of a border to maintain. Your ally's provinces act as the buffer zone between you and your enemy in that situation.

Your ally will be grateful for the help, and you will be grateful not to have a large border to fortify.

Clarification:

No additional info needed.

Tips:

To successfully negotiate for Military Access, you must be either neutral to or enemies with a faction's enemies. Alliance with a faction's enemy will almost completely eliminate the possibility of successfully negotiating for Military Access. Also, if you currently have a Military Access treaty, then making an alliance with that faction's enemies will almost certainly spell doom for your Military Access.

Since Military Access is a level of trust beyond the standard, you will probably be required to give more than offering bilateral Military Access. If you've assured that there are no alliance conflicts, and a faction turns down a request for bilateral Access, try again but offer a single payment, or tribute over a couple of turns. If you're desperate for Military Access, you can try offering a settlement along with payment.

Every allied faction has its price for Military Access. If they won't accept at 20000 denarii, they will probably accept at 30000. If they don't accept at 30000, they will probably accept at 40000, and so on. You can see that at these prices, you're in essence buying Military Access. There is not enough data to understand whether such agreements are weaker than their more freely offered counterparts.

Attack Faction (offer & demand)

Stances: any

Description:

Offering to attack a faction, or demanding that the faction you're negotiating with attack a faction, can be done without an alliance. You either offer or demand the attack, specify which faction is the target.

The target faction can be attacked **anywhere** on the campaign map to fulfill this agreement. For example, if you offer your ally the Macedonians an attack on the Greeks while the Macedonian capital at Thessalonica is under Greek siege, you can go attack the Greeks in Pergamum and you've fulfilled your agreement.

An offer or demand of "attack" is simply that - it is not "attack where we really need you to help out".

Clarification:

When either offering or demanding an attack on a faction, you need to specify which faction should be the target of the attack. If you offer to attack, then the faction you specify is the one that you promise to launch an attack on. If you demand an attack, then the faction you specify is the one who you want your negotiating partner's faction to attack.

There is no year or turn limit set. This makes the process of judging whether a faction has fulfilled this obligation rather abstract. Couple this with the fact that you cannot effectively see where any AI faction moves its armies, and you have a completely untraceable promise.

However, using toggled Fog-Of-War, it has been verified that the AI factions do in fact live up to their promises of attacking the faction you specify.

Tips:

When offering to attack another faction, you are throwing in a bargaining chip to gain something with a demand. Your demand will come either with the offer to attack, or later, and the faction you're negotiating with knows this. They know there are no free gifts in the world of diplomacy.

If you go into a negotiation knowing this, then you can understand that, if you demand that a faction attack another faction, then you will be expected to pay up. This either means you need to pay them enough to recover any possible losses (this could add up to a large amount), or you need to offer at the same time to attack one of their enemies to whom you are currently neutral.

Give Region (offer & demand)

Stances: any

Description:

You can offer a region to a faction as part of negotiations (or as the entirety of a negotiation), or you can demand that a region be given to you. In game terms region translates into province.

When you give a region, it means that you must move your armies out of the province's main settlement during the turn in which you negotiate the region transfer. If you don't, you'll likely receive a message calling you a liar and possibly breaking off diplomatic relations with you.

As should be obvious, giving a province to another faction is a *big* step, for which you should expect a large reward. If a province is near rebellion, has large squalor problems, etc, then expect the same payback as if you were trying to sell a rust-pitted vehicle with no engine.

You can offer multiple regions at one time.

Clarification:

You will need to specify the region(s) offered. This consists of going through a list of all the provinces that you own (except where you've specified your capitol to be) and putting a check beside the one(s) you want to offer.

Tips:

Provinces mean revenue, population, and unit production power all in one nice package. This can be a very powerful bargaining chip. It won't work in the most severe cases (such as if you are negotiating for Military Access with someone whose enemy is your ally), but the giving of a region can be a huge economic and social benefit to a faction. Use with care.

You can couple a Give Region offer with a Give Region demand, effectively swapping provinces with another faction. Depending on who you talk to, this is an effective way to cement an alliance, though the cases in which it is rejected are unclear.

Make Single Payment (offer & demand)

Stances: any

Description:

This is simply the giving of a single one-time lump of cash to another faction, or the demand of a one-time lump sum from another faction. Often this is used to balance out what would otherwise be an unfair negotiation. For example, if you give a region like Attica, which has huge income potential, for a region like landlocked Tribus lazyges, you will probably also tag in a Make Single Payment to balance the transaction.

Clarification:

You will need to specify the amount which you will give (offer), or which you expect to receive (demand).

Tips:

This is the single most flexible tool in your negotiations toolkit. Use it to balance your own proposals, counter-propose to the AI faction's requests (which are often weighted on their side quite a bit), buy large favours for your faction, and so forth. If you have a vast treasury, this is the tool to use to accomplish what would otherwise be impossible.

Regular Tribute (offer & demand)

Stances: any

Description:

Like **Make Single Payment**, demanding and offering a regular tribute is a purely financial transaction. However, demanding tribute is demoralising to anyone receiving such a demand, and is often viewed as a hostile action.

Demanding and getting Regular Tribute damages the enemy's ability to create an army, build defences, make city improvements, and recover losses from any ongoing wars. Being under such an arrangement is often intolerable, and will often lead to renewed battle.

Clarification:

When demanding tribute, you will need to specify the amount per six-month turn you wish to be given (or wish to give), and the number of turns that this should continue.

Tips:

Demanding Regular Tribute is often the sign that a faction is near the end of its lifespan. If accepted, it can put a tremendous strain on the resources of a faction, thus weakening it in all areas.

A strong enemy will *never* accede to a request for Regular Tribute. A weak or recently beaten enemy will accept it simply for survival's sake. A strong ally may accede to a Regular Tribute request if you've given over a lucrative province in exchange for nothing but cash, and you want to avoid hitting them up for a mountain of cash with **Make Single Payment**.

Change Tribute (offer & demand)

Stances: any

Description:

When you have a tribute agreement with another faction (you're paying them regularly, or they're paying you regularly), you can either offer or demand that the tribute amount and turns be changed.

Clarification:

When asking for a changed Regular Tribute agreement, you will need to specify the amount per six-month turn you wish to be given (or wish to give), and the number of turns that this should continue.

Tips:



You can use this when circumstances have altered the balance of power in the game. However, there is not enough player data to understand when factions are more likely to accept changes to these agreements.

Map Information (offer & demand)

Stances: any

Description:

This is the most basic form of interaction between factions. In a unilateral Map Information negotiation, one side gives their Map Information to another faction either as a good-will gift, or for cash. The side that buys the map gets to see all city, resource, and infrastructure information the map holder has seen.

In a bilateral Map Information transaction, they give you their map of the world, and you give them yours. When you do, you gain the ability to see all the cities, resources, infrastructure, etc, that your negotiation partner has seen, and they have the same privilege with your information.

Once you have bought the Map Information of another faction, your campaign map changes to reflect the changing ownership of settlements that were on the map at the time you bought it. So if Themiskyra happens to be on a map you bought from the Parthians, you can keep an eye on who owns the place for an indefinite length of time without needing agents in the area.

Map Information is a nice prelude to a request for **Trade Rights**, sometimes coming in as a necessary prelude.

Clarification:

No more information needed.

Tips:

The simplest use of a Map Information offer is to offer it and leave your demand open (blank). This allows your negotiation partner to name their price for your map information. This is a great way to pad your treasury early in the game. You can make anywhere from 2000 to 4000 denarii per transaction by offering your map information in this way.

Coupled with a Map Information demand, a Map Information offer is a simple exchange, as described above. They will appreciate the shared knowledge, and you gain some information you likely lacked about city ownership and province infrastructure. Map exchanges like this can help lead to friendly relations such as Trade Rights or Alliance.

When you initially find another faction, a map offer or exchange is a good way to break the ice. Later, or even in the same negotiation session after they've accepted a map from you, bargain for Trade Rights. Even if the faction in question is much too far away to be an effective trading partner, this agreement can only help. With these two in the bag, you're well on your way to gaining an Alliance and everything that's possible after that.

Accept or We Will Attack (offer only)

Stances: neutral or enemy

Description:

If you add this chip to a negotiation, you are threatening your negotiating partner with painful consequences if they don't accept. This works when you've had a string of victories over a faction and you know they're hurting. Time this threat badly, there is a very good chance that the threat will be rebuffed, and you will find yourself out of diplomatic possibilities with this faction for several years.

Clarification:

No more information needed.

Tips:

When you've been pounding a faction into the dust and want to exert your diplomatic control over them, back off for a round or two, then send in a skilled diplomat. Demand a settlement, or that they become a protectorate, or any number of other demands, and for offer simply click the "Accept or We Will Attack" option.

If you do this right, this may be the best way to gain a faction as a Protectorate.

Ceasefire (offer only)

Stances: enemy only

Description:

Simple - you promise to stop butchering the other faction, and if they accept, then they promise to stop trying to attack you.

Clarification:

No more information needed.

Tips:

There are basically three situations in which to use Ceasefire: when you're getting your tail whipped and you want a break, when you're in a fairly even but long-running conflict and need the resources to deal with another problem, or when you're decimating an enemy and they are down to their last drop of life.

In the first case, you'll need to offer something big, like **Give Region** or **Regular Tribute** to have any hope of a Ceasefire being accepted. If they refuse with one of those two, then throw in a single payment if you can afford it.

In the second case, the other side may be in the same situation, and you can simply offer the Ceasefire. They may demand more - if so, go for **Make Single Payment** to balance out the difference if it's not too much.

In the third case, offer a Ceasefire in conjunction with a large demand - **Regular Tribute**, **Give Region**, or **Become Protectorate** are all in the realm of possibility here. Players have reported receiving over 12000 denarii in Regular Tribute from this Ceasefire scenario.



Become Protectorate (demand only)

Stances: neutral or enemy

Description:

When you demand that a faction become your protectorate, you are offering several things at once:

- All hostilities cease
- You have full Military Access to their lands
- They have full Military Access to your lands
- Alliance and Trade Rights are guaranteed

Tips:

- The length of Protectorate status is permanent. That is, once you have a Protectorate, they are yours until you decide to break the alliance with them.
- Guy Davidson at CA gave this helpful tip on gaining a Protectorate: "To tempt the faction into submission you need to be at war with them, threaten them quite severely, particularly by massing extensive troops on their borders,

blockading their ports and putting the entire faction under pressure. Once that's in place, the faction should be more amenable to subjugation."

There is a serious bug in RTW versions 1.0 and 1.1 which makes it so the faction under Protectorate status sucks your bank account dry, and into the red, in a matter of a few turns. This has been fixed in version 1.2, making Become Protectorate a viable diplomatic option.



Becoming a protectorate seems to be thoroughly beneficial. You can worry less about invasion, you pay no taxes to your conquerors, and you can use the time to recoup losses and build your economy. However, there is very little data on this.



There is not enough player experience with this option to know much more about gaining a protectorate. It would be helpful to know, for example, if a faction who are in Protectorate status can be bled for cash more easily (by repeated demands for Make Single Payment, or Regular Tribute).

Appendix C

Senate Missions & Policy

The Senate keeps a list of its current policy toward all factions in the game. This can help you to plan your diplomatic activity, either to coincide with the wishes of the Senate or to subtly thumb your nose at the Senate's agenda. To see this policy screen, simply click on your faction's circular icon in the lower right section of the screen. The screen that opens up is the Faction Policy listing. Click on any of the faction icons to see a detailed description of current Senate policy toward that faction.

The Senate will sometimes tell you to send your diplomats on very specific missions. A list of these follow, with a description.



There are reports of players having never seen any of these in any of their games. The conditions behind their appearance remains a mystery akin to those of the Good Goddess.

Send Emissary

The Senate asks you to send an emissary to a specific faction, with no goal in mind besides diplomatic contact.

Demand Tribute

The senate feels that a faction needs to recognise the superiority of Rome. It requests that you send a diplomat to demand a regular tribute payment. You will be rewarded depending on the size of the tribute you obtain.

Obtain Surrender

The Senate feels that a faction has been weakened enough to make forcing surrender a realistic option. Send a diplomat and demand that they become a Protectorate under Roman control.

Note: Guy Davidson from CA has said, "This mission is only issued if the target faction has less than 4 settlements and less than 5 family members and the Senate is at war with them."

Negotiate Return of Legionary Eagle

The Senate would like to send a diplomat to negotiate the return of the Legionary Eagle a faction holds. The loss of the Eagle standard is an ongoing source of shame to

the Legion that lost it, and there seems to be little chance of getting it back by military means.

Negotiate Settlement Handover

The Senate feels that there is a realistic prospect of persuading the current owners to hand over a settlement by offering them an exchange for one less valuable to us. Send a diplomat and attempt to get them to hand it over.

Obtain Map Information

The Senate asks that you send a diplomat to a faction and negotiate a treaty to obtain map information to extend Rome's knowledge of the world.

Get Trade Agreement

The Senate asks that you send a diplomat to a faction and negotiate a treaty to get trading rights for Rome.

Appease Faction

The Senate asks that you send a diplomat to a faction and get them to agree not to attack. Offer tribute or anything else that seems reasonable. As a short term measure this is most important.

Provoke Attack

The Senate asks that you send a diplomat to a faction and see if you can provoke them in to making an attack against us. Rome wants to be at war but does not want to appear to be the aggressor.

Peace Talks

The Senate asks that you send a diplomat to a faction and try to improve relations with this faction. No particular result is expected - just sending the diplomat and getting agreement on an offer is enough as a first step.

Make Alliance

The Senate asks that you send a diplomat to a faction and make an alliance with them.

Give Cash

Allied friends sometimes need financial support. The Senate asks that you make a single payment of at least one tenth of your annual income to a faction.

Appendix D

Diplomatic Phraseology

Factions can both demand and offer in different ways, and can reply to your offers and demands in many ways as well. Navigating these replies correctly is the tao of the true diplomat, and it is essential that it be studied.

Some factions share their language of diplomacy with others. For example, there is a block of statements labeled "Eastern" which affects the Parthian, Scythian, and other non-Greek factions in the east. Each cultural group has its own language of diplomacy. However, for space reasons, I have listed only the Roman corpus of statements. The other factions have slightly different wordings, but exactly the same sentiments. Some of them are a bit funny, but I'll leave them for you to discover.

Offers are not in this list, because you will never see a diplomat describe their offers in a negotiating session, only their demands and replies to your demands or counter-offers.

Bribe

A man such as yourself would prove to be a valuable asset, just how much value is up to you.

Gift

Accept this gift as a mark of our admiration for your virtue and courage.

Demands

Protectorate

Accept that your independence is at an end, and become a client state, guaranteed safety by the armies of Rome.

Alliance

An alliance between us would cause our enemies to tremble in fear.

Ceasefire

It is time to bring this needless bloodshed to an end.

Cancel Alliance

It is time to end our alliance and for each to follow his own road to greatness!

Trade Rights

Trade would bring wealth to both our peoples.

Military Access

The right to march Rome's armies across your lands would greatly aid us in defeating our enemies.

Attack Faction

Your assistance against our enemies would be greatly appreciated.

Map Information

Combining our knowledge of the world will benefit both parties.

Threat

We promise that we will not attack you for the right price.

Replies, Acknowledgements

Accept Gift

A recognition of our worth is always welcome. Our thanks.

Accept Bribe

Gold always eases the chance of misunderstanding before friendship is achieved. Our thanks.

Acknowledge Acceptance

Your acceptance is as gracious as it is sensible.

Acknowledge Rejection

Your rejection is gracious, but hardly sensible.

Acknowledge Declaration

You have left us with little - that is to say, no - choice.

Replies, Rejections

Decline Open-Ended Offer

This offer cannot be matched. We must decline your offer.

Reject, Not Interested

Banding words is a pointless waste of breath at this time.

Reject, Too Many Counter-Offers

We have talked for a long time to little purpose, and yet decided nothing. This negotiation must come to an end.

Reject Bribe

Our honour and friendship are not cheap goods in a market, even for your gold.

Decline Protectorate

Our freedom is precious, and not surrendered lightly. We see no need to become your servants - no matter how this is hidden behind fine words.

Decline Alliance

An alliance would not be in our best interests at this time.

Decline Ceasefire

We see no need to end the fighting between our peoples just yet.

Decline Cancel Alliance

We can see no valid reason to end the alliance between our two peoples.

Decline Military Access

While you can see the need to march your soldiers through our lands, we do not. Permission must be refused at this time.

Decline Give Region

Our forefathers spent their lives to secure this land. Our blood has been spent to keep it. It is not our way to meekly hand over land to such as you!

Decline Attack Faction

Attacking these people would not be in our best interests and so we must, regretfully, reject your request.

Decline Accept or We Will Attack

Your empty threats do not worry us. We will take our chances.

Decline Gift

Your motives for this gift remain a mystery. We cannot accept it.

Decline Offer (Generic)

This proposal is not what we expect or want. We decline your offer.

Decline Demand (Generic)

Even if you offered up your daughters as Vestals or your wives as harlots, we would not bow to your demands.

Decline Regular Tribute

We cannot give up our lands, even for your gold.

Decline Payment, Payment Too High

In all honour, we cannot accept your proposition, lest we be seen as thieves!

Decline Payment, Payment Too Low

In all honour, we cannot accept your offer. We are willing to talk, not prostitute ourselves for a pittance.

Replies, Rejections for Dishonesty

Reject Offer of Military Access

What is given can soon be taken away! We must reject your offer of access, as you may simply revoke it and leave our armies stranded.

Reject Give Region Offer

While your offer of territory is generous, we do not think we would keep it for long before your armies marched in and so we reject it.

Reject Military Access Offer

We are not fools. If we granted you marching rights, you would not march on your enemies. Our lands would be prey to your ambitions!

Reject Attack Faction Offer

We do not wish you to attack our rivals. We have no faith that your soldiers would ever see a battlefield and less faith that your promises are worthwhile.

Reject Accept or We Will Attack

Your words promise peace, but your actions have not always been those of peaceful men. Your promise not to attack us cannot be trusted, and we reject this offer.

Reject Regular Tribute

We will not take your gold. We have no faith that we would ever see the money you promise so glibly.

Replies, Acceptance

Accept Proposal (Generic)

We accept your well-intentioned and magnanimous proposition.

Accept Counter-Offer (Generic)

Your response to our proposal is acceptable.

Accept Harsh Demand

We accept your proposal but we don't have to like it.

Replies, Counter-Offers

Counter-Offer

We propose the following...

Counter-Demand

We suggest the following...

Counter Map Information

We trust you will find this information useful...

Counter Proposition (Generic)

After considering your proposal, we feel this proposal would more truly serve our interests...

Bribery Response (technically a counter-offer)

Our good will could be secured, I'm sure, through a suitable golden gift...

Hails

Welcome Ally

Welcome, Friend of Rome! What do you need to talk about?

Welcome Neutral

Ave! What do you wish to propose?

Welcome Enemy

Make this quick! War leaves little time for niceties towards the likes of you!

All Done

This negotiation must end. May Jupiter Optimus Maximus bless our next meeting so that it is as useful as this one!