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Trends. Globalization: The Ethnopsychological Shortfall in Negotiations on Weapons Nonproliferation

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With globalization comes increasing interdependence. With this interdependence comes increasing need to understand one's allies, adversaries, competitors, and neutrals in attempts to support weapons nonproliferation. Unfortunately understanding of such understanding seems to be inadequate.

High-level officials of governments and nongovernmental organizations alike strive to make nonproliferation agreements acceptable to as many political entities as possible based on what can be called Aristotelian hypothetico-deductive logic. This logic is imbued with analyses of gains and losses, costs and benefits, statistical bottomlines, and a cognitive calculus mirroring the elegance of the calculus of mathematics. It is as if the Spirit of former United States Secretary of Defense Robert McNamara still exemplified the apotheosis of military analysis--even in the face of a contrary and empirically validated opinion proffered by Vietnamese adversaries.

There are two problems with the hypothetico-deductive logical approach to understanding the Issues of weapons nonproliferation. First, a process difficulty. Different targets of persuasion may exhibit modes of information processing that do not mirror what has been described above. Various inductive processes may be operative that do not conform to classical standards of association. Second, a substantive difficulty. Different targets of persuasion may exhibit theories of mind and behavior that are characterized by alternate conceptions of theory, interpretation, simulation, variability, distinctions between inside and outside, existence, nuances of seeming similarities, language-thought relationship, precursors of behavior, time-space substantiation, and proximate, distal necessary, sufficient, mechanical, and physical-nonphysical causality.

Both difficulties fall under the rubric of ethnopsychology. Each ethnopsychology houses weapons nonproliferation data--data that have been the focus of weapons negotiations. By studying and addressing ethnopsychological and nonproliferation policy differences, one may best support a global effort for safety and security. (See Gopnik, A., & Wellman, H.M. (1994). The theory theory. In L. Hirschfeld & S. Gelman (Eds.), *Mapping the mind: Domain specificity in cognition and culture* (pp. 257-293). Cambridge, England: Cambridge University Press; Harris, P.L. (1992). From simulation to folk psychology: The case for development. *Mind and Language*, 7, 120-144; Lillard, A. (1998). Ethnopsychologies: Cultural variations in theories of mind. *Psychological Bulletin*, 123, 3-32.) (Keywords: Ethnopsychology, Globalization, International Agreements, Nonproliferation, Security.)