



## DISCIPLINE SYLLABUSE

### 1. Information about the program

1.1 Higher education institution	<b>Babeş-Bolyai University, Cluj-Napoca</b>
1.2 Faculty	<b>Faculty of European Studies</b>
1.3 Department	<b>European Studies and Governance</b>
1.4 Field of study	<b>International Relations and European Studies</b>
1.5 Study cycle	<b>Doctorate</b>
1.6 Program of study / Specialization	<b>Doctoral School <i>European Paradigm</i></b>

### 2. Information about the discipline

2.1. Discipline title		<b>Decision Making Process in Foreign Policy and International Politics</b>					
2.2. The holder of the course activities				<b>Associate Professor Ph.D. Gabriela Ciot</b>			
2.3. The holder of the seminar activities				<b>Associate Professor Ph.D. Gabriela Ciot</b>			
2.4. Year of study	<b>I</b>	2.5. Semester	<b>I</b>	2.6. Type of assessment <sup>1</sup>	<b>C</b>	2.7. Discipline regime <sup>2</sup>	<b>OB</b>

### 3. Total time estimated (hours per semester of teaching)

3.1. Number of hours per week	<b>4</b>	From which: 3.2 course	<b>2</b>	3.3 seminar/laboratory	<b>2</b>
3.4. Total hours of curriculum	<b>56</b>	From which: 3.5 course	<b>28</b>	3.6 seminar/laboratory	<b>28</b>
Time distribution				<b>conventional hours 4 x 25 = 100</b>	Hours
Study after textbook, course support, bibliography and notes					<b>10</b>
Additional documentation in library, on specialized electronic platforms and on the field.					<b>10</b>
Preparing seminars/laboratories, essays, portfolios and reports.					<b>5</b>
Tutoring					<b>5</b>
Examinations					<b>2</b>
Others activities: not the case					
<b>3.7. Total hours for individual study</b>			<b>32</b>		
<b>3.8. Total hours per semester</b>			<b>100</b>		
<b>3.9. Number of credits</b>			<b>4</b>		

### 4. Preconditions (if necessary)

4.1 Of curriculum	It is not the case
4.2 Of skills	It is not the case

<sup>1</sup> Type of assessment : **E** – exam, **VP** – continuous assessment, **C** – colloquy.

<sup>2</sup> Discipline regime: **OB** - mandatory, **OP** - optional, **F**- facultative.

## 5. Conditions (if necessary)

5.1. For conducting the course	<ul style="list-style-type: none"> <li>Classroom, projector</li> </ul>
5.2. For conducting seminar/laboratory	<ul style="list-style-type: none"> <li>Seminar room, projector</li> </ul>

## 6. Specific skills acquired

Professional skills	<ul style="list-style-type: none"> <li>C1.1 Identify critical and selective theoretical developments, methodological and practical decision-making in the field;</li> <li>C2.1 Develop analysis of idiosyncrasies present in a particular context and for their stakeholders;</li> <li>C4.1 Develop models to identify specific idiosyncrasies that occur in decision-making;</li> <li>C3.2 Determination and repertorying pertinent factors that cause idiosyncrasies;</li> <li>C5.4 Formulation and application of specific criteria to determine the appropriateness of decisions.</li> </ul>
Transversal skills	<ul style="list-style-type: none"> <li>CT2. Coordinating the working techniques in a multidisciplinary teams;</li> <li>CT3. Objective selfevaluation of the formation need and rational choosing of the modality of this formation, aiming to insert and adapt to the requests of labour market.</li> </ul>

## 7. Course objectives (arising from grid of specific skills acquired)

7.1 General objective of the discipline	<ul style="list-style-type: none"> <li>Understand and explain the complexity of foreign policy and international politics decision making process.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>Identifying cognitive processes that lead to a decision;</li> <li>Identification of individual and overall behavioral patterns of the decision;</li> <li>The use of psychological methods of analysis of decision-making.</li> </ul>

## 8. Contents

8.1 Course	Teaching methods	Observations
<b>Unit 1</b> <b>Foreign policy decision making – recent approaches (3 courses)</b>	Academic lectures, collective dialogue	Ciot, M.-G., "Negotiation and Foreign Policy Decision Making", Cambridge Scholars Publishing, Newcastle Upon Tyne, 2014; Mintz, A., De Rouen Jr., K., "Understanding Foreign Policy Decision Making", New York, Cambridge University Press, 2010 -course support pg. 3-29.

<p><b>Unit 2</b>  <b>Model of decision making: The Rational Actor Model, The Organizational Politics Model, The Bureaucratic Politics</b> (3 courses)</p>	<p>Academic lectures, collective dialogue</p>	<p>Ciot, M.-G., "Negotiation and Foreign Policy Decision Making", Cambridge Scholars Publishing, Newcastle Upon Tyne, 2014;  Allison, G., Zelikow, P., <i>Essence Decision : Explaining the Cuban Missile Crisis</i>, Iași, Polirom, 2010;  - course support pg. 30-90.</p>
<p><b>Unit 3</b>  <b>Alternatives of decisions making models</b> (3 courses)</p>	<p>Academic lectures, collective dialogue</p>	<p>Ciot, M.-G., "Negotiation and Foreign Policy Decision Making", Cambridge Scholars Publishing, Newcastle Upon Tyne, 2014;  Levy, J. S., "Prospect Theory and the Cognitive-Rational Debate." în N. Geva, A. Mintz, (eds.), <i>Decision-Making on War and Peace: The Cognitive-Rational Debate.</i> , Boulder, CO, Rienner, 1997.  Hermann, M. G., "Assessing leadership style: Trait analysis", în J. M. Post, (ed.), <i>The psychological assessment of political leaders</i>, Ann Arbor, MI, University of Michigan Press, 2006, p. 178-212;  McDermott, R., <i>Political Psychology in International Relations</i>, Ann Arbor, Michigan University Press, 2004, p. 173-177.  - course support pg. 91-148.</p>
<p><b>Unit 4</b>  <b>Idiosyncrasies in foreign policy decision making: cognitive, social perception, motivational and emotional (affective)</b> (3 courses)</p>	<p>Academic lectures, collective dialogue</p>	<p>Ciot, M.-G., "Negotiation and Foreign Policy Decision Making", Cambridge Scholars Publishing, Newcastle Upon Tyne, 2014;  Ciot, Gabriela, <i>Model of negotiator</i>, Cluj-Napoca, Eikon, 2012, p. 247-285.  - course support pg. 149 – 182.</p>
<p><b>Recapitulation</b></p>	<p>Collective dialogue</p>	<p>-</p>
<p><b>Compulsory bibliography</b></p> <ol style="list-style-type: none"> <li>Allison, G., Zelikow, P., <i>Essence Decision : Explaining the Cuban Missile Crisis</i>, Iași, Polirom, 2010;</li> <li>Ciot, M.-G., <i>Günter Verheugen – Negotiating the Enlargement of the European Union</i>, Editura Institutului de Științe Politice și Relații Internaționale "Ion I.C. Brătianu", 2016;</li> <li>Ciot, M.-G., <i>Negotiation and Foreign Policy Decision-Making</i>, Newcastle upon Tyne: Cambridge Scholars Publishing, 2014;</li> <li>Ciot, G., <i>Model of negotiator</i>, Cluj-Napoca, Eikon, 2012;</li> <li>Mintz, A., De Rouen Jr., K., "Understanding Foreign Policy Decision Making", New York, Cambridge University Press, 2010.</li> </ol>		

**Optional bibliography**

1. Bartles, D.M, Bauman, C.W., Skitka, L.J., Medin, D.L. (eds.), *Morl judgement and decision making*, Elsevier, Academic Press, 2009;
2. Feng, H., *Chinese strategic culture and foreign policy decision-making. Confucianism, leadership and war*, Asian Security Studies, London and New York, Taylor&Francis, Routledge, 2007;
3. Hermann, M. G., "Assessing leadership style: Trait analysis", în J. M. Post, (ed.), *The psychological assessment of political leaders*, Ann Arbor, MI, University of Michigan Press, 2006, p. 178-212;
4. Hernández, A.M., *Strategic Facilitation of complex decision-making. How process and context matter in global climate change negotiations*, Springer, 2014;
5. Levy, J. S., "Prospect Theory and the Cognitive-Rational Debate." în N. Geva, A. Mintz, (eds.), *Decision-Making on War and Peace: The Cognitive-Rational Debate.* , Boulder, CO, Rienner, 1997;
6. McDermott, R., *Political Psychology in International Relations*, Ann Arbor, Michigan University Press, 2004, p. 173-177

8.2 Seminar/laboratory	Theaching methods	Observations
1. Analysis of foreign policy decision making: traditional models (I)	Case Study	The Cuban Missile Crisis movie
2. Analysis of foreign policy decision making: traditional models (II)	Case Study	The Cuban Missile Crisis movie
3. Identification of idiosyncrasies elements from decision making in crises	Case Study, Debate	The Negotiator Movie
4. Idiosyncratic analysis of decision making (I)	Case Study, Debate	Case studies from students proposal
5. Idiosyncratic analysis of decision making (II)	Case Study, Debate	Case studies from students proposal
6. Idiosyncratic analysis of decision making (III)	Case Study, Debate	Case studies from students proposal
7. Idiosyncratic analysis of decision making (IV)	Case Study, Debate	Case studies from students proposal

**Bibliography**

1. Allison, G., Zelikow, P., *Essence Decision : Explaining the Cuban Missile Crisis*, Iași, Polirom, 2010;
2. Ciot, M.-G., *Günter Verheugen – Negotiating the Enlargement of the European Union*, Editura Institutului de Științe Politice și Relații Internaționale "Ion I.C. Brătianu", 2016;
3. Ciot, M.-G., *Negotiation and Foreign Policy Decision-Making*, Newcastle upon Tyne: Cambridge Scholars Publishing, 2014;
4. Ciot, Gabriela, *Model of negotiator*, Cluj-Napoca, Eikon, 2012;
5. Mintz, A., De Rouen Jr., K., "Understanding Foreign Policy Decision Making", New York, Cambridge University Press, 2010.

**9. Corroboration / validation of the discipline content according to the expectations of the epistemic community representatives, of the ones of the professional associations and also of the representative employers of the corresponding program**

- After this course, students would perform complex analysis of decision making in the field of external policy, gaining the skills necessary to conduct the activities of non-governmental

organizations, ministries, embassies and government and regional authorities.

**10. Evaluation**

Type of activity	10.1. Evaluation criteria	10.2. Methods of assessment	10.3. Share in final grade
10.4. Course	participation in the course, studying the bibliography, one final paper (8-10 pg)	exam	90%
10.5. Seminar/ laboratory	participation in the seminar, the online discussions.	colloquy	10%
10.6. Minimum performance standards			
Qualifying "Sufficient"			

Date of completion

Signature of the course holder

Signature of the seminar holder

1.10.2016

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Approval date by department

Signature of the Head of the Department

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