

**MARTHA COTTAM**  
**CURRICULUM VITAE**

**PERSONAL INFORMATION:**

Current Positions      Professor  
School of Politics, Philosophy, and Public Affairs  
Washington State University  
Pullman, Washington 99164

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E-mail                      Cottam@wsu.edu

**EDUCATION:**

PhD                      University of California, Los Angeles, Department of Political Science: June, 1983 (Dissertation title: Cognitive Limitations and Foreign Policy Decision Making).

M.A.                      University of California, Los Angeles, Department of Political Science, 1977 (International Relations concentration).

B.A.                      University of Wisconsin, Madison, May, 1976 (Political Science and History).

**TEACHING POSITIONS:**

1995-present              Professor, Washington State University  
1991-1995                  Associate Professor, Washington State University  
1989-1991                  Associate Professor, University of Alaska Fairbanks  
1984-1990                  Assistant Professor, University of Denver, Graduate School of International Studies. Tenure and promotion to Associate Professor received in 1990.

1986	Visiting Professor, University of Port Harcourt, Nigeria (one semester).
1986	Visiting Professor, University of Tubingen, Germany (summer semester).
1983-1984	Assistant Professor, Goucher College
1981-1982	Visiting Assistant Professor, Washington State University (part time).

## PUBLICATIONS:

## BOOKS

Cottam, M.L. (1986). *Foreign Policy Decision Making: The Influence of Cognition*. Boulder: Westview Press.

Woodby, S. & Cottam, M.L. (1987). *The Changing Agenda: World Politics Since 1945*. Boulder: Westview Press.

*The Changing Agenda* 2<sup>nd</sup> edition, 1991.

Cottam, M.L. & Shih, C-y (Eds.) (1992). *Contending Dramas: A Cognitive Approach to Post-Cold War International Organization*. New York: Praeger Publishers.

Cottam, M.L. (1994). *Images and Intervention: U.S. Policies in Latin America*. Pittsburgh: University of Pittsburgh Press.

Cottam, M.L. & Cottam, R.W. (2001). *Nationalism and Politics: The Political Behavior of Nation States*. Boulder: Lynne Rienner Publishers.

Cottam, M.L., Dietz, B. U., Mastors, E.M. & Preston, T (2004). *Introduction to Political Psychology*. Mahwah, NJ: Lawrence Erlbaum.

Cottam, M.L., Dietz, B.U., Mastors, E.M. & Preston, T. (2010) *Introduction to Political Psychology* 2<sup>nd</sup> ed. Psychology Press (Taylor & Francis).

Cottam, M.L., Mastors, E.M. & Preston, T., Dietz, B.(2015) *Introduction to Political Psychology* 3<sup>rd</sup> ed. Routledge.

Cottam, M.L. & Huseby, J.W. (2016) *Confronting al Qaeda: The Sunni Awakening and American Strategy in Iraq*. Rowman & Littlefield

## REPORTS

Cottam, M.L. (2010) *The Sunni Awakening in al Anbar Province, Iraq*. Report submitted to the

United States Department of Defense, August 20, 2010.

## JOURNALS

Co-editor (with Thomas Preston) of a special issue of the *Journal of Contingencies and Crisis Management* December, 1997.

## ARTICLES AND CHAPTERS

Cottam, M.L. & Marenin, O. (1981). "Problems in Cognition and Judgment in Policing," in James Fyfe, (ed.), *Law Enforcement: Contemporary Issues*. Beverly Hills: Sage Research Series on Criminology, Volume 20.

Cottam, M.L. (1985). "The Impact of Psychological Images on International Bargaining: The Case of Mexican Natural Gas" *Political Psychology*, 6, Refereed journal.

Cottam, M.L. (1986). "Responding to Revolution: Why do they Decide to Intervene?" in J. Adelman (ed.), *Superpowers and Revolution*. New York: Praeger.

Cottam, M.L. (1986) "Intervention Decision Making: The Cases of Guatemala and Chile" in J. Adelman (ed.), *Superpowers and Revolution*. New York: Praeger. 1986.

Cottam, M.L. (1989). "Cognition and Bargaining: Peru vs. the MNC's" *Political Psychology*. 10. Refereed journal.

Cottam, M.L. & Marenin, O. (1990) "Predicting the Past: Reagan Administration Assistance to Police Forces in Central America" *Justice Quarterly* (Winter, 1990). Refereed journal.

Cottam, M.L. (1992). "The Carter Administration's Policy Toward Nicaragua: Images Goals and Tactics" *Political Science Quarterly*, Spring, 1992. Refereed journal.

Cottam, M.L. (1992). "Recent Developments in Political Psychology" in M.L. Cottam and S-y Shih (eds) *Contending Dramas*. New York: Praeger.

Cottam, M.L. (1992). "Contending Dramas in American Foreign Policy" in M.L. Cottam and C-y. Shih (eds). *Contending Dramas*. Praeger, 1992.

Cottam, M.L. & McCoy, D. (1998). "Image Change and Problem Representation After the Cold War" co-author Dorcas McCoy, in Donald Sylvan and James Voss (eds), *Problem Representation in Foreign policy Decision Making*. Cambridge: Cambridge University Press.

Cottam, M.L. & Preston, T. (1997). "Introduction" *Journal of Contingencies and Crisis Management*, December, 1997. Refereed journal

Cottam, M.L. & Preston, T. (1997). "Using Simulations in the Classroom" *Journal of Contingencies and Crisis Management*, December, 1997. Refereed journal.

Cottam, M.L. & Marenin, O. (1999). "International Cooperation in the War on Drugs: Mexico and the United States" *Policing and Society*, 1999. Refereed journal

Cottam, M.L. "The Enemy Image" in American Psychological Association (eds.), *Encyclopedia of Psychology*. Cambridge: Cambridge University Press, 1999. Refereed.

Cottam, M.L. & Marenin, O. (2005). "Border Management Issues in NAFTA: The War on Drugs" with Otwin Marenin, *International Criminal Justice Review*, 15: 5-37. Refereed journal.

Cottam, M.L. & Marenin, O. (2005). "Human Security as in Integrating Concept in Peace, Security and Conviviality Studies" in Y. Murakammi, N. Kawamuri, and S. Chiba (Eds.), *Toward a Peaceable Future: Redefining Peace, Security, and Kyosei from a Multidisciplinary Perspective*. Pullman: Thomas S. Foley Institute for Public Policy and Public Service, 2005.

Cottam, M.L. (2006). "Border Management in NAFTA" in M. Caparini and O. Marenin (eds.), *Borders and Security Governance: Managing Borders in a Globalized World*, LIT Verlag-Büro.

Cottam, M.L. (2006). "Questions for Consideration" in Tatsuoi Kunugi (ed), *Toward a New Partnership of the United Nations System and Civil Society*. International Cooperation Research Association.

Cottam, M.L. (2011). "Impediments to Human Security: Social Categories, Privilege, and Violence." In Y. Murakami, N. Kawamura, & S. Chiba (Eds.) *Building New Pathways to Peace*, University of Washington Press.

Cottam, M.L., Baltodano, B., & Garcia, M. (2011) "Cooperation Among the Sandinista Factions in Nicaragua" *Latin American Policies*, 2: 13-31.

## **OTHER**

"Intangibles in Asymmetric Negotiations: The Impact of Political Psychological Factors on Issues and Power Assessment" *International Symposium on Political Negotiations Between Taiwan and Mainland China, Conference Papers*, Volume 1, Graduate Institute of San Min Chu I, National Taiwan University, March, 1998.

Image Theory Interpretive Manual, for Social Science Automation, 2006

## **PROFESSIONAL ACTIVITIES:**

## CONFERENCES

- 1980 International Studies Association (March), discussant on panel, "Cognition and Foreign Policy," Los Angeles, California.
- 1980 American Society of Criminology (November), paper presented with O. Marenin, "Patrolling the Streets: Problems in Perception and Judgment," San Francisco, California.
- 1984 International Studies Association (March) paper written with M. Githens, "Women in Central America: Human Rights as a Revolutionary Force," Atlanta, Georgia.
- 1984 International Studies Association/West (October), paper presented, "Cognitive Explanations of Foreign Policy Decision Making: Old Problems and New Directions," Denver, Colorado.
- 1984 Member of the Fourth delegation of the Faculty for Human Rights in El Salvador and Central America to Honduras, El Salvador, and Nicaragua, June-July.
- 1985 Member of the Central America Study Institute delegation to Guatemala.
- 1985 Paper presentation (with O. Marenin), "Cognitive Processes and Bargaining Between African States and Transnational Corporations" African Studies Association Conference, November, 1985, New Orleans.
- 1987 Presented two papers at the 1987 American Political Science Association annual meeting, "Images and Bargaining: Peru vs. the MNCs" and "Intervention Decision Making: The Interaction of Psychological and Situational Factors" (with E. Thomas Rowe).
- 1987 Presented a paper at the Association of Criminal Justice Sciences annual meeting, "Predicting the Past: Reagan Administration Assistance to Police Forces in Central America" with Otwin Marenin.
- 1987 Invited to participate in the Mershon Center Seminar on "Factors Shaping Foreign Policy Decisions" November, 1987, Ohio State University.
- 1988 Invited to and present a paper at the Mershon Center Seminar on "Factors Shaping Foreign Policy Decisions" January, 1988, Ohio State University.
- 1988 Discussant, 1988 American Political Science Association annual meeting, panel

on psychology and decision making in international politics.

- 1988 Discussant, 1988 North West Political Science Association meeting, panel on US foreign policy in the 1980's.
- 1988 Presented paper, "Predicting the Past: Reagan Administration Aid to Police in Central America" with O. Marenin, at the Criminal Justice Association meeting, San Francisco, April.
- 1990 International Studies Association: Presented a paper "Applying Political Psychology to International Politics"; Chaired a Roundtable on Cognition and International Politics; and acted as a discussant on a panel on superpower intervention. Washington, D.C., April 11-14, 1990.
- 1990 Discussant on two panels at the American Political Science Association Meeting, San Francisco, August 28- Sept. 2, 1990.
- 1990 Present a paper titled "Changing American Perceptions of the Soviet Union: The View from Alaska" and acted as panel chair at the Northwest Political Science Association Meeting in Portland, November 8-11.
- 1991 Presented paper, "Changing Perceptions of the Soviet Union" at the International Studies Association conference in Vancouver, British Columbia, Canada, March 19-23, 1991.
- 1992 Meeting of the Research Training Group of the Mershon Center (Invisible College) Ohio State University, February, 1992, Columbus Ohio.
- 1992 Presentation, "Images and Tactics After the Cold War" before the Invisible College, Columbus, Ohio.
- 1993 International Studies Association: Presented a paper titled "Images and Security in Latin America: Dependent and Enemy Images in the Drug War," Acapulco, Mexico.
- 1994 International Studies Association: Presented paper titled "Image Change and Problem Representation After the Cold War," Washington, D.C., March 30-April 2, 1994.
- 1994 Panel chair, American Political Science Association meeting, New York, Sept. 1-4. 1994.
- 1995 Panel chair on applications of political psychology in international politics, Western Political Science Association meeting, March, 1995.

- 1996 Presentation, "Political Identities and Political Conflict," International Studies Association Meeting, San Diego, April 16-20, 1996. Co-authored with Richard Cottam.
- 1997 Presentation to and debriefing of officers at the InterAmerican Defense College involved in a simulation I helped design, January 16, 1997.
- 1997 Panel discussant, International Studies Association annual meeting, Toronto, March 22-25, 1997.
- 1998 Invited paper, "Intangibles in Asymmetrical Negotiations: Political Psychological Factors in Issue and Power Assessment," The International Symposium on Political Negotiations Between Taiwan and Mainland China, March 21-22, 1998, Taipei, Taiwan.
- 1998 Invited paper, "Problems of Law Enforcement Cooperation Across the Mexico-US Border" co-authored with Otwin Marenin, International Conference on Border Control and Transnational Crime in Europe and the Western Hemisphere, Sponsored by the European Commission and the Center for West European and Canadian Studies, University of Washington, Seattle, Washington, May 8-9, 1998.
- 1999 Chair and discussant, panel on collective action and political change, Western Political Science Association, Seattle, March 24-27, 1999.
- 2000 International Studies Association (Los Angeles, California), paper presentation, "The Degenerate and the Rogue: The War in Kosovo" with Sarkis Mahdasian
- 2000 International Studies Association (Los Angeles, California), paper presentation: "The Impact of Identity on Perceptions of Risk Assessment: Taiwan and Northern Ireland Compared" with Elena Mastors
- 2000 Roundtable participant "Teaching Political Psychology," International Society of Political Psychology (Seattle, WA).
- 2001 International Studies Association (Chicago, February) paper presentation: "Progress and Pitfalls in the Automation of Image Analysis." with Sarkis Mahdasian
- 2001 International Studies Association (Hong Kong, July) paper presentation: "Policing the Global Village: NATFA" with Otwin Marenin
- 2002 Guest Lecturer, Summer Institute in Political Psychology, Ohio State University,

July 25, 2002

- 2002 Invited Speaker, Seminario Internacional sobre la lucha contra las drogas” Secretaria de Relaciones Exteriores, Mexico City, October 28-29, 2002.
- 2003 Paper presentation, “Border Management in NAFTA” March 13, 2003 at Center for the Democratic Control of Armed Forces, Geneva, Switzerland.
- 2004 Paper presentation “Crossing the Threshold: An Exploration of the Escalation of Violence in Inter-Communal Conflicts” co-authored with Michael Infranco, presented at the International Society of Political Psychology conference in Lund, Sweden, July 17, 2004.
- 2006 Paper presentation “Slow Genocide: Life in Urban America and Refugee Camps” with Joe Huseby and Faith Lutze. Presented at the International Society of Political Psychology, Barcelona, Spain, July 12-15, 2006
- 2007 Paper presentation “Building Stronger Images of Leadership: A Framework for Integrating Image Theory and Leader Trait Analysis” with Tom Preston International Studies Association meeting, Chicago, Feb. 28-March 4.
- 2007 Paper presentation “Conflict and Cooperation on the US-Canada Border” Presented at the Academy of Criminal Justice Sciences, Seattle, March 10-14.
- 2007 Paper presentation “Impediments to Human Security: Social Categories, Violence and Privilege” Washington State University/International Christian University conference on Peace, Security and *Kyosei*, April 6, 2007.
- 2007 Paper Presentation “Image Theory and Leadership Trait Analysis: An Integrated Analysis of Bill Clinton and George Bush” with Tom Preston. Presented at the International Society of Political Psychology meeting, Portland, July 4-7.
- 2007 Paper presentation: “Surviving War: The Impact of Committing, Experiencing, and Living with Violence” Paper presented at the International Society of Political Psychology meeting, Portland, July 4-7.
- 2008 Paper presentation: “The Potential Impact of Street Gangs on Political Stability” with F. Lutze and J. Huseby. Presented at the International Society of Political Psychology meeting, Paris, France, July 4-7, 2008.
- 2009 Paper presentation: “Cooperation Among Insurgents” International Studies Association, New York, February 14-17, 2009
- 2009 Paper presentation: “Politicized Gangs” with Joe Huseby, International Society of Political Psychology meeting, Dublin, Ireland, July 12-16.



- 2010 Paper presentation, “Identities and Post-Conflict Security: Nicaragua and Northern Ireland Compared” with Elena Mastors, International Society of Political Psychology meeting, San Francisco, July 7-12.
- 2010 Invited Presenter, Ohio University, “Tribal Identity, War and the Anbar Sunni Awakening in Iraq.”
- 2011 Paper presentation, “The Sunni Awakening in al Anbar Province” International Society of Political Psychology meeting, Istanbul, Turkey, July 8-12.
- 2014 Paper presentation, “Forced Resettlement of Indigenous People in Ethiopia” International Society of Political Psychology conference, Rome, Italy, July 4.

#### **OTHER PROFESSIONAL ACTIVITIES:**

Member of the editorial board of *INTERNATIONAL STUDIES QUARTERLY*, 1990-1995.

Member of the editorial board of *POLITICAL PSYCHOLOGY*, 1998-2005.

#### **LANGUAGES:**

Spanish (good)  
Portuguese (a bit)

#### **COURSES TAUGHT:**

Washington State University: International Relations Theory, International Political Conflict, Seminar in Political Psychology, Introduction to Political Psychology, International Political Economy, Introduction to International Relations, American Foreign Policy, Latin American Politics, Homeland Security, University Honors 350 (Political Violence).

University of Alaska Fairbanks: American Foreign Policy, Political Behavior, Geopolitics, International Political Economy, International Relations, International Law and Organization, Introduction to American Politics.

University of Denver: Graduate Seminars -- American Foreign Policy, American Defense Policy, Bargaining and Decision Making, Superpower Intervention. Undergraduate -- American Foreign Policy, Research Methods.

Goucher College: International Political Economy, Latin American Foreign Policies, The Crisis in Central American, Model United Nations, The Politics of Tripolarity, Political Psychology.

**TEACHING INTERESTS:**

International Politics; International Relations Theory; American Foreign Policy; Political Psychology; Comparative Politics

**TEACHING AWARDS**

Pi Sigma Alpha Outstanding Political Science Professor, 2000, 2004-2005, 2005-2006, 2006-2007

American Political Science Association Outstanding Teaching in Political Science, 2000

United States Naval ROTC Certificate of Appreciation, 2000

Graduate Students of Political Science Outstanding Political Science Teaching Award, 2003-2004

Graduate Students of Political Science Outstanding Political Science Teaching Award, 2005-2006

College of Liberal Arts, Excellence in Graduate Teaching and Mentoring award, 2010.

United States Naval ROTC Certificate of Appreciation, 2011

Graduate Students of Political Science Outstanding Political Science Teaching Award, 2010-2011

**RESEARCH INTERESTS:**

My major theoretical research interests concern the impact of political-psychological factors in intercommunal conflict and violence such as ethnic conflict and nationalism-driven conflict, decision making and negotiations in international politics in general, perceptions in the war on drugs, and border politics. Other areas of research interest include US-Latin American relations.

**FIELD RESEARCH EXPERIENCE:**

1981-1982 My dissertation research involved the development of a survey which was distributed to members of several branches of the foreign policy bureaucracy in Washington, D.C. during the summer of 1981, and personal interviews with current and former officials in the summer of 1982.

- 1984, 1985 I conducted interviews with United States officials, government officials and non-governmental actors in Honduras, El Salvador, and Nicaragua during the summer of 1984 and in Guatemala during the summer of 1985.
- 1986-1989 While at the University of Denver I was part of a five and then two person team conducting research on superpower interventions. This research was funded by a total of \$300,000 in foundation grants from 1986-1989.
- 1990 During the summer of 1990 I interviewed Alaskans involved in trade and social exchanges with the Soviet Union in a study of changing American perceptions. I also conducted a number of experiments with university students to study perceptual change.
- 1997 During my sabbatical I conducted interviews with US, Mexican and Colombian officials involved in international narcotics control policy.
- 2002-2003 Interviews along the US-Canada and US-Mexico borders with border control officials concerning the war on drugs. Interviews in Ciudad Juarez regarding drug trafficking and violence.
- 2005 Interviews in Canada regarding field burning smoke effects from the US.
- 2008 Interviews with former revolutionaries in Nicaragua, July 17-August 8.
- 2009 Interviews with Americans associated with the Sunni Awakening
- 2010 Interviews with Iraqi Sheikhs and prominent businessmen who led the Awakening.
- 2013 Field research in Ethiopia
- 2015 Field research in Nicaragua

#### **GRANTS:**

- 1986-1989 As one of a five member 'Global Conflict' faculty research team at the Graduate School of International Studies, received two two-year grants totaling \$300,000 from the PEW and Ford Foundations to undertake a comparative study of superpower intervention.
- 1995 Meyer grant, awarded to conduct a workshop on the uses of simulations in teaching, \$4,600.

- 2004            Initiation of Collaboration Grant, WSU, \$7,300.
- 2008            Meyer grant to conduct research in Nicaragua, \$5,000
- 2009-2010      Research contract with the Defense Policy Analysis Office, \$138,195.00

**Professional Associations:**

International Studies Association  
International Society of Political psychology

**REFERENCES**

Richard Herrmann, Chair  
Department of Political Science  
1501 Neil Ave.  
Ohio State University  
Columbus, OH 43201  
Herrmann.1@osu.edu

Thomas Preston, Director  
School of Politics, Philosophy, and Public Affairs  
Washington State University  
Pullman, WA 99164-4880  
[tpreston@wsu.edu](mailto:tpreston@wsu.edu)

Colonel Jeffrey Smith, PhD, US Air Force  
Commandant and Dean  
School of Advanced Air and Space Studies  
Maxwell Air Force Base  
Montgomery, AL 36112  
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Margaret Hermann, Director  
Moynihan Institute of Global Affairs  
Syracuse University  
Syracuse, NY 13244  
mgherman@maxwell.syr.edu