

The Effects of Personality Traits on Foreign Policy Decisions

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ABSTRACT

The study examines at how personality traits and psychological aspects impact foreign policy decisions, particularly during war, diplomacy, and perceived threats, and how leadership psychology impacts crisis management and risk diplomacy.

This study aims to evaluate if foreign policy decision-making is influenced by leader personality traits, using descriptive and qualitative methods to analyze data from books, documents, and memoirs. By incorporating theoretical frameworks such as Snyder's decision-making, and psychological models, theories such as (Leader Analysis Traits-LAT, Five Big, Dark trianed) personality behavior and actions ,and geopolitical strategy ,the study investigate how psychological factors influence leadership choice in foreign policy formulation. The study found that personal qualities and psychological factors had a considerable impact on external decision-making.

1.Introduction to the Study

Understanding the relationship between personality traits and foreign policy decision-making is essential within the fields of political psychology and international relations. And explores the impact of personality traits and cognitive biases on foreign policy decisions, highlighting the importance of understanding the influence of leaders' psychological attributes on policymaking, thereby bridging the gap between psychology, political behavior, and international relations.

1.1 Problem Statement: The study explores the impact of political leaders' psychological traits on decision-making during war and peace, highlighting the challenge of interpreting external behavior and the potential role of leaders' personalities. It is evident that states possess a Ministry of Foreign Policy, but potentially the main role is related to leader's personality, as a problem.

1.2 The Aim and Scope of Study: The main goal is to improve our understanding of how leaders' traits influence international political behavior and the psychological foundations of foreign policy. Specifically, we want to discuss the personality traits that are the primary determinants of state decisions, which are made by Personality rather than official institutions. We try to understand this behavior as a key factor in making foreign decisions by using the Leader Analysis Traits-LAT, Five Big, and Dark trained model.

1.3 Study question: How do psychological frameworks, including personality traits and cognitive biases, influence foreign policy decisions, particularly in times of conflict and diplomacy?

1.4 Significance of Study: will be the the significancies for politicians and learn how these personal traits play a role in shaping political personalities and then those who shape and make foreign policy decisions. The study explores the psychological influence and socialization process on political personalities and

foreign policy decision-makers, focusing on past, present, and future influences on foreign decision-makers, crucial for political and academic fields for accurate predictions.

1.5 Literature Review: There have been studies on how personality traits affect external decisions, but these studies have addressed some aspects and not others; therefore, in this study, we will attempt to fill this gap. highlighting the lack of specialized research on this topic, and underscores the need for further research, Therefore, will be briefly present some of the previous scientific works. In terms of its purpose and methodology, the results are similar to those of this study examines the effects of personality traits on foreign policy decisions, highlighting the lack of specialized research on this topic, despite numerous studies addressing it partially, and underscores the need for further research, such as:

-Gravelle, et al. (2019) carried out a study entitled” Personality Traits and Foreign Policy Attitudes: A Cross-National Exploratory Study” The article explores the correlation between personality traits and foreign policy attitudes in six Western democracies, by using the quantity method by data from public opinion surveys, revealing that personality traits influence dimensions like Cooperative Internationalism, Isolationism, Militant Internationalism, and Global Justice. The paper suggests that further research should investigate the impact of foreign policy postures on the operational measures of the Big Five.

-Čopková (2021) carried out a study entitled” The Effect of Dark Triad Traits on Decision-Making Styles”

The study analyzed links between Dark Triad features and decision-making in 127 adults, by using quantitative methods to finding Machiavellianism, narcissism, and psychopathy positively correlate with avoidant, dependent, and spontaneous styles, while narcissism and psychopathy negatively correlate with rational styles.

-Wehner, (2022) carried out a study entitled” **The Personality Traits of Populist Leaders and Their Foreign Policies: Hugo Chávez and Donald Trump**” The study explores the correlation between populism and foreign policy, revealing that antiplural leaders Hugo Chávez and Donald Trump's low task orientation and high focus on relationships are key predictors of their noncooperative and conflict-inducing foreign policy behavior.

-Hermann, (1980) carried out a study entitled “**Explaining Foreign Policy Behavior Using the Personal Characteristics of Political Leaders**” The study investigates the impact of six personal traits on 45 government heads' foreign policy decisions, by , using quantity methods to respond How do the personal traits of political leaders influence the foreign policy decisions of their governments? considering their interests and experience, irrespective of their level of interest or experience in foreign affairs.

-Sheikh, (2018) carried out a study entitled “**Leadership Trait analysis in Foreign Policy**” Leadership plays a crucial role in shaping foreign policy, as highlighted by Thucydides and Machiavelli. This study aims to develop testable, by qualitative method, to generalizable theories about individuals' role in shaping foreign policy, Considering the complexity of cases and adapting to larger cases.

- Pyk, (2024) carried out a study entitled” **Personality Factor Influence in Foreign Policy Decision Making-The Five-Factor Model of Personality Prism**”

The article explores the Five-Factor Model (FFM) by McCrae and Costa, Jr., a psychological approach to analyze personality traits, by using quantity method to highlighting its potential for understanding power dynamics in foreign policy decisions.

-Praneet Khandal (2018) carried out a study entitled **Praneet Khandal (2018) conducted a study titled “Leadership Traits Analysis, Foreign Policy and Emerging Powers: The Case of India under Modi”**. Khandal's study examines, Indian Prime Minister Narendra Modi's leadership traits and their influence on foreign policy decisions. It uses LTA theory and a descriptive approach, highlighting the significance of psychological elements in foreign policy making.

Our research focuses on leaders, examining personality traits across different situations and contexts. It differs from Gravelle et al.'s (2019) more factual study, Čopková (2021), Wehner (2022), Hermann (1980), Sheikh (2018), and Pyk (2024). Our study applies theory to specific instances and generalizes across different foreign policy contexts. Also compare with Khandal (2018). Our study explores personality traits across different leaders, situations, and foreign policy contexts, examining conflict, diplomacy, and crisis decision making, extending beyond one leader/nation.

1.6 Methods and theoretical Framework:

using descriptive and qualitative methods to analyze data from using primary and secondary sources such as books, documents, and memoirs. This qualitative research study explores external decision-making through psychological and personal theories, using primary and secondary sources. In here explanation of the specific qualitative research techniques such as Content analysis is a systematic method for describing communication content by coding and categorizing textual data. Thematic analysis identifies and analyzes themes within data, following Braun and Clarke's six-phase framework. Discourse analysis studies language use in texts to understand meaning, power, and social norms. Interpretative Phenomenological Analysis (IPA) explores personal experiences from the participant's perspective, using a double hermeneutic (Al-Rashidi, 2023: 33-75) By these methods of observing the specific external behavior of the external decision maker in the form of decisions towards various problems by attaching them to a specific personality trait (e.g., "Openness to Experience," "Machiavellianism," or "Narcissism"). This study offeres a new perspective It explores the relationship between personality traits and foreign policy decisions, using theories like Snyder's Theory of Decision-Making. Snyder's theory suggests humans make rational decisions in social decision-making processes, including political conduct and leadership, influenced by knowledge, competency, psychological aspects, communication, and personal traits (Snyder, R. C., Sapin, B. & Bruck, H. W.2002; Mohsen, 2014: 37). And in framework of Big

Five Personality Traits, LTA Leadership Analysis Traits, and Three Dark Personality Traits (Rose, 1998:144-172).

As ethical issues the study utilized Kurdish, Arabic, and English sources, requiring translation and accuracy checks, and aimed to provide a scholarly analysis of the study's problems, findings, and conclusions.

2. Understanding the Conceptual and Theoretical Framework

The relationship between political psychology and psychopolitics is examined in this text, with particular attention paid to the definitions, historical evolution, and applications of both fields in understanding political behavior and the influence of psychological states on international relations.

2.1 The Concept of Political Psychology and Psychopolitics

Political psychology examines how psychological factors influence political phenomena, including leadership traits, decision-making processes, behavior, personality, and emotion, impacting external policy decisions and examining linkages between personality and behavior, such as the emphasis on racism, racial extremism, and boss hostility against the external environment (Dongare, 2022: 1520; AbdelMoneim et al. 2017).

Political psychology aims to understand the motivations and personality traits that drive political behavior, decision-making, and ideology, focusing on people's opinions, emotions, and thinking processes (Ackerman, 2016: 1; Huddy; 2013; Jost, 2003: 339–375; Lodge, 2013). Harold Lasswell's 1930-1948 research on political leadership characteristics has influenced other studies in political psychology, emphasizing the importance of understanding psychological elements in state and foreign policy decision-making (Muhamad, 2017: 305).

Psychopolitics examines the link between psychology and political power, examining how it influences party attitudes, manipulation, power structures, and the effects of political trauma on memory and group identity (Marcuse, H.1964: 257; Brzezinski, 1989: 278; Freud, 1949: 65-143). Psychopolitics studies political structures' influence on populations, while political psychology studies behavior

mechanics for understanding events and foreign policy decisions, focusing on leadership, personality traits, and threat perception (Yusry, 2020). Analytical psychology and Freud's theories revolutionized studying personality traits in political decision-making, making international relations leaders' psychology a crucial area of political psychology since the 1970s (Jost, 2004: 4).

The study explores political thought, group thinking, and decision-making in large groups and institutions, focusing on the psychological impact of leaders' personalities (Al-Suwaidi, 1989: 87-89; Khorasan, 2016: 135-156; Tasnim, 2018). In this case, Harold Lasswell's influential work on political leadership from 1930-1948 significantly influenced political psychology studies on external decision-makers' personality, emphasizing the importance of leadership characteristics in understanding external choices (Muhammad, 2017: 305).

Psychopolitics and political psychology study how psychological factors, such as personal understanding, knowledge, and characteristics, influence political behavior and attitudes, addressing international issues and attitudes.

2.2 Understanding the Personality and Traits

Psychologists suggest studying personality types and features to comprehend external political behaviors, overcome psychological challenges, and take proactive actions. Understanding how the environment develops characteristics in response to stimuli is crucial (Al-Badri, 2021:585; Williams, 2022). First, it is vital to focus on personality and its traits as a component that determines the formation of external behaviors, particularly external behaviors:

2.2.1 Personality Identification

Personality is a combination of natural psychological traits, genetics, biology, and life experiences, influenced by feelings, ideas, self-image, cognitive patterns, and unconscious behaviors, which distinguish individuals and impact relationships (Immelman, 2017:2). According to Morten Prince, personality is a unique combination of innate biological features such as proclivities, impulses,

motives, and abilities that distinguish individuals and impact their relationships (Al-Ghailani, 2022:17).

Personalities, according to Freud's psychology theory, are shaped by unique traits, identity, ego, and superego, with childhood experiences and trauma significantly impacting these traits. Personalities are distinct from individuals due to their unique traits, which influence their thoughts, feelings, understanding, and behaviors (Vazire, 2014: 3; Qarachatani, 2015:294-296; Freud, 1923:7).

This idea applies to all Leaders with childhood trauma who three personality components, focusing on decision-making and problem-solving. Personality development involves identifying psychological attributes and a dynamic system of traits and motivations, reflecting social and personal behavior (Schoen, 2007: 410; Friesen, 2019: 4-5; Al-Ghailani, 2022: 15-59). We need to highlight various classifications by people and cultures to support the idea that personality structure plays a part in outward conduct.

For example, according to the Dictionary of Psychology, "Personality is a set of characteristics that define an individual's identity, influencing their thinking, behavior, and perceptions. It is crucial for leadership and normalcy, affecting both positive and negative actions".

As a psychologist, Sheldon defines personality as "a cognitive, emotional, professional, intellectual, and physical arrangement of the individual, dynamic, and ever-changing," i.e. Carver and Shire reaffirmed in 2000 that personality is an organization, dynamic, internal system, and psychological idea expressed through physiological reactions, thoughts, feelings, and behaviors (Aqbani, 2016: 16-17) and (McCrae and Costa: 1997: 509-516), whatever Personality, according to proponents of the five-factor model, is "the distinctive traits of thought, feeling, and behavior that distinguish individuals from each other." According to these definitions, personality involves the internal psychological processes and also the external traits that distinguish one person apart from another.

In light of theories such as the Dark Shadow Personality Traits, the Big Five Theory, and Leadership Personality Analysis LAT, influenced by psychological

traits, biological aspects, and past experiences, is crucial in shaping leaders' behavior in international conflicts and crises.

2.2.2 Definition of Traits

Personality traits, including intellectual, cognitive, emotional, and social behaviors, open-mindedness, conscientiousness, introversion, self-admiration, unscrupulousness, cunning, acceptance, fanaticism, etc. are influenced by leadership traits, five big personality traits, and three dark traits. Socialization, influenced by parents, peers, teachers, community, and personal experiences, also plays a role (Lauren, 2019: 279-281; Misrandino, 2015: 31) Psychologists define traits as permanent features that distinguish individuals, whether psychological or physical. They are either social traits (cooperative, zealot, ego, injustice, compassion, love of rage, fighting, etc.), moral and behavioral (honesty, fairness, mankind, aggression, etc.), or emotional or sensitive (easily angered, timid, compulsive, lack of self-confidence, control, etc.).

They are crucial for decision-making, influencing people and groups, promoting shared work, and inspiring goal achievement. These traits are essential for both internal and external decision-making (Qarchtani, 2015: 328; Al-Matarič 2015: 66-72). Allport's theory distinguishes between general and specific traits, focusing on hierarchical characteristics. Personality traits are innate tendencies to react similarly to external impulses, reflecting a leader's actions. Allport (1937) identifies the key characteristics that influence behavior, with subsidiary traits like response to external stimuli (Schultz, 2015:198; Aqbani, 2016: 25; Qarchtani, 2015:328).

Raymond Cattell's theory suggests traits are influenced by internal and external activity, personality tests, and repetitive traits, rather than solely influenced by emotions. (Qarchtani, 2015:328; Aqbani, 2016: 18). Also Eysenck lists personality traits like neuroticism, psychopathy, narcissism, openness extremity, resilience, complexity, protection, dominance, alertness, caution, flexibility, adaptability, anger and simplicity, and optimism, while Guilford categorizes personality traits into psychological, personal nature, wants, desires, temperament, tangible type,

and physiological features, affecting individual emotions, behaviors, and actions. (Aghilani, 2022:15-59; Warren, 1998: 792).

Personality traits significantly impact political interactions and adaptability, with leaders' decisions influenced by psychological, cognitive, emotional, social, cooperation, narcissism, and the need for power and personal factors, some of which evolve (Al-Badri, 2021: 585.)

Generally speaking, personality qualities fall into two categories: Positive personality traits like cooperation, consciousness, and discipline promote individual growth and overcome challenges, while negative traits like selfishness, violence, animosity, and dishonesty can be used to achieve goals (Cherry, 2023). Personality traits significantly influence political processes, particularly external decision-making, and political psychology aids in analyzing foreign policy by understanding decision-maker's behavior during stress, uncertainty, and crises (Muhammad, 2017: 305)

Personality traits are a set of interconnected, both continuous and variable features that influence behavior, emotions, and thought processes in relation to foreign policy. We must concentrate on foreign policy and decision-making because leaders' psychological traits greatly influence their decisions in political situations and crises.

2.3. Concept of Foreign Decision Making

An important topic of international relations is foreign policy decision-making, which focuses on how governments and leaders design and implement foreign policies and decisions in response to global events. Understanding the decision-making process is crucial, including:

It turns out that decision-making in external relations is a complex process requiring correctness, objective reasoning, and modification of information tools to achieve logical conclusions, between options. Professor Harold Laswell identifies essential components in this process. The decision-making process includes several key elements (Al-Siddique, 2019: 801):

1. The outside world in all its forms, displays, realities, and consequences.

2. External environment influences internal social factors like personality leadership, state institutions, pressure organizations, and political parties.
3. External decision-makers' thoughts and actions are impacted by moral and belief demands inside a certain context.
4. The pressures connected with making decisions on a specific topic can be eliminated without them.
5. Countries that deal with foreign decision-making can to join.
- 6 .The formal organizational structure's levels of complexity and diversity differ when it comes to external decision-making (Al-Siddique, 2019: 801)

Here are some of the most important steps in foreign policy decision-making: Foreign policy issues can be identified, collected, and resolved through various stages. These include identifying problems, gathering data, producing options, evaluating decisions, decision-making, implementation, and monitoring and evaluation. The Cuban Missile Crisis of 1962 serves as an example. The United States' escalation, retreat, or negotiation during the Vietnam War illustrates this process. The decisions made during these stages are influenced by various stakeholders, such as foreign partners, advisors, and political leaders. Personal traits also play a role in these decisions (Allison and Zelikow, 1999; AL Kafarneh, 2013: 57-61; Snyder et al. 1954). It is important to note that personal traits have influenced every one of these external decision-making phases. Here we need to briefly focus on the most important theories of foreign policy

In order to better illustrate the impact of leader personality traits, will be present several cases of external decision-making behavior Involving leadership traits analysis (LTA), Five Big Personality, and the Dark triad personality traits like Machiavellianism, psychopathy, and egoism, provide a framework for understanding individual differences in strategic choices and diplomacy. Here are some of the most important factors that affect the decision-making process:

4.1 Five major characteristics of personality and foreign policy decisions

The Big Five personality traits, including introversion, acceptance, conscientiousness, emotional stability, and openness to new experiences, are

widely accepted in psychology for assessing people's actions and thoughts, especially those making foreign policy decisions (Novikova, 2017: 1–5). The effects of the Big Five model on foreign decision-making are shown below:

1-Openness to Experience:

Openness is a cognitive and emotional attitude that is typified by creativity, open-mindedness, and a profound and constructive imagination. According to (McAdams, 2018), Barack Obama's extensive diplomacy in the Iran nuclear deal demonstrates that leaders with high openness are creative, adaptable, and receptive to diplomatic discussions. Lack of openness, however, makes people less flexible and more likely to embrace traditional, aggressive, or isolationist policies (such as Donald Trump's "America First" strategy, which puts existing nationalist policies ahead of international cooperation) (Renshon, 2020).

2. Conscience:

Conscience is an emotional state involving self-control, self-assurance, and moral values, with different levels ranging from high to low, influencing decision-making and influencing political actions like Angela Merkel's Eurozone crisis responses and Migration Policy) and low conscience, which leads to impulsivity and reactivity (see, for example, Boris Johnson's Brexit negotiations, which were marked by last-minute changes and volatile policies) (Aqbnani, 2016; Garton Ash, 2019).

3. Extroversion or high-extroversion:

Active social state, characterized by closeness, friendship, and empathy, influences decision-makers' responses to external crises. Strong states influence decision-makers' responses, while low states affect their responses. High-level personality traits, like charisma and personal diplomacy, can lead to trust and determination in international negotiations, For example, Bill Clinton's charisma, personal diplomacy, and the development of strong international relations, (Novikova, 2017: 1–5; Cherry 2023; Greenstein, 2009). President of China Xi

Jinping, for instance, discussions should focus on long-term strategic momentum and diplomatic connections (Shih, 2021).

4- Acceptance:

The component of a favorable socioemotional state, lacking confidence and self-worth, is characterized by traits like kindness, simplicity, tolerance, trust, and avoiding conflict, as seen in New Zealand's leadership Jacinda Ardern, (Wilson, 2020). Less complacency: Foreign policymakers are acting more aggressively and confrontationally (Vladimir Putin's strong diplomacy, especially in Syria and Ukraine) (Hill & Gaddy, 2013).

5. Emotional Stability:

a condition of agitation and instability, accompanied by feelings of indifference, bewilderment, and hopelessness, as well as a propensity for tension, worry, violent rage, and inferiority. Low neuroticism, which is characterized by reason and emotional stability, is seen in leaders like Franklin D. Roosevelt who were less likely to make rash decisions during World War II. High neuroticism, on the other hand, is characterized by worry and erratic decision-making, as in the cases of Richard Nixon's fears and anxieties during the Vietnam War and the Watergate crisis (Freidel, 1990). Ambrose (2002).

Psychobiographical viewpoints suggest that leaders' personalities influence their foreign policy behavior, with those with strong wills being less likely to employ force. Personality attributes like stability, self-reliance, and risk tolerance significantly impact foreign policy decisions, resulting in either conciliatory or aggressive policies (McClelland, 2009; Gallagher, 2014; 1–21; Winter, 2003: 69–93).

The Big Five Personality Traits, which highlight different personalities and traits, have a significant influence on foreign policy decisions, particularly during times of crisis. The decision-making process is greatly affected by this, High and low levels of these traits in leaders can affect solutions in both positive and negative

ways. To further understand how personality traits, affect external decision-making, we need to talk about leadership trait analysis-LAT-.

4.2 Effects of Leadership Traits Analysis (LTA) on Foreign Policy Decision-Making

Margaret Herman's Leadership Characteristics Analysis Model (LTA) from 1980-2003 evaluates how personality traits influence foreign policy choices, using content analysis and characteristic analysis to determine a leader's cooperative, aggressive, unilateral, or multilateral foreign policy. Leaders are based on psychological traits that influence how they view world affairs, formulate diplomatic plans, and deal with crises (Herman, 2002:10) The LTA analysis identifies seven key characteristics that influence a leader's style in making external decisions:

1. Belief in the ability to control events:

Leaders with a strict perspective believe they can control events and policy creation, as seen in Putin's aggressive policies in Syria and Ukraine, Georgia, Bush Jr.'s invasion of Iraq by this high belief, and Obama who lacks or low this belief in controlling events and prefers to act on their initiative (Hill & Gaddy, 2013; Renshaw, 2009; McAdams, 2018).

2. Conceptual Complexity:

A leader's past proficiency in problem-solving and decision-making is crucial. Putin's understanding of Western and NATO programs indicates a high and low complexity level, indicating a willingness to engage with complex concepts and potential revelations (Suedfeld, 1976: 581-601; Hermann, 1980: 7-46) Leaders, like Angela Merkel, often pursue diplomatic and multilateral foreign policy by considering various viewpoints, demonstrating a high level of conceptual complexity (Daehnhardt, 2021). Donald Trump, known for his minimal complexity, favors uncomplicated, forceful politics, supporting bilateral resolutions like rejecting the Iran nuclear deal (Renshon, 2020)

3. The need for power, authoritarianism, and influence- need for power:
Political leaders often value authority and power, utilizing decentralized judgments to evade authority and embrace coercive diplomacy, as seen in Kim Jong-un's strict nuclear policy. (Shih, 2021; Byman, 2016).

4. Distrust of others:

An attitude of worry, caution, and skepticism regarding the motives and actions of others is known as distrust. It has an impact on foreign policy choices including initiatives, sanctions, and conflicts. While strong mistrust can result in violent movements like the post-World War II partition of Eastern Europe, high mistrust leaders may prefer unilateral action, preemptive strikes, and clandestine diplomacy (Kotkin, 2017).

Another example is Richard Nixon's deep suspicion of international actors influenced covert U.S. foreign policy, (e.g., the Chilean coup, 1973), while leaders with faith in others form coalitions and cooperative diplomacy, like Woodrow Wilson's League of Nations (Ambrose, S. 2002; Knock, 1992:354-356).

5. Intra-group bias:

The trait of maintaining a nation's social standing and culture, as seen in the former Soviet Union, is characterized by a strong emotional attachment to one's group (social, political, ethnic, etc.), indicating a high attitude towards non-Russian nationals in foreign policy (Shannon, 2007: 79–104). Leaders with national or ideological loyalty often adopt hostility, defensiveness, or expansionism policies, as seen in Netanyahu's advocacy for Israel's security and Narendra Modi's emphasis on India's sovereignty and nationalist rhetoric (Shlaim, 2014; Ganguly, 2021: 327–330.).

6. Self-confidence:

Self-esteem and confidence are crucial for individuals' reactions to complex situations. Leaders with high confidence often make decisive decisions, ignore expert advice, and make risky decisions, Example: Margaret Thatcher—her

unwavering self-confidence led to the intervention of the Falklands War in 1982. Conversely, leaders lacking confidence may turn to consultants and multi-agency agencies, as seen in the U.S.'s choice is Jimmy Carter's hesitation to respond to the Iran hostage crisis (Sheikh et al., 2018:49-51; Seldon and Collings, 2012). Also, during the strong leadership of French President Macron in the European Union, he enhanced Europe's defense policy under the effect of confidence (Drake, 2020; Young, et al.2020).

7. Mission-oriented leadership:

Leaders' main duty is to decide who to address. Leaders prioritize addressing issues, inspiring teams, fostering relationships, and maintaining focus, as Putin advocates for in crisis particularly in foreign policy and working toward goals, particularly in foreign policy (Hermann, 2002:13-30).

When there is a High mission orientation leaders prioritize efficiency and pragmatism over ideology, adopting symbolic or sentimental foreign policies, as seen in Deng Xiaoping's pragmatic economic reform and Ayatollah Khomeini's revolutionary diplomacy "We Shall Confront the World with Our Ideology," he declared (Vogel, 2011; Middle East Report 88 (June 1980),

Personal leadership attributes like trust significantly influence foreign policy decisions and geopolitical conduct, influencing leadership tactics and behaviors in exceptional settings, highlighting the importance of dark personality traits.

4.3 The Impact of the Dark Personality Triangle on Foreign Policy Decision-Making

The "dark triangle" of dark personality traits, including Machiavellianism, psychopathy, and egoism, significantly influences foreign policy decision-making, often leading to aggressive and unpredictable politics (Furnham et al., 2013: 199-216).

1. Machiavellianism or Machiavellian personality:

This personality exhibits deceit, coldness, and selfishness to achieve power, achievement, and socialization. They are intelligent and can predict social

responses. (Khaliq, 2019:22). The real Machiavelli embodies the characteristics of a shadow of darkness through numerous external behaviors (Novruzov, 2024: 226) Machiavellian personality traits, characterized by sensitivity to rejection, failure, and humiliation, often misinterpret others' actions and doubt abilities. Leaders with these traits often exploit others for personal gain, leading to deceptive diplomacy and opportunistic alliances. For example, Richard Nixon's Machiavellianism during the Cold War led to pragmatic and secretive foreign policy, such as opening relations with China to balance the Soviet Union. (Christie, 1970; Dallek, 2007).

2. Psychopathic Personality:

This personality trait is characterized by impaired emotional functioning, difficulty in forming relationships, and antisocial behaviors (Vyas, 2015:15) has a distinct personality structure characterized by emotional, behavioral, and antisocial behaviors such as selfishness, cruelty, infidelity, various tricks and games, superficiality, lack of guilt, weakness in impulse control, irresponsibility, and antisocial behavior, and the West accuses Putin of this personality (Murray, et al., 2012: 526). Mental illness in leaders can lead to reckless foreign policy decisions, as seen in Adolf Hitler's aggressive expansionist policies during World War II, causing disastrous consequences (Lilienfeld et al., 2012).

3- Narcissistic personality:

Narcissistic personality disorder involves conceit, need for praise, and self-importance, affecting social and professional functioning. Selfish leaders often pursue ambitious foreign policy goals, leading to overconfidence and misunderstanding, as seen in Saddam Hussein's invasion of Kuwait in 1990 ultimately resulting in his fall in 2003 (Mitra, et al. 2024; Post, 2003). Dark-treated leaders often exhibit conflict, disregard international conventions, and increase war risk, exacerbated by their unpredictable and manipulative nature, making diplomacy engagements more challenging (Kowert, 2002; Furnham et al., 2013).

Machiavellianism, psychopathy, and selfishness are dark personality traits that significantly influence foreign policy decision-making. Understanding personality traits like Big Five and Leadership Personality Analysis, including Three Dark Personality Traits, is crucial for controlling political leaders' actions in international relations (Meloud, 2013:231)

Lastly, The Big Five Personality Model, LAT, and Three Dark Personality Traits reveal that leaders' personality traits significantly influence their foreign policy in different levels of these traits in leaders, including perceptions of threats and adversaries, during crises and conflicts.

After showing the effect of personal traits on external decision makers by finding the relationship between them through several cases to further demonstrate the effect, we present two cases of powerful states, would significantly benefit from selecting two specific case studies for a more thorough and rigorous qualitative analysis. The Effects of Personality Traits on Foreign Policy Decision-Making which are: Putin and George W. Bush Personality traits significantly influence how political leaders perceive threats, frame decisions, and engage in international relations. Leaders' cognitive styles, belief systems, and personal experiences shape foreign policy choices beyond institutional or systemic constraints (Hermann, 2003) such as following:

Case Study 1: Vladimir Putin – Personality and Foreign Policy Decision-Making

Dominant Personality Traits: High need for control, pronounced distrust, assertiveness, high conscientiousness, Machiavellianism, and a belief in centralized authority. Psychological profile of Vladimir Putin displays traits aligned with an authoritarian personality. His KGB background enhances his tendency towards secrecy, surveillance, and control. High conscientiousness supports a calculated, methodical style of leadership, while traits reminiscent of Machiavelli underpin his practical and shrewd approaches to consolidating power (Hill & Gaddy, 2013; Tsygankov, 2016).

Foreign policy Behavior —specifically Putin's decision-making during international crises—especially regarding the annexation of Crimea in 2014 and the invasion of Ukraine in 2022—exhibit a blend of defensive tendencies and identity-focused leadership. His perspective highlights the importance of state sovereignty, historical nationalism, and the restoration of Russia's status as a superpower. His actions are frequently influenced by personal motivations and incorporate strategies of force that align with both psychological drives and geopolitical ambitions (Hill & Gaddy, 2013; Tsygankov, 2016).

Scholarly Interpretation Political psychologists and foreign policy analysts argue that Putin's leadership is shaped by his background in the KGB, which creates a foundation of strategic mistrust and inclined to unilateral actions. His personal power structure enhances a centralized strategy in foreign policy, diminishes institutional limitations, and elevates personal ideologies in the formation of international decisions, Scholars argue that Putin's KGB background and personalized power structure reinforce a centralized and unilateral approach to foreign policy (for instance, (e.g., Hill & Gaddy, 2013; Tsygankov, 2016).

Case Study 2: George W. Bush – Personality and Foreign Policy Decision-Making

Dominant personality traits include a strong inclination towards cognitive simplicity, a belief in moral absolutism, high Psychopathy, high Neuroticism (Emotional Stability) decisive behavior, a high level of confidence in the ability to influence outcomes, and a significant desire for power. Psychological profile of George W. Bush exhibited cognitive simplicity and a dual perspective on morality, particularly in his response to the events of September 11th. His perspective as an evangelical Christian, along with his firm sense of right and wrong, shaped a foreign policy grounded in a clear understanding of good versus evil, with minimal tolerance for ambiguity in global matters (Winter, 2003: 79-100; Dyson, 2006: 289-306).

Foreign Policy Behavior: These traits were clear in the choice to initiate the Iraq War in 2003, which was justified as a moral obligation to fight against

oppression and terrorism. Bush's decisiveness and strong inclination for control contributed to an active and frequently unilateral approach, coupled with a readiness to bypass multilateral organizations when they were perceived as hindrances to U.S. objectives. Scientific Analysis for the examination of leadership traits indicates that Bush possesses a high confidence in his capacity to shape occurrences and a considerable need for power, aligning with a leadership approach that focuses on decisive executive action and hands-on participation. This personality-driven approach underpins a foreign policy that generally prefers assertive perspectives and ethical reasoning over intricate diplomacy (Winter, 2003: 79-100; Dyson, 2006: 289-306).

Both Putin and Bush exemplify how individual personalities shape strategic decisions. While institutional factors matter, personal traits often determine the tone, timing, and risk posture of foreign policy actions.

It is further illustrated in the table below: Table (1) LAT: The Effects of Personality Traits on Foreign Policy Decision-Making:

Trait	Description	Effect on Foreign Policy Decision-Making	Example
Belief in the ability to control events	The degree to which a leader thinks they can influence results.	High belief encourages foreign policy unilateralism, assertiveness, and risk-taking.	Putin's annexation of Crimea (2014).
Conceptual Complexity	The capacity to manage a variety of viewpoints.	High complexity allows for flexible diplomacy, while low complexity breeds rigid methods and black-and-white thinking.	Kissinger's multilateral approach vs. Bush's "Axis of Evil" rhetoric.
Need for Power and Authoritarianism	A desire for authority and decision-making power.	A desire for power and authority over choices.	Saddam Hussein's control over Iraq's foreign policy.
Lack of Trust in Others	Mistrust of other actors or states.	Increases secrecy, conflict escalation, and security quandaries.	Stalin's purges and Cold War paranoia.

In-Group Advocacy	Preference for political allegiance and national identity.	Can result in exclusionary foreign policy, nationalism, and protectionism.	Trump's "America First" doctrine.
Self-Confidence	The confidence of the leader in their judgment and choices.	Bold foreign policy decisions and perhaps overconfidence in military action are fostered by high self-confidence.	Bush's 2003 Iraq invasion decision.
Task Focus	a focus on making practical, goal-oriented judgments.	Task-focused leaders put strategic results ahead of ideological considerations.	Merkel's pragmatic EU crisis management.

Source: Greenstein, F.2000; Kille, 2013: 445-461; Post, 2007; Preston, 2001; Renshon, 2008: 820-849; Schafer, 2006)

Table2: Big Five Personality Traits

Openness to Experience	Inventiveness, curiosity, and flexibility.	Rigid foreign policy results from low openness, while diplomatic engagement and creativity are encouraged by high openness.	Gorbachev's Glasnost and Perestroika.
Conscientiousness	Responsibility, discipline, and order.	A cautious, rule-based foreign policy is the result of high conscientiousness.	Merkel's structured EU leadership.
Extraversion	Gregariousness, boldness, and zeal.	Active alliance building and diplomacy are traits of extrovert leaders.	Bill Clinton's Middle East peace efforts.
Agreeableness	Cooperation, trust, and compassion.	While low agreeableness breeds unilateralism, high agreeableness promotes diplomacy and multilateralism.	Jimmy Carter's diplomacy on human rights.
Neuroticism (Emotional Stability)	Emotional responsiveness, impulsivity, and anxiety.	Foreign policy might become uncertain and erratic due to high neuroticism.	

Sources: (Hermann, 2003; Gallagher, 2014: 1-21; Winter, 2003; McDermott, 2004; Dyson, 2006: 289-306.).

Table (3) Dark Personality

Machiavellianism	Strategically motivated, dishonest, and manipulative self-interest.	Machiavellian leaders employ hidden diplomacy, realpolitik, and deceit.	Henry Kissinger's covert diplomatic discussions during the Cold War.
Psychopathy	Callousness, impatience, and lack of empathy.	can result in heartless, reckless choices devoid of moral reflection.	Putin's violent military operations.
Narcissism	Conceit, a desire for praise, and a sense of entitlement.	The pursuit of personal prestige by narcissistic leaders results in unpredictable and self-serving foreign policy decisions.	Trump's inconsistent approach to negotiations with North Korea.

Source: (Christie, 1970; Jones, 2009: 1113-1131; Lykken, 1995; Rosenthal, 2006: 617-633.).

5. Conclusions

These personality traits have played a role in making these decisions, which has shaped international politics, changed events, and so on.

1. The study reveals that leaders' personality qualities significantly influence their foreign policy decisions, influencing their risk perception, information analysis, and response to global events.
2. The study underscores the necessity of incorporating psychological frameworks like personality psychology and cognitive biases in foreign policy analysis, as traditional theories are insufficient.
3. The study underscores the significance of political psychology in comprehending political behavior, leadership philosophies, and foreign policy development, highlighting the influence of psychological factors like power motive and emotional biases.
4. The study reveals that personality traits like the Big Five and Dark Triad can influence foreign policy behavior, demonstrating the effectiveness of Leadership Trait Analysis in forecasting actions.

5. Cognitive biases, often combined with personality traits, significantly influence leaders' decisions, leading to deviation from logical processes in risk assessment, **distrust** information analysis, and foreign policy formulation.

6.Theoretical Integration of Personality:

Snyder's Decision-Making Theory and Neoclassical Realism emphasize the significance of leaders' personalities in foreign policy decisions, highlighting how individual-level factors interact with systemic and domestic restrictions.

7. Personality traits significantly influence leaders during crises and conflicts, as they rely on deep psychological patterns rather than deliberate processes, potentially increasing their influence on foreign policy decisions.

8. The study suggests that comprehending global decision-making necessitates interdisciplinary approaches involving political science, psychology, and behavioral economics, focusing on leadership psychological traits and cognitive biases.

In essence, the study concludes that understanding foreign policy decision-making requires a thorough understanding of leaders' psychological dimensions, with personality traits playing a crucial role in their global actions.

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"کاریگه‌ری تاییه‌تمه‌ندییه که‌سییه‌کان له‌سه‌ر بریاره‌کانی سیاسه‌تی ده‌روهه"

پوخته:

ئهم توێژینه‌وه‌یه باس له چۆنییه‌تی کاریگه‌ری تاییه‌تمه‌ندییه‌کانی که‌سایه‌تی له‌سه‌ر بریاره‌کانی سیاسه‌تی ده‌روهه ده‌کات. به‌به‌کاره‌ینانی میتۆدی وه‌سفی و چۆنایه‌تی بۆ کۆکردنه‌وه‌ی داتاوه‌ک کتێب، به‌لگه‌نامه‌کان، و یاداشته‌کان و شیکردنه‌وه‌ی پرۆسه‌ی بریاره‌کانی ده‌ره‌کی له‌ ژێرپۆشنایی ئهو تیۆریانیه‌ی که‌ باس له‌ پۆلی تاییه‌تمه‌ندییه‌کانی که‌سایه‌تی ده‌که‌ن، وه‌ک تیۆری بریاری سنایده‌ر، هه‌لسوکه‌وت و کرداری که‌سایه‌تی، و ستراتیجی جیۆپۆله‌تیک، ئامانج مان به‌ده‌سته‌ینانی تیگه‌یشتنێکی قوڵتره‌ له‌وه‌ی چۆن تاییه‌تمه‌ندی ده‌روونی و فاکته‌ره‌کان کاریگه‌ری له‌سه‌ر سه‌رکردایه‌تی و دارشتنی سیاسه‌تی ده‌روهه هه‌یه‌ ویه‌گرتنیان فراوانتره‌.

ئهم توێژینه‌وه‌یه یارمه‌تیده‌ره‌ بۆ تیگه‌یشتن له‌ چۆنییه‌تی کاریگه‌ری تاییه‌تمه‌ندی که‌سایه‌تی و چوارچێوه‌ ده‌روونییه‌کانی تر له‌سه‌ر بریاره‌کانی سیاسه‌تی ده‌روهه، به‌تایبه‌تی له‌ کاتی ململانی و دیپلۆماسیدا. سه‌ره‌پای بوونی سیسته‌م و دامه‌زراوه‌کانی سیاسه‌تی ده‌روهه وه‌ک کێشه‌ و هه‌روه‌ها قورسی پێوانه‌کردنی لایه‌نی سایکۆلۆژی بریاره‌رانی ده‌ره‌کی، تیگه‌یشتنێکی قوڵتر له‌ یه‌کتربری نیوان سایکۆلۆژیا و په‌یوه‌ندییه‌ نیوده‌وه‌له‌تییه‌کان و بریاره‌کانی سیاسه‌تی ده‌روهه. و کاریگه‌ری چوارچێوه‌ی سایکۆلۆژی وه‌ک که‌سایه‌تییه‌ سه‌رکردایه‌تییه‌کان له‌سه‌ر ده‌رنه‌نجامه‌کانی سیاسه‌تی نه‌توه‌یی ده‌رده‌خات. سایکۆلۆژیای سیاسی و تیۆری که‌سایه‌تی له‌ کاتی قه‌یران، ململانی، دوژمنایه‌تی و هه‌رپه‌شه‌ هه‌سته‌پیکراوه‌کاندا تیکه‌ل ده‌بن.

"آثار السمات الشخصية على القرارات السياسية الخارجية"

ملخص:

هي دراسة تبحث في كيفية تأثير عوامل الشخصية على خيارات السياسة الخارجية. باستخدام الأساليب الوصفية والنوعية لجمع البيانات - مثل الكتب والوثائق والمذكرات - وتحليل عملية صنع القرار الخارجي في ضوء النظريات التي تتناول دور سمات الشخصية ، مثل نظرية قرار سنايدر ، وسلوك الشخصية وأفعالها ، والاستراتيجية الجيوسياسية ، فإن الهدف هو اكتساب فهم أعمق لكيفية تأثير السمات والعوامل النفسية على القيادة وصياغة السياسة الخارجية. تكاملهم أوسع.

تساهم هذه الدراسة في فهم كيفية تأثير سمات الشخصية والأطر النفسية الأخرى على خيارات السياسة الخارجية، لا سيما في أوقات الصراع والدبلوماسية. على الرغم من وجود أنظمة ومؤسسات السياسة الخارجية على أنها إشكالية، فضلا عن صعوبة قياس الجانب النفسي لصناع القرار الخارجيين، فإن الفهم الأعمق للتقاطع بين علم النفس والعلاقات الدولية وصنع القرار في السياسة الخارجية يسلط الضوء على تأثير الأطر النفسية كشخصيات قيادية على نتائج السياسة الوطنية. يتم الجمع بين علم النفس السياسي ونظرية الشخصية في أوقات الأزمات والصراع والعداء والتهديدات المتصورة.