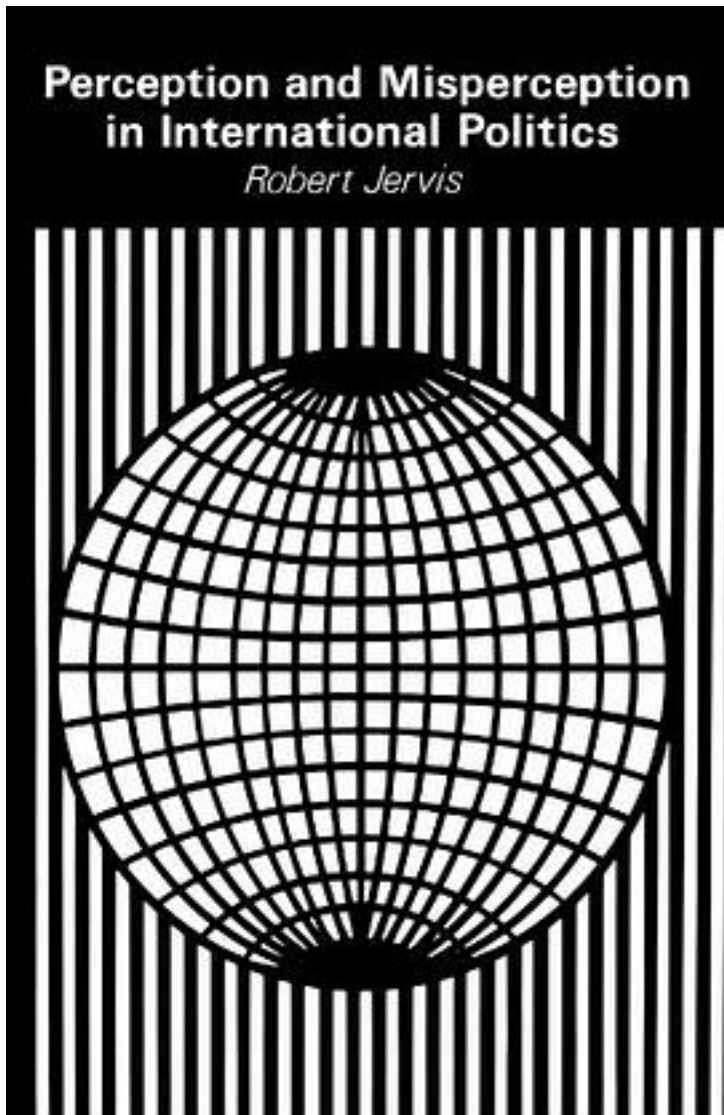


Perception and Misperception in International Politics



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著者:Robert Jervis

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This study of perception and misperception in foreign policy was a landmark in the application of cognitive psychology to political decision making. The New York Times called it, in an article published nearly ten years after the book's appearance, "the seminal statement of principles underlying political psychology." The perspective established by Jervis remains an important counterpoint to structural explanations of international politics, and from it has developed a large literature on the psychology of leaders and the problems of decision making under conditions of incomplete information, stress, and cognitive bias. Jervis begins by describing the process of perception (for example, how decision makers learn from history) and then explores common forms of misperception (such as overestimating one's influence). Finally, he tests his ideas through a number of important events in international relations from nineteenth- and twentieth-century European history. In a contemporary application of Jervis's ideas, some argue that Saddam Hussein invaded Kuwait in 1990 in part because he misread the signals of American leaders with regard to the independence of Kuwait. Also, leaders of the United States and Iraq in the run-up to the most recent Gulf War might have been operating under cognitive biases that made them value certain kinds of information more than others, whether or not the information was true. Jervis proved that, once a leader believed something, that perception would influence the way the leader perceived all other relevant information.

作者介绍:

Robert Jervis is the Adlai E. Stevenson Professor of International Politics at Columbia University. His books include *System Effects: Complexity in Political and Social Life* and *How Statesmen Think: The Psychology of International Politics* (both Princeton).

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标签

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参考书

评论

心理学是有意思的

我觉得这套玩意用在任何观察者身上都是比较合适的，说起来还是固执/顽固的人比较多。但是结合之后的logic of images一书，可以发现Jervis从单方面考虑接收者一方转向对接收和发送两方的思考。当然这也能看出IR理论界的问题，你丫怎么能把疯子和正常人相提并论呢对不对……

在复旦时代阅读的比较有意思的著作。的确，就现在的标准来看，此书的大概已经相较于研究生而言，更加适合政治家阅读，就政策建议的有效性而言，也是非常好的。决策者通常并不怀疑自己脑海中的某些信念和经验的有效性。尤其是官僚和国会议员通常都长年处在一个小圈子的氛围里，指望他们随时更新自己的信念和主动搜集信息证伪自己的想法，多少是不现实的。当然，现在的政治学的学生读书都嫌长，阅读论文最有效率，真正有时间搜集个数据，编个程序，大概才是在学术界出身立命最有效的办法。然而就官僚和政治家而言，当然通常是没有这么高的学历和白面书生们那种“复杂”的见识的。此书比较适合非国际政治领域的一般知识人和政策的制定者来反思~~

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书评

国内有学者认为当今国际政治学界最好的两个作者的两本书就是华尔兹的《国际政治理论》和杰维斯的《国际政治中的知觉与错误知觉》，虽有些夸张，但也反映了一个基本

事实，有说服力是文章出彩的唯一出路，而不是哗众取宠。这一点杰维斯做的非常好，我个人非常推崇杰维斯的论争， ...

在经典国际政治理论中，国家往往被假定为高度理性的单一化行为体，其每一个决策都是严格的成本-收益分析后的产物。这一假设出于简化问题的需要，具有高度的概括性，因而在上个世纪得到了许多学者和政治家的广泛认可与应用，以至于简化的假设被人当成了现实——国家可以考虑到各...

一位我非常尊敬也给予我很多帮助的教授向我推荐这本书，并且把她的藏书借给我看那，最终我还是冥顽不化，辜负了教授的一片心血，这本书可谓构思巧妙，理论深刻，从认知学来探究国际关系，在这一领域，也算是扛鼎之作。以后，某个日子，定要细细品读，方对得起教授的一片心意。

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