



DISCIPLINE SYLLABUS

1. Information about the program

1.1 Higher education institution	Babeş-Bolyai University, Cluj-Napoca
1.2 Faculty	Faculty of European Studies
1.3 Department	European Studies and Governance
1.4 Field of study	International Relations and European Studies
1.5 Study cycle	Master
1.6 Program of study / Specialization	Management and International and European Negotiations

2. Information about the discipline

2.1. Discipline title		Idiosyncrasies and Foreign Policy Decision-Making (in english)					
2.2. The holder of the course activities			Associate Professor Ph.D. Gabriela Ciot				
2.3. The holder of the seminar activities			Associate Professor Ph.D. Gabriela Ciot				
2.4. Year of study	I	2.5. Semester	2	2.6. Type of assessment ¹	E	2.7. Discipline regime ²	OB

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

3.1. Number of hours per week	3	From which:	1	3.3 seminar/laboratory	2
3.4. Total hours of curriculum	42	From which:	14	3.6 seminar/laboratory	28
Time distribution conventional hours 4 x 25 = 100/14					Hours
Study after textbook, course support, bibliography and notes					2
Additional documentation in library, on specialized electronic platforms and on the field.					1
Preparing seminars/laboratories, essays, portfolios and reports.					1
Tutoring					1
Examinations					1
Others activities: not the case					1
3.7. Total hours for individual study			4		
3.8. Total hours per semester			100		
3.9. Number of credits			4		

¹ Type of assessment : **E** – exam, **VP** – continuous assessment, **C** – colloquy.

² Discipline regime: **OB** - mandatory, **OP** - optional, **F**- facultative.

4. Preconditions (if necessary)

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

5. Conditions (if necessary)

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

6. Specific skills acquired

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

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

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

8. Contents

8.1 Course	Theaching methods	Observations
1. Foreign policy decision making – recent approaches	Academic lectures, collective dialogue	Mintz, A., De Rouen Jr., K., “Understanding Foreign Policy Decision Making”, New York, Cambridge University Press, 2010.
2. Model of decision making: The Rational Actor Model, The Organizational Politics Model, The Bureaucratic Politics	Academic lectures, collective dialogue	Allison, G., Zelikow, P., <i>Essence Decision : Explaining the Cuban Missile Crisis</i> , Iași, Polirom, 2010.
3. Alternatives of decision making models (I)	Academic lectures, collective dialogue	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.
4. Alternatives of decision making models (II)	Academic lectures, collective dialogue	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.
5. Idiosyncrasies in foreign policy decision making: cognitive, social perception, motivational and emotional (affective)	Academic lectures, collective dialogue	Ciot, Gabriela, <i>Model of negotiator</i> , Cluj-Napoca, Eikon, 2012, p. 247-285.
6. Idiosyncratic analysis of negotiation of accession process of Romania to the EU	Academic lectures, collective dialogue	Ciot, Gabriela, <i>Model of negotiator</i> , Cluj-Napoca, Eikon, 2012, p. 286-363.
7. Recapitulation	Collective dialogue	-
Compulsory bibliography <ol style="list-style-type: none"> Allison, G., Zelikow, P., <i>Essence Decision : Explaining the Cuban Missile Crisis</i>, Iași, Polirom, 2010; Ciot, M.-G., <i>Negotiation and Foreign Policy Decision-Making</i>, Newcastle upon Tyne: Cambridge Scholars Publishing, 2014; Ciot, G., <i>Model of negotiator</i>, Cluj-Napoca, Eikon, 2012; Mintz, A., De Rouen Jr., K., “Understanding Foreign Policy Decision Making”, New York, Cambridge University Press, 2010. 		
Optional bibliography		

1. Bartles, D.M, Bauman, C.W., Skitka, L.J., Medin, D.L. (eds.), *Moral 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, pp. 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, pp. 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, Debate	The Cuban Missile Crisis movie
3. Alternative models of decision-making	Case Study	Ciot, Gabriela, <i>Model of negotiator</i> , Cluj-Napoca, Eikon, 2012; p. 180, case study - Gulf War
4. Evolution of the International System after the Cold War	Arguements	Ciot, Gabriela, <i>Model of negotiator</i> , Cluj-Napoca, Eikon, 2012;
5. Idiosyncrasis of the decision making process in foreign policy	Case Study	The Six-Day War, Other Case Studies, Debate
6. Identification of idiosyncrasies elements from decision making in crises	Case Study, Debate	The Negotiator Movie
7. Identification of idiosyncrasies elements from decision making in crises(II)	Debate	The Negotiator Movie Debate
8. Idiosyncratic analysis of the negotiation process of Romania’s EU membership	Case Study, Debate	Ciot, Gabriela, <i>Model of negotiator</i> , Cluj-Napoca, Eikon, 2012; p. 286, examples
9. Idiosyncratic analysis of decision making (I)	Case Study, Debate	Case studies from students proposal
10. Idiosyncratic analysis of decision making (II)	Case Study, Debate	Case studies from students proposal
11. Idiosyncratic analysis of decision making (III)	Case Study, Debate	Case studies from students proposal

12. Idiosyncratic analysis of decision making (IV)	Case Study, Debate	Case studies from students proposal
13. Idiosyncratic analysis of decision making (V)	Case Study, Debate	Case studies from students proposal
14. Idiosyncratic analysis of decision making (VI)	Case Study, Debate	Case studies from students proposal
Bibliography		
<ol style="list-style-type: none"> Allison, G., Zelikow, P., <i>Essence Decision : Explaining the Cuban Missile Crisis</i>, Iași, Polirom, 2010; Ciot, Gabriela, <i>Model of negotiator</i>, Cluj-Napoca, Eikon, 2012; 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)	colloquy	90%
10.5. Seminar/ laboratory	participation in the seminar, the online discussions, simulations, role play	colloquy	10%
10.6. Minimum performance standards			
Grade 5 (five)			

Date of completion: _____ Signature of the course holder: _____ Signature of the seminar holder: _____

Approval date by department: _____ Signature of the Head of the Department: _____
