

Today's agenda

- Returned Phase 2 and discussed Rational Models of Decision-Making
- Discuss lead in to psychological models

For Thursday

- Read Levy & Thompson, ch. 6 and provide an argument regarding how organizational politics makes escalation to war more (or less) likely.

Rational Models of Decision-Making

What is rationality?

Actors have goals and choose purposively.

Value complexity

Most actors have more than one goal.

Security

Welfare

Autonomy

Prestige

... and prioritization

A rank ordering of the actor's goals.

... , including time horizons

There is the decision window, which is another kind of budget constraint.

[The decision window also creates psychological pressures to make a decision.]

Usually means prioritizing short- versus long-term goals.

For democratic leaders, there are national goals and re-election goals.

Identifying options, including making new solutions

Estimation of consequences

Uncertainty

What are the other actor's goals?

What are the real consequences?

What are the other actor's capabilities?

Sometimes, what are the options?

Information search

Probability

Expected utility (probability times utility...)

Learning

Rational Individuals; Rational Collectives (sometimes)