

Government 2749: Political Psychology and International Relations

Spring 2018
Thurs 2 PM - 4 PM
Classroom: CGIS K450
Harvard University

PROFESSOR: Joshua D. Kertzer
EMAIL: jkertzer@gov.harvard.edu
CGIS K206
OFFICE HOURS: Thurs 4-5:30 PM, or by appointment

Preliminary syllabus - contents may change (January 18, 2018)

Course description

This graduate seminar explores the intersection of political psychology and international politics. Despite the proliferation of research at this intersection, many (most?) seminars on political psychology cover hardly any IR; many (most?) seminars in IR feature barely any political psychology. This class is an effort to bridge that divide.

Because of the “big tent” nature of IR, the interdisciplinary nature of the topic (spanning political science, various fields of psychology, and behavioral economics), and the ambiguity about what falls under its purview (can you have a theory of politics without a theory of mind? If not, what *doesn't* count as psychological? As Stanley Hoffmann argued in his presidential address to the International Society of Political Psychology in June 1985, “The term political psychology is a pleonasm: not all psychology is about politics, thank goodness, but politics is wholly psychological.”), it is impossible to cover the entire field in a twelve week seminar. The course is thus designed as a curated overview, in the hopes that it will familiarize you with some of the debates in the field and introduce you to material you might have not encountered elsewhere, opening up new lines of inquiry, and providing inspiration for future research.

The reading list for the class is deliberately eclectic, drawing on a wide array of research traditions, and employing a diverse set of methodologies. It includes:

- Foundational works in social psychology and behavioral economics (which I'll group together here as “behavioral approaches”), which much of the psychological work in IR continues to draw from (with varying degrees of fidelity).
- Classic works in IR that draw on behavioral approaches, because it's important to know where the field has been.
- New works in IR that draw on behavioral approaches, which give a sense of where the field is going.
- Cutting edge research in social psychology and behavioral economics, which may give a sense of where the field will be going in the future.

We begin the semester by exploring the relationship between psychology and rationality, which we use as a launching pad from which to investigate the landscape of political

Table 1: Tentative Class Schedule

1	Introduction: Psychology and rationality	January 25, 2018
2	Cold cognition I: Heuristics, biases and prospect theory	February 1, 2018
3	Cold cognition II: Updating, learning, signaling, and predicting	February 8, 2018
4	Hot cognition I: Motivated reasoning, images, stereotypes, and perceptions	February 15, 2018
5	Hot cognition II: Emotions, morality, taboos, and indivisible issues	February 22, 2018
6	Dispositions I: Personality, operational codes, integrative complexity	March 1, 2018
7	Dispositions II: Values, ideology, and culture	March 8, 2018
8	Intergroup I: Small groups, social categorization, social identity, and social dominance	March 22, 2018
9	Intergroup II: Honor, reputation, status, reciprocity, revenge	March 29, 2018
10	Intergroup III: National and transnational identities, and constructing the nation	April 5, 2018*
11	Violence as cause and effect: political violence and exposure to threat and repression	April 12, 2018
12	Genetic, neurobiological and evolutionary	April 19, 2018

*Class this week conflicts with ISA 2018, and will be rescheduled to another date.

psychology in international relations. (Note that we'll jump straight into discussing the readings in the first class).

We spend the following two weeks on what loosely might be thought of as “cold,” cognitive models of information processing: heuristics and biases, prospect theory, learning and updating from the past, predicting the future, and communicating through the use of signals. In contrast, the following two weeks focus on what generally might be thought of as “hot,” motivated models of decision-making: motivated reasoning, images and stereotypes, inhumanization and dehumanization, perception, as well as emotions, morality, taboos, and indivisible issues. The divisions here are somewhat arbitrary — signaling and perception are mirror images of one another, and a number of the topics covered in subsequent weeks could easily be inserted here instead — but a broader level, what unites these latter two weeks is the way in which political judgments are often affect-laden.

The next two weeks focus on different dispositional theories and individual differences: personality, operational codes, integrative complexity, values, ideology, and culture. Historically, much of the work on personality and operational codes in IR has focused on the leader-level, while much of the work on values and ideology has focused on the mass public, but as the gap between the study of elite and mass political behavior has begun to dissipate, these two weeks might be better thought of as exploring the ways that different types of actors systematically differ from one another more generally.

The next three weeks all explore interaction and intergroup behavior: the psychology of small groups (how do these individual-level differences aggregate?), social categorization, social identity, and social dominance (how do individuals identify with and act as a part of groups in the first place?), honor, reputation and status, reciprocity and revenge, and thinking about collective identity at both the national, subnational, and supranational levels. If weeks 6-7 are dispositional, the penultimate week turns to the power of the situation, looking at the effects of violence, threat and political repression, and in turn, terrorism and radicalization. Finally, we conclude with genetic, biological, and evolutionary theories, which portray many of the

above mechanisms in a new light.

Course requirements and grading

20% Class participation

15% In-class presentations/facilitation

15% Paper proposal and peer review exercise: March 5-10, 2018

50% Final paper due: May 3, 2018

This is a seminar-style class that revolves around class discussion; students should come to class having done the readings and ready to talk about them. Enrollment is normally limited to graduate students and others with permission of the professor, and auditing is not normally permitted. After the first week, each week will be led in collaboration with graduate student facilitators, who will introduce the week's topic, place the course readings in a broader perspective, before opening the floor for broader class discussion.

Because the class is designed to be helpful for your research, the main assignment in the class is to write an original research paper. The paper should either propose or test a psychological theory on a topic related to international politics, with the goal of producing something that, after some revision, could eventually be published in a top journal. A number of the works on this syllabus began as papers written in graduate seminars (including here in the Harvard Government department!); think of this assignment as a chance to write something that will make it on this syllabus in the future.

Since so much of what we do as scholars is a collective enterprise, mid-way through the semester, the class also has a peer review exercise. You'll work up a short (3-5 page) proposal for your research paper, and submit it to me electronically. I'll then send each proposal to 2-3 other students in the class, who will provide written feedback on each proposal, so that you'll begin the second half of the semester with helpful advice about how to move forward with the project. I'll provide more information about the paper and review requirements early in the semester.

Collaboration and academic integrity policy

Discussion and the exchange of ideas are essential to academic work. For assignments in this course, you are encouraged to discuss the material presented in the course with your classmates. However, you should ensure that any written work you submit for evaluation is the result of your own research and writing and reflects your own approach to the topic. You must also adhere to standard citation practices in political science and properly cite any books, articles, websites, etc. that have helped you with your work.

Special accommodations

Students requiring academic accommodations are requested to present their letter from the [Accessible Education Office \(AEO\)](#) and speak with me by the end of the second week of the term. Failure to make these arrangements by this date may negatively affect my ability to implement the arrangements on time.

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Introduction: Psychology and rationality

- Lake, David A., and Robert Powell. 1999. "International Relations: A Strategic-Choice Approach." In *Strategic Choice and International Relations*, ed. David A. Lake and Robert Powell. Princeton, NJ: Princeton University Press.
- Riker, William H. 1995. "The Political Psychology of Rational Choice Theory." *Political Psychology* 16 (1): 23-44.
- Elster, Jon. 2007. *Explaining Social Behavior: More Nuts and Bolts for the Social Sciences*. New York, NY: Cambridge University Press, pp. 191-231.
- Thaler, Richard H. 2016. "Behavioral Economics: Past, Present, and Future." *American Economic Review* 106 (7): 1577-1600.
- Hafner-Burton, Emilie M., Stephan Haggard, David A. Lake, and David G. Victor. 2017. "The Behavioral Revolution and the Study of International Relations." *International Organization* 71 (S1): S1-S31.
- Mercer, Jonathan. 2005b. "Rationality and Psychology in International Politics." *International Organization* 59 (1): 77-106.
- Rathbun, Brian C., Joshua D. Kertzer, and Mark Paradis. 2017. "Homo Diplomaticus: Mixed-Method Evidence of Variation in Strategic Rationality." *International Organization* 71 (S1): S33-S60.

Recommended

Rationality and its discontents

- Verba, Sidney. 1961. "Assumptions of Rationality and Non-Rationality in Models of the International System." *World Politics* 14 (1): 93-117.
- Sen, Amartya K. 1977. "Rational Fools: A Critique of the Behavioral Foundations of Economic Theory." *Philosophy & Public Affairs* 6 (4): 317-344.
- Simon, Herbert A. 1978. "Rationality as a Process and Product of Thought." *American Economic Review* 68 (2): 1-16.
- Simon, Herbert A. 1985. "Human Nature in Politics: The Dialogue of Psychology with Political Science." *American Political Science Review* 79 (2): 293-304.
- Quattrone, George A., and Amos Tversky. 1988. "Contrasting Rational and Psychological Analyses of Political Choice." *The American Political Science Review*: 719-736.
- Satz, Debra, and John Ferejohn. 1994. "Rational Choice and Social Theory." *The Journal of Philosophy* 91 (2): 71-87.
- Green, Donald P., and Ian Shapiro. 1994. *Pathologies of Rational Choice Theory: A Critique of Applications in Political Science*. New Haven, CT: Yale University Press.
- Kahler, Miles. 1998. "Rationality in International Relations." *International Organization* 52 (4): 919-941.
- Rabin, Matthew. 1998. "Psychology and Economics." *Journal of Economic Literature* 36 (1): 11-46.
- Stanovich, Keith E., and Richard F. West. 1998. "Individual Differences in Rational Thought." *Journal of Experimental Psychology: General* 127 (2): 161-188.

- Frieden, Jeffrey A. 1999. "Actors and Preferences in International Relations." In *Strategic Choice and International Relations*, ed. David A. Lake and Robert Powell. Princeton, NJ: Princeton University Press.
- Morrow, James D. 1999. "The Strategic Setting of Choices: Signaling, Commitment, and Negotiation in International Politics." In *Strategic Choice and International Relations*, ed. David A. Lake and Robert Powell. Princeton, NJ: Princeton University Press.
- Stein, Arthur A. 1999. "The Limits of Strategic Choice: Constrained Rationality and Incomplete Explanation." In *Strategic Choice and International Relations*, ed. David A. Lake and Robert Powell. Princeton, NJ: Princeton University Press.
- Walt, Stephen M. 1999. "Rigor or Rigor Mortis?: Rational Choice and Security Studies." *International Security* 23 (4): 5-48.
- Martin, Lisa L. 1999. "The Contributions of Rational Choice: A Defense of Pluralism." *International Security* 24 (2): 74-83.
- Lupia, Arthur, Mathew D. McCubbins, and Samuel L. Popkin. 2000. "Beyond Rationality: Reason and the Study of Politics." In *Elements of Reason: Cognition, Choice, and the Bounds of Rationality*, ed. Arthur Lupia, Mathew D. McCubbins, and Samuel L. Popkin. Cambridge: Cambridge University Press.
- Fearon, James, and Alexander Wendt. 2002. "Rationalism v. Constructivism: A Skeptical View." In *Handbook of International Relations*, ed. Walter Carlsnaes, Thomas Risse, and Beth A. Simmons. London: Sage.
- Snidal, Duncan. 2002. "Rational Choice and International Relations." In *Handbook of International Relations*, ed. Walter Carlsnaes, Thomas Risse, and Beth A. Simmons. London: Sage.
- Camerer, Colin. 2003. *Behavioral game theory: Experiments in strategic interaction*. Princeton University Press.
- Fudenberg, Drew. 2006. "Advancing beyond advances in behavioral economics." *Journal of Economic Literature* 44 (3): 694-711.
- Pesendorfer, Wolfgang. 2006. "Behavioral economics comes of age: A review essay on advances in behavioral economics." *Journal of Economic Literature* 44 (3): 712-721.
- DellaVigna, Stefano. 2009. "Psychology and economics: Evidence from the field." *Journal of Economic literature* 47 (2): 315-372.
- Stanovich, Keith E. 2011. *Rationality and the Reflective Mind*. New York, NY: Oxford University Press.
- Wilson, Rick K. 2011. "The Contribution of Behavioral Economics to Political Science." *Annual Review of Political Science* 14: 201-223.

The landscape of political psychology (inside and outside of IR)

- Hoffmann, Stanley. 1986. "On the Political Psychology of Peace and War: A Critique and an Agenda." *Political Psychology* 7 (1): 1-21.
- McGuire, William J. 1993. "The Poly-Psy Relationship: Three Phases of a Long Affair." In *Explorations in Political Psychology*, ed. Shanto Iyengar and William J. McGuire. Duke University Press.

- Tetlock, Philip E. 1998. "Social Psychology and World Politics." In *The Handbook of Social Psychology*, ed. Daniel T. Gilbert, Susan T. Fiske, and Gardner Lindzey. New York: McGraw-Hill.
- Goldgeier, J.M., and P.E. Tetlock. 2001. "Psychology and International Relations Theory." *Annual Review of Political Science* 4: 67-92.
- Hermann, Margaret G. 2002. "Political psychology as a perspective in the study of politics." In *Political Psychology*, ed. Kristen Renwick Monroe. Mahwah, NJ: Lawrence Erlbaum Associates, Publishers.
- Stein, Janice Gross. 2002. "Psychological Explanations of International Conflict." In *Handbook of International Relations*, ed. Walter Carlsnaes, Thomas Risse, and Beth A. Simmons. London: Sage.
- Krosnick, Jon A., and Kathleen M. McGraw. 2002. "Psychological Political Science Versus Political Psychology True To Its Name: A Plea for Balance." In *Political Psychology*, ed. Kristen Renwick Monroe. Mahwah, NJ: Lawrence Erlbaum Associates, Publishers.
- Levy, Jack S. 2003. "Political Psychology and Foreign Policy." In *Oxford Handbook of Political Psychology*, ed. David O. Sears, Leonie Huddy, and Robert Jervis. Oxford: Oxford University Press.
- Schildkraut, Deborah J. 2004. "All Politics Is Psychological: A Review of Political Psychology Syllabi." *Perspectives on Politics* 2 (4): 807-819.
- McDermott, Rose. 2004b. *Political Psychology in International Relations*. Ann Arbor, MI: University of Michigan Press.
- Mintz, Alex. 2007. "Why Behavioral IR?" *International Studies Review* 9 (1): 157-162.
- Walker, Stephen G. 2007. "Back to the Future? Behavioral IR as a Case of Arrested Development." *International Studies Review* 9 (1): 165-172.
- Elms, Deborah Kay. 2008. "New Directions for IPE: Drawing From Behavioral Economics." *International Studies Review* 10 (2): 239-265.
- Van Aaken, Anne. 2014. "Behavioral International Law and Economics." *Harvard International Law Journal* 55 (2): 421-481.
- Broude, Tomer. 2015. "Behavioral International Law." *University of Pennsylvania Law Review* 163 (4): 1099-1157.
- Cottam, Martha L., Elena Mastors, Thomas Preston, and Beth Dietz. 2016. *Introduction to Political Psychology*. 3rd ed. New York, NY: Routledge.
- Stein, Janice Gross. 2017. "The Micro-Foundations of International Relations Theory: Psychology and Behavioral Economics." *International Organization* 71 (S1): S249-S263.
- Powell, Robert. 2017. "Research Bets and Behavioral IR." *International Organization* 71 (S1): S265-277.
- Kertzer, Joshua D., and Dustin Tingley. 2018. "Political Psychology in International Relations: Beyond the Paradigms." *Annual Review of Political Science* Forthcoming.

Cold cognition I: Heuristics, biases, and prospect theory

- Kahneman, Daniel, and Amos Tversky. 2000. *Choices, Values and Frames*. Cambridge: Cambridge University Press, Chapters 2,8,12.
- Levy, Jack S. 1997. "Prospect Theory, Rational Choice, and International Relations." *International Studies Quarterly* 41 (1): 87-112.
- Sheffer, Lior, Peter John Loewen, Stuart Soroka, Stefaan Walgrave, and Tamir Sheafer. 2018. "Nonrepresentative Representatives: An Experimental Study of the Decision Making of Elected Politicians." *American Political Science Review* Forthcoming: 1-20.
- Gigerenzer, Gerd, and Wolfgang Gaissmaier. 2011. "Heuristic Decision Making." *Annual Review of Psychology* 62: 451-482.
- Rapport, Aaron. 2013. "The Long and Short of It: Cognitive Constraints on Leaders' Assessments of "Postwar" Iraq." *International Security* 37 (3): 133-171.
- Brooks, Sarah M., Raphael Cunha, and Layna Mosley. 2015. "Categories, Creditworthiness, and Contagion: How Investors' Shortcuts Affect Sovereign Debt Markets." *International Studies Quarterly* 59 (3): 587-601.
- Chen, Daniel L., Tobias J. Moskowitz, and Kelly Shue. 2016. "Decision-Making Under the Gambler's Fallacy: Evidence from Asylum Judges, Loan Officers, and Baseball Umpires." *Quarterly Journal of Economics* 131 (3): 1181-1242.

Recommended

Heuristics and biases

- Tversky, Amos, and Daniel Kahneman. 1973. "Availability: A heuristic for judging frequency and probability." *Cognitive psychology* 5 (2): 207-232.
- Tversky, Amos, and Daniel Kahneman. 1974. "Judgment under Uncertainty: Heuristics and Biases." *Science* 185 (4157): 1124-1131.
- Nisbett, Richard E., and Lee Ross. 1980. *Human Inference: Strategies and Shortcomings of Social Judgment*. Englewood Cliffs, NJ: Prentice-Hall.
- Arkes, Hal R., and Catherine Blumer. 1985. "The psychology of sunk cost." *Organizational Behavior and Human Decision Processes* 35 (1): 124-140.
- Plous, Scott. 1989. "Thinking the Unthinkable: The Effects of Anchoring on Likelihood Estimates of Nuclear War." *Journal of Applied Social Psychology* 19 (1): 67-91.
- Schwarz, Norbert, Herbert Bless, Fritz Strack, Gisela Klumpp, Helga Rittenauer-Schatka, and Annette Simons. 1991. "Ease of retrieval as information: Another look at the availability heuristic." *Journal of Personality and Social Psychology* 61 (2): 195-202.
- Jacowitz, Karen E, and Daniel Kahneman. 1995. "Measures of anchoring in estimation tasks." *Personality and Social Psychology Bulletin* 21: 1161-1166.
- Gilbert, Daniel T., and Patrick S. Malone. 1995. "The Correspondence Bias." *Psychological Bulletin* 117 (1): 21-38.
- Edwards, Kari, and Edward E. Smith. 1996. "A Disconfirmation Bias in the Evaluation of Arguments." *Journal of Personality and Social Psychology* 71 (1): 5-24.

- Arkes, Hal R, and Peter Ayton. 1999. "The sunk cost and Concorde effects: Are humans less rational than lower animals?" *Psychological Bulletin* 125 (5): 591-600.
- Lau, Richard R., and David P. Redlawsk. 2001. "Advantages and Disadvantages of Cognitive Heuristics in Political Decision Making." *American Journal of Political Science* 45 (4): 951-971.
- Kahneman, Daniel, and Shane Frederick. 2002. "Representativeness revisited: Attribute substitution in intuitive judgment." In *Heuristics of Intuitive Judgment: Extensions and Applications*, ed. Thomas Gilovich, Dale Griffin, and Daniel Kahneman. New York, NY: Cambridge University Press.
- Epley, Nicholas, and Thomas Gilovich. 2006. "The anchoring-and-adjustment heuristic: Why the adjustments are insufficient." *Psychological Science* 17 (4): 311-318.
- Malle, Bertram F., Joshua M. Knobe, and Sarah E. Nelson. 2007. "Actor-Observer Asymmetries in Explanations of Behavior: New Answers to an Old Question." *Journal of Personality and Social Psychology* 93 (4): 491-514.
- Gennaioli, Nicola, and Andrei Shleifer. 2010. "What Comes to Mind." *The Quarterly Journal of Economics* 125 (4): 1399-1433.
- Kahneman, Daniel. 2011. *Thinking Fast and Slow*. New York: Farrar, Straus & Giroux.
- Abrahms, Max. 2013. "The Credibility Paradox: Violence as a Double-Edged Sword in International Politics." *International Studies Quarterly* 57 (4): 660-671.
- Travers, Mark, Leaf Van Boven, and Charles Judd. 2014. "The Secrecy Heuristic: Inferring Quality from Secrecy in Foreign Policy Contexts." *Political Psychology* 35 (1): 97-111.
- Kuziemko, Ilyana, Ryan W Buell, Taly Reich, and Michael I Norton. 2014. "'Last-Place Aversion': Evidence and Redistributive Implications." *Quarterly Journal of Economics* 129 (1): 105-149.
- Rappoport, Aaron. 2015. *Waging War, Planning Peace: U.S. Noncombat Operations and Major Wars*. Ithaca, NY: Cornell University Press.
- DeKay, Michael L. 2015. "Predecisional Information Distortion and the Self-Fulfilling Prophecy of Early Preferences in Choice." *Current Directions in Psychological Science* 24 (5): 405-411.
- Allen, Eric J, Patricia M Dechow, Devin G Pope, and George Wu. 2017. "Reference-dependent preferences: Evidence from marathon runners." *Management Science* 63 (6): 1657-1672.

Prospect theory

- Boettcher, William A. III. 1995. "Context, Methods, Numbers, And Words: Prospect Theory in International Relations." *Journal of Conflict Resolution* 39 (3): 561-583.
- Farnham, Barbara. 1992. "Roosevelt and the Munich crisis: Insights from prospect theory." *Political Psychology*: 205-235.
- Shafir, Eldar. 1992. "Prospect theory and political analysis: A psychological perspective." *Political Psychology*: 311-322.
- McInerney, Audrey. 1992. "Prospect theory and Soviet policy towards Syria, 1966-1967." *Political Psychology*: 265-282.
- Kowert, Paul A, and Margaret G Hermann. 1997. "Who takes risks? Daring and caution in foreign policy making." *Journal of Conflict Resolution* 41 (5): 611-637.

- Berejikian, Jeffrey. 1997. "The Gains Debate: Framing State Choice." *American Political Science Review* 91 (4): 789-805.
- McDermott, Rose. 1998. *Risk-Taking in International Politics: Prospect Theory in American Foreign Policy*. University of Michigan Press.
- Vertzberger, Yaacov Y.I. 1998. *Risk Taking and Decisionmaking: Foreign Military Interventions*. Stanford, CA: Stanford University Press.
- Haas, Mark L. 2001. "Prospect theory and the Cuban missile crisis." *International Studies Quarterly* 45 (2): 241-270.
- McDermott, Rose, and Jacek Kugler. 2001. "Comparing rational choice and prospect theory analyses: The US decision to launch operation 'Desert Storm', January 1991." *The Journal of Strategic Studies* 24 (3): 49-85.
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- Masters, Daniel. 2004. "Support and nonsupport for nationalist rebellion: A prospect theory approach." *Political Psychology* 25 (5): 703-726.
- Schaub, Gary. 2004. "Deterrence, compellence, and prospect theory." *Political Psychology* 25 (3): 389-411.
- Taliaferro, Jeffrey W. 2004. "Power Politics and the Balance of Risk: Hypotheses on Great Power Intervention in the Periphery." *Political Psychology* 25 (2): 177-211.
- McDermott, Rose. 2004c. "Prospect theory in political science: Gains and losses from the first decade." *Political Psychology* 25 (2): 289-312.
- Mercer, Jonathan. 2005a. "Prospect theory and political science." *Annual Review of Political Science* 8: 1-21.
- Butler, Christopher K. 2007. "Prospect theory and coercive bargaining." *Journal of Conflict Resolution* 51 (2): 227-250.
- McDermott, Rose, James H. Fowler, and Oleg Smirnov. 2008. "On the Evolutionary Origin of Prospect Theory Preferences." *Journal of Politics* 70 (2): 335-350.
- Harrison, Glenn W, and E Elisabet Rutström. 2009. "Expected utility theory and prospect theory: One wedding and a decent funeral." *Experimental Economics* 12 (2): 133-158.
- Perla, Jr., Héctor. 2011. "Explaining Public Support for the Use of Military Force: The Impact of Reference Point Framing and Prospective Decision Making." *International Organization* 65 (1): 139-167.
- Vis, Barbara. 2011. "Prospect theory and political decision making." *Political Studies Review* 9 (3): 334-343.

Cold cognition II: Updating, learning, signaling, and predicting

- Levy, Jack S. 1994. "Learning and foreign policy: sweeping a conceptual minefield." *International Organization* 48 (2): 279-312.
- Poulsen, Lauge N Skovgaard, and Emma Aisbett. 2013. "When the claim hits: Bilateral investment treaties and bounded rational learning." *World Politics* 65 (02): 273-313.
- Fuhrmann, Matthew, and Michael C. Horowitz. 2015. "When Leaders Matter: Rebel Experience and Nuclear Proliferation." *Journal of Politics* 77 (1): 72-87.
- Jervis, Robert. 1970. *The Logic of Images in International Relations*. Princeton, NJ: Princeton University Press. Chapters 1-2.
- Hall, Todd, and Keren Yarhi-Milo. 2012. "The Personal Touch: Leaders' Impressions, Costly Signaling, and Assessments of Sincerity in International Affairs." *International Studies Quarterly* 56 (3): 560-573.
- Maoz, Ifat, Andrew Ward, Michael Katz, and Lee Ross. 2002. "Reactive devaluation of an "Israeli" vs. "Palestinian" peace proposal." *Journal of Conflict Resolution* 46 (4): 515-546.
- Mellers, Barbara, Eric Stone, Pavel Atanasov, Nick Rohrbaugh, S Emlen Metz, Lyle Ungar, Michael M Bishop, Michael Horowitz, Ed Merkle, and Philip Tetlock. 2015. "The psychology of intelligence analysis: Drivers of prediction accuracy in world politics." *Journal of experimental psychology: applied* 21 (1): 1-14.

Recommended

Learning, analogical reasoning, and updating

- Hermann, Charles F. 1990. "Changing Course: When Governments Choose to Redirect Foreign Policy." *International Studies Quarterly* 34 (1): 3-21.
- Breslauer, George W. and Philip E. Tetlock, eds. 1991. *Learning in U.S. and Soviet Foreign Policy*. Boulder, CO: Westview Press.
- Khong, Yuen Foong. 1992. *Analogies at War: Korea, Munich, Dien Bien Phu and the Vietnam Decision of 1965*. Princeton, NJ: Princeton University Press.
- Shimko, Keith L. 1994. "Metaphors and foreign policy decision making." *Political Psychology*: 655-671.
- Reiter, Dan. 1994. "Learning, Realism, and Alliances: The Weight of the Shadow of the Past." *World Politics* 46 (4): 490-526.
- Stein, Janice Gross. 1994. "Political learning by doing: Gorbachev as uncommitted thinker and motivated learner." *International Organization* 48 (2): 155-183.
- Houghton, David Patrick. 1996. "The role of analogical reasoning in novel foreign-policy situations." *British Journal of Political Science* 26 (04): 523-552.
- Smith, Alastair, and Allan C Stam. 2004. "Bargaining and the Nature of War." *Journal of Conflict Resolution* 48 (6): 783-813.
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Herrmann, Richard K., and Jong Kun Choi. 2007. "From Prediction to Learning: Opening Experts' Minds to Unfolding History." *International Security* 31 (4): 132-161.

Gift, Thomas, and Daniel Krmaric. Forthcoming. "Who Democratizes? Western-educated Leaders and Regime Transitions." *Journal of Conflict Resolution*.

Weisiger, Alex. 2016. "Learning from the Battlefield: Information, Domestic Politics, and Interstate War Duration." *International Organization* 70 (3): 347-375.

Problem representation and poliheuristic theory

Snyder, Richard C., H.W. Bruck, and Burton Sapin. 1962. "Decision-Making as an Approach to the Study of International Politics." In *Foreign Policy Decision-Making*, ed. Richard C. Snyder, H.W. Bruck, and Burton Sapin. Glencoe, IL: The Free Press.

Simon, Herbert A. 1973. "The structure of ill structured problems." *Artificial Intelligence* 4 (3-4): 181-201.

Voss, James F., and Timothy A. Post. 1988. "On the Solving of Ill-structured Problems." In *The Nature of Expertise*, ed. Michelene H. Chi, Robert Glaser, and Marshall J. Farr. Hillsdale, NJ: Erlbaum.

Voss, James F. 1992. "On the Representation of Problems: An Information-Processing Approach to Foreign Policy Decision Making." In *Problem Representation in Foreign Policy Decision-making*, ed. Donald A. Sylvan and James F. Voss. Cambridge University Press.

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