

Foreign Policy Decision-Making

Political Science 545

Autumn 2003

MWF 12-1:18p.m.

Campbell Hall 335

<http://psweb.sbs.ohio-state.edu/grads/coggins/>

Bridget Coggins

Office Hours: F 10-12 a.m.

(Or by appointment)

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Course Description:

This course presents foreign policy as a useful alternative approach to unitary rational studies of international relations. Students are expected to come into class with a general understanding of US diplomatic behavior in the post-WWII era (Political Science 245). FPDM 545 begins with American foreign policy, but broadens its focus to contemplate a number of states' decision-making behaviors. We begin with traditional explanations of foreign policy and proceed through state, bureaucratic, group and individual psychological theories of decision. The course surveys some of the most prominent theories of foreign policy decision-making including Bureaucratic Politics, Strategic Culture, Rational Choice, and Groupthink. We will also look to cognitive psychology for insights into how decision-makers reason and make use of the information presented to them.

Class Participation and Quizzes:	15% (best 3 scores out of 4)
Short Paper:	20%
Long Paper:	30%
Final Exam:	35%
Extra Credit:	2.5% (details to follow)

Required Readings:

All listed readings are required readings. If a particular topic sparks your interest, however, do feel free to ask me for additional sources.

The New York Times (The paper version or the on-line version will suffice. Hard copies of the paper are available at a significant discount to students. On-line copies of the paper are free of charge.) Students are expected to read the *NYT* Monday through Friday each week. Students should focus their reading on the international section and come to class prepared to discuss current events with reference to our coursework. Quizzes may also cover *NYT* article content.

Allison, Graham T. and Philip Zelikow (1999). *Essence of Decision: Explaining the Cuban Missile Crisis, 2nd Edition* Pearson PTP ISBN: 0321013492
(Available at SBX or on-line. Amazon.com \$13.78- new, \$7.50 - used)

Khong Yuen Foong (1992). *Analogies at War: Korea, Munich, Dien Bien Phu and the Vietnam Decisions of 1965* Princeton University Press ISBN: 0691025355
(Available at SBX or on-line. Amazon.com \$24.95 – new, \$12.95 – used)

Plous, Scott (1993). *The Psychology of Judgement and Decision Making* McGraw-Hill ISBN: 0070504776
(Available at SBX or on-line; (expensive at SBX, cheap on-line) about \$30 – new, \$25 - used)

****Links to additional readings for the course are available in .pdf format on the course Web site. Click on the “Classes” button and then on 545.**

Student Responsibilities:

Assigned readings should be completed *before* Monday's lecture each week. The reading load is around one hundred pages per week. Reading assignments become somewhat shorter as the quarter progresses, however, in order to allow students to concentrate upon their research papers.

I prefer not to lecture at you for an hour three times a week. If you have questions or comments about the readings or lecture or find something particularly provocative in some morning's edition of the *Times*, feel free to speak up. I will also provide a number of opportunities for discussion, interactive and small group activities. Strong participation and feedback are essential to your learning more and my teaching better. It also just makes things more interesting.

Attendance at each lecture is not mandatory, but will greatly increase your chances of success in this class. If you do miss a lecture, please contact your classmates for their notes first and then attend office hours if you have additional questions or need clarification. You will know your absences have reached undue excess when your colleagues no longer wish to share with you. Students with legitimate absences will be accommodated but I will not rehash entire lectures for those who can not find the time to attend class.

Additional guidelines for papers and information on the structure and content of the final exam will be provided during lectures. I am also happy to address questions or review rough drafts of papers during my office hours or via e-mail. Note that there is no late paper policy within the syllabus because late papers are unacceptable unless extreme circumstances require them.

If you begin to have difficulties with the coursework, please contact me so we can work together to remedy the problem. Please don't wait until the 9th week of the quarter to ask for help if you need it.

Quizzes and Participation: There will be four short quizzes throughout the quarter. Your three highest scores out of four will constitute your participation grade. I will drop the low score. Quizzes are designed to measure student participation and engagement with the coursework. Quizzes will include (but will not be limited to) lecture topics, reading assignments, and *New York Times* article content. Quizzes will be *easy* if you read the assigned materials and attend class regularly. Make-up quizzes will only be granted, again, in extreme circumstances.

Short Paper: (Due 10/24) The short paper will be a descriptive paper (5-7 pages) about a single instance of foreign policy decision-making. The paper should be presented from the perspective of one state and the relevant decision-makers within that state. Papers should discuss the (course relevant) factors that influenced the decision-making process and eventual choice selected for their case.

Long Paper: (Due 12/1) The long paper (10-12 pages) builds itself upon the case study from the short paper. Students should take two decision-making frameworks or theories from class and apply them to the case study explored in the first paper. The paper may present the two models as competitive or complementary explanations. The paper should conclude with a discussion of the insights into decision-making provided by each of the two frameworks.

Final Exam: The final exam is cumulative and will include multiple choice, identification, and essay questions.

Extra Credit: 2.5% extra credit (added to your final course grade) is available to those students willing to participate in experiments conducted by the Political Science Department. 2.5% may seem like too little reward, but it is often the difference between a B+ and an A-. Helping other students and professors of politics is also good karma. Details for those wanting to participate will follow in class.

Other Important Notes:

Disability: Students with disabilities are responsible for making their needs known to the instructor, and seeking available assistance, by the end of the first week of the quarter. Course materials are available in alternative formats upon request. Please contact Mr. Wayne DeYoung in the Political Science Department if you require assistance: 2140 Derby Hall, 154 North Oval Mall, 292-2880.

Academic Honesty: All of the work you do in this course is expected to be your own. Absolutely no cheating or plagiarism (using someone else's words or ideas without proper citation) will be tolerated. If you have any questions about what constitutes either of these offenses, please see official OSU policy or ask me during office hours. If you have questions about how to properly cite resources, please go to the course Web site and look under "Links". Ignorance of the rules is **not** an acceptable excuse. Any cases of cheating or plagiarism will be reported to the university committee on academic misconduct and handled according to university policy.

Honors and Awards: Please notify me if you would like your final paper considered for the *William Jennings Bryant Award* for outstanding undergraduate research in political science.

Course Schedule:

Week 1

Course Introduction (No Reading)

Wednesday (9/24) Syllabus Review and Introduction

Friday (9/26) Traditional IR and Foreign Policy

Week 2

The Rational Actor Model (Allison p.1-54, skim 77-129)

Monday (9/29) Introduction to the RAM

Wednesday (10/1) Basic Game Theory

Friday (10/3) Rational Choice Theory

Week 3

Organizational Outputs and Politics within Governments (Allison p.143-185, 255-313 and 379-405, skim descriptive chapters 4 and 6)

Monday (10/6) Organizational Behavior and Governmental Politics

Wednesday (10/8) Putting Allison to Work, Conclusion and Critiques

Friday (10/10) **CLASS and OFFICE HOURS CANCELLED**

<u>Week 4</u>	<u>Models of Foreign Policy?</u> (See Web site for readings)
Monday (10/13)	The Democratic Peace and The Clash of Civilizations
Wednesday (10/15)	Strategic Culture and Norms
Friday (10/17)	Area Studies and Foreign Policy
<u>Week 5</u>	<u>Group Dynamics and Psychology</u> (PJDM p.191-214 and Janis and Hermann on Web site)
Monday (10/20)	Groupthink
Wednesday (10/22)	Group Dynamics and Decision Rules
Friday (10/24)	Group Decisions in Practice (Short papers are due at the beginning of class)
<u>Week 6</u>	<u>History and Learning in Foreign Policy</u> (Khong p.3-96)
Monday (10/27)	The uses and “abuses” of history – May & Neustadt
Wednesday (10/29)	Analogical Reasoning and Counterfactuals
Friday (10/31)	Khong’s theory and research design
<u>Week 7</u>	<u>Psychology and History’s Lessons</u> (Khong p.97-205 and 251-263)
Monday (11/3)	Successes and Failures in Practice (Can we learn the right lessons?)
Wednesday (11/5)	Learning, Cohort Effects, and Formative Events
Friday (11/7)	Prisoners of our Preconceptions?
<u>Week 8</u>	<u>Who are these guys?: Individuals and Foreign Policy</u> (See Web site for readings)
Monday (11/10)	Personality and Leadership Style
Wednesday (11/12)	Psychobiography
Friday (11/14)	Situational Paranoia

Week 9

Psychology Ponders the Rational Actor Model
(PJDM p.13-37 and 79-105)

Monday (11/17)

The Experimental Method

Wednesday (11/19)

Prospect theory and “challenges” to the RAM

Friday (11/21)

Framing, Manipulation and Sources of Influence

Week 10

Individual Psychology and Decision-Making (PJDM p.109-188)

Monday (11/24)

Heuristics and Biases

Wednesday (11/26)

Common Psychological Traps

Friday (11/28)

NO CLASS. THANKSGIVING HOLIDAY.

Week 11

Course Conclusion and Final Review

Monday (12/1)

Taking Psychology out of the lab
(Long papers are due at the beginning of class)

Wednesday (12/3)

Course Conclusion, Toward A Theory of Foreign Policy?

Friday (12/5)

Final Review Session

Final Exam Date and Time TBA