



Course syllabus

Academic year 2023-2024

1. Information about the program

1.1 Higher Education Institution	Babeș-Bolyai University
1.2 Faculty	European Studies
1.3 Department	European Studies and Governance
1.4 Field of study	International Relations and European Studies
1.5 Study level	Master
1.6 Programme of study/ Qualification	Cultural Diplomacy and International Relations

2. Information about the discipline

2.1 Title								Idiosyncrasy and Foreign Policy Decision-Making (in English)							
2.2 Course holder								Professor Ph.D. Gabriela Ciot							
2.3 Seminar holder								Professor Ph.D. Gabriela Ciot							
2.4 Year of study		1	2.5 Semester		2	2.6. Type of assessment ¹			E	2.7 Type of module ²			OB		

3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	3	3.2 of which for course	1	3.3 of which for seminar	2
3.4 Total no. of hours in the curriculum	42	3.5 of which for course	14	3.6 of which for seminar	28
Time distribution:					Hours
Study by using handbook, reader, bibliography and course notes					10
Additional library/specialised online research, field research					10
Preparation of seminars/laboratories, homework, projects, portfolios and essays					5
Tutoring					5
Examinations					2
Other activities:					
3.7 Total no. of hours for individual study	32				
3.8 Total no. of hours per semester	100				
3.9 No. of ECTS credit points	5				

4. Prerequisites (where applicable)

4.1 of curriculum	❖ It is not the case
4.2 of competencies	❖ It is not the case

5. Conditions (where applicable)

5.1 For the development of the course	❖ Classroom, projector
5.2 For the development of the seminar/laboratory	❖ Seminar room, projector

¹ E - exam, ME - multi-term examinations, C - collocutional examination/assessment test

² OB - core module, OP - elective module, F - extracurricular module



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.
Interdisciplinary skills	<ul style="list-style-type: none"> ❖ CT2. Coordinating the working techniques in a multidisciplinary teams; ❖ CT3. Objective self-evaluation 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 (based on list of acquired skills)

7.1 General objective	<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 behavioural patterns of the decision; ❖ The use of psychological methods of analysis of decision-making.

8. Contents

8.1 Course	Teaching 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 decisions 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 decisions 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, Melania-Gabriela, <i>Negotiation and Foreign Policy Decision-Making</i> , Cambridge Scholars Publishing, 2014, pp.159-186.
6. Idiosyncratic analysis of negotiation of accession process of Romania to the EU	Academic lectures, collective dialogue	Ciot, Melania-Gabriela, <i>Negotiation and Foreign Policy Decision-Making</i> , Cambridge Scholars Publishing, 2014, pp. 187-253.
Bibliography: Compulsory bibliography <ol style="list-style-type: none"> 1. Allison, G., Zelikow, P., <i>Essence Decision: Explaining the Cuban Missile Crisis</i>, Iași, Polirom, 2010; 2. Ciot, M.-G., <i>Negotiation and Foreign Policy Decision-Making</i>, Newcastle upon Tyne: Cambridge Scholars Publishing, 2014. Optional bibliography <ol style="list-style-type: none"> 1. Bartles, D.M, Bauman, C.W., Skitka, L.J., Medin, D.L. (eds.), <i>More judgement and decision making</i>, Elsevier, Academic Press, 2009; 2. Feng, H., <i>Chinese strategic culture and foreign policy decision-making. Confucianism, leadership and war</i>, 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.), <i>The psychological assessment of political leaders</i>, Ann Arbor, MI, University of Michigan Press, 2006, p. 178-212; 4. Hernández, A.M., <i>Strategic Facilitation of complex decision-making. How process and context matter in global climate change negotiations</i>, Springer, 2014; 5. 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; 6. McDermott, R., <i>Political Psychology in International Relations</i>, Ann Arbor, Michigan University Press, 2004, p. 173-177. 		



8.2 Seminar/Laboratory	Teaching methods	Observations
1. Analysis of foreign policy decision making: traditional models (I)	Case Study	The <i>Cuban Missile Crisis</i> movie
2. Analysis of foreign policy decision making: traditional models (II)	Case Study	The <i>Cuban Missile Crisis</i> movie
3. Analysis of foreign policy decision making: innovative models (I)	Case Study	The <i>Brigde of spies</i> movie
4. Analysis of foreign policy decision making: innovative models (II)	Case Study	The <i>Brigde of spies</i> movie
5. Identification of idiosyncrasies elements from decision making in crises	Case Study, Debate	Case studies from students proposal
6. Identification of idiosyncrasies elements from decision making in crises	Case Study, Debate	Case studies from students proposal
7. Idiosyncratic analysis of decision making process in a political case (I)	Case Study, Debate	Case studies from students proposal
8. Idiosyncratic analysis of decision making process in a political case (II)	Case Study, Debate	Case studies from students proposal
9. Idiosyncratic analysis of decision making process in a business case (I)	Case Study, Debate	Case studies from students proposal
10. Idiosyncratic analysis of decision making process in a business case (II)	Case Study, Debate	Case studies from students proposal
11. Idiosyncratic analysis of decision making process at individual level – international level	Case Study, Debate	Case studies from students proposal
12. Idiosyncratic analysis of decision making process at individual level – European level	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, M.-G., <i>Negotiation and Foreign Policy Decision-Making</i>, Newcastle upon Tyne: Cambridge Scholars Publishing, 2014. 		



9. The correspondence between the content of the course and the expectations of the academic community, professional associations and representative employers in the field:

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

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course	participation in the course, studying the bibliography, one final paper (8-10 pg)	Oral exam	90 %
10.5 Seminar/ Laboratory	participation in the seminar, discussions, and analyses.	Colloquy	10 %
<i>Ex officio: 1 point</i>			
10.6 Minimum standard of performance			
For grade 5: Elaboration of a study case – a foreign policy decision making case, focusing on the identification of the idiosyncratic elements of a decident.		For grade 10: Profiling a leader by using the idiosyncratic analysis and a study case elected by the student.	

Date

...21.09.2023.....

Course holder signature

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Seminar holder signature

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Date of departmental approval

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Head of department signature

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