* Rational model
  + Decision makers clarify goals
  + Order them by importance
  + List the alternatives to achieve the goals
  + Investigate the consequences for each alternative
  + Choose the best alternative
* Organizational process model
  + Instead of analyzing goals and priorities each time, outsource most foreign policy decisions to lower ranking organizations based on standard operating procedures
* Government bargaining model
  + A foreign policy decision is the result of a compromise among all government agencies that may have divergent interests

psychology

* Individual decision making diverges from the rational model based on these things
  + Filtering and skewing of info taken in by leaders (misperceptions, selective perceptions, information screens)
  + Emotion of decision makers towards the issue (affective bias)
  + Limitations of the human brain in making choices (cognitive bias)
  + Wishful thinking, projection, justification of effort (we’ve passed the point of no return)
  + **IN GENERAL, BASIC INDIVIDUAL PSYCHOLOGY INFLUENCES DECISION MAKING**
* Sometimes decision makers view their assue as an analogy to a historical issue and jump the gun on their decision accordingly
* Models made to account for psychology
  + Bounded rationality - rather than contemplate too long, come up with a “good enough” or satisficing course of action
  + Prospect theory - the rational model typically uses a reference point, usually the status quo, as a start for their developing of a plan. Prospect theory tells the decision maker to challenge that reference point
* Groupthink - people tend to go along with ideas that others support, partly because no one person is accountable
* Crisis management - during a crisis, normal checks on unwise decisions may not operate
  + The stress also increases bias

Domestic influences

* Diplomats -
* Inter agency tensions - conflicts and disputes between the agencies of a country
  + In poor countries - a military will often perform a coup if they feel like they are getting the shaft
  + These tensions challenge the realist notion of unitary states
* Interest groups - lobbying, unions, etc
* Military industrial complex - a large interlocking network of government, corporations, research institutes, and military
  + Began for the US and Soviets during the cold war
* Public opinion - states use propaganda and manipulation of journalists to mold public opinion to be close to that of the state policy. Even in democratic societies, governments practice some autonomy
* Rally round the flag syndrome - the public’s increased support for government during wartime
  + Governments sometimes enter a war partially or fully to garner support and distract people from domestic issues
  + This is dubbed **diversionary foreign policy**
* Legislatures - these are the guys who make the laws, at the end of the day
* Making foreign policy
  + Foreign policy process - how policies are made
  + Comparative foreign policy - study of foreign policy in various states in order to discover whether similar countries make similar foreign policy
  + Political culture and history - uses history and culture of a state to understand its foreign policy

Foreign affairs - Cuban missile crisis at 50

* US had planned an invasion and airstrike of Cuba during the 3rd week of the crisis
* Kennedy's deal not to invade Cuba led to Russia withdrawing missiles. Kennedy also promised to remove missiles from Turkey
* Ever since foreign policy makers have sometimes asked “what would Kennedy do?
* Compare the CMC to the Iran nuclear situation
  + Unlike the CMC, Israel is at the table along with US and Iran
  + Israel's nukes give the US a trump card, but also make Israel a liability
* North Korea cycle
  + North Korea launches nuke and/or provokes the west. They say any response will lead to South Korea or Japan being nuked
  + China steps in and cools things off
  + The US, Japan and South Korea pay NK to sit down and talk
  + NK says for more money they won't do it again and the US accepts this offer
  + NK does it again several months later, the US and SK act shocked and say they won't be duped again
  + They are
* This raises the question as to if NK believes they could get away with a nuclear strike without repercussions, leading them to do it
* Thucydides trap - a rising power will spark war with the current power
  + This is the dilemma for US and China atm, and they'll have to make rules like the US Soviet ones to prevent war
  + 1996- China launched missiles over Taiwan to flex their dicks, the US sent their aircraft carriers to the region, and a rule was established between the US and China. Many more of these scenarios might come
* Time constraints
  + If Kennedy had been forced to act within 48 hours on the CMC, he would have gone with the airstrike
* In the technology age, a week to decide in secret is a no go. That's why Obama shrank the decision making circle and tightened the flow of information. In bin laden hunt, they kept their operations secret for 5 months