

Movie Analysis

Introduction :

The movie I watched for this movie analysis assignment is Thirteen Days.

Decision making traps :

1.Status quo :

Minute : 20.54

In the first conference meeting with the key people, the dean said, "I've fought here at this table alongside your predecessors in the struggle against soviet.The soviet understands only one language-Action.Respects only one word-Force.I **recommend air strikes followed by invasion**".

The dean made this decision because of what happened in the past and how they played it back in those days.This is just a conventional way.He doesn't analyse what's the new problem and the people in charge of soviet union.This **is an example of status quo trap**.

2.Anchoring :

Minute : 26.24

When Bobby speaks with Generals, Bobby says, "there is more than one option here but we are not looking hard into it".And immediately an official replies with, "**Bobby, sometimes there is only one right choice, you thank god when it's so clear**".

In this scene, Generals press on the opinion of air strike and invasion.And their statements clearly show that this is because they didn't think of alternatives and were anchored with their first decision.**This is an example of an anchoring trap**.

3.Framing :

Minute : 40.32

When Adlai came up with a new idea of striking a deal, no one supported it.Even though that option would solve the problem without going to war, the president thought this isn't possible.This is because they were focused on missiles and attack rather than the end solution they want.They failed to examine Adlai's idea.They thought cutting out a deal isn't possible as

soviet union was getting ready with missiles in cuba.They forgot what they want at the end to happen.**This is an example of framing trap.**

4.Estimating / Forecasting :

Minute : 22.13

The dean explains their first step is to make the soviet withdraw missiles and do air strike followed by invasion if they refuse.Then to resist them in berlin if soviet tries to retaliate against another target.

Here, dean hopes that they can defeat soviet with this plan.Dean overestimates their ability to predict the future events.No one can say how soviet would react to that particular situation.**So, this is an example of a forecasting trap.**

Advocacy and Inquiry

Advocacy :

Minute : 29.05

General LeMay forces the president to give him orders for air strikes.And he says, **“Mr.President, I believe it is the only course of action”**.He further adds, **“I consider blockade and others things as weak response to the situation”**.He believes that air strike is the only option to go out with and think alternatives are just waste of time.**This is an example for advocacy.**

Inquiry :

Minute : 31.07

When the General forces the president to make an air strike decision, the president asks **“Now,general,what are soviets gonna do when we attack?”**.Even though the president has zero interest in air strike and doesn't want that to happen, he questions and inquires about the end results of an air strike.This is a sign of a great leader.**Undoubtedly, an example for inquiry.**

Communication practices

1. Multiple alternatives :

Minute : 39.11

After their first meeting they had only one option and that is to do air strikes. Then later they looked upon alternatives and came up with an idea of blockade.

Not to forget Adlai's alternative idea of signing a deal of removing missiles in turkey, which also played a crucial role.

Here, we can see clear use of blockade and signing a deal as alternatives for air strike. Eventually, that worked out and we can use this as an example of using multiple alternatives as a good communication practice.

2. Dissent and Debate :

Minute : 2:01:53

In the final meeting, everyone in EXCOM discusses all the three options and old Generals doesn't seem to be at peace at first but then after a discussion and debate, finally everyone agrees to one particular plan.

3. Perceived Fairness :

Minute : 2:02:24

Adlai's rejected idea was taken into account again and everyone in EXCOM perceived it as fair one this time. They valued it and respected it. EXCOM made a correct decision in the end and their ideas worked out pretty good. This is an example of perceived fairness in decision making.

Conclusion :

We have discussed the scenes in thirteen days as examples for decision making traps, advocacy, inquiry and good communication practices.