

---

# **Foreign Policy Decision Making**

## **The Influence of Cognition**

---

**Martha L. Cottam**

**Westview Press / Boulder and London**

# Contents

List of Tables.....	xi
Acknowledgments .....	xiii
INTRODUCTION.....	1
1. THE DECISION MAKING LITERATURE IN INTERNATIONAL RELATIONS: A REVIEW OF THE LITERATURE AND NEW DIRECTIONS.....	5
The Operational Code.....	9
Cognitive Maps.....	17
New Directions: Introduction to the Framework.....	21
2. PSYCHOLOGICAL AND POLITICAL CATEGORIES: THE POLITICAL WORLD VIEW.....	33
Introduction.....	33
Psychological Categories.....	33
Category Characteristics.....	36
Political Categories.....	40
Types of States: Evidence from the Literature.....	43
Conclusion.....	55
3. POLITICAL WORLD VIEW CATEGORIES: SOME EMPIRICAL EVIDENCE.....	61
Enemy.....	74
Hegemonist.....	76
Dependent Ally of the Enemy.....	78
Neutral.....	80
Ally.....	82

Dependent of the USA.....	83
Puppet.....	85
Conclusion .....	107
4. POLITICAL JUDGMENTS: USING POLITICAL CATEGORIES...	111
Nominal Judgments.....	112
Ordinal Judgments.....	116
Context Effects.....	120
Adaptation to Change.....	124
Political Decision Making: The Use of Political Categories.....	126
The Dependent Category.....	130
Political Judgments of the Dependent Type of State.....	132
Ordinal Judgments of the Dependent Type.....	132
Context Effects and the Dependent Category.....	133
Adaptation to Change in a State Classified as a Dependent.....	134
Ordinal Judgments of the Neutral.....	135
Adaptation to Change.....	136
Conclusion.....	136
5. IMAGES OF MEXICO: HISTORICAL AND PERCEPTUAL BACKGROUND.....	143
The Structural Relationship.....	144
Mexican Foreign Policies.....	149
United States Policies Toward Mexico, 1960-1976...	159
6. THE EFFECTS OF PSYCHOLOGICAL CATEGORIES ON POLITICAL DECISION MAKING: THE CASE OF US-MEXICAN NATURAL GAS NEGOTIATIONS.....	169
Two Views of Mexico.....	170
The Natural Gas Negotiations of 1977.....	182
The 1977 Rejection of Mexico's Natural Gas Offer..	196
The Final Decision: The Use of Information and Expected Mexican Response.....	206
Aftermath.....	209
The Shift to the Neutral Image: Presidential Review Memorandum 41.....	214
The Negotiations of 1979.....	218
The Effects of Categories on Judgment: Summary....	222
Other Explanations?.....	231
Epilogue.....	235

CONCLUSIONS.....	245
The Utility of the Cognitive Approach.....	245
Appendix.....	249
Index.....	257