

**University of Georgia**

**INTL 4260: Decision Making in International Relations**

**Spring 2017, M W F 10:10 A.M. -11:00 A.M.**

**Peabody Hall 219A**

Instructor: Filip Viskupič

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Office Hours: By appointment

***Course Description and Objectives***

How do individuals and groups make decisions in international relations and foreign policy? What psychological factors affect the decision-making process? This course will introduce models that examine decision-making in international relations, including rational choice, prospect theory, organizational theory and many others. We will discuss these models in depth and identify their strengths and weaknesses. We will also apply these models to several cases of the US foreign policy.

***Readings***

There is only one required book for this class; the rest of the readings will be available online or on the eLC.

Allison, Graham T., Philip Zelikow. *Essence of Decision: Explaining the Cuban Missile Crisis*. Vol. 2. Longman New York, 1999.

***Evaluation***

**Participation (20%)**

In order to get the most out of this class, you must attend regularly and participate often. The class will follow a **seminar-style format**. Participation entails thoughtfully asking questions, answering questions, providing feedback to classmates' questions, etc. A student's participation is assessed by the quantity and quality of comments, questions and answers. Just attending the class does not yield any participation points.

Note: This is a reading-intensive class. Having done the readings is essential to participate successfully in class. You should bring a paper or electronic copy of the readings to class to facilitate discussion. I will lecture only when necessary. We will spend most the class discussing the assigned readings. There is **no extra credit** in class.

In order to facilitate effective reading, please try to answer the following questions for each assigned piece:

- What is the author's main argument?
- What evidence does the author use to support his or her argument?
- What are the strengths and weaknesses of the author's analysis? Do you agree or disagree with the author?
- How does the argument relate to other work we have discussed in class?

### Exams (40%)

There will be **two** closed-book exams that will cover readings, lectures and class discussions. All of it is fair game. The second exam is cumulative.

Please note that make-up exams will only be given for university approved absences, such as university sanctioned events (sports/conference), a documented medical excuse (you must have some sort note from a doctor or the health center), or proof of the death of a deceased direct relative. You must email me the documentation one week before the exam.

### Final Analytical Paper (40%)

Students will be responsible for writing one 8 page double-spaced (1-inch margins) analytical paper in response to a prompt provided by me. The goal of this exercise is to demonstrate your ability to apply the concepts and theories that we will study throughout the course. You will have a choice between several questions, which you will receive on March 20. The paper will be due at the beginning of the final class on April 26 in hard copy form.

### **Grade Appeals**

Requests for re-grades of exams may be made no less than 5, and no more than 14, days after receiving a graded assignment. I will not consider requests for re-grades outside this window. All re-grade requests must explain why the original grade was inaccurate and include a copy of the original assignment. All requests will result in the assignment being re-graded in its entirety, and I reserve the right to adjust the grade either up or down.

## **Grading**

Students will be graded on all coursework according to the following scale:

A 93 and above

A- 90-92

B+ 88-89

B 83-87

B- 80-82

C+ 78-79

C 73-77

C- 70-72

D 60-69

F 59 and below

## **Absences**

Attendance for this class is **not mandatory**. Having said that, I still expect that you will attend and actively participate in every class. If you are unable to attend a class you are responsible for getting any notes or class announcements from another student. I will not provide any lecture notes or presentation slides from class meetings. I will also not respond to email questions whose answers are contained in the syllabus.

## **Class etiquette**

Cell phones, MP3 players, and other noise-making devices must be silenced and put away during class. Frequent disruptions may result in a reduction of participation grade.

Laptops are allowed for note taking only, and not surfing the web. I reserve the right to ban laptops from the classroom if this rule is violated.

## **Academic honesty**

All University of Georgia students must abide by the UGA academic honesty policy, “A Culture of Honesty”, which can be accessed at [www.uga.edu/honesty](http://www.uga.edu/honesty) . All academic works must meet

the standards contained in the “A Culture of Honesty”. Please don’t cheat. If caught, cheating will very likely lead to failing the course and severe penalty by the University.

### **Disability and Health Related Issues**

Students that require a disability accommodation should first register with the University Disability Resource Center. After that they should make an appointment and speak with me as soon as possible.

**Class Schedule** (This schedule is for planning only and is subject to change)

#### ***Week 1- Introduction*** (Jan. 6)

Syllabus

#### ***Week 2- Why Study Decision Making in IR?*** (Jan. 9-13)

Waltz, Kenneth Neal. *Theory of International Politics*. New York: McGraw-Hill, Inc, 1979.  
Chapter 4

Byman, Daniel L., and Kenneth M. Pollack. “Let Us Now Praise Great Men: Bringing the Statesman Back in.” *International Security* 25, no. 4 (2001): 107–46.

Hudson, Valerie M. “Foreign Policy Analysis: Actor-Specific Theory and the Ground of International Relations.” *Foreign Policy Analysis* 1, no. 1 (2005): 1–30.

#### ***Week 3- Rational Actor Model*** (Jan. 16-20)

Monday, Jan. 16- Martin Luther King Jr. Day- NO CLASS

Alex Mintz and Karl DeRouen Jr., *Understanding Foreign Policy Decision Making*. Cambridge University Press, NY, 2010. Chapter 4

Allison, Graham T., Philip Zelikow. *Essence of Decision: Explaining the Cuban Missile Crisis*. Vol. 2. Longman New York, 1999. - Introduction and Chapters 1 & 2

Green, Donald P., and Ian Shapiro. *Pathologies of Rational Choice Theory: A Critique of Applications in Political Science*. Cambridge University Press, 1994. Chapters 1 & 2 (Available online through the UGA library)

Fearon, James D. "Rationalist Explanations for War." *International Organization* 49 (1995): 379–414. Skim

#### **Week 4- Group Decision Making** (Jan. 23-27)

Allison, Graham T., Philip Zelikow. *Essence of Decision: Explaining the Cuban Missile Crisis*. Vol. 2. Longman New York, 1999. - Chapters 3 & 4

Stephen D. Krasner. 1972. Are Bureaucracies Important? Or Allison Wonderland. *Foreign Policy*. 159-179.

Irving, Janis. "Victims of Groupthink: A Psychological Study of Foreign-Policy Decisions and Fiascoes." *Boston: Houghton Mifflin*, 1972. Chapters 1 & 8

Badie, Dina. "Groupthink, Iraq, and the War on Terror: Explaining US Policy Shift toward Iraq." *Foreign Policy Analysis* 6, no. 4 (2010): 277–96.

#### **Week 5- Cognitive Biases** (Jan. 30- Feb. 3)

Kahneman, Daniel, and Jonathan Renshon. "Why Hawks Win." *Foreign Policy*, 2007, 34–38.

Berejikian, Jeffrey D., and Bryan R. Early. "Loss Aversion and Foreign Policy Resolve." *Political Psychology* 34, no. 5 (2013): 649–71.

Nincic, Miroslav. "Loss Aversion and the Domestic Context of Military Intervention." *Political Research Quarterly* 50, no. 1 (March 1, 1997): 97–120.

Johnson, Dominic DP, and Dominic Tierney. "The Rubicon Theory of War: How the Path to Conflict Reaches the Point of No Return." *International Security* 36, no. 1 (2011): 7–40.

#### **Week 6- Analogical Reasoning** (Feb. 6- Feb. 10)

Mumford, Andrew. "Parallels, Prescience and the Past: Analogical Reasoning and Contemporary International Politics." *International Politics* 52, no. 1 (January 1, 2015): 1–19.

Khong, Yuen Foong. *Analogies at War: Korea, Munich, Dien Bien Phu, and the Vietnam Decisions of 1965*. Princeton University Press, 1992. Chapters 1 and 6

Houghton, David Patrick. "The Role of Analogical Reasoning in Novel Foreign-Policy Situations." *British Journal of Political Science* 26, no. 04 (1996): 523–52.

**Week 7 Prospect Theory** (Feb. 13- Feb. 17)

Taliaferro, Jeffrey W. "Quagmires in the Periphery: Foreign Wars and Escalating Commitment in International Conflict." *Security Studies* 7, no. 3 (1998): 94–144.

Berejikian, Jeffrey. "The Gains Debate: Framing State Choice." *American Political Science Review* 91, no. 04 (1997): 789–805.

Mercer, Jonathan. "Prospect Theory and Political Science." *Annual Review of Political Science* 8 (2005): 1–21.

**Week 8- Exam** (Feb. 20- Feb. 24)

Feb. 20 and 22 - Review

Feb. 24- **EXAM**

**Week 9- Personality** (Feb. 27- Mar. 3)

Waite, Robert. (1990) Leadership Pathologies: The Kaiser and the Fuhrer and the Decisions for War in 1914 and 1939. In *Psychological Dimensions of War*, edited by Betty Glad. Newbury Park, CA: Sage. Chapter 6

Gallagher, Maryann E., and Susan H. Allen. "Presidential Personality: Not Just a Nuisance." *Foreign Policy Analysis* 10, no. 1 (2014): 1–21.

Winter, David G. "Philosopher-King or Polarizing Politician? A Personality Profile of Barack Obama." *Political Psychology* 32, no. 6 (2011): 1059–81.

Renshon, Jonathan. "Stability and Change in Belief Systems: The Operational Code of George W. Bush from Governor to Second-Term President." *Journal of Conflict Resolution*, 2008.

**Spring Break** (Mar. 6- Mar. 10)

NO CLASSES

**Week 10- Age, Experience and Illness** (Mar. 13- Mar. 17)

McDermott, Rose. *Presidential Leadership, Illness, and Decision Making*. Cambridge University Press, 2007. Chapter 1, 2 & 3 (Available online through the UGA library)

Horowitz, Michael C., and Allan C. Stam. "How Prior Military Experience Influences the Future Militarized Behavior of Leaders." *International Organization* 68, no. 03 (2014): 527–59.

Horowitz, Michael, Rose McDermott, and Allan C. Stam. "Leader Age, Regime Type, and Violent International Relations." *Journal of Conflict Resolution* 49, no. 5 (2005): 661–85.

**Week 11- Neuroscience & Unexplained Territory** (Mar. 20- Mar. 24)

Monday, Mar. 20-Final paper questions will be distributed

McDermott, Rose. "The Feeling of Rationality: The Meaning of Neuroscientific Advances for Political Science." *Perspectives on Politics* 2, no. 04 (2004): 691–706.

Sanfey, Alan G., James K. Rilling, Jessica A. Aronson, Leigh E. Nystrom, and Jonathan D. Cohen. "The Neural Basis of Economic Decision-Making in the Ultimatum Game." *Science* 300, no. 5626 (June 13, 2003): 1755–58.

Li, Jian, Erte Xiao, Daniel Houser, and P. Read Montague. "Neural Responses to Sanction Threats in Two-Party Economic Exchange." *Proceedings of the National Academy of Sciences* 106, no. 39 (2009): 16835–16840.

Travison, Thomas G., Andre B. Araujo, Amy B. O'Donnell, Varant Kupelian, and John B. McKinlay. "A Population-Level Decline in Serum Testosterone Levels in American Men." *The Journal of Clinical Endocrinology & Metabolism* 92, no. 1 (January 1, 2007): 196–202.

**Week 12- Implications for IR theory?! & Exam** (Mar. 27- Mar. 31)

Goldgeier, James M., and Philip E. Tetlock. "Psychology and International Relations Theory." *Annual Review of Political Science* 4, no. 1 (2001): 67–92.

Berejikian, Jeffrey D. "Model Building with Prospect Theory: A Cognitive Approach to International Relations." *Political Psychology* 23, no. 4 (2002): 759–86.

Friday, Mar. 31- **EXAM**

**Week 13 – Case study: Cuban Missile Crisis** (Apr. 3- Apr. 7)

Allison, Graham T., Philip Zelikow. *Essence of Decision: Explaining the Cuban Missile Crisis*. Vol. 2. Longman New York, 1999.

McDermott, Rose. *Presidential Leadership, Illness, and Decision Making*. Cambridge University Press, 2007. Chapter 5 (Available online through the UGA library)

Haas, M. L. Prospect theory and the Cuban missile crisis. *International Studies Quarterly* 45, no. 2 (2001): 241–270.

Friday, Apr. 7- TBD (Away at conference)

**Week 14- Case study: Iran Hostage Crisis** (Apr. 10- Apr. 14)

McDermott, Rose. “Prospect Theory in International Relations: The Iranian Hostage Rescue Mission.” *Political Psychology* 13, no. 2 (June 1, 1992): 237–63.

Houghton, David Patrick. *Cambridge Studies in International Relations: US Foreign Policy and the Iran Hostage Crisis*. Cambridge, GB: Cambridge University Press, 2001. Chapter 1, 5 & 8 (Available online through the UGA library)

McDermott, Rose. *Presidential Leadership, Illness, and Decision Making*. Cambridge University Press, 2007. Appendix (Available online through the UGA library)

**Week 15- Case study: Iraq War** (Apr. 17- Apr. 24)

Flibbert, Andrew. “The Road to Baghdad: Ideas and Intellectuals in Explanations of the Iraq War.” *Security Studies* 15, no. 2 (2006): 310–52.

Kaufmann, Chaim. “Threat Inflation and the Failure of the Marketplace of Ideas: The Selling of the Iraq War.” *International Security* 29, no. 1 (2004): 5–48.

Mazarr, Michael J. “The Iraq War and Agenda Setting.” *Foreign Policy Analysis* 3, no. 1 (2007): 1–23.

Houghton, David Patrick. “Invading and Occupying Iraq: Some Insights from Political Psychology.” *Peace and Conflict* 14, no. 2 (2008): 169–92.

**Week 16- Wrap up** (Apr. 24- Apr. 26)

**Apr. 26- ANALYTICAL PAPER DUE IN CLASS**