

## COURSE SYLLABUS

### 1. Data about the program

1.1 Higher education institution	Babeş-Bolyai University
1.2 Faculty	Faculty of European Studies
1.3 Doctoral school	European Paradigm
1.4 Field of study	International Relations and European Studies
1.5 Study cycle	Doctorate
1.6 Study program / Qualification	International Relations and European Studies (English line of study)

### 2. Course data

2.1 Name of discipline	<b>Decision Making Process in Foreign Policy and International Politics</b>						
2.2 Teacher responsible for lectures	<b>Associate Professor Ph.D. Gabriela Ciot</b>						
2.3 Teacher responsible for seminars	<b>Associate Professor Ph.D. Gabriela Ciot</b>						
2.4 Year of study		2.5 Semester		2.6. Type of evaluation		2.7 Course framework	

### 3. Estimated total time of teaching activities (hours per semester)

3.1 Hours per week	4	Out of which: 3.2 Lectures	2	3.3 Seminars / Laboratory classes	2
3.4 Total hours in the curriculum	56	Out of which: 3.5 Lectures	28	3.6 Seminars / Laboratory classes	28
Allocation of study time: 10x25=250					Hours
Study supported by textbooks, other course materials, recommended bibliography and personal student notes					100
Additional learning activities in the library, on specialized online platforms and in the field					100
Preparation of seminars / laboratory classes, topics, papers, portfolios and essays					52
Tutoring					
Examinations					
Other activities: -					
3.7 Individual study (total hours)	202				
3.8 Total hours per semester	250				
3.9 Number of credits	10				

### 4. Preconditions (where applicable)

4.1 Curriculum	<ul style="list-style-type: none"> <li>It is not the case</li> </ul>
4.2 Competences	<ul style="list-style-type: none"> <li>It is not the case</li> </ul>

### 5. Conditions (where applicable)

5.1 Conducting lectures	<ul style="list-style-type: none"> <li>Online/Course room, projector</li> </ul>
5.2 Conducting seminars / laboratory classes	<ul style="list-style-type: none"> <li>Online/Course room, projector</li> </ul>

### 6. Specific competences acquired

<b>Professional competences</b>	<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>
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<b>Transversal competences</b>	<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>
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## 7. Course objectives (based on the acquired competencies grid)

7.1 The general objective of the course	<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. Content

8.1 Lectures	Teaching methods	Comments
Unit 1 Foreign policy decision making – recent approaches (3 courses)	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.
Unit 2 Model of decision making: The Rational Actor Model, The Organizational Politics Model, The Bureaucratic Politics (3 courses)	Academic lectures, collective dialogue	Ciot, M.-G., "Negotiation and Foreign Policy Decision Making", Cambridge Scholars Publishing, Newcastle Upon Tyne, 2014; 3 Allison, G., Zelikow, P., Essence Decision : Explaining the Cuban Missile Crisis, Iași, Polirom, 2010; course support pg. 30-90.
Unit 3 Alternatives of decisions making models (3 courses)	Academic lectures, collective dialogue	Ciot, M.-G., "Negotiation and Foreign Policy Decision Making", Cambridge Scholars Publishing, Newcastle Upon Tyne, 2014;

		<p>Levy, J. S., "Prospect Theory and the Cognitive-Rational Debate." in N. Geva, A. Mintz, (eds.), Decision-Making on War and Peace: The Cognitive-Rational Debate." , Boulder, CO, Rienner, 1997.</p> <p>Hermann, M. G., "Assessing leadership style: Trait analysis", in J. M. Post, (ed.), The psychological assessment of political leaders, Ann Arbor, MI, University of Michigan Press, 2006, p. 178-212;</p> <p>McDermott, R., Political Psychology in International Relations, Ann Arbor, Michigan University Press, 2004, p. 173-177.</p> <p>course support pg. 91-148.</p>
<p>Unit 4 Idiosyncrasies in foreign policy decision making: cognitive, social perception, motivational and emotional (affective) (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;</p> <p>Ciot, Gabriela, Model of negotiator, Cluj-Napoca, Eikon, 2012, p. 247-285.</p> <p>course support pg. 149 – 182.</p>
8.2 Seminars / laboratory classes	Teaching methods	Comments
Analysis of foreign policy decision making: traditional models (I)	Case Study	The Cuban Missile Crisis Movie
Analysis of foreign policy decision making: traditional models (II)	Case Study	The Cuban Missile Crisis Movie
Identification of idiosyncrasies elements from decision making in crises	Case Study, Debate	The Negotiator Movie
Idiosyncratic analysis of decision making (I)	Case Study, Debate	Case studies from students proposal
Idiosyncratic analysis of decision making (II)	Case Study, Debate	Case studies from students proposal

Idiosyncratic analysis of decision making (III)	Case Study, Debate	Case studies from students proposal
<b>Bibliography:</b> 1. Allison, G., Zelikow, P., <i>Essence Decision : Explaining the Cuban Missile Crisis</i> , Iași, Polirom, 2010; 2. Ciot, M.-G., Günter Verheugen – <i>Negotiating the Enlargement of the European Union</i> , Editura Institutului de Științe Politice și Relații Internaționale “Ion I.C. Brătianu”, 2016; 3. Ciot, M.-G., <i>Negotiation and Foreign Policy Decision-Making</i> , Newcastle upon Tyne: Cambridge Scholars Publishing, 2014; 4. Ciot, Gabriela, <i>Modeul Negociatorului</i> , Cluj-Napoca, Eikon, 2012.		

**9. Aligning the contents of the discipline with the expectations of the epistemic community representatives, professional associations and standard employers operating in the program field**

<ul style="list-style-type: none"> <li>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.</li> </ul>
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**10. Examination**

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Weight in the final grade
10.4 Lectures	participation in the course, studying the bibliography, one final paper (minimum 10 pg)	exam	50%
10.5 Seminar/Laboratory	participation in the seminar, the online discussions.	colloquy	50%
			<i>Ex officio</i> : 1 point
10.6 Minimum performance standard			
<ul style="list-style-type: none"> <li>For grade 5: Presentation of a case of foreign policy decision making.</li> <li>For grade 10: Presentation of a complex paper, analysing a case of decision making in foreign policy, from the perspective of decision making models and idiosyncrasies.</li> </ul>			

Date of issue

27.09.2021

Signature of the teacher responsible for lectures

Signature of the teacher responsible for seminars

Date of approval by the doctoral school council

Signature of the doctoral school director