

Huaizhong Chen turns business lessons into global diplomacy

September 29, 2025 9:00 AM Kimberly Steinmetz
ksteinmetz@tulane.edu



When Tulane professor Huaizhong Chen took her lessons in negotiation and leadership to Washington, D.C., she didn't just present research, she helped shape how policymakers think about diplomacy. (Photo courtesy of Huaizhong Chen)

Negotiation and leadership aren't just skills for the classroom or the boardroom — they're essential tools for building peace and cooperation in a complicated world, according to [Huaizhong Chen](#), professor of practice in management at Tulane University's [A. B. Freeman School of Business](#).

Chen's belief in that principle took her far beyond campus earlier this year. This spring, Chen traveled to Washington, D.C., to present at the U.S. Department of State. There, she shared practical recommendations for strengthening diplomacy and gave policymakers a different framework for measuring how well their strategies work.

The chance to present her work came through a State Department initiative which collaborates with universities across the country on pressing global challenges. The program provides hands-on opportunities for academics to engage with real-world issues, enhancing their contribution and impact in global policymaking.

"Our collaboration focuses on developing a set of sub-objectives and specific indicators to measure and track diplomatic activities and efforts," Chen explained. "These indicators will provide timely feedback to diplomats and policymakers on the progress of their planning and the effectiveness of their strategies in achieving overarching goals." For example, one indicator tracks whether their strategies are helping entrepreneurs thrive by building strong partnerships and supporting programs that connect people across borders. These collaborations spark creative problem-solving and open new opportunities that benefit everyone involved.

Chen's proposal rose to the top in a competitive, two-round selection process. She was invited to Washington to present her recommendations and to connect with diplomats from across the world, deepening her understanding of how negotiation plays out on the world stage.

"It was an incredible and truly memorable experience," Chen said. "I felt a deep sense of fulfillment in knowing that our expertise and insights can contribute meaningfully at the highest levels of policymaking."

For Chen, the project reaffirmed why she teaches. She's now weaving these insights back into her courses, giving students opportunities to learn from real-world diplomacy and to see how leadership and negotiation can drive positive, lasting change. Separately, Chen was invited to present at the 85th Academy of Management Conference, where she shared insights on enhancing the academic impact of higher education.

"Ultimately, I want to equip our future leaders with the skills to navigate complex environments," she said, "and to use those skills to advance the collective good."