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Name :

P.S.P.A. 213
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Illustrate each of the following concepts or rules with a relevant example :

1- Decision making as a governmental bargaining process

2- Administrative foreign policy decisions

3- Incremental foreign policy decisions



4- Historical analogies as a source of misperception

5- Decision unit

6- The use of scapegoats of a defense mechanism.

7- Effects of organizational parochialism on policy formulation

8- Effects of organizational parochialism on policy implementation.

9- Wishful thinking as affecting perception.

10- The longer an issue stays alive , the more public attitudes are likely to matter.

11- Cognitive consistency

12- Public opinion affecting foreign policy by setting broad limits of constraint.

13- Screening of information by elites.

14- Intangible factors of tangible military capabilities

15- Correlation between views on domestic and foreign policy issues

16- The quality of Intelligence as an intangible capability

17- Third-party mediation.

18- Nonuse of nuclear weapons as their main value

19- Use of force as a means of influence

20- Negative economic sanctions as a means of influence.

21- Positive economic sanctions as a means of influence

22- Naming the parties to be represented as an important preliminary issue in negotiations.

23- Status-quo foreign policy

24- Adjudication as a means of conflict resolution.

25- Linkage as bargaining method

26- Alliances as an aggregation of power

27- Alliances to control alliance partners

28- Environmental probabilism

29- Military purpose I.G.O.

30- Shortcomings of Lenin's Theory of imperialism

31- Societal variables - i.e. characteristics of a society - affecting foreign policy

32- Conflicting views of the national interest within the same state

33- Flexibility of foreign policy under authoritarian regimes.