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Office Hours: 12:30-1:30: M-W

Intl 4260
Decision Making In International Relations

This course argues that understanding human decision making is the key to understanding international politics. Here, we will explicitly examine different conceptions of decision making (indeed, human nature) in order to better explain foreign policy.

Readings:

The reading material is largely available on-line, but there is also a course packet for purchase at Bell Jean. Much of the readings is quite challenging and routinely found in graduate seminars across the country. Therefore, the reading burden for the course is not heavy, allowing you sufficient time to complete the readings for each week. For many of you this will require going over the material several times. Indeed, I expect that you will come to class prepared. The exams are structured so that mastering the reading material is a necessary condition for success in the class.

Evaluation:

There will be three unannounced examinations each worth 10% of the total grade. The midterm will be worth 30% of the grade. A cumulative final exam will be worth 40%. All examinations will be in essay format.

The final exam will consume 2 hours. In the third hour scheduled for the exam I will conduct make-up exams. Make-up exams will be granted only for students with a legitimate and documented excuse, and arranged prior to the day of the final. There are no exceptions.

Students who withdraw after the first two weeks of the class will receive a W, unless they are failing the class in which case they will receive a WF.

Schedule of Readings

May 13: Introduction

May 14: What does rationality mean?

Plous Ch.7: "Expected Utility Theory" (p)

Dawes: Rational Choice in an Uncertain World Ch.1 (p)

Orbell, "Hamlet and the Psychology of Rational Choice"(p)

Rationality in IR

May 15: Classical

Wilson: "The World Must be Made Safe for Democracy: The Fourteen Points" p)

Morgenthau: Part 1 (chs. 1&2): "Theory and Practice of International Politics" (p)

Allison & Zelikow Ch.1: "The Rational Actor" (p)

May 16: Contemporary

Bruce Bueno de Mesquita, "An Expected Utility Theory of International Conflict," *American Political Science Review*, 74(4), December 1980 (online)

James Fearon. "Rationalist Explanations for War" *International Organization*. Vol.49, N.3. (Summer 1995) (Online)

Institutional and (Inter)personal Constraints on Rational Foreign Policy

May 19: Group

Janis: Victims of Groupthink Chs. 1, 2,4(p)

May 20: Bureaucracy

Allison: Essence of Decision Chs. 3-4 (p)

Mastanduno. "The United States Political System and International Leadership: A 'Decidedly Inferior' form of Government?" (p)

May 21: Personality

Greenstein, Fred, "Can Personality and Politics Be Studied Systematically?"

Political

Psychology 13 (1992), (online).

Etheredge, Lloyd, "Personality Effects on American Foreign Policy, 1898-1968,"

American political Science Review 72 (1978), pp. 434-451. (online)

Larson, Deborah "The Role of Belief Systems and Schemas in Foreign Policy Decision-Making" *Political Psychology*, Vol. 15, No. 1, 1994 (on line)

May 22: Emotion

Neta Crawford, "The Passion of World Politics: Propositions on Emotion and Emotional Relationships," *International Security*, Vol. 24, No. 4. (Spring, 2000), (online)

Welch, David A., "Culture and Emotion as Obstacles to Good Judgment," in Stanley A. Renshon and Deborah Welch Larson, eds., *Good Judgment in Foreign Policy: Theory and Application* (Lanham: Rowman & Littlefield, 2003), (office)

May 23 Midterm

May 26: Cognitive View: Limits to Rational Decision Making (Mar 3)

Herbert Simon: "Human Nature and Politics: The dialogue of Psychology with Political Science" *American Political Science Review*. Vol.79 N.2 (June 1985) (online)

Tetlock & McGuire "Cognitive Perspectives in Foreign Policy" (p)

Decision Heuristics

May 27: Prospect Theory

McDermott: "The Iranian Hostage Rescue Mission" (p)

Berejikian: "Model Building with Prospect Theory" (p)

May 28 Analogical Reasoning (Mar 24)

Houghton: "Analogical Reasoning in Novel Foreign-Policy Situation" *British Journal of Political Science*. Vol.26 N.4 (Oct. 1996) (Online)

May 29: Unexplored Territory (Mar 31)

Plous: "Anchoring and Adjustment" (p)

Plous: "Overconfidence" (p)

(and perhaps some neuroeconomics!)

Are We Constructed by Our Ideas?

May 30: Constructivism (Apr 7)

Alexander Wendt: "Anarchy is What States Make of It". *International Organization*, Vol. 46, No. 2. (Spring, 1992), pp. 391-425.(online)

June 2nd : Post Modern (April 14)

Keeley, J. "Toward a Foucauldian Analysis of International Regimes"
International Organization v.44:pp83-105 1990 (online)

Bradley Klein. "How the West was Won: Representational Politics of NATO"
International Studies Quarterly. 34:3 1990 (online)

June 3rd Final exam (make up exams if previously approved)