

Exam 2 Study Guide

Readings:

Western chapter 1

Hook chapter 3

Hook chapter 7

Hook chapter 8

Richard Herrmann. 2017. "How Attachments to the Nation Shape Beliefs about the World: A Theory of Motivated Reasoning." *International Organization* 71(1): S61–84 (Canvas)

Robert Entman "Framing: Toward Clarification of A Fractured Paradigm. *Journal of Communication*, 43(4), 51–58 (Canvas)

"One Nation, Under Fox" *New York Times*

Senate Minority Report (Committee on Foreign Relations): *Chapter 3 Old Active Measures and Modern Malign Influence Operations*, pp. 35-46; *Russian disinformation campaigns in the United Kingdom, France and Germany*, pp. 116-132.

Zeynep Tufekci "Why online politics gets so extreme so fast" *The Ezra Klein Show*

Stephen Kotkin "Realist World" *Foreign Affairs* (Canvas)

Daniel Deudney and John Ikenberry "Liberal World" *Foreign Affairs* (Canvas)

Amy Chua "Tribal World" *Foreign Affairs* (Canvas)

Know it well

Sorta know it

Don't know it at all

Concepts:

1. CNN Effect

1. The rapidity with which globalized news coverage prompts government action
2. A phenomenon in political science and media studies which states that CNN's use of shocking images of humanitarian crises around the world compels U.S. policy makers to intervene in humanitarian situations they may not otherwise have an interest in

2. Digital diplomacy

1. The use of the Internet and new information communication technologies to help achieve diplomatic objectives.

3. Motivated Reasoning

1. prior beliefs, stereotypes, and identity used to overrule and dismiss incoming information
1. Data uses to confirm (not test) prior beliefs

4. Bounded Rationality

1. A decision-making environment characterized by an influx of more information than can be managed effectively, leading to policy decisions that do not fully conform to standards of rationality. prior belief + incoming information = update our assessment.
5. **Embeds**
 1. Reporters “embedded” with U.S. military troops during the 2003 invasion of Iraq to provide firsthand accounts in a practice accurately anticipated by government leaders to produce more favorable media coverage.
6. **Influence operations**
7. **Rooftop journalism**
 1. A television journalist reporting from overseas
 2. Often during times of conflict
 1. Conflict Journalism gave CNN hell a good ratings bc it looked badass when they had reporters in Baghdad with flak jackets on
8. **Infotainment**
 1. a type of media, usually television, that provides a combination of information and entertainment
 2. Often masks opinion pieces as objective truths
9. **Selective Exposure**
 1. individuals' tendency to favor information which reinforces their pre-existing views while avoiding contradictory information
10. **Almond-Lippmann consensus**
 1. based on Gallup polls during the late 1940s and 1950s, public opinion is:
 1. **Volatile:** Shifting on each issue
 2. **Incoherent:** Lacking reason, roots, and principles
 3. **Irrelevant:** Policy makers are detached from and tend to ignore public opinion
11. **Conflict Orientation**
 1. Media emphasizes conflict to capture attention of consumers, resulting in negative misperceptions of U.S. public that world is chaotic
12. **Attentive public**
 1. Pays closer attention to world affairs and involved in policy process
13. **Cooperative internationalism?**
 1. divides people among of lines of their willingness to participate in the national arena, ranging from those who prefer to go "at it alone" to those who support multi-lateralist positions
14. **Delegate model**
 1. Elected officials make decisions that directly reflect preferences of public majority
 1. E.g President H. W. Bush: Response to Iraq invasion of Kuwait,
 2. President Obama: Withdrawal of troops from Iraq and Afghanistan, refusal to commit to military involvement in Syria
15. **Trustee model**
 1. Elected officials use their own judgment and experience to determine what is best for the public

1. E.g President Bush: Iraq war without UN Security Council resolution
2. Often associated with **realist thought** about human nature (pessimistic and irrational)
16. **Diversionary theory of war**
 1. Suggests that officials can benefit from crises and sometimes even desire them
 1. Bush's approval rating jumped following 9/11
17. **Divine divide**
 1. The consistently reported differences in public opinion between religiously devout Americans and others. This gap was reflected during the Iraq War, whose greatest source of public support came from evangelical Christians
18. **Spin control**
 1. The act or practice of attempting to manipulate the way an event is interpreted by others
 2. E.g the White House "spinning" stories to have good PR
19. **Selective Engagers**
 1. realist, highly competitive world view, want to protect American security, US should retain and protect its primacy in the international system. Favored détente and arms control during Cold War.
20. Political Liberalism
21. **Niche Media**
 1. Appearance of specialty publications has increased exposure to controversial topics
 2. TYT, Infowars, Secular Talk, David Pakman, etc
22. **Strategic communications**
 1. Officially sanctioned messages originating from the U.S. government and disseminated through various channels to foreign governments, news outlets, and carefully selected interest groups in order to advance U.S. foreign policy goals.
 2. E.g, the red phone in Moscow or press briefings
23. **Foreign policy elite**
 1. The small segment (less than 5 percent) of the U.S. population that has both the interest and the means to influence U.S. foreign policy.
24. **Gender gap**
 1. The consistently reported differences between men and women in public opinion regarding U.S. foreign policy, with women found to be more supportive of diplomacy and other nonmilitary approaches to conflict resolution.
25. **International trust**
 1. As national attachment increases so will the inclination to attribute defensive intentions to countries that are liked and aggressive intentions to countries that are disliked.
26. **Mass public**
 1. Neither very informed nor interested in foreign policy issues
27. **Public relations presidency**

1. Presidents act in deliberate ways to achieve heightened popularity in the polls and in elections

28. Soft news

1. Can be contrasted with “hard media”, which is just straight facts son, no opinion or subjectivity, just straight bars of truth
2. Soft news is political commentary, entertainment, arts and lifestyle. It's not really fact-based news, but it can be passed off as that. People act as if it is hard news
 1. E.g Cosmo, Vogue

29. Rally around the flag effect

1. Public rallies around the president and other officials during times of crisis

Short Answer Questions:

1. Hook describes several trends in media coverage of U.S. foreign policy. Pick three and briefly describe them by providing clear examples that relate to U.S. foreign policy.

1. U.S Centrism

1. general news about political developments overseas usually does not concern Americans
 1. news managers avoid stories that do not relate directly to this audience
2. This bias in news budgets produces coverage that may exaggerate the importance of the United States in global affairs, while prompting readers and viewers to disregard important problems that affect much of the world's population but not U.S. citizens
 1. By contrast, major foreign outlets such as the BBC provide more coverage of foreign news, including a substantial volume of news about U.S. foreign policy.

2. Conflict Orientation

1. Coverage of news, tends to emphasize conflict rather than cooperation
2. In foreign policy, such a standard leads to an emphasis on civil wars and international conflicts
3. This bias in news management distorts public understanding by subjecting citizens to the misperception that the “outside world” is plagued by unrest and disorder.

3. Arbitrariness

1. The news media's attention to a foreign country generally lasts only as long as the crisis of interest, after which journalists flock en masse to other trouble spots.

1. E.g mass shootings

2. In our third case study we evaluated media sources along two separate dimensions. Briefly describe each. In a perfect world, what kind of media should Americans consume?

1. **Strategic Dimension**

1. By using the CNN effect, they can essentially change U.S policy, both foreign and domestic. Rooftop journalism helps with this too
2. Public relations presidency

2. **Psychological Dimension**

1. News consumers seek out and habitually follow media outlets that match their beliefs and dispositions (Selective exposure)
 1. Causes consumers to follow political commentators in a cult like fashion, developing deep political beliefs tied to said commentator
3. In a perfect world, we should consume objective, fact based media. We should stray away from political pundits and soft media in general
 1. This makes for diverse political beliefs and difficulty in coming to a national consensus.

3. Based on our readings of the Senate Minority Report on Russian Digital Interference, outline the Kremlin's strategy for interfering in the domestic affairs of the U.S. and other Western democracies? What are Russia's methods and objectives?

1. The Kremlin's strategy is to sough discord among the populace. By doing so, they will create a polarizing political climate. This will

4. Discuss the relationship between framing and motivated reasoning and what it can tell us about public opinion formation in the U.S.

1. **Motivated reasoning:** Leads people to confirm what they already believe, while ignoring contrary data
 1. Also drives people to develop elaborate rationalizations to justify holding beliefs that logic and evidence have shown to be wrong
 1. People want to avoid cognitive dissonance

2. Responds defensively to contrary evidence, actively discrediting such evidence or its source without logical or evidentiary justification.

2. **Framing:** How a policy problem is structured

1. Media and public officials create images of each other
2. News coverage cascades down from the president
3. Public officials can manufacture consent from media based on false and misleading information
 1. Basically media acts as propaganda

5. In the Benkler et al. reading, the authors argue that America's media networks on the political "Left" and "Right" are "asymmetrically polarized". What do the authors mean by that and how may this affect public opinion information in U.S. politics more generally?

1. The political left has an expected distribution, attention peaks at major professional news outlets which make up the center left category.
2. The political right is asymmetric, it doesn't follow the same pattern as the left. Instead, the farthest right outlets get the most views. There is not center
3. This means that people on the left side of the chart generally get their news from a variety of outlets, while people on the right generally get it from a few. Thus a few outlets are able to control right wing discourse

1. E.g Breibert

6. What is the role of the media in a democracy--the relationship between the two. Think about the roles Hook identifies.

1. Agenda Setter, gov watchdog, source of info and opinions
2. A free press stands as a pillar of democratic governance, providing civil society with a crucial check on government authority
3. Because of the large scale of these political systems, most people do not participate directly in the political process.
 1. Instead, they learn what their government is doing primarily by following news reports in the electronic and print media
4. The relationship between journalists and the government agencies they cover is inherently fraught with tension. By their very nature, reporters want to learn all they can about what the government is doing, and they

stand to benefit greatly when they uncover evidence that government officials have acted improperly

1. Government officials are therefore understandably hesitant to open their doors to the news media.

7. In her article “A Tribal World”, Amy Chua draws the reader’s attention to the role of collective identity in 21st century world. Why? Does her view relate to any of the three “big” theories we have discussed in class? How so?

1. Tribalism is a factor which rarely factors into high level discussions of politics and international affairs.
 1. Group identification can cause people to lay down their lives in a way that nationalism cannot.
 2. Relates most closely to constructivism
 1. Constructivism states that peoples opinions are formed by their surroundings/culture. E.g economic, religious, social, cultural characteristics can influence foreign policy.
 1. All these are groups which people will fiercely identify with

8. Describe the four component parts of President Obama’s grand strategy and explain how this was a response to growing war fatigue in the U.S. electorate.

1. **Diplomacy.** The United States should negotiate on foreign policy matters with all foreign governments, including those such as Cuba, Iran, and North Korea that are openly hostile to Washington.
2. **Multilateral cooperation.** The United States should support global governance and sign global agreements to combat climate change and prohibit the testing of nuclear weapons.
3. **International law.** The U.S. government should conduct its foreign policy in accordance with international law, which establishes normative standards of behavior for all governments and a legal basis for sanctions in response to violations.
4. **International institutions.** American leaders should support the creation of new global institutions that monitor energy supplies, enforce climate-change agreements, and regulate capital markets.

Essay Questions:

1. Explain the role of public opinion in the making of U.S. Foreign Policy. Your answer should speak to the inherent tension between democratic governance and foreign policy, how people have viewed the impact of public opinion over time (including negative and positive assessment of public opinion in the American context), how human psychology impacts our ability to form opinions in the first place and, lastly, how this relates to the way we should think about different models of political leadership and foreign policy making.
 1. Motivated reasoning
 2. Tension between reporters and the government
 1. Reporters benefit by exposing corruption and shit
 1. This makes gov want to hide stuff
 3. Disconnect between policy makers and constituents
 4. Almond Lipman Consensus
 5. Delegate vs trustee model
 6. Americas Knowledge Gap
2. Compare the theory of realism with liberal IR theory in the context of U.S. foreign policy. Your answer should include a discussion of the core premises of each theory, how each theory relates to the “black-box” and “rational-actor” debates in international relations, how each theory views human nature and the ability of people and states to cooperate and, lastly, how this relates to the way we should think about different models of political leadership.
 1. Realist
 1. Anti blackbox
 2. 0 sum game
 1. Balance of power amongst great states
 3. Trustee Model
 2. Liberal
 1. World governance even if no world government
 2. Interdependence
 1. Rewards cooperation among states
 3. Democratic peace
 1. Alliances create peace as they don't wanna go to war with eachother
 4. Delegate model
 5. black box
 6. Actors are not rational
 - 7.
3. Discuss the impact of the social media revolution on U.S. foreign policy making and global politics more generally. Be sure to include a discussion of how our overall view of the impact of social media has changed over the past 10 years, particularly when it comes to issues such as the role of “digital diplomacy” and “cyber warfare” in global politics as well as the problem of “extremism” (Tulfecki podcast).

4. Discuss how group identities shape foreign policy views in American politics. Your answer should include a discussion of physical, social, and political identities and their variable influence on opinion formation. Lastly, relate Hook's discussion of group identities to Herrmann's analysis of emotional attachments and international trust.