

**Summary**

**Chapter 4: The Analysis of Foreign Policy**

*EQ: Which factors most influence the foreign policies of states?*

* International relations scholars are interested in the relations between two or more states, specifically when those relationships are cooperative and when they lead to conflict.
* Foreign policy analysis involves the study of why a particular state’s government takes the actions it does against foreign governments and non-state actors.
* An interest is a state of affairs in the world that a state wants to exist and is willing to pay some cost to bring about. A state’s foreign policy is about its interests and how it seeks to achieve its goals.
* A strategy is essentially an objective and the instruments available to help a state reach those objectives. The basic divide is between instruments of persuasion (diplomacy, economic incentives) and instruments of coercion (economic sanctions, covert operations, propaganda, coercive diplomacy, military force).
* The levels-of-analysis framework is an important tool for understanding why leaders do what they do.
* At the individual level are leaders themselves. Leaders’ genetic makeup, personality, life experiences, and beliefs affect foreign policy.
* At the state level, domestic politics play an important role, including bureaucracy, legislatures, executive subordinates, elections, and public opinion. Additionally, interest groups and the media affect foreign policy at the state level.
* At the international level, geography, economic development, and relative capabilities all play an important role.