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# Foreign Policy Analysis And Rational Choice Models

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Foreign Policy Behavior

Foreign Policy Decision-Making (Revisited)

Rational Theory of International Politics

Becoming Rivals

Reasoning of State

Studying Foreign Policy Comparatively

Essence of Decision

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## **KELLEY KIERA**

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*Foreign Policy Behavior* Lynne Rienner Publishers

Understanding Foreign Policy Decision Making presents a psychological approach to foreign policy decision making. This approach focuses on the decision process, dynamics, and outcome. The book includes a wealth of extended real-world case studies and examples that are woven into the text. The cases and examples, which are written in an accessible style, include decisions made by leaders of the United States, Israel, New Zealand, Cuba, Iceland, United Kingdom, and others. In addition to coverage of the rational model of decision making, levels of

analysis of foreign policy decision making, and types of decisions, the book includes extensive material on alternatives to the rational choice model, the marketing and framing of decisions, cognitive biases, and domestic, cultural, and international influences on decision making in international affairs. Existing textbooks do not present such an approach to foreign policy decision making, international relations, American foreign policy, and comparative foreign policy.

*Foreign Policy Decision-Making (Revisited)* Columbia University Press

This electronic version has been made available under a Creative Commons (BY-NC-ND) open access license. This book reviews a variety of approaches to the study of the European Union's foreign policy. Much analysis of EU foreign policy contains

theoretical assumptions about the nature of the EU and its member states, their inter-relationships, the international system in which they operate and the nature of European integration. Such assumptions, when not discussed openly, often curtail debate. This book opens up this field of enquiry so students, observers and analysts of EU foreign policy can review a range of tools and theoretical templates from which the development and the trajectory of the EU's foreign policy can be studied. Situated at the interface between European studies and international relations, the book outlines how the EU relates to the rest of the world, explaining its effort towards creating a credible, effective and principled foreign, security and defence policy.

*Rational Theory of International Politics* Oxford University Press, USA

There are two dominant approaches to political decision making in general and foreign policy decision making in particular: rational choice and cognitive psychology. The essays here introduce and test the poliheuristic theory of decision making that integrates elements of both schools. The poliheuristic theory is able to account for the outcome and the process of decisions, and integrates across levels of analysis (individual, dyad, and group). The collection focuses on both elements of the theory itself and also looks at how the theory can be used to better understand political decisions that were made in the past.

*Becoming Rivals* Cambridge University Press

Foreign Policy is unique in that it combines theories, actors and cases in one volume. This approach encourages the reader to appreciate a balanced view of the theory, and how foreign policy is carried out in the real world.

**Reasoning of State** Lynne Rienner Publishers

This book examines how foreign policy analysis can be enriched by 'domestic realm' public policy approaches, concepts and theories. Starting out from the observation that foreign policy has in many ways become more similar to (and intertwined with) 'domestic' public policies, it bridges the divide that still persists between the two fields. The book includes chapters by leading experts in their fields on arguably the most important public policy approaches, including, for example, multiple streams, advocacy coalition, punctuated equilibrium and veto player approaches. The chapters explore how the approaches can be adapted and transferred to the study of foreign policy and point to the challenges this entails. By establishing a critical dialogue between approaches in public policy and research on foreign policy, the main contribution of the book is to broaden the available theoretical 'toolkit' in foreign policy analysis.

**Studying Foreign Policy Comparatively** Bloomsbury Publishing

Within the realist school of international relations, a prevailing view holds that the anarchic structure of the international system invariably forces the great powers to seek security at one another's expense, dooming even peaceful nations to an unrelenting struggle for power and dominance. *Rational Theory of International Politics* offers a more nuanced alternative to this view, one that provides answers to the most fundamental and pressing questions of international relations. Why do states sometimes compete and wage war while at other times they cooperate and pursue peace? Does competition reflect pressures generated by the anarchic international system or rather states'

own expansionist goals? Are the United States and China on a collision course to war, or is continued coexistence possible? Is peace in the Middle East even feasible? Charles Glaser puts forward a major new theory of international politics that identifies three kinds of variables that influence a state's strategy: the state's motives, specifically whether it is motivated by security concerns or "greed"; material variables, which determine its military capabilities; and information variables, most importantly what the state knows about its adversary's motives. Rational Theory of International Politics demonstrates that variation in motives can be key to the choice of strategy; that the international environment sometimes favors cooperation over competition; and that information variables can be as important as material variables in determining the strategy a state should choose.

**Essence of Decision** West Publishing Company

The second edition of this introductory textbook on foreign policy analysis focuses on the key explanatory factors that underlie the foreign policies of states and other actors to show how theory can illuminate practice. Genuinely international in scope and drawing on a wide range of examples, it provides an accessible introduction to the key elements of foreign policy analysis to explain, predict and evaluate what states and other collective actors want, how they make decisions, and key determinants of state security, diplomatic, and economic foreign policies.

Providing a broad set of theoretical tools for analysing foreign policy, and including increased coverage of methodology, this new edition provides students with the skills to undertake their own foreign policy analysis.

*Rethinking European Union foreign policy* Cambridge University Press

A groundbreaking examination of a central question in international relations: Do states act rationally? To understand world politics, you need to understand how states think. Are states rational? Much of international relations theory assumes that they are. But many scholars believe that political leaders rarely act rationally. The issue is crucial for both the study and practice of international politics, for only if states are rational can scholars and policymakers understand and predict their behavior. John J. Mearsheimer and Sebastian Rosato argue that rational decisions in international politics rest on credible theories about how the world works and emerge from deliberative decision-making processes. Using these criteria, they conclude that most states are rational most of the time, even if they are not always successful. Mearsheimer and Rosato make the case for their position, examining whether past and present world leaders, including George W. Bush and Vladimir Putin, have acted rationally in the context of momentous historical events, including both world wars, the Cold War, and the post-Cold War era. By examining this fundamental concept in a novel and comprehensive manner, Mearsheimer and Rosato show how leaders think, and how to make policy for dealing with other states.

Foreign Policy Begins at Home SAGE Publications, Incorporated

This exciting new book aims to re-invigorate the conversation between foreign policy analysis and international relations. It opens up the discussion, situating existing debates in foreign policy in relation to contemporary concerns in international

relations, and provide a concise and accessible account of key areas in foreign policy analysis that are often ignored. Focusing on how the process of foreign policy decision making affects the conduct of states in the international system, and analysing the relationship between policy, agency and actors, the work examines: foreign policy and bureaucracies domestic sources of foreign policy foreign policy and the state foreign policy and globalization foreign policy and change. This work builds on and expands the theoretical canvas of foreign policy analysis, shaping its ongoing dialogue with international relations and offering an important introduction to the field. It is essential reading for all students of foreign policy and international relations.

*Small States in World Politics* Springer

No study of international relations is complete without consideration of foreign policy processes and an understanding of state security, conflict in global politics, and the relationship between the world economy and international behavior. Conflict, Security, Foreign Policy, and International Political Economy: Past Paths and Future Directions in International Studies consists of twelve original essays that point out the strengths and weaknesses of current approaches in these research areas as well as suggest agendas for future research. Frank P. Harvey is Professor of Political Science and Director of the Centre for Foreign Policy Studies at Dalhousie University. Michael Brecher is the R.B. Angus Professor of Political Science at McGill University and past president of the International Studies Association. Millennial Reflections on International Studies This volume is part of the Millennial Reflections on International Studies project in which forty-five prominent scholars engage in self-critical, state-

of-the-art reflection on international studies to stimulate debates about successes and failures and to address the larger questions of progress in the discipline. Other paperbacks from this project: Realism and Institutionalism in International Studies Evaluating Methodology Critical Perspectives in International Studies The full collection of essays is available in the handbook Millennial Reflections on International Studies.

*How States Think* Springer

Scholars and citizens tend to assume that rationality guides the decision-making of our leaders. Brian C. Rathbun suggests, however, that if we understand rationality to be a cognitive style premised on a commitment to objectivity and active deliberation, rational leaders are in fact the exception not the norm. Using a unique combination of methods including laboratory bargaining experiments, archival-based case studies, quantitative textual analysis and high-level interviews, Rathbun questions some of the basic assumptions about rationality and leadership, with profound implications for the field of international relations. Case studies of Bismarck and Richelieu show that the rationality of realists makes them rare. An examination of Churchill and Reagan, romantics in international politics who sought to overcome obstacles in their path through force of will and personal agency, show what less rationality looks like in foreign policy making.

*Integrating Cognitive and Rational Theories of Foreign Policy Decision Making* Springer

Aimed at advanced undergraduate and beginning graduate students, this book covers the theory of foreign policy analysis. Beginning with an overview, it then tackles theory and research

at multiple levels of analysis, ending with an examination of the areas in which the next generation of foreign policy analysts can make important contributions.

Foreign Policy Analysis Routledge

Aimed at advanced undergraduate and beginning graduate students, this book covers the theory of foreign policy analysis. Beginning with an overview, it then tackles theory and research at multiple levels of analysis, ending with an examination of the areas in which the next generation of foreign policy analysts can make important contributions.

**Understanding Foreign Policy Decision Making** Routledge  
 Why does North Korea behave erratically in pursuing its nuclear weapons program? Why did the United States prefer bilateral alliances to multilateral ones in Asia after World War II? Why did China become "nice"—no more military coercion—in dealing with the pro-independence Taiwan President Chen Shuibian after 2000? Why did China compromise in the negotiation of the Chunxiao gas exploration in 2008 while Japan became provocative later in the Sino-Japanese disputes in the East China Sea? North Korea's nuclear behavior, U.S. alliance strategy, China's Taiwan policy, and Sino-Japanese territorial disputes are all important examples of seemingly irrational foreign policy decisions that have determined regional stability and Asian security. By examining major events in Asian security, this book investigates why and how leaders make risky and seemingly irrational decisions in international politics. The authors take the innovative step of integrating the neoclassical realist framework in political science and prospect theory in psychology. Their analysis suggests that political leaders are more likely to take

risky actions when their vital interests and political legitimacy are seriously threatened. For each case, the authors first discuss the weaknesses of some of the prevailing arguments, mainly from rationalist and constructivist theorizing, and then offer an alternative explanation based on their political legitimacy-prospect theory model. This pioneering book tests and expands prospect theory to the study of Asian security and challenges traditional, expected-utility-based, rationalist theories of foreign policy behavior.

**Understanding Foreign Policy** Springer Nature

This book's introduction to foreign policy analysis focuses on decision makers and decision making. Each chapter is organized around puzzles and questions to which undergraduates can relate. The book emphasizes the importance of individuals in foreign policy decision making, while also placing decision makers within their context.

**Decision-Making in American Foreign Policy** Routledge

Why do states sometimes compete and wage war while at other times they cooperate and pursue peace? Does competition reflect pressures generated by the anarchic international system or rather states' own expansionist goals? This title offers a theory of international politics that identifies the kinds of variables that influence a state's strategy.

**The Silence of the Rational Center** Manchester University Press

Why does North Korea behave erratically in pursuing its nuclear weapons program? Why did the United States prefer bilateral alliances to multilateral ones in Asia after World War II? Why did China become "nice"—no more military coercion—in dealing with

the pro-independence Taiwan President Chen Shuibian after 2000? Why did China compromise in the negotiation of the Chunxiao gas exploration in 2008 while Japan became provocative later in the Sino-Japanese disputes in the East China Sea? North Korea's nuclear behavior, U.S. alliance strategy, China's Taiwan policy, and Sino-Japanese territorial disputes are all important examples of seemingly irrational foreign policy decisions that have determined regional stability and Asian security. By examining major events in Asian security, this book investigates why and how leaders make risky and seemingly irrational decisions in international politics. The authors take the innovative step of integrating the neoclassical realist framework in political science and prospect theory in psychology. Their analysis suggests that political leaders are more likely to take risky actions when their vital interests and political legitimacy are seriously threatened. For each case, the authors first discuss the weaknesses of some of the prevailing arguments, mainly from rationalist and constructivist theorizing, and then offer an alternative explanation based on their political legitimacy-prospect theory model. This pioneering book tests and expands prospect theory to the study of Asian security and challenges traditional, expected-utility-based, rationalist theories of foreign policy behavior.

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*Analyzing Foreign Policy* Manchester University Press

There are two dominant approaches to political decision making in general and foreign policy decision making in particular: rational choice and cognitive psychology. The essays here introduce and test the poliheuristic theory of decision making that integrates elements of both schools. The poliheuristic theory is able to account for the outcome and the process of decisions, and integrates across levels of analysis (individual, dyad, and group). The collection focuses on both elements of the theory itself and also looks at how the theory can be used to better understand political decisions that were made in the past.

*Rethinking Foreign Policy Analysis* Cambridge University Press

A concise introduction to the study of foreign policy, this textbook provides an essential guide to a major area of international politics which has become increasingly complex and sophisticated.

*Rationality and the Analysis of International Conflict* Rowman & Littlefield

Reviewing, comparing, and contrasting models of foreign policy, this volume focuses on the cognitive vs rational debate about decisionmaking on war and peace. It provides alternative models of foreign policy choice and identifies when one strategy is more appropriate than another.