Contents

1	What Is Foreign Policy Analysis?		1
	What Is a Policy?		2
	When a Policy Becomes Foreign		4
	An Array of Explanations		7
	Levels of Analysis and the Evolution in FPA		8
	A Toolbox for Studying FPA		11
	References		12
2	How to Identify and Assess a Foreign Policy?		17
	The Goals of Foreign Policy		19
	The Goals Communicated		19
	Doctrine		21
	National Interest		23
	Deducing the Goals Pursued		24
	Mobilized Resources		27
	Resources		27
	The Power Paradox		29
	Mobilization and Exploitation		30
	Instruments of Foreign Policy	· F	32
	Socialization		32
	Coercion		35
	Interventions		37
	Event-Based Databases		39

viii CONTENTS

	The Process of Foreign Policy	41
	Segmentation in Six Phases	41
	A Linear, Cyclical or Chaotic Process	44
	The Outcome of Foreign Policy	46
	Measuring Effectiveness	46
	Feedback Effects	48
	Historical Institutionalism	49
	Explaining Effectiveness	50
	From the Puzzle to the Theoretical Explanations	52
	Theoretical Models	53
	References	53
3	Do Decision-Makers Matter?	69
	Emotions	71
	From Psychobiography to Statistics	72
	Middle Way: Affective Dimensions	74
	Typologies Combining the Affective Dimensions	75
	Cognition	77
	Cognitive Consistency	77
	Operational Codes	78
	Heuristic Shortcuts	80
	Cognitive Mapping	81
	Cognitive Complexity	82
	Schema Theory	84
	Perceptions	86
	Misperception	87
	Attribution Bias	88
	Probabilities	90
	References	91
4	What Is the Influence of the Bureaucracy?	101
	Management Styles	102
	Defining Management Styles	103
	The Most Appropriate Management Style	104
	Group Dynamics	106
	Groupthink	107
	Defining the Phenomenon	109

	Organizational Model	110
	Organizational Strategies	110
	Effects of SOPs	112
	Bureaucratic Model	114
	One Game, Several Players	114
	Interactions Between the Players	116
	Position of the Ministry of Foreign Affairs	117
	Bureaucratic Model and Its Critics	118
	References	120
5	To What Extent Is Foreign Policy Shaped by Institutions?	127
	Parliamentary and Electoral System	128
	Presidential and Parliamentary Regimes	128
	Parliamentarians and Their Preferences	131
	Political Cohabitation and Coalitions	133
	Strong State and Weak State	134
	Determining the Relative Power of the State	134
	Power of the State and Its Foreign Policy	137
	Democratic Peace Proposition	139
	Observing the Democratic Peace	139
	Defining the Variables of the Democratic Peace	141
	Peaceful Nature of Democracies	142
	Explaining the Democratic Peace Through Norms	144
	Exchange of Information and Credibility	145
	Economic Liberalism	146
	From Democracy to Free Trade	147
	From Free Trade to Peace and Vice Versa	149
	Critics of the Liberal Peace	150
	References	151
6	How Influential Are the Social Actors?	167
	Public Opinion	167
	The Almond-Lippmann Consensus and Its Critics	168
	Structure of Public Opinion	171
	Influence of Public Opinion	173
	Audience Costs	175
	Influence of Leaders on Public Opinion	176
	Rally Around the Flag	177
	Temptation of War as a Rallying Lever	179

	The Media	182
	The Media's Influence	182
	How Leaders Influence the Media?	184
	CNN Effect	187
	Interest Groups	188
	How Interest Groups Influence Foreign Policy?	189
	Methodological Pitfalls	190
	Case Studies and Generalizations	192
	The Experts	195
	Think Tanks	196
	Epistemic Communities	197
	Experts' Predictions	198
	References	200
7	How Does Rationality Apply to FPA and What Are Its	
	Limitations?	217
	Rational Choice	217
	From Micro-Economics to Foreign Policy	218
	Substitutability of Foreign Policies	220
	Rational Deterrence	222
	Modeling Rationality	226
	Game Theory	226
	Cybernetic Theory	232
	Two-Level Game	234
	Rationality and Cognition	237
	Prospect Theories	237
	Poliheuristic Theory	242
	References	245
8	What Part Does Culture Play in FPA?	255
	Norms	256
	Norm Compliance	256
	Norm Diffusion	260
	National Identities	261
	Self and the Other	262
	Evolving Identities	265
	Foreign Policy as Identity Affirmation	267
	Social Identity Theory	269

	National Roles	271
	Role Conception	271
	Roles as Foreign Policy Guides	274
	Gender	275
	Women, Femininity and Feminism	275
	Nation and State in the Feminist Grammar	277
	Foreign States and Nations	278
	Organizational and Strategic Cultures	281
	Stability of Organizational Cultures	281
	Interactions between Organizational Cultures	284
	Strategic Culture	286
	Strategic Cultures and Practices	287
	Discourse	289
	Discourse as a Field of Interaction	289
	Methods of Discourse Analysis	292
	References	295
9	Does the International Structure Explain Foreign Policy?	315
	Structural Theories	317
	Structural Shift in International Relations	317
	Limits and Criticism	321
	Can Structural Theories Inform Foreign Policy?	323
	Structural Assumptions and State Units	324
	Reconciling Agent and Structure	327
	From Structure to Agent	328
	From Agent to Structure	330
	References	333
10	What Are the Current Challenges to FPA?	341
	Challenge 1: Beyond Eclecticism	342
	Challenge 2: Beyond the American Framework	344
	Challenge 3: Beyond the State-Centric Prism	345
	Challenge 4: Beyond the Ivory Tower	347
	References	348
Bib	liography	351
Index		353