

Objective: To have a working knowledge of all the vocab terms!

Term	Main idea	IR example
negativity bias	the tendency to pay more attention to the negative (versus the positive)	threat inflation
availability bias	the tendency to lean on examples that most readily come to mind	“fighting the last war”
representativeness	mapping a specific case to a more general category to make a probability judgment	creditworthiness in sovereign debt markets
reactive devaluation	tendency to discount a proposal from an adversary	US & USSR negotiations during the Cold War
construal level theory	psychologically distant events are more abstract but closer ones permit a more information-rich picture	post-war planning in Iraq war
intentionality bias	tendency to assess an action as intentional based on the action's effects	security dilemma
learning	“change in beliefs (or confidence in beliefs) or the development of new beliefs, skills or procedures as a result of the observation and interpretation of evidence”	Levy 1994
simple learning	updating beliefs about means	adjusting battlefield tactics
complex learning	updating beliefs about ends	“is foreign imposed regime change a good idea or not?”
schema	integrated assumptions about how the world works	Johnson administration's decision to escalate in Vietnam with reference to the Korean War analogy
belief assimilation	fitting new data into existing mental frameworks	Kertzer, Rathbun, & Rathbun 2020