

1. Record Nr.	UNINA9910554215403321
Autore	Lupton Danielle L.
Titolo	Reputation for Resolve : How Leaders Signal Determination in International Politics // Danielle L. Lupton
Pubbl/distr/stampa	Ithaca, NY : , : Cornell University Press, , [2020] ©2020
ISBN	1-5017-4772-X
Descrizione fisica	1 online resource (1 online resource)
Collana	Cornell Studies in Security Affairs
Disciplina	327.1
Soggetti	Determination (Personality trait) - Political aspects Reputation - Political aspects Political leadership World politics - 1955-1965 Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Frontmatter -- Contents -- List of Illustrations -- Acknowledgments -- Introduction: Why Leaders and Their Reputations for Resolve Matter -- 1. How Leaders Establish Reputations for Resolve -- 2. How Leader-Specific Reputations Form and Change across Repeated Interactions -- 3. How Contextual Factors Influence Leader-Specific Reputations -- 4. A Reputation for Resolute Action: Eisenhower and Berlin -- 5. A Reputation for Irresolute Action: Kennedy, Berlin, and Cuba -- Conclusion: Lessons in Leader-Specific Reputations for Resolve -- Appendix A: Methods -- Appendix B: Results -- Notes -- Bibliography -- Index
Sommario/riassunto	How do reputations form in international politics? What influence do these reputations have on the conduct of international affairs? In Reputation for Resolve, Danielle L. Lupton takes a new approach to answering these enduring and hotly debated questions by shifting the focus away from the reputations of countries and instead examining the reputations of individual leaders. Lupton argues that new leaders establish personal reputations for resolve that are separate from the reputations of their predecessors and from the reputations of their

states. Using innovative survey experiments and in-depth archival research, she finds that leaders acquire personal reputations for resolve based on their foreign policy statements and behavior. Reputation for Resolve shows that statements create expectations of how leaders will react to foreign policy crises in the future and that leaders who fail to meet expectations of resolute action face harsh reputational consequences. Reputation for Resolve challenges the view that reputations do not matter in international politics. In sharp contrast, Lupton shows that the reputations for resolve of individual leaders influence the strategies statesmen pursue during diplomatic interactions and crises, and she delineates specific steps policymakers can take to avoid developing reputations for irresolute action. Lupton demonstrates that reputations for resolve do exist and can influence the conduct of international security. Thus, Reputation for Resolve reframes our understanding of the influence of leaders and their rhetoric on crisis bargaining and the role reputations play in international politics.
