

28th IAA SYMPOSIUM ON SPACE AND SOCIETY (E5)
Interactive Presentations (IP)

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THE MULTILATERAL NEGOTIATION OF AN EMERGING SPACE POLICY ON THE MEXICAN
FOREIGN POLICY AGENDA: CHALLENGES AND OPPORTUNITIES**Abstract**

In a global political situation where the reality is uncertain and the future represents a great risk, a country must use its strengths to continue as a strategic player in the international space field, which represents an expansion of 12.2% per year. One of these strengths is the negotiating capacity as the main base of a foreign policy that considers the space issue within its agenda. In the case of Mexico, space activity -mainly in terms of commercial products and services of earth observation, remote sensing and software development-, constitutes a field of opportunity to assure the objectives in the national interest of a country, which is focused in the national security perspective, since the development of this sector is related to the growing demand for defense, intelligence, surveillance, security, environment and climate change applications by national governments and military organizations. In this sense, Mexico is in a position not only to preserve its national interest, but also to generate an impact in its area of influence in Latin America and the Caribbean, as well as in Asia and Europe. Similarly, in view of the various milestones since the creation of the National Outer Space Commission (CONEE) in 1962, the installation of the Mexican Reception Station of the Spot Constellation (ERMEXS), the Satellite Information Reception Station (ERIS), as well as the modernization of the Mexican Satellite System (MEXSAT), Mexico has opportunities to diversify its foreign policy agenda towards other issues, resulting in a transformation from traditional diplomacy (Government to Government) towards public diplomacy (Government to Society), an scenario where the emergence of new players depicts a competitive advantage at the international level.