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To address the processes of emergence of Colombia's foreign policy discourses, positions and actions, taking into account the mechanisms through which family, regional, sectoral or national interests become government mandates.

It sets out the theoretical framework, the methodology applied and the general conclusions regarding staff profiles.

The execution of foreign policy actions are products of power relations within Colombian society, which may or may not respond to flows from abroad.

According to a paradigmatic characterization of foreign policy, the state is conceived as an entity that has deliberately generated international behavior in order to survive and adapt to the demands of actors outside it. This rationalist perspective is based on the existence of a homogeneous, consequent and unitary resolution state, and ignores the question of who, the subjects, and the why, the interests, of the execution of foreign policy.

Para el caso colombiano, el funcionario no se ve como un simple ejecutor imparcial encargado de representar intereses generales, y a su vez, los intereses no son vistos como consensos respecto a problemas y necesidades nacionales, sino como campos de disputas sectoriales y particulares. They are subjects elected within a framework of networks and political, clientele, economic interests, etc., which define, and even condition, the possibilities of exercising their functions as government delegates abroad.

Most of the officials served because they belonged to a political-economic elite, rather than because they possessed a high level of specialized knowledge of diplomatic and foreign policy issues. The ideological position turned out to be a relevant factor in relation to the appointments of individuals, either because of affinity with the government, or because they belonged to a different political sector with which alliances were established, without incurring the risk of giving them a great possibility of influencing domestic politics.

A cross-sectional review of the profiles of civil servants between 1958 and 2010 reveals some continuities, but also trends of change which in turn reflect the transformations in both the international and national contexts. It was only during the third period, 1990-2010, that women began to be appointed to senior positions related to the country's foreign policy, which is evidence of the gender gap that exists in the participation and influence of women in Colombia's international relations.

Between 1990 and 2010, we went from building social capital based on traditional family ties, to a construction that is also based on the community of professionals with postgraduate degrees associated with economic issues, in certain universities abroad, especially in U.S. and British educational centers, strengthening the approach to the weight of the technical in the administration of the public.