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IDIOSYNCRACIES IN FOREIGN POLICY DECISION MAKING, POST COLD WAR

-ABSTRACT-

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Key words: making decison, models of decision making analysis, cognitive idiosyncrasies, social perception idiosyncrasies, motivational idiosyncrasies, emotional (affective) idiosyncrasies

GENERAL CONSIDERATIONS

Foreign policy decisions are influenced by a lot of factors. The real world is complicated and a lot of variables have to be taken into consideration when we take a decision. The role of information processing, of framing, of idiosyncracies ask for a need of a psychological approach of foreign policy decision making¹. Psychological approach of decision making process facilitates the understanding of its complexity in other disciplines, especially in the theory of international relations.

This research bring a innovative element in the study of international relations through the analysis of the subjective elements (idiosyncracies) which appear in the decisional process, at the individual level. The use of psychological methods for analysis of the foreign policy decision making open a new way for investigating the field of international relations. The study case, which will constitute the object of the research, is the accession process of Romania to the EU. (2000-2004), from the perspective of analyzing o psychological factors which intervened in decision making at individual level. A lot of researches have approached this subject (Vasile Pușcaș², Goriță³, Gallagher⁴), the present paper bring a new perspective: the analysis of subjective elements which influenced the decisional factors involved. The analized factor is the Chief Negotiator of Romania, Delegate Minister, university professor Vasile Pușcaș. Through discourse analysis (political and public discourses, mass-media representations, interviews realized in the period 2000-2004) we will try to identify the idiosyncracies which act in the decision making process. The model use for analysis is an adaptation of Wilson's model⁵.

¹ Alex Mintz, Karl De Rouen, *Understanding Foreign Policy Decision Making*, New York, Cambridge University Press, 2010, p. 97

² Vasile Pușcaș *România spre Uniunea Europeană. Negocierile de aderare (2000-2004)*, București, Institutul European, 2007; Vasile Pușcaș *Negotiating with The European Union. Preparing the External Environmen of Negotiation*, vol. 3, București, Editura Economică, 2003; Vasile Pușcaș *Negociind cu Uniunea Europeană. Pregătirea mediului intern de negociere*, vol. 4, București, Editura Economică, 2003; Vasile Pușcaș *Negociind cu Uniunea Europeană. Pregătirea mediului de negociere (2003-2004)*, vol. 5, București, Editura Economică, 2005; Vasile Pușcaș *Negociind cu Uniunea Europeană. Comunicarea publică și negocierea pentru aderare (2003-2004)*, vol. 6 București, Editura Economică, 2005

³ Ciprian Goriță *Negocierile de aderare la Uniunea Europeană*, București, Editura Economică, 2008

⁴ Tom Gallagher *Deceniul pierdut al României. Mirajul integrării europene după anul 2000*, București, Editura All, 2010

⁵ Kiri Anna Wilson *David Lange and the Anzus Crisis – An Analysis of the Leadership Personality and Foreign Policy*, 2006, University of Cantenbury, [sursă Internet: [http://ir.canterbury.ac.nz/.../1/thesis_fulltext.pdf], <accesată la 20.01.2012>]

The Ph.D thesis was organized according with the standards of reporting from the field of social sciences. The main chapters of the research are: introduction, evolutions in International System post Cold War, foreign policy decision making – recent approaches, alternatives of decision making models, idiosyncrasies in foreign policy decision making, idiosyncratic analysis of the process of negotiation of accession of Romania to the EU (study case) and conclusions.

This research is qualitative, and it represents an important and the new element in the field of international relations, where the quantitative research methods are present in a big proportion.

After the problem formulation, the motivation for choosing a qualitative research was presented, mentioning the study periods, the “sample” and the research methods which will be used, questions of the research from which the scientific research starts.

QUESTIONS OF THE RESEARCH

This research started from the following questions: **Which are the idiosyncrasies which influenced the decision making process for Romania’s accession to the European Union? Are these idiosyncrasies characteristic only for the decision making process of Romania to the EU? Are there any specific (political, cultural, social) elements which have influenced the appearance of the idiosyncrasies at individual level, during the decision making process for Romania’s accession to the European Union?**

THEORETICAL APPROACH

Theoretical and methodological base of this research is composed from 5 chapters, each of them succeeding in completing the global frame needed for understanding the psychological approach of decision making. These chapters are: introduction, evolutions in International System post Cold War, foreign policy decision making – recent approaches, alternatives of decision making models, idiosyncrasies in foreign policy decision making. The last theoretical chapter is the most important, because it presents all the types of idiosyncrasies which will be identified in public discourses and other media appearances of Chief Negotiator, Vasile Pușcaș

Periodes of study

The investigated period of study is 2000-2004, the period in which has been develop the negotiation of the accession of Romania to the European Union and the activity of decident as Chief Negotiator.

“Sample”

We use the quote because in the qualitative research we don't have sample. In the qualitative research, the size of sample isn't important. The present research will analyze the public communication of Chief Negotiator, Vasile Pușcaș, meaning interviews, media representations and public and political discourses, from different national and international media channels (written press, TV, on-line).

Research methods

The qualitative research has the study case as research strategy, the method for data analysis is discourse analysis and the interpretation method is interpretative research.

SOME CONCLUSIONS

After the analysis of decision making of the negotiation process of accession to the European Union, at individual level (Chief Negotiator, Vasile Pușcaș) we found the following:

- The four types of **idiosyncrasies: cognitive, of sociale perception, motivational, emotional**. This fact was evidenced through discource analysis applied to media intervention of Chief Negotiator, Vasile Pușcaș and exemplified thorough fragments from investigated “sample”.
- At **cognitive type** were identifiedthe following categories: **framing, anchoring, disponibilty** (which underline the connection with prospective theory in the analized case), **utility, perceptual/cognitive frame** (*bazed on relations, emotional-intellectual, compromise-gain*), **task perception, cognitive consistency, idiosyncrasies linked by cognitive content, idiosyncrasies linked by cognitive process, evoked set, conceptual complexity, integrative complexity, idiosyncrasies of verbal style**

(through *calificators*, *pronouns at I-st person*, *explications*, *atributors*, *adverbial intensificators* and *direct references*), **events presentation** (style *explicative optimistic*, **constructs which influence decisional style** (diade *flexible-rigid*), **images**, **hystorical analogies**, **learning** and **cognitive-affective maps**.

- For a complex image on cognitive idiosyncrasies which acts at individual level, in decision process of Romania's accession to the EU, were conceived three **cognitive-affective maps**, to show the vision of Chief Negotiator on this process before his mandate, during its mandate and at the end of his mandate, including his projections .
- There were identified the **idiosyncrasies of social perception**, centered on **self** and **others** exemplified with fragments from discourses and interviews of Chief Negotiator, Vasile Pușcaș: **transparency** (centered on *self*), **the perspective approach** (centered on *self*), **prioritization of self interests** (centered on *others*), **knowing the other part** (centered on *others*).
- Another innovative element was the elaboration of **operational analysis code**, a modern, more rigourous and more structured variant than *beliefs system*. There were identified the two beliefs category: **philosophical and instrumental**, with their subcategories: (a) **philosophical beliefs**: *esential nature of the world* (main philosophical belief), *optimism*, *predictibility*, *ability to control*, *the role played by chance* and (b) **instrumental beliefs**: *direction of strategy* (main instrumental belief), *intensity of tactics*, *orientation of risk*, *periodization/flexibility of tacticis*, *power exercise*.
- There was realized a *beliefs system*, bazed on identification of **vales** (moral and social): *work*, *professionalism*, *responsability*, *engajament*, *implication*, *perseverency*, *devotion*, *evolution/developing*.
- At **motivational idiosyncracies** were identified more categories: **self-realization** (**self-actualization** and **use of resources** for the achievement of objectives), **coherency and balance**, **cooperation** (**future interactions**, **social values orientation**, **common orientation**) and **responsibility**. We mention that at the base of the actions of Chief Negotiator, Vasile Pușcaș, are the *reason of realization* and of *self-actualization*. It is important to know that *actions with social value*, which implies *responsibility*, *realization*, *coherency and balance* and *future interactions* are the ones which motivates the Chief Negotiator, Vasile Pușcaș.

- At **emotionale idiosyncrasies** were identified **positive emotions** (joy, desire, hope, etc.), and **negative emotions** (sad, discomfort, anger, etc.).
- The four categories of identified idiosyncrasies, especially beliefs and reasons frame the decident's *world vision*. In this case, we can mention that Chief Negotiator knows the realities from international relation field, especially the external context in which has been develop the process of negotiation of accession, which explains why it was so orientated by the internal and external environment and the transparency principle.
- After the identification of the four types of idiosyncrasies we consider that we answered at the first question of research: **yes, there are idiosyncrasies which have influenced the decision making process of Romania's accession to the European Union and these categories are: cognitive, social perception, motivational and emotional.**
- The second question of the research: **Are these idiosyncrasies characteristics only for decisional making process of Romania's accession to the European Union?** We say **yes, they are specific for the decident Vasile Pușcaș, involved in the decisional process of Romania's accession to the European Union.** For sustaining these affirmations, we will mention that not only enumerated categories at each type of idiosyncrasies were identified. This explains the presence of the Chief Negotiator in the decisional process. From psychological point of view, we cannot say that exactly these type of idiosyncrasies will manifest in another decision making process in which Vasile Pușcaș will be involved because, in the conditions of international and national context and the action of subjective, personal factors, other idiosyncrasies could appear.
- The last question of research refer **to the identification of specific elements (political, cultural or social) which influenced the appearance of idiosyncrasies at individual level, in the decision process of Romania's accession to the European Union.** It is obvious that there were that kind of factors, because all the elements from internal nd external environment influenced us and our decision .
- On the basis of analysis of idiosyncrasies, we propose **a new model of foreign policy decision making at individual level.** We called this model the **Negotiator Model**. It mention that, in foreign policy decision making, we have to take into account all the idiosyncrasies which act at cognitive level, at social perception, motivational and emotional, but also for surprising the situational factors (external/international and

internal/national) which describe the situation in which the analyzed process occur. So, we could consider two important axis: *one of idiosyncrasies* and *the other of situational factors*. After an analysis of idiosyncrasies of individual decident, will be generated some alternatives for decision making at individual level. A prediction of a decisional choice will be made. This model could be applied with success I situations which implies the initiation of a negotiation process, with obvious psychological accents.

- On the basis of the present research, we answered to all three questions of the research and we say that: there were idiosyncrasies which have been manifestd at individual level, of Chief Negotiator, **Vasile Pușcaș in Romania's accession process to the European Union. These idiosyncrasies were ived in four categories: cognitive, of social perceptions, motivational and emotional. They are specific for individual decident for Romania's accession process, having, in this case, a national character. There were political, cultural and social elements which inbluenced the appearance of the idiosyncrasies at individual level, in the process of Romania's accession to the European Union.**

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