Foreign Policy

- "Strategies used by governments to guide their actions in the international arena"
  - U.S.
    - Whistleblower, Iran, USTR, Commerce, etc.
  - Soviet policy
  - Trade policy
  - Human rights policy

Decision-making
Organizational model

- Complex environment vs. limited human cognitive capacity
- Bounded rationality
- Cognitive dissonance
- Balancing outcomes between beliefs and reality
- Information overload vs. mental overload
- Satisficing not optimizing or maximizing
- Standard operation procedures

Rational model

The 1962 Cuban crisis

- Problem Recognition
  - Discovery of missiles in Cuba
- Goal Setting
  - Removing missiles
- Alternatives
  - Invasion, Diplomatic pressure, secret contact to Castro, a blockade, surgical air strikes, and blockade
  - Air strikes vs. blockade
- Choice: blockade
  - Demonstration of U.S. strength
  - Flexibility

Decision-making
Bureaucratic politics model

- State as a group of actors (units)
- Intra-governmental bargaining
- Coalitions and alliances

Bureaucratic politics model
U.S.-Japan trade negotiations

- U.S.
  - State: national security, U.S.-Japan security alliance
  - Commerce and Office of the U.S. Trade Representative (USTR)
  - Security vs. economy
- Japan
  - Ministry of Foreign Affairs: U.S.-Japan security alliance
  - Ministry of International Trade and Industry: Protecting business interests
  - Ministry of Agriculture
- Trade negotiations
  - Businesses, U.S. and Japan
  - Reform government agencies
Problems in decision-making

Misperceptions

• Perceptions of others' actions and intentions
• Ambiguous reality
• Actors tend to make decisions based on limited or incorrect information

The Bay of Pigs and Groupthink

• A failed joint American-Soviet operation
• Decision-making process focused on achieving pre-set goals
• The decision was made based on limited information

Problems in decision-making

Prospect Theory

• Behavioral decision making
• Aimed at minimizing regret
• The decision is based on the potential for gain and loss

Exercise

• A scenario that tests your understanding of decision-making
• The scenario involves making decisions under uncertainty
• It requires critical thinking and analysis of potential outcomes