The spider at the centre of an emerging oil industry, Calouste Gulbenkian brought finance, government and technical know-how together. Concession-holders from California to the Caucasus sought him out for his skill in raising capital. Oil majors like Shell recognized his gift for negotiation, which helped them form cosy cartels that divvied up world markets. From the Sultan and Young Turks on the eve of World War I to the Shah and Ibn Saud fifty years later, Gulbenkian served as interpreter to two generations of oil men and Middle East leaders. As the world enters a new age of deglobalisation, what can we learn from this Armenian “citizen of nowhere”?

Jonathan Conlin was born in New York and later moved to Britain, where he studied history at Oxford. He went on to do graduate work at the Courtauld Institute and Cambridge. Since his appointment to the University of Southampton in 2006 he has taught courses on an unusually wide range of topics, from the moral philosophy of Adam Smith through the history of cemeteries to the impact of evolution on Victorian society. He regularly comments on museums, heritage and television history for *History Today*, *Museums Journal* and R4’s “Today” programme.

Co-sponsored by Columbia University Armenian Center, the National Association for Armenian Studies and Research (NAASR), and the Calouste Gulbenkian Foundation.