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Alex Mintz and Karl DeRouen
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UNDERSTANDING FOREIGN POLICY DECISION MAKING

Understanding Foreign Policy Decision Making presents a decision making approach to foreign policy analysis. The benefits of such an approach are its ability to explain not only outcomes of decisions but also the processes that lead to decisions and the decision dynamics. The book includes a wealth of extended real-world case studies and examples of decisions made by leaders of the United States, Israel, New Zealand, Cuba, Iceland, United Kingdom, and others. In addition to coverage of the rational actor model of decision making, levels of analysis, and types of decisions, the book covers alternatives to the rational choice model, the marketing and framing of decisions, cognitive biases and errors, and domestic, cultural, and international influences on decision making in international affairs. If we are to understand decision making, we need to understand how information processing and various biases affect decision making. Existing textbooks do not present such an explicit approach to foreign policy decision making, American foreign policy, and comparative foreign policy.

Alex Mintz is Dean of the Lauder School of Government, Diplomacy and Strategy at IDC-Herzliya, Israel. He is editor-in-chief of the journal *Political Psychology*, former co-editor of *Foreign Policy Analysis*, and former associate editor of the *Journal of Conflict Resolution*. Mintz is the 2005 recipient of the Distinguished Scholar Award for distinguished contribution to the field from the Foreign Policy Analysis section of the International Studies Association (ISA). He has published, edited, or co-edited nine books and is the author of multiple articles in top journals, such as *American Political Science Review* and *American Journal of Political Science*.

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Understanding Foreign Policy Decision Making

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Dedicated to Yael and Haidee

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