

Although this approach has illuminated both psychological and organizational variables, which often have a profound impact on foreign policy, it is worth emphasizing that those who act on behalf of states are compelled to fulfill certain roles and responsibilities. One difficulty with the governmental politics model of Graham Allison is that it largely ignores the imperatives that propel decision-making groups toward agreement. Moreover, Allison's bureaucratic politics model, in effect, replaces the rational statesperson who attempts to maximize the interests of the state in the international game with a rational bureaucrat who attempts to maximize personal and organizational interests in the domestic governmental game. Whereas it would be foolish to deny that calculations of domestic political advantage often intrude into the foreign policy process, it is equally foolish to ignore the pressures from the international system or the responsibility upon policymakers to act as the custodians of state interests in the international strategic game. Policymakers in international politics, for example, cannot be oblivious to challenges to national security. This imposes a degree of uniformity on states or those who act on their behalf regardless of their personal preferences and predilections.⁸ As the reader examines the selections dealing with the nature of tions, the extent to which these actors have t should be borne in mind. The nature of that c conflict and cooperation within it are explored

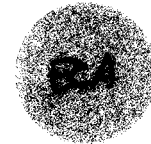


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THE LEVEL-OF-ANALYSIS PROBLEM IN INTERNATIONAL RELATIONS

In any area of scholarly inquiry, there are always several ways in which the phenomena under study may be sorted and arranged for purposes of systemic analysis. Whether in the physical or social sciences, the observer may choose to focus upon the parts or upon the whole, upon the components or upon the

⁸ This issue is examined in a very interesting way in Arnold Wolfers, *Discord and Collaboration*, pp. 3-24.

SOURCE: From *The International System: Theoretical Essays*, David J. Singer, Klaus Knorr, and Sidney Verba, eds. (Princeton, NJ: Princeton University Press, 1961), pp. 77-92. Reprinted by permission of the Johns Hopkins University Press.

system. He may, for example, choose between the flowers or the garden, the rocks or the quarry, the trees or the forest, the houses or the neighborhood, the cars or the traffic jam, the delinquents or the gang, the legislators or the legislative, and so on.¹ Whether he selects the micro- or macro-level of analysis is ostensibly a mere matter of methodological or conceptual convenience. Yet the choice often turns out to be quite difficult, and may well become a central issue within the discipline concerned. The complexity and significance of these level-of-analysis decisions are readily suggested by the long-standing controversies between social psychology and sociology, personality-oriented and culture-oriented anthropology, or micro- and macroeconomics, to mention but a few. In the vernacular of general systems theory, the observer is always confronted with a system, its sub-systems, and their respective environments, and while he may choose as his system any cluster of phenomena from the most minute organism to the universe itself, such choice cannot be merely a function of whim or caprice, habit or familiarity.² The responsible scholar must be prepared to evaluate the relative utility—conceptual and methodological—of the various alternatives open to him, and to appraise the manifold implications of the level of analysis finally selected. So it is with international relations.

But whereas the pros and cons of the various possible levels of analysis have been debated exhaustively in many of the social sciences, the issue has scarcely been raised among students of our emerging discipline.³ Such tranquillity may be seen by some as a reassuring indication that the issue is not germane to our field, and by others as evidence that it has already been resolved, but this writer perceives the quietude with a measure of concern. He is quite persuaded of its relevance and certain that it has yet to be resolved. Rather, it is contended that the issue has been ignored by scholars still steeped in the intuitive and artistic tradition of the humanities or enmeshed in the web of "practical" policy. We have, in our texts and elsewhere, roamed up and down the ladder of organizational complexity with remarkable abandon, focusing upon the total system, international organizations, regions, coalitions, extra-national associations, nations, domestic pressure groups, social classes, elites, and individuals as the needs of the moment required. And though most of us have tended to settle upon the nation as our most comfortable resting place, we have retained our propensity for vertical drift, failing to appreciate the value of a stable point of focus.⁴ Whether this lack of concern is a function of the relative infancy of the discipline or the nature of the intellectual traditions from whence it springs, it nevertheless remains a significant variable in the general sluggishness which characterizes the development of theory in the study of relations among nations. It is the purpose of this paper to raise the issue, articulate the alternatives, and examine the theoretical implications and consequences of two of the more widely employed levels of analysis: the international system and the national sub-systems.

I. THE REQUIREMENTS OF AN ANALYTICAL MODEL

Prior to an examination of the theoretical implications of the level of analysis or orientation employed in our model, it might be worthwhile to discuss the uses to which any such model might be put, and the requirements which such uses might expect of it.

Obviously, we would demand that it offer a highly accurate *description* of the phenomena under consideration. Therefore the scheme must present as complete and undistorted a picture of these phenomena as is possible; it must correlate with objective reality and coincide with our empirical referents to the highest possible degree. Yet we know that such accurate representation of a complex and wide-ranging body of phenomena is extremely difficult. Perhaps a useful illustration may be borrowed from cartography; the oblate spheroid which the planet earth most closely represents is not transferable to the two-dimensional surface of a map without *some* distortion. Thus, the Mercator projection exaggerates distance and distorts direction at an increasing rate as we move north or south *from* the equator, while the polar gnomonic projection suffers from these same debilities as we move *toward* the equator. Neither offers therefore a wholly accurate presentation, yet each is true enough to reality to be quite useful for certain specific purposes. The same sort of tolerance is necessary in evaluating any analytical model for the study of international relations; if we must sacrifice total representational accuracy, the problem is to decide where distortion is least dysfunctional and where such accuracy is absolutely essential.

These decisions are, in turn, a function of the second requirement of any such model—a capacity to *explain* the relationships among the phenomena under investigation. Here our concern is not so much with accuracy of description as with validity of explanation. Our model must have such analytical capabilities as to treat the causal relationships in a fashion which is not only valid and thorough, but parsimonious; this latter requirement is often overlooked, yet its implications for research strategy are not inconsequential.⁵ It should be asserted here that the primary purpose of theory is to explain, and when descriptive and explanatory requirements are in conflict, the latter ought to be given priority, even at the cost of some representational inaccuracy.

Finally, we may legitimately demand that any analytical model offer the promise of reliable *prediction*. In mentioning this requirement last, there is no implication that it is the most demanding or difficult of the three. Despite the popular belief to the contrary, prediction demands less of one's model than does explanation or even description. For example, any informed layman can predict that pressure on the accelerator of a slowly moving car will increase its speed; that more or less of the moon will be visible tonight than last night; or that the normal human will flinch when confronted with an impending blow. These *predictions* do not require a particularly elegant or

sophisticated model of the universe, but their *explanation* demands far more than most of us carry around in our minds. Likewise, we can predict with impressive reliability that any nation will respond to military attack in kind, but a description and understanding of the processes and factors leading to such a response are considerably more elusive, despite the gross simplicity of the acts themselves.

Having articulated rather briefly the requirements of an adequate analytical model, we might turn now to a consideration of the ways in which one's choice of analytical focus impinges upon such a model and affects its descriptive, explanatory, and predictive adequacy.

II. THE INTERNATIONAL SYSTEM AS LEVEL OF ANALYSIS

Beginning with the systemic level of analysis, we find in the total international system a partially familiar and highly promising point of focus. First of all, it is the most comprehensive of levels available, encompassing the totality of interactions which take place within the system and its environment. By focusing on the system, we are enabled to study the patterns of interaction which the system reveals, and to generalize about such phenomena as the creation and dissolution of coalitions, the frequency and duration of specific power configurations, modifications in its stability, its responsiveness to changes in formal political institutions, and the norms and folklore which it manifests as a societal system. In other words, the systemic level of analysis, and only this level, permits us to examine international relations in the whole, with a comprehensiveness that is of necessity lost when our focus is shifted to a lower, and more partial, level. For descriptive purposes, then, it offers both advantages and disadvantages; the former flow from its comprehensiveness, and the latter from the necessary dearth of detail.

As to explanatory capability, the system-oriented model poses some genuine difficulties. In the first place, it tends to lead the observer into a position which exaggerates the impact of the system upon the national actors and, conversely, discounts the impact of the actors on the system. This is, of course, by no means inevitable; one could conceivably look upon the system as a rather passive environment in which dynamic states act out their relationships rather than as a socio-political entity with a dynamic of its own. But there is a natural tendency to endow that upon which we focus our attention with somewhat greater potential than it might normally be expected to have. Thus, we tend to move, in a system-oriented model, away from notions implying much national autonomy and independence of choice and toward a more deterministic orientation.

Secondly, this particular level of analysis almost inevitably requires that we postulate a high degree of uniformity in the foreign policy operational codes of our national actors. By definition, we allow little room for divergence

in the behavior of our parts when we focus upon the whole. It is no coincidence that our most prominent theoretician—and one of the very few text writers focusing upon the international system—should “assume that [all] statesmen think and act in terms of interest defined as power.”⁶ If this single-minded behavior be interpreted literally and narrowly, we have a simplistic image comparable to economic man or sexual man, and if it be defined broadly, we are no better off than the psychologist whose human model pursues “self-realization” or “maximization of gain”; all such gross models suffer from the same fatal weakness as the utilitarian’s “pleasure-pain” principle. Just as individuals differ widely in what they deem to be pleasure and pain, or gain and loss, nations may differ widely in what they consider to be the national interest, and we end up having to break down and refine the larger category. Moreover, Professor Morgenthau finds himself compelled to go still further and disavow the relevance of both motives and ideological preferences in national behavior, and these represent two of the more useful dimensions in differentiating among the several nations in our international system. By eschewing any empirical concern with the domestic and internal variations within the separate nations, the system-oriented approach tends to produce a sort of “black box” or “billiard ball” concept of the national actors.⁷ By discounting—or denying—the differences among nations, or by positing the near-impossibility of observing many of these differences at work within them,⁸ one concludes with a highly homogenized image of our nations in the international system. And though this may be an inadequate foundation upon which to base any *causal* statements, it offers a reasonably adequate basis for *correlative* statements. More specifically, it permits us to observe and measure correlations between certain forces or stimuli which seem to impinge upon the nation and the behavior patterns which are the apparent consequence of these stimuli. But one must stress the limitations implied in the word “apparent”; what is thought to be the consequence of a given stimulus may only be a coincidence or artifact, and until one investigates the major elements in the causal link—no matter how persuasive the deductive logic—one may speak only of correlation, not of consequence.

Moreover, by avoiding the multitudinous pitfalls of intra-nation observation, one emerges with a singularly manageable model, requiring as it does little of the methodological sophistication or onerous empiricism called for when one probes beneath the behavioral externalities of the actor. Finally, as has already been suggested in the introduction, the systemic orientation should prove to be reasonably satisfactory as a basis for prediction, even if such prediction is to extend beyond the characteristics of the system and attempt anticipatory statements regarding the actors themselves; this assumes, of course, that the actors are characterized and their behavior predicted in relatively gross and general terms.

These, then, are some of the more significant implications of a model which focuses upon the international system as a whole. Let us turn now to the more familiar of our two orientations, the national state itself.

III. THE NATIONAL STATE AS LEVEL OF ANALYSIS

The other level of analysis to be considered in this paper is the national state—our primary actor in international relations. This is clearly the traditional focus among Western students, and is the one which dominates almost all of the texts employed in English-speaking colleges and universities.

Its most obvious advantage is that it permits significant differentiation among our actors in the international system. Because it does not require the attribution of great similarity to the national actors, it encourages the observer to examine them in greater detail. The favorable results of such intensive analysis cannot be overlooked, as it is only when the actors are studied in some depth that we are able to make really valid generalizations of a comparative nature. And though the systemic model does not necessarily preclude comparison and contrast among the national sub-systems, it usually eventuates in rather gross comparisons based on relatively crude dimensions and characteristics. On the other hand, there is no assurance that the nation-oriented approach will produce a sophisticated model for the comparative study of foreign policy; with perhaps the exception of the Haas and Whiting study,⁹ none of our major texts makes a serious and successful effort to describe and explain national behavior in terms of most of the significant variables by which such behavior might be comparatively analyzed. But this would seem to be a function, not of the level of analysis employed, but of our general unfamiliarity with the other social sciences (in which comparison is a major preoccupation) and of the retarded state of comparative government and politics, a field in which most international relations specialists are likely to have had some experience.

But just as the nation-as-actor focus permits us to avoid the inaccurate homogenization which often flows from the systemic focus, it also may lead us into the opposite type of distortion—a marked exaggeration of the differences among our sub-systemic actors. While it is evident that neither of these extremes is conducive to the development of a sophisticated comparison of foreign policies, and such comparison requires a balanced preoccupation with both similarity and difference, the danger seems to be greatest when we succumb to the tendency to overdifferentiate; comparison and contrast can proceed only from observed uniformities.¹⁰

One of the additional liabilities which flow in turn from the pressure to overdifferentiate is that of Ptolemaic parochialism. Thus, in over-emphasizing the differences among the many national states, the observer is prone to attribute many of what he conceives to be virtues to his own nation and the vices to others, especially the adversaries of the moment. That this ethnocentrism is by no means an idle fear is borne out by perusal of the major international relations texts published in the United States since 1945. Not only is the world often perceived through the prism of the American national interest, but an inordinate degree of attention (if not spleen) is directed toward the

Soviet Union; it would hardly be amiss to observe that most of these might qualify equally well as studies in American foreign policy. The scientific inadequacies of this sort of "we-they" orientation hardly require elaboration, yet they remain a potent danger in any utilization of the national actor model.

Another significant implication of the sub-systemic orientation is that it is only within its particular framework that we can expect any useful application of the decision-making approach.¹¹ Not all of us, of course, will find its inapplicability a major loss; considering the criticism which has been leveled at the decision-making approach, and the failure of most of us to attempt its application, one might conclude that it is no loss at all. But the important thing to note here is that a system-oriented model would not offer a hospitable framework for such a detailed and comparative approach to the study of international relations, no matter what our appraisal of the decision-making approach might be.

Another and perhaps more subtle implication of selecting the nation as our focus or level of analysis is that it raises the entire question of goals, motivation, and purpose in national policy.¹² Though it may well be a peculiarity of the Western philosophical tradition, we seem to exhibit, when confronted with the need to explain individual or collective behavior, a strong proclivity for a goal-seeking approach. The question of whether national behavior is purposive or not seems to require discussion in two distinct (but not always exclusive) dimensions.

Firstly, there is the more obvious issue of whether those who act on behalf of the nation in formulating and executing foreign policy consciously pursue rather concrete goals. And it would be difficult to deny, for example, that these role-fulfilling individuals envisage certain specific outcomes which they hope to realize by pursuing a particular strategy. In this sense, then, nations may be said to be goal-seeking organisms which exhibit purposive behavior.

However, purposiveness may be viewed in a somewhat different light, by asking whether it is not merely an intellectual construct that man imputes to himself by reason of his vain addiction to the free-will doctrine as he searches for characteristics which distinguish him from physical matter and the lower animals. And having attributed this conscious goal-pursuing behavior to himself as an individual, it may be argued that man then proceeds to project this attribute to the social organizations of which he is a member. The question would seem to distill down to whether man and his societies pursue goals of their own choosing or are moved toward those imposed upon them by forces which are primarily beyond their control.¹³ Another way of stating the dilemma would be to ask whether we are concerned with the ends which men and nations strive for or the ends toward which they are impelled by the past and present characteristics of their social and physical milieu. Obviously, we are using the terms "ends," "goals," and "purpose" in two rather distinct ways; one refers to those which are consciously envisaged and more or less rationally pursued, and the other to those of which the actor has little knowledge but toward which he is nevertheless propelled.

Taking a middle ground in what is essentially a specific case of the free will vs. determinism debate, one can agree that nations move toward outcomes of which they have little knowledge and over which they have less control, but that they nevertheless do prefer, and therefore select, particular outcomes and *attempt* to realize them by conscious formulation of strategies.

Also involved in the goal-seeking problem when we employ the nation-oriented model is the question of how and why certain nations pursue specific sorts of goals. While the question may be ignored in the system-oriented model or resolved by attributing identical goals to all national actors, the nation-as-actor approach demands that we investigate the processes by which national goals are selected, the internal and external factors that impinge on those processes, and the institutional framework from which they emerge. It is worthy of note that despite the strong predilection for the nation-oriented model in most of our texts, empirical or even deductive analyses of these processes are conspicuously few.¹⁴ Again, one might attribute these lacunae to the methodological and conceptual inadequacies of the graduate training which international relations specialists traditionally receive.¹⁵ But in any event, goals and motivations are both dependent and independent variables, and if we intend to explain a nation's foreign policy, we cannot settle for the mere postulation of these goals; we are compelled to go back a step and inquire into their genesis and the process by which they become the crucial variables that they seem to be in the behavior of nations.

There is still another dilemma involved in our selection of the nation-as-actor model, and that concerns the phenomenological issue: do we examine our actor's behavior in terms of the objective factors which allegedly influence that behavior, or do we do so in terms of the actor's *perception* of these "objective factors"? Though these two approaches are not completely exclusive of one another, they proceed from greatly different and often incompatible assumptions, and produce markedly divergent models of national behavior.¹⁶

The first of these assumptions concerns the broad question of social causation. One view holds that individuals and groups respond in a quasi-deterministic fashion to the realities of physical environment, the acts or power of other individuals or groups, and similar "objective" and "real" forces or stimuli. An opposite view holds that individuals and groups are not influenced in their behavior by such objective forces, but by the fashion in which these forces are perceived and evaluated, however distorted or incomplete such perceptions may be. For adherents of this position, the only reality is the phenomenal—that which is discerned by the human senses; forces that are not discerned do not exist for that actor, and those that do exist do so only in the fashion in which they are perceived. Though it is difficult to accept the position that an individual, a group, or a nation is affected by such forces as climate, distance, or a neighbor's physical power only insofar as they are recognized and appraised, one must concede that perceptions will certainly affect the manner in which such forces are responded to. As has often been pointed out, an individual will fall to the ground when he steps out of a tenth-story window regardless of his perception of gravitational forces, but on the other hand such perception

is a major factor in whether or not he steps out of the window in the first place.¹⁷ The point here is that if we embrace a phenomenological view of causation, we will tend to utilize a phenomenological model for explanatory purposes.

The second assumption which bears on one's predilection for the phenomenological approach is more restricted, and is primarily a methodological one. Thus, it may be argued that any description of national behavior in a given international situation would be highly incomplete were it to ignore the link between the external forces at work upon the nation and its general foreign policy behavior. Furthermore, if our concern extends beyond the mere description of "what happens" to the realm of explanation, it could be contended that such omission of the cognitive and the perceptual linkage would be ontologically disastrous. How, it might be asked, can one speak of "causes" of a nation's policies when one has ignored the media by which external conditions and factors are translated into a policy decision? We may observe correlations between all sorts of forces in the international system and the behavior of nations, but their causal relationship must remain strictly deductive and hypothetical in the absence of empirical investigation into the causal chain which allegedly links the two. Therefore, even if we are satisfied with the less-than-complete descriptive capabilities of a non-phenomenological model, we are still drawn to it if we are to make any progress in explanation.

The contrary view would hold that the above argument proceeds from an erroneous comprehension of the nature of explanation in social science. One is by no means required to trace every perception, transmission, and receipt between stimulus and response or input and output in order to explain the behavior of the nation or any other human group. Furthermore, who is to say that empirical observation—subject as it is to a host of errors—is any better a basis of explanation than informed deduction, inference, or analogy? Isn't an explanation which flows logically from a coherent theoretical model just as reliable as one based upon a misleading and elusive body of data, most of which is susceptible to analysis only by techniques and concepts foreign to political science and history?

This leads, in turn, to the third of the premises relevant to one's stand on the phenomenological issue: are the dimensions and characteristics of the policy-makers' phenomenal field empirically discernible? Or, more accurately, even if we are convinced that their perceptions and beliefs constitute a crucial variable in the explanation of a nation's foreign policy, can they be observed in an accurate and systematic fashion?¹⁸ Furthermore, are we not required by the phenomenological model to go beyond a classification and description of such variables, and be drawn into the tangled web of relationships out of which they emerge? If we believe that these phenomenal variables are systematically observable, are explainable, and can be fitted into our explanation of a nation's behavior in the international system, then there is a further tendency to embrace the phenomenological approach. If not, or if we are convinced that the gathering of such data is inefficient or uneconomical, we will tend to shy clear of it.

The fourth issue in the phenomenological dispute concerns the very nature of the nation as an actor in international relations. Who or what is it that we

study? Is it a distinct social entity with well-defined boundaries—a unity unto itself? Or is it an agglomeration of individuals, institutions, customs, and procedures? It should be quite evident that those who view the nation or the state as an integral social unit could not attach much utility to the phenomenological approach, particularly if they are prone to concretize or reify the abstraction. Such abstractions are incapable of perception, cognition, or anticipation (unless, of course, the reification goes so far as to anthropomorphize and assign to the abstraction such attributes as will, mind, or personality). On the other hand, if the nation or state is seen as a group of individuals operating within an institutional framework, then it makes perfect sense to focus on the phenomenal field of those individuals who participate in the policy-making process. In other words, *people* are capable of experiences, images, and expectations, while institutional abstractions are not, except in the metaphorical sense. Thus, if our actor cannot even have a phenomenal field, there is little point in employing a phenomenological approach.¹⁹

These, then, are some of the questions around which the phenomenological issue would seem to revolve. Those of us who think of social forces as operative regardless of the actor's awareness, who believe that explanation need not include all of the steps in a causal chain, who are dubious of the practicality of gathering phenomenal data, or who visualize the nation as a distinct entity apart from its individual members, will tend to reject the phenomenological approach.²⁰ Logically, only those who disagree with each of the above four assumptions would be compelled to adopt the approach. Disagreement with any one would be *sufficient* grounds for so doing.

The above represent some of the more significant implications and fascinating problems raised by the adoption of our second model. They seem to indicate that this sub-systemic orientation is likely to produce richer description and more satisfactory (from the empiricist's point of view) explanation of international relations, though its predictive power would appear no greater than the systemic orientation. But the descriptive and explanatory advantages are achieved only at the price of considerable methodological complexity.

IV. CONCLUSION

Having discussed some of the descriptive, explanatory, and predictive capabilities of these two possible levels of analysis, it might now be useful to assess the relative utility of the two and attempt some general statement as to their prospective contributions to greater theoretical growth in the study of international relations.

In terms of description, we find that the systemic level produces a more comprehensive and total picture of international relations than does the national or sub-systemic level. On the other hand, the atomized and less coherent image produced by the lower level of analysis is somewhat balanced by its richer detail, greater depth, and more intensive portrayal.²¹ As to explanation, there seems

little doubt that the sub-systemic or actor orientation is considerably more fruitful, permitting as it does a more thorough investigation of the processes by which foreign policies are made. Here we are enabled to go beyond the limitations imposed by the systemic level and to replace mere correlation with the more significant causation. And in terms of prediction, both orientations seem to offer a similar degree of promise. Here the issue is a function of what we seek to predict. Thus the policy-maker will tend to prefer predictions about the way in which nation *x* or *y* will react to a contemplated move on his own nation's part, while the scholar will probably prefer either generalized predictions regarding the behavior of a given class of nations or those regarding the system itself.

Does this summary add up to an overriding case for one or another of the two models? It would seem not. For a staggering variety of reasons the scholar may be more interested in one level than another at any given time and will undoubtedly shift his orientation according to his research needs. So the problem is really not one of deciding which level is most valuable to the discipline as a whole and then demanding that it be adhered to from now unto eternity.²² Rather, it is one of realizing that there is this preliminary conceptual issue and that it must be temporarily resolved prior to any given research undertaking. And it must also be stressed that we have dealt here only with two of the more common orientations, and that many others are available and perhaps even more fruitful potentially than either of those selected here. Moreover, the international system gives many indications of prospective change, and it may well be that existing institutional forms will take on new characteristics or that new ones will appear to take their place. As a matter of fact, if incapacity to perform its functions leads to the transformation or decay of an institution, we may expect a steady deterioration and even ultimate disappearance of the national state as a significant actor in the world political system.

However, even if the case for one or another of the possible levels of analysis cannot be made with any certainty, one must nevertheless maintain a continuing awareness as to their use. We may utilize one level here and another there, but we cannot afford to shift our orientation in the midst of a study. And when we do in fact make an original selection or replace one with another at appropriate times, we must do so with a full awareness of the descriptive, explanatory, and predictive implications of such choice.

A final point remains to be discussed. Despite this lengthy exegesis, one might still be prone to inquire whether this is not merely a sterile exercise in verbal gymnastics. What, it might be asked, is the difference between the two levels of analysis if the empirical referents remain essentially the same? Or, to put it another way, is there any difference between international relations and comparative foreign policy? Perhaps a few illustrations will illuminate the subtle but important differences which emerge when one's level of analysis shifts. One might, for example, postulate that when the international system is characterized by political conflict between two of its most powerful actors, there is a strong tendency for the system to bipolarize. This is a systemic-oriented proposition. A sub-systemic proposition, dealing with the same

general empirical referents, would state that when a powerful actor finds itself in political conflict with another of approximate parity, it will tend to exert pressure on its weaker neighbors to join its coalition. Each proposition, assuming it is true, is theoretically useful by itself, but each is verified by a different intellectual operation. Moreover—and this is the crucial thing for theoretical development—one could not add these two kinds of statements together to achieve a cumulative growth of empirical generalizations.

To illustrate further, one could, at the systemic level, postulate that when the distribution of power in the international system is highly diffused, it is more stable than when the discernible clustering of well-defined coalitions occurs. And at the sub-systemic or national level, the same empirical phenomena would produce this sort of proposition: when a nation's decision-makers find it difficult to categorize other nations readily as friend or foe, they tend to behave toward all in a more uniform and moderate fashion. Now, taking these two sets of propositions, how much cumulative usefulness would arise from attempting to merge and codify the systemic proposition from the first illustration with the sub-systemic proposition from the second, or vice versa? Representing different levels of analysis and couched in different frames of reference, they would defy theoretical integration; one may well be a corollary of the other, but they are not immediately combinable. A prior translation from one level to another must take place.

This, it is submitted, is quite crucial for the theoretical development of our discipline. With all of the current emphasis on the need for more empirical and data-gathering research as a prerequisite to theory-building, one finds little concern with the relationship among these separate and discrete data-gathering activities. Even if we were to declare a moratorium on deductive and speculative research for the next decade, and all of us were to labor diligently in the vineyards of historical and contemporary data, the state of international relations theory would probably be no more advanced at that time than it is now, unless such empirical activity becomes far more systematic. And "systematic" is used here to indicate the cumulative growth of inductive and deductive generalizations into an impressive array of statements conceptually related to one another and flowing from some common frame of reference. What that frame of reference should be, or will be, cannot be said with much certainty, but it does seem clear that it must exist. As long as we evade some of these crucial *a priori* decisions, our empiricism will amount to little more than an ever-growing potpourri of discrete, disparate, non-comparable, and isolated bits of information or extremely low-level generalizations. And, as such, they will make little contribution to the growth of a theory of international relations.

NOTES

1. As Kurt Lewin observed in his classic contribution to the social sciences: "The first prerequisite of a successful observation in any science is a definite understanding about what size of unit one is going to observe at a given time." *Field Theory in Social Science*, New York, 1951, I, p. 157.

2. For a useful introductory statement on the definitional and taxonomic problems in a general systems approach, see the papers by Ludwig von Bertalanffy, "General System Theory," and Kenneth Boulding, "General System Theory: The Skeleton of Science," in Society for the Advancement of General Systems Theory, *General Systems*, Ann Arbor, Mich., 1956, I, part I.
3. An important pioneering attempt to deal with some of the implications of one's level of analysis, however, is Kenneth N. Waltz, *Man, the State, and War*, New York, 1959. But Waltz restricts himself to a consideration of these implications as they impinge on the question of the causes of war. See also this writer's review of Waltz, "International Conflict: Three Levels of Analysis," *World Politics*, XII (April 1960), pp. 453-461.
4. Even during the debate between "realism" and "idealism" the analytical implications of the various levels of analysis received only the scantiest attention; rather the emphasis seems to have been at the two extremes of pragmatic policy and speculative metaphysics.
5. For example, one critic of the decision-making model formulated by Richard C. Snyder, H. W. Bruck, and Burton Sapin, in *Decision-Making as an Approach to the Study of International Politics* (Princeton, N.J., 1954), points out that no single researcher could deal with all the variables in that model and expect to complete more than a very few comparative studies in his lifetime. See Herbert McClosky, "Concerning Strategies for a Science of International Politics," *World Politics*, VIII (January 1956), pp. 281-295. In defense, however, one might call attention to the relative ease with which many of Snyder's categories could be collapsed into more inclusive ones, as was apparently done in the subsequent case study (see note 11 below). Perhaps a more telling criticism of the monograph is McClosky's comment that "Until a greater measure of theory is introduced into the proposal and the relations among variables are specified more concretely, it is likely to remain little more than a setting-out of categories and, like any taxonomy, fairly limited in its utility" (p. 291).
6. Hans J. Morgenthau, *Politics Among Nations*, 3rd ed., New York, 1960, pp. 5-7. Obviously, his model does not preclude the use of power as a dimension for the differentiation of nations.
7. The "black box" figure comes from some of the simpler versions of S-R psychology, in which the observer more or less ignores what goes on within the individual and concentrates upon the correlation between stimulus and response; these are viewed as empirically verifiable, whereas cognition, perception, and other mental processes have to be imputed to the individual with a heavy reliance on these assumed "intervening variables." The "billiard ball" figure seems to carry the same sort of connotation, and is best employed by Arnold Wolfers in "The Actors in International Politics" in William T. R. Fox, ed., *Theoretical Aspects of International Relations*, Notre Dame, Ind., 1959, pp. 83-106. See also, in this context, Richard C. Snyder, "International Relations Theory—Continued," *World Politics* (January 1961), pp. 300-312; and J. David Singer, "Theorizing About Theory in International Politics," *Journal of Conflict Resolution*, IV (December 1960), pp. 431-442. Both are review articles dealing with the Fox anthology.
8. Morgenthau observes, for example, that it is "futile" to search for motives because they are "the most illusive of psychological data, distorted as they are, frequently beyond recognition, by the interests and emotions of actor and observer alike" (*op.cit.*, p. 6).

9. Ernst B. Haas and Allen S. Whiting, *Dynamics of International Relations*, New York, 1956.
10. A frequent by-product of this tendency to overdifferentiate is what Waltz calls the "second-image fallacy," in which one explains the peaceful or bellicose nature of a nation's foreign policy exclusively in terms of its domestic economic, political, or social characteristics (*op.cit.*, chs. 4 and 5).
11. Its most well-known and successful statement is found in Snyder *et al.*, *op.cit.* Much of this model is utilized in the text which Snyder wrote with Edgar S. Furniss, Jr., *American Foreign Policy: Formulation, Principles, and Programs*, New York, 1954. A more specific application is found in Snyder and Glenn D. Paige, "The United States Decision to Resist Aggression in Korea: The Application of an Analytical Scheme," *Administrative Science Quarterly*, III (December 1958), pp. 341-378. For those interested in this approach, very useful is Paul Wasserman and Fred S. Silander, *Decision-Making: An Annotated Bibliography*, Ithaca, N.Y., 1958.
12. And if the decision-making version of this model is employed, the issue is unavoidable. See the discussion of motivation in Snyder, Bruck, and Sapin, *op.cit.*, pp. 92-117; note that 25 of the 49 pages on "The Major Determinants of Action" are devoted to motives.
13. A highly suggestive, but more abstract treatment of this teleological question is in Talcott Parsons, *The Structure of Social Action*, 2nd ed., Glencoe, Ill., 1949, especially in his analysis of Durkheim and Weber. It is interesting to note that for Parsons an act implies, *inter alia*, "a future state of affairs toward which the process of action is oriented," and he therefore comments that "in this sense and this sense only, the schema of action is inherently teleological" (p. 44).
14. Among the exceptions are Haas and Whiting, *op.cit.*, chs. 2 and 3; and some of the chapters in Roy C. Macridis, ed., *Foreign Policy in World Politics*, Englewood Cliffs, N.J., 1958, especially that on West Germany by Karl Deutsch and Lewis Edinger.
15. As early as 1934, Edith E. Ware noted that "... the study of international relations is no longer entirely a subject for political science or law, but that economics, history, sociology, geography—all the social sciences—are called upon to contribute towards the understanding ... of the international system." See *The Study of International Relations in the United States*, New York, 1934, p. 172. For some contemporary suggestions, see Karl Deutsch, "The Place of Behavioral Sciences in Graduate Training in International Relations," *Behavioral Science*, III (July 1958), pp. 278-284; and J. David Singer, "The Relevance of the Behavioral Sciences to the Study of International Relations," *ibid.*, VI (October 1961), pp. 324-335.
16. The father of phenomenological philosophy is generally acknowledged to be Edmund Husserl (1859-1938), author of *Ideas: General Introduction to Pure Phenomenology*, New York, 1931, trans. by W. R. Boyce Gibson; the original was published in 1913 under the title *Ideen zu einer reinen Phänomenologie und Phänomenologischen Philosophie*. Application of this approach to social psychology has come primarily through the work of Koffka and Lewin.
17. This issue has been raised from time to time in all of the social sciences, but for an excellent discussion of it in terms of the present problem, see Harold and Margaret Sprout, *Man-Milieu Relationship Hypotheses in the Context of International Politics*, Princeton University, Center of International Studies, 1956, pp. 63-71.
18. This is another of the criticisms leveled at the decision-making approach which, almost by definition, seems compelled to adopt some form of the phenomenological

- model. For a comprehensive treatment of the elements involved in human perception, see Karl Zener *et al.*, eds., "Inter-relationships Between Perception and Personality: A Symposium," *Journal of Personality*, XVIII (1949), pp. 1-266.
19. Many of these issues are raised in the ongoing debate over "methodological individualism," and are discussed cogently in Ernest Nagel, *The Structure of Science*, New York, 1961, pp. 535-546.
20. Parenthetically, holders of these specific views should also be less inclined to adopt the national or sub-systemic model in the first place.
21. In a review article dealing with two of the more recent and provocative efforts toward theory (Morton A. Kaplan, *System and Process in International Politics*, New York, 1957, and George Liska, *International Equilibrium*, Cambridge, Mass., 1957), Charles P. Kindleberger adds a further—if not altogether persuasive—argument in favor of the lower, sub-systemic level of analysis: "The total system is infinitely complex with everything interacting. One can discuss it intelligently, therefore, only bit by bit." "Scientific International Politics," *World Politics*, XI (October 1958), p. 86.
22. It should also be kept in mind that one could conceivably develop a theoretical model which successfully embraces both of these levels of analysis without sacrificing conceptual clarity and internal consistency. In this writer's view, such has not been done to date, though Kaplan's *System and Process in International Politics* seems to come fairly close.

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OLE R. HOLSTI

MODELS OF INTERNATIONAL
RELATIONS AND FOREIGN POLICY

Scholars and statesmen, philosophers and reformers have long debated the question of how best to understand relations among nations, but discussions among proponents of alternative theories have always gained intensity in times of profound turmoil and change. In our own century, the cataclysm of World War I resurfaced and intensified the dialogue between such liberals as Woodrow Wilson, who sought to create a new world order anchored in the League of Nations, and realists, exemplified by Georges Clemenceau, who sought to use more traditional means to assure their nations' security. World War II renewed that debate, but the events leading up to that conflict and the