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Office Hours: 11:00-12:00: 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.

Grading Scale

A	100-93	C+	79-77
A-	92-90	C	76-73
B+	89-87	C-	72-70
B	86-83	D	69-60
B-	82-80	F	59 and below

Schedule of Readings

Week 1: Introduction (Aug 17)

Week 2: What does rationality mean? (Aug 24)

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

Week 3: Classical (Aug 31)

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)

Week 4: Contemporary (Sept. 9th the 7th is Labor Day Holiday)

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

Week 5: Group (Sept 14)

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

Week 6: Bureaucracy (Sept 21)

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

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

Week 7: Personality (Sept 28)

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)

Week 8: Emotion (Oct 5): 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)

Week 9 (Oct 12): 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)

Week 10 (Oct 19): Prospect Theory

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

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

Week 11: Analogical Reasoning (Oct 26)

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

Week 12: Unexplored Territory (Nov 2)

Plous: "Anchoring and Adjustment" (p)

Plous: "Overconfidence" (p)

(and perhaps some neuroeconomics!)

Are We Constructed by Our Ideas?

Week 13: Constructivism (Nov 9)

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

Week 14: Post Modern (Nov 16)

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)

Nov. 23 Break

Week 15 (Nov 30): Wrap Up week, Lessons Learned

Final Class Dec 7th, Prepare for Final