



# Negotiation and Foreign Policy Decision Making

By *Melania-Gabriela Ciot*

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## **Negotiation and Foreign Policy Decision Making** By Melania-Gabriela Ciot

Foreign policy decisions are influenced by many factors. The real world is complex and many variables have to be considered when making a decision. A psychological approach to decision-making facilitates the understanding and explaining of the complexity of foreign and global policies precisely because of the prolonged transitional stage of the contemporary international system. The course of world politics is shaped by the decisions of leaders. Uncertainty involved in decision-making in foreign policy can relate to the motivations, beliefs, intentions or calculations of the opponents. If it is not possible to understand how decisions are made, then maybe it is at least feasible to understand these decisions and, perhaps more importantly, predict various results with regards to international politics. This book provides a new perspective on the study of international relations by analyzing the subjective elements (idiosyncrasies) that occur in decision-making at the individual level. The use of psychological methods of analysing the foreign policy decision-making process proposes a necessary investigation path into international relations.

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#### Review

"The book of Ms Melania-Gabriela Ciot lies in the trajectory of the behavioural international relations, opening up in a new area of research. The case study is Romania's process of accession to the European Union (2000-2004), from the perspective of the analysis of psychological factors that intervene in the decision making at the individual level (for example: the chief Negotiator of Romania's accession to the European Union). Through discourse analysis (political and public speeches, media representations, interviews), she has tried to identify the idiosyncrasies that have acted in decision making, providing a measure of their influence on foreign policy of decision-making process." -Alberto Gasparini, University of Trieste "The study is innovative and is a real contribution to the study of international relations, in particular to the psychology of negotiating behaviour and decision-making. [...] I am most pleased to be acquainted with the study of Ms Melania-Gabriela Ciot. She has written a major contribution on both the field of international relations and European studies." -Albert P. van Goudoever, University College Utrecht

#### About the Author

Gabriela Ciot is Associate Professor at Babes-Bolyai University. She is a graduate of Babes-Bolyai University, where she is currently teaching courses at the Faculty of European Studies on International Negotiations, European Negotiations, Idiosyncrasies in Foreign Policy Decision-Making and Management of European Policies. She holds a PhD in International Relations and European Studies from Babes-Bolyai University, and a PhD in Educational Sciences from Ghent University, Belgium. Her research interests focus on the psychology of decision-making processes, especially in foreign policy, European and international negotiations and mediation, and management of conflict and cooperation. Gabriela Ciot has published 12 books (including eight as a single author), 58 articles in prestigious journals and volumes of international and national conferences, and 8 participations in research collectives.

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