

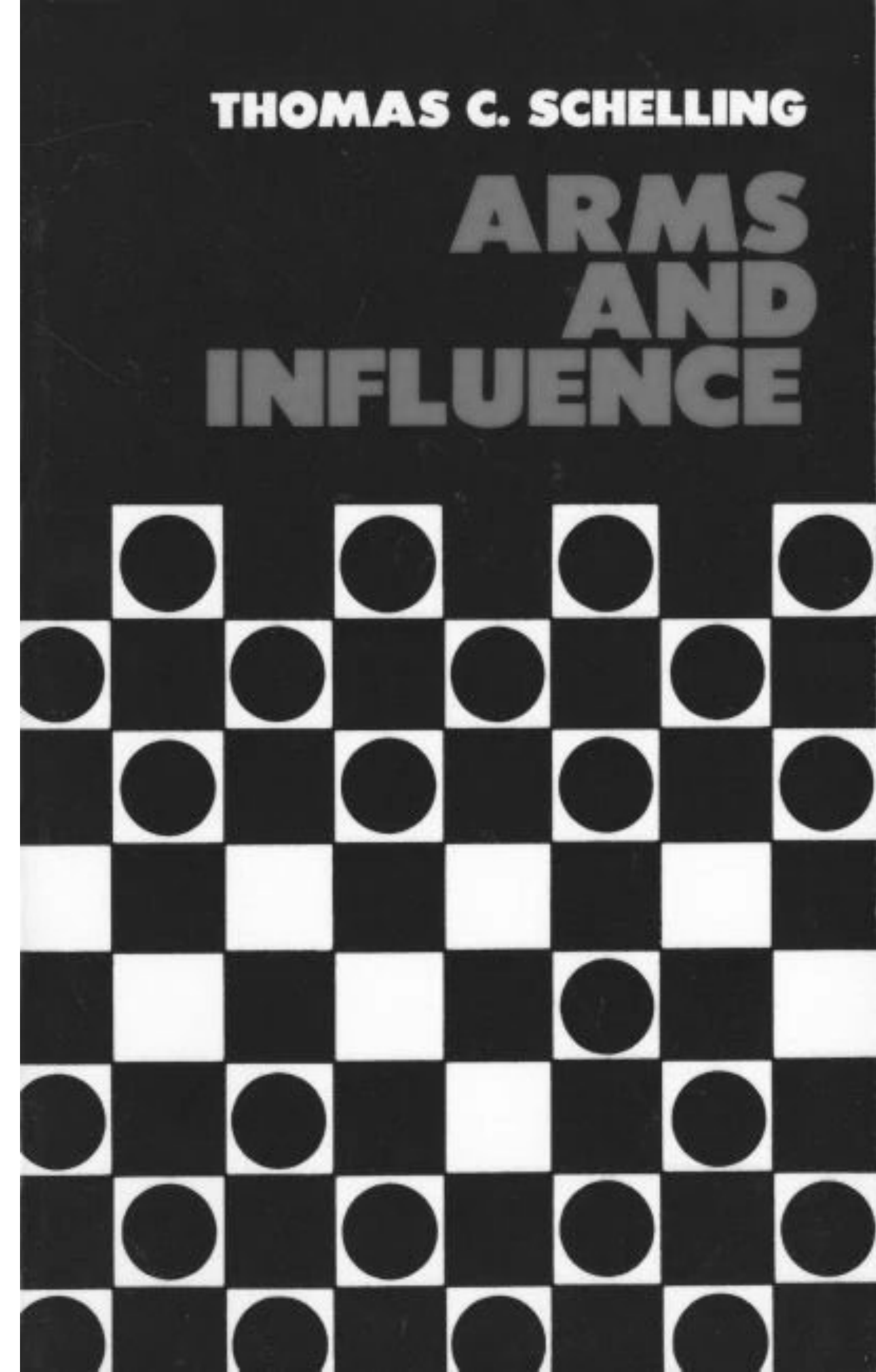
Section #3

Signaling & perception

February 16, 2023

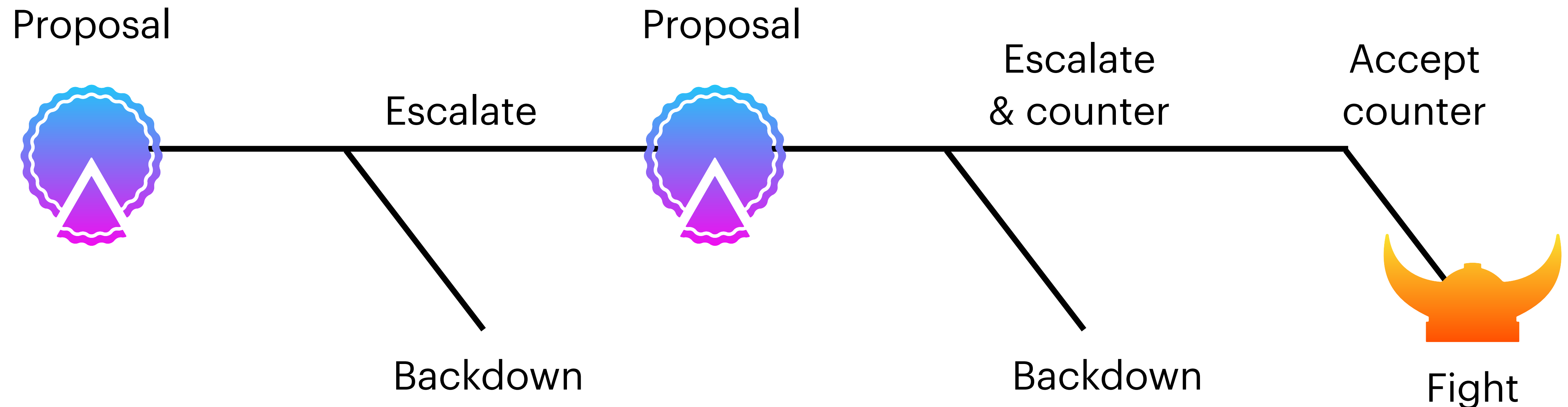
Why do we care about signaling in IR?

- Problem: there is a lot of uncertainty about “types” in IR
 - Security-seeking or greedy?
 - Resolved or unresolved?
- Point: signals are ways actors manage type perceptions



Signaling & crisis bargaining

State B has challenged State A over a pie. Each prefers 100% of the pie, but war is costly, so the states will try to negotiate first. Negotiating is hard though because states don't know whether the other side is "greedy."



***Data are not given,
they are taken.***
-Roberta Wholstetter



How a Fog of Questions Over a Spy Balloon and U.F.O.s Fed a Diplomatic Crisis

U.S. officials now suspect that the balloon was sent to spy on bases in Guam and Hawaii and that other downed objects were not surveillance machines. Washington's evolving view reflects U.S. and Chinese difficulties in discerning each other's intentions.

📺 Give this article



💬 97



Biden administration officials say the balloon was designed to spy on the United States and other nations. MCS1 Tyler Thompson/U.S.Navy

By **Edward Wong**, **Julian E. Barnes** and **Adam Entous**

Published Feb. 15, 2023
Updated Feb. 16, 2023, 12:03 a.m. ET

6 MIN
READ

The Chinese Spy Balloon Showdown

The discovery of a Chinese surveillance balloon floating over the United States has added to the rising tensions between the two superpowers.

- **Tensions Rise:** In the aftermath of the U.S. downing of a [Chinese spy balloon](#) on Feb. 4 and [three unidentified flying objects](#) a week later, the nations have [traded accusations](#) over their [spying programs](#).
- **China's Reaction:** Beijing has tried to [play down the balloon incident](#), but [that is getting harder to do](#) as alarm and accusations mount. At home, China has sought to cast the controversy [as a symptom of U.S. decline](#).
- **Unidentified Objects:** As more unidentified objects were shot down in recent days, experts warned that there was an [“endless” array of potential targets](#) crowding America's skies.
- **Dismay in Asia:** The balloon saga has brought [a wave of disappointment and fear to Asia](#), a region whose security and prosperity are especially vulnerable to flare-ups between the two superpowers.

The onset of the Iraq War

Signaling woes

Signal	Sender	Intended recipient	Perception problem	Consequence
Obstructing inspections	Iraq	Iran/Iraqi Shiite	Multiple audiences	Misperceiving Iraqi intentions
Diplomatic meetings	Russia & France	Iraq	Optimism/ personal impressions	Misperceiving US ability to follow through
AUMF & public statements	USA	Iraq	Motivated skepticism	Misperceiving US resolve
Allowing inspection (12/2002)	Iraq	USA	Enemy image	Misperceiving Iraqi intentions

Essay #1

There are many ways to organize your essay.

How to organize the essay

The first 2 pages

1. Introduction

- Set up the “problem”: Is this a case where the outcome defied conventional wisdom? Are you an investigator conducting a “plausibility probe”?
- Thesis statement: state your argument

2. Theoretical set-up

- Define the theoretical angle & key terms
- What does the theory expect for cases like yours?

3. Case set-up

- Brief historical background
- What were the policy options available to policymakers?

How to organize the essay

The next 5 pages

4. Key examples:

- Name & discuss particular episodes, discussions, statements, or images* that seem to illustrate your point

5. Address counterargument

- Name an alternative explanation—does it have merit or can you debunk it?
- If it has merit, where does your argument stand?

6. Conclusion

- Restate argument
- Discuss implication for future theory-testing or a “lesson learned” for policymakers