

WEEK 9: BOUNDED RATIONALITY AND EVOLUTIONARY PSYCHOLOGY

Required Readings:

- Shepard, Graham H. 1988. "Personality Effects on American Foreign Policy, 1969-1984: A Second Test of Interpersonal Generalization Theory." *International Studies Quarterly*, 32(1): 91-123.
- Quattrone, George A., and Amos Tversky. 1988. "Contrasting Rational and Psychological Analyses of Political Choice." *American Political Science Review*, 82(3): 719-736.
- Farkas, Andrew. 1996. "Evolutionary Models in Foreign Policy Analysis." *International Studies Quarterly*, 40(3): 343-361.
- Levy, Jack S. 1992. "Prospect Theory, Rational Choice, and International Relations." *International Studies Quarterly*, 41(1): 87-112.
- Hermann, Margaret. 2001. "How Decision Units Shape Foreign Policy: A Theoretical Framework." *International Studies Review*, 3(2): 47-81.
- George, Alexander L. 1969. "The 'Operational Code': A Neglected Approach to the Study of Political Leaders and Decision-Making." *International Studies Quarterly*, 13(2):190-222.
- Bendor, Jonathan, and Thomas H. Hammond. 1992. "Rethinking Allison's Models." *American Political Science Review*, 86(2): 301-322.
- Crawford, Neta C. 2000. "The Passion of World Politics: Propositions on Emotion and Emotional Relationships." *International Security*, 24(4): 116-156.

Suggested Readings:

- Jervis, Robert, Richard Ned Lebow, and Janice Stein. 1985. *Psychology and Deterrence*. Baltimore, MD: Johns Hopkins University Press.
- Kahneman, Daniel. 2003. "Maps of Bounded Rationality: Psychology for Behavioral Economics." *American Economic Review*, 93(5): 1449-1475.
- Boettcher, III, William A. "Context, Methods, Numbers, and Words: Prospect Theory in International Relations." *Journal of Conflict Resolution*, 39(3): 561-583.
- Simon, Herbert. 1955. "A Behavioral Model of Rational Choice." *Quarterly Journal of Economics*, 69(1):99-118.
- Kahneman, Daniel. 2003. "A Psychological Perspective on Economics." *American Economic Review*, 93(2): 162-168.
- Jervis, Robert. 1988. "War and Misperception." *Journal of Interdisciplinary History*, 18(4):675-700.
- Kahneman, Daniel, and Amos Tversky. 1979. "Prospect Theory: An Analysis of Decision under Risk." *Econometrica*, 47(2): 263-291.

- Tversky, Amos, Paul Slovic, and Daniel Kahneman. 1990. "The Causes of Preference Reversal." *American Economic Review*, 204–217.
- Binmore, Ken. "Why Experiment in Economics?" *Economic Journal*, 109(453): F16–F24.
- Frank, Robert. 1993. "The Strategic Role of Emotions: Reconciling Over- and Undersocialized Accounts of Behavior." *Rationality and Society*, 5(2): 160–184.
- Hirshleifer, Jack. 1993. "The Affections and the Passions: Their Economic Logic." *Rationality and Society*, 5(2): 185–202.
- Cosmides, Leda, and John Tooby. 1994. "Better than Rational: Evolutionary Psychology and the Invisible Hand." *American Economic Review*, 84(2): 327–332.