

# **Robert Jervis Perception And Misperception**

**Robert Jervis, Richard Ned Lebow, Janice Gross Stein**

**Perception and Misperception in International Politics** Robert Jervis, 1976 This study of perception and misperception in foreign policy was a landmark in the application of cognitive psychology to political decision making. The New York Times called it, in an article published nearly ten years after the book's appearance, the seminal statement of principles underlying political psychology. The perspective established by Jervis remains an important counterpoint to structural explanations of international politics, and from it has developed a large literature on the psychology of leaders and the problems of decision making under conditions of incomplete information, stress, and cognitive bias. Jervis begins by describing the process of perception (for example, how decision makers learn from history) and then explores common forms of misperception (such as overestimating one's influence). Finally, he tests his ideas through a number of important events in international relations from nineteenth- and twentieth-century European history. In a contemporary application of Jervis's ideas, some argue that Saddam Hussein invaded Kuwait in 1990 in part because he misread the signals of American leaders with regard to the independence of Kuwait. Also, leaders of the United States and Iraq in the run-up to the most recent Gulf War might have been operating under cognitive biases that made them value certain kinds of information more than others, whether or not the information was true. Jervis proved that, once a leader believed something, that perception would influence the way the leader perceived all other relevant information.

*Perception and Misperception in International Politics* Robert Jervis, 2017-05-02 Since its original publication in 1976, *Perception and Misperception in International Politics* has become a landmark book in its field, hailed by the New York Times as the seminal statement of principles underlying political psychology. This new edition includes an extensive preface by the author reflecting on the book's lasting impact and legacy, particularly in the application of cognitive psychology to political decision making, and brings that analysis up to date by discussing the relevant psychological research over the past forty years. Jervis describes the process of perception (for example, how decision makers learn from history) and then explores common forms of misperception (such as overestimating one's influence). He then tests his ideas through a number of important events in international relations from nineteenth- and twentieth-century European history. *Perception and Misperception in International Politics* is essential for understanding international relations today.

*Perception and Misperception in International Politics* Robert Jervis, 2017-04-21 With a new preface by the author Since its original publication in 1976, *Perception and Misperception in International Politics* has become a landmark book in its field, hailed by the New York Times as the seminal statement of principles underlying political psychology. This new edition includes an extensive preface by the author reflecting on the book's lasting impact and legacy, particularly in the application of cognitive psychology to political decision making, and brings that analysis up to date by discussing the relevant psychological research over the past forty years. Jervis describes the process of perception (for example, how decision makers learn from history) and then explores common forms of misperception (such as overestimating one's influence). He then tests his ideas through a number of important events in international relations from nineteenth- and twentieth-century European history. *Perception and Misperception in International Politics* is essential for understanding international relations today.

*How Statesmen Think* Robert Jervis, 2017-02-28 Robert Jervis has been a pioneering leader in the study of the psychology of international politics for more than four decades. *How Statesmen Think* presents his most important ideas on the subject from across his career. This collection of revised and updated essays applies, elaborates, and modifies his pathbreaking work. The result is an indispensable book for students and scholars of international relations. *How Statesmen Think* demonstrates that expectations and political and psychological needs are the major drivers of perceptions in international politics, as well as in other arenas. Drawing on the increasing attention psychology is paying to emotions, the book discusses how emotional needs help structure beliefs. It also shows how decision-makers use multiple shortcuts to seek and process information when making foreign policy and national security judgments. For example, the desire to conserve cognitive resources can cause decision-makers to look at misleading indicators of military strength, and psychological pressures can lead them to run particularly high risks. The book also looks at how deterrent threats and counterpart promises often fail because they are misperceived. *How Statesmen Think* examines how these processes play out in many situations that arise in foreign and security policy, including the threat of inadvertent war, the development of domino beliefs, the formation and role of national identities, and conflicts between intelligence organizations and policymakers.

*System Effects* Robert Jervis, 1998-12-28 Based on more than three decades of observation, Robert Jervis concludes in this provocative book that the very foundations of many social science theories--especially those in political science--are faulty. Taking insights from complexity theory as his point of departure, the author observes that we live in a world where things are interconnected, where unintended consequences of our actions are unavoidable and unpredictable, and where the total effect of behavior is not equal to the sum of individual actions. Jervis draws on a wide range of human endeavors to illustrate the nature of these system effects. He shows how increasing airport security might actually cost lives, not save them, and how removing dead trees (ostensibly to give living trees more room) may damage the health of an entire forest. Similarly, he highlights the interconnectedness of the political world as he describes how the Cold War played out and as he narrates the series of events--with their unintended consequences--that escalated into World War I. The ramifications of developing a rigorous understanding of politics are immense, as Jervis demonstrates in his critique of current systemic theories of international politics--especially the influential work done by Kenneth Waltz. Jervis goes on to examine various types of negative and positive feedback, bargaining in different types of relationships, and the polarizing effects of alignments to begin building a foundation for a more realistic, more nuanced, theory of international politics. *System Effects* concludes by examining what it means to act in a system. It shows how political actors might modify their behavior in anticipation of system effects, and it explores how systemic theories of political behavior might account for the role of anticipation and strategy in political action. This work introduces powerful new concepts that will reward not only international relations theorists, but also all social scientists with interests in comparative politics and political theory.

**Psychology and Deterrence** Robert Jervis, Richard Ned Lebow, Janice Gross Stein, 1989-04-01 Deterrence is the most basic concept in American foreign policy today. But past practice indicates it often fails to work - and may increase the risk of war. *Psychology and Deterrence* reveals this strategy's hidden and generally simplistic assumptions about the nature of power and aggression, threat and response, and calculation and behavior in the international arena. Most current analysis, the authors, note, ignore decisionmakers' emotions, perceptions, and domestic political needs, assuming instead that people respond to crisis in highly rational ways. Examining the historical evidence from a psychological perspective, *Psychology and Deterrence* offers case studies on the origins of World War I, the 1973 Arab-Israeli conflict, and the Falklands Wars as seen by the most important participants. These case studies reveal national leaders to be both more cautious and more reckless than theory would predict. They also show how deterrence strategies often backfire by aggravating a nation's sense of insecurity, thereby calling forth the very behavior they seek to prevent. The authors' conclusions offer important insights for superpower bargaining and nuclear deterrence.

**Why Intelligence Fails** Robert Jervis, 2010-12-15 The U.S. government spends enormous resources each year on the gathering and analysis of intelligence, yet the history of American foreign policy is littered with missteps and misunderstandings that have resulted from intelligence failures. In *Why Intelligence Fails*, Robert Jervis examines the politics and psychology of two of the more spectacular intelligence failures in recent memory: the mistaken belief that the regime of the Shah in Iran was secure and stable in 1978, and the claim that Iraq had active WMD programs in 2002. The Iran case is based on a recently declassified report Jervis was commissioned to undertake by CIA thirty years ago and includes memoranda written by CIA officials in response to Jervis's findings. The Iraq case, also grounded in a review of the intelligence community's performance, is based on close readings of both classified and declassified documents, though Jervis's conclusions are entirely supported by evidence that has been declassified. In both cases, Jervis finds not only that intelligence was badly flawed but also that later explanations--analysts were bowing to political pressure and telling the White House what it wanted to hear or were willfully blind--were also incorrect. Proponents of these explanations claimed that initial errors were compounded by groupthink, lack of coordination within the government, and failure to share information. Policy prescriptions, including the recent establishment of a Director of National Intelligence, were supposed to remedy the situation. In Jervis's estimation, neither the explanations nor the prescriptions are adequate. The inferences that intelligence drew were actually quite plausible given the information available. Errors arose,

he concludes, from insufficient attention to the ways in which information should be gathered and interpreted, a lack of self-awareness about the factors that led to the judgments, and an organizational culture that failed to probe for weaknesses and explore alternatives. Evaluating the inherent tensions between the methods and aims of intelligence personnel and policymakers from a unique insider's perspective, Jervis forcefully criticizes recent proposals for improving the performance of the intelligence community and discusses ways in which future analysis can be improved.

**Perception and Misperception in International Politics**, 1976 This study of perception and misperception in foreign policy was a landmark in the application of cognitive psychology to political decision making. The New York Times called it, in an article published nearly ten years after the book's appearance, the seminal statement of principles underlying political psychology. The perspective established by Jervis remains an important counterpoint to structural explanations of international politics, and from it has developed a large literature on the psychology of leaders and the problems of decision making under conditions of incomplete information, stress, and cognitive bias. Jervis begins by describing the process of perception (for example, how decision makers learn from history) and then explores common forms of misperception (such as overestimating one's influence). Finally, he tests his ideas through a number of important events in international relations from nineteenth- and twentieth-century European history

Risk-Taking in International Politics Rose McDermott, 2001 Discusses the way leaders deal with risk in making foreign policy decisions

**Reputation and International Politics** Jonathan Mercer, 2018-09-05 By approaching an important foreign policy issue from a new angle, Jonathan Mercer comes to a startling, controversial discovery: a nation's reputation is not worth fighting for. He presents the most comprehensive examination to date of what defines a reputation, when it is likely to emerge in international politics, and with what consequences. Mercer examines reputation formation in a series of crises before World War I. He tests competing arguments, one from deterrence theory, the other from social psychology, to see which better predicts and explains how reputations form. Extending his findings to address recent crises such as the Gulf War, he also considers how culture, gender, and nuclear weapons affect reputation. Throughout history, wars have been fought in the name of reputation. Mercer rebuts this politically powerful argument, shows that reputations form differently than we thought, and offers policy advice to decision-makers.

Knowing the Adversary Keren Yarhi-Milo, 2014-07-21 States are more likely to engage in risky and destabilizing actions such as military buildups and preemptive strikes if they believe their adversaries pose a tangible threat. Yet despite the crucial importance of this issue, we don't know enough about how states and their leaders draw inferences about their adversaries' long-term intentions. Knowing the Adversary draws on a wealth of historical archival evidence to shed new light on how world leaders and intelligence organizations actually make these assessments. Keren Yarhi-Milo examines three cases: Britain's assessments of Nazi Germany's intentions in the 1930s, America's assessments of the Soviet Union's intentions during the Carter administration, and the Reagan administration's assessments of Soviet intentions near the end of the Cold War. She advances a new theoretical framework—called selective attention—that emphasizes organizational dynamics, personal diplomatic interactions, and cognitive and affective factors. Yarhi-Milo finds that decision makers don't pay as much attention to those aspects of state behavior that major theories of international politics claim they do. Instead, they tend to determine the intentions of adversaries on the basis of preexisting beliefs, theories, and personal impressions. Yarhi-Milo also shows how intelligence organizations rely on very different indicators than decision makers, focusing more on changes in the military capabilities of adversaries. Knowing the Adversary provides a clearer picture of the historical validity of existing theories, and broadens our understanding of the important role that diplomacy plays in international security.

**Political Psychology in International Relations** Rose McDermott, 2004-04-12 A comprehensive account of the field of political psychology with a focus on its implications for international relations

The Structure of Scientific Theories Frederick Suppe, 1977 "A clear and comprehensive introduction to contemporary philosophy of science." -- American Scientist "The best account of scientific theory now available, one that surely commends itself to every philosopher of science with the slightest interest in metaphysics." -- Review of Mathematics "It should certainly be of interest to those teaching graduate courses in philosophy of science and to scientists wishing to gain a further appreciation of the approach used by philosophers of science." -- Science Activities

**American Foreign Policy in a New Era** Robert Jervis, 2013-01-11 To say that the world changed drastically on 9/11 has become a truism and even a cliché. But the incontestable fact is that a new era for both the world and US foreign policy began on that infamous day and the ramifications for international politics have been monumental. In this book, one of the leading thinkers in international relations, Robert Jervis, provides us with several snapshots of world politics over the past few years. Jervis brings his acute analysis of international politics to bear on several recent developments that have transformed international politics and American foreign policy including the War on Terrorism; the Bush Doctrine and its policies of preventive war and unilateral action; and the promotion of democracy in the Middle East (including the Iraq War) and around the world. Taken together, Jervis argues, these policies constitute a blueprint for American hegemony, if not American empire. All of these events and policies have taken place against a backdrop equally important, but less frequently discussed: the fact that most developed nations, states that have been bitter rivals, now constitute a security community within which war is unthinkable. American Foreign Policy in a New Era is a must read for anyone interested in understanding the policies and events that have shaped and are shaping US foreign policy in a rapidly changing and still very dangerous world.

**Theory of International Politics** Kenneth Neal Waltz, 1979 Forfatterens mål med denne bog er: 1) Analyse af de gældende teorier for international politik og hvad der heri er lagt størst vægt på. 2) Konstruktion af en teori for international politik som kan kan råde bod på de mangler, der er i de nu gældende. 3) Afprøvning af den rekonstruerede teori på faktiske hændelsesforløb.

**The Logic of Images in International Relations** Robert Jervis, 1989 The summation of more than two thousand years of one of the world's most august literary traditions, this volume also represents the achievements of four hundred years of Western scholarship on China. The selections include poetry, drama, fiction, songs, biographies, and works of early Chinese philosophy and history rendered in English by the most renowned translators of classical Chinese literature: Arthur Waley, Ezra Pound, David Hawkes, James Legge, Burton Watson, Stephen Owen, Cyril Birch, A. C. Graham, Witter Bynner, Kenneth Rexroth, and others. Arranged chronologically and by genre, each chapter is introduced by definitive quotes and brief introductions chosen from classic Western sinological treatises. Beginning with discussions of the origins of the Chinese writing system and selections from the earliest genre of Chinese literature -- the Oracle Bone inscriptions -- the book then proceeds with selections from: • early myths and legends; • the earliest anthology of Chinese poetry, the Book of Songs; • early narrative and philosophy, including the I Ching, Tao-te Ching, and the Analects of Confucius; • rhapsodies, historical writings, magical biographies, ballads, poetry, and miscellaneous prose from the Han and Six Dynasties period; • the court poetry of the Southern Dynasties; • the finest gems of Tang poetry; and • lyrics, stories, and tales of the Sui, Tang, and Five Dynasties eras. Special highlights include individual chapters covering each of the luminaries of Tang poetry: Wang Wei, Li Bo, Du Fu, and Bo Juyi; early literary criticism; women poets from the first to the tenth century C.E.; and the poetry of Zen and the Tao. Bibliographies, explanatory notes, copious illustrations, a chronology of major dynasties, and two-way romanization tables coordinating the Wade-Giles and pinyin transliteration systems provide helpful tools to aid students, teachers, and general readers in exploring this rich tradition of world literature.

Cooperation Under the Security Dilemma Robert Jervis, 1977

**Understanding Foreign Policy Decision Making** Alex Mintz, Karl DeRouen Jr, 2010-02-22 Understanding Foreign Policy Decision Making presents a psychological approach to foreign policy decision making. This approach focuses on the decision process, dynamics, and outcome. The book includes a wealth of extended real-world case studies and examples that are woven into the text. The cases and examples, which are written in an accessible style, include decisions made by leaders of the United States, Israel, New Zealand, Cuba, Iceland, United Kingdom, and others. In addition to coverage of the rational model of decision making, levels of analysis of foreign policy decision making, and types of decisions, the book includes extensive material on alternatives to the rational choice model, the marketing and framing of decisions, cognitive biases, and domestic, cultural, and international influences on decision making in international affairs. Existing textbooks do not present such an approach to foreign policy

decision making, international relations, American foreign policy, and comparative foreign policy.

Gender in International Relations J. Ann Tickner, 1992 -- Political Science Quarterly

*The Meaning of the Nuclear Revolution* Robert Jervis, 1989 Robert Jervis argues here that the possibility of nuclear war has created a revolution in military strategy and international relations. He examines how the potential for nuclear Armageddon has changed the meaning of war, the psychology of statesmanship, and the formulation of military policy by the superpowers.

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