

# How Statesmen Think



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Robert Jervis has been a pioneering leader in the study of the psychology of international politics for more than four decades. *How Statesmen Think* presents his most important ideas on the subject from across his career. This collection of revised and updated essays applies, elaborates, and modifies his pathbreaking work. The result is an indispensable book for students and scholars of international relations.

*How Statesmen Think* demonstrates that expectations and political and psychological needs are the major drivers of perceptions in international politics, as well as in other arenas. Drawing on the increasing attention psychology is paying to emotions, the book discusses how emotional needs help structure beliefs. It also shows how decision makers use multiple shortcuts to seek and process information when making foreign policy and national security judgments. For example, the desire to conserve cognitive resources can cause decision makers to look at misleading indicators of military strength, and psychological pressures can lead them to run particularly high risks. The book also looks at how deterrent threats and counterpart promises often fail because they are misperceived.

*How Statesmen Think* examines how these processes play out in many areas of foreign and security policy, including the threat of inadvertent war, the development of domino beliefs, the formation and role of national identities, and conflicts between intelligence organizations and policymakers.

#### 作者介绍:

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

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## 标签

政治心理学

中国政治

## 评论

在普林斯顿大学出版社的推介下购买了此书，以为还记得当年读《知觉与错误知觉》时的耳目一新，激发了对心理学的趣味。这本书与其说是学术专著，更像是一本政治心理学的理论介绍和研究路径的推介性著作。探讨了包括知觉与错误知觉、预防性心理、前景理论、信号与信号解读、身份理论、决策过程等各种政治决策时的心理学分析模式。作者基本上选用的是冷战时期的苏联和美国的决策案列。现在国内心理学以人大尹继武教授为代表的学者已经引入了大量的国外政治心理学著作，且国内也有一批相关著作，因此现在看这本书反而没有了当年的兴奋，里面的很多理论早就读过专论，因此也就匆匆而过。不过书封面设计的挺有意思，一改常态，用全小写的模式来编辑书名和罗伯特·杰维斯的姓名，似乎也在做着一种认知心理学的测验。

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## 书评

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