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# CONTENTS

No. 1—OCTOBER 1977

- Minority Nationalities in China's  
Yunnan Province: Assimilation, Power,  
and Policy in a Socialist State *Dorothy J. Solinger* 1
- On Peasant Revolution and National  
Resistance: Toward a Theory of Peasant  
Mobilization and Revolutionary War  
with Special Reference to Modern China *Ralph Thaxton* 24
- A Foreign Policy Model of U.S.  
Bilateral Aid Allocation *R. D. McKinlay  
and R. Little* 58
- Negotiation as a Management Process *Gilbert R. Winham* 87
- RESEARCH NOTE
- Cognitive Maps of Three Latin American  
Policy Makers *Jeffrey A. Hart* 115
- REVIEW ARTICLE
- From Revolution to Post-Revolution:  
How Much Do We Really Know about  
Yugoslav Politics? *Susan L. Woodward* 141

No. 2—JANUARY 1978

- Cooperation under the Security Dilemma *Robert Jervis* 167
- Compulsion and Social Change:  
Is Authoritarianism the Solution to India's  
Economic Development Problems? *Francine R. Frankel* 215
- RESEARCH NOTE
- Anarchy and Social Choice:  
Reflections on the International Polity *Oran R. Young* 241
- REVIEW ARTICLES
- Urban Political Development *Henry Bienen  
and Michael N. Danielson* 264
- Rationalist Theories of Politics:  
A Midterm Report *Ronald Rogowski* 296

No. 3—APRIL 1978

- Minority Nationalist Movements and  
Theories of Political Integration *Anthony H. Birch* 325
- Rationality at the Brink:  
The Role of Cognitive Processes  
in Failures of Deterrence *Jack L. Snyder* 345
- A New Brezhnev Doctrine: The Restructuring  
of International Relations *R. Judson Mitchell* 366
- Chinese Conflict Calculus and Behavior:  
Assessment from a Perspective of  
Conflict Management *Steve Chan* 391
- RESEARCH NOTE
- Political Convergence:  
An Empirical Assessment *Daniel N. Nelson* 411
- REVIEW ARTICLES
- Professor Renzo De Felice  
and the Fascist Phenomenon *A. James Gregor* 433
- The Global Logic of the  
Neoconservatives *Fouad Ajami* 450
- The Emerging Morphology of the  
World's Legislatures *Samuel C. Patterson* 469

No. 4—JULY 1978

- Decision Process, Choice, and Consequences:  
Israel's Deep-Penetration Bombing  
in Egypt, 1970 *Avi Shlaim  
and Raymond Tanter* 483
- Japan's Multinational Enterprise:  
The Political Economy of Outward  
Dependency *Terutomo Ozawa* 517
- Great Britain: The Illusion of  
Governmental Authority *Norman H. Keehn* 538
- REVIEW ARTICLES
- Religion, Political Culture,  
and the Weberian Tradition *David D. Laitin* 563
- Industrial Modernization and Political  
Change: A Latin American Perspective *David Collier* 593
- Soviet Views of "The Scientific-Technological  
Revolution" *Erik P. Hoffmann* 615

# WORLD POLITICS

VOL. XXX

October 1977

No. 1

## CONTENTS

- Minority Nationalities in China's  
Yunnan Province: Assimilation, Power,  
and Policy in a Socialist State *Dorothy J. Solinger* 1
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Resistance: Toward a Theory of Peasant  
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Policy Makers *Jeffrey A. Hart* 115
- REVIEW ARTICLE
- From Revolution to Post-Revolution:  
How Much Do We Really Know about  
Yugoslav Politics? *Susan L. Woodward* 141
- The Contributors iv
- Abstracts v

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## ABSTRACTS

### MINORITY NATIONALITIES IN CHINA'S YUNNAN PROVINCE: ASSIMILATION, POWER, AND POLICY IN A SOCIALIST STATE

By D. J. SOLINGER

The varying experiences of different minority groups in China's Yunnan province are analyzed in light of the power resources that each possesses. The size, location, and impregnability of the group account for whether or not it can exert leverage on the regime in attempting to obtain cultural, political, and economic benefits. The author found that a group's assimilability, or its propensity to change its cultural traits, is negatively correlated with its numbers, with living in an isolated territory, and with its impregnability. The treatment the group has received under the People's Republic is dependent upon the same three power resources, as affected by the regime's policy and goals. For example, efforts have been made toward the political integration of groups whose main power resource is numbers, while the regime's main goal, when faced with groups whose principal resource is impregnability, has been to maintain civic peace.

### ON PEASANT REVOLUTION AND NATIONAL RESISTANCE: TOWARD A THEORY OF PEASANT MOBILIZATION AND REVOLUTIONARY WAR WITH SPECIAL REFERENCE TO MODERN CHINA

By R. THAXTON

A longstanding thesis on the Chinese revolution is that the peasants embraced the Communist movement because the brutalization by the invading Japanese Army aroused the village people, making it possible for the Communist Party to organize them and to appeal to their nationalist aspirations. A theoretical exploration of peasant mobilization and revolutionary war in the T'aihang Mountain-North China Plain revolutionary base suggests different reasons. The peasants there embraced the Communist movement mainly because the Communist Party 8th Route Army helped them regain their basic rights to subsistence in their struggles with landlords and local governments before the Japanese invasion. The armies of the Japanese and the Kuomintang exerted tremendous pressures on the peasant movements in the base area, and there was a negative correlation between the presence of these intruding forces and the emergence of a viable Communist political order. The revolutionary army won the War of Resistance and the War of Liberation largely by averting and ameliorating the burdens the peasants were encountering. In all of the revolutionary processes, the peasants placed greater value on the performance of the party in enhancing their livelihood than on the nationalist propaganda of the revolutionary movement.

### A FOREIGN POLICY MODEL OF U.S. BILATERAL AID ALLOCATION

By R. D. MCKINLAY and R. LITTLE

Two views, founded on divergent rationales, have been used to explain the allocation of official bilateral aid. One view explains the allocation of aid in terms of the humanitarian needs of the recipient, the other in terms of the foreign policy interests of the donor. Although the foreign policy view is now clearly dominant, it has not been developed systematically. This paper initially develops an analytic foreign policy model of aid allocation. The model suggests that the provision of aid leads to the establishment of commitment and dependency, enabling the donor to realize certain foreign policy utilities. These utilities in turn allow the donor to pursue its interests. These interests may be ordered into five substantive foreign policy models. The main research objective of the paper is to test these models in the context of U.S. aid by making a cross-national, longitudinal study of the distribution of U.S. aid over the years 1960-1970. We find that the foreign policy model which best explains the allocation of U.S. aid is one that is consonant with the political interpretation of imperialism.

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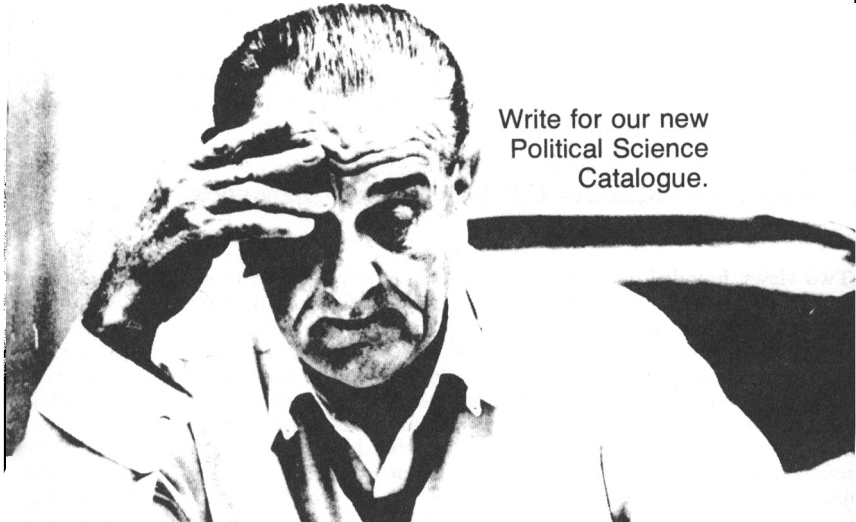
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## NEGOTIATION AS A MANAGEMENT PROCESS

By G. R. WINHAM

Modern international negotiation is evolving toward a managerial process and away from a classical dispute-settlement procedure. Negotiation between governments is becoming the functional equivalent of bureaucracy within governments, and it is designed to increase orderly decision making and reduce uncertainty in the international society. Theories of bargaining and diplomatic representation are less useful in understanding modern large-scale negotiation than are theories about the management of information, or theories about how individuals develop common perceptions in complex situations. Concepts that help to explain modern negotiation are: problem-solving search, which emphasizes the development of relationships or hierarchies in complex data; programmed operations, which emphasize the tedious trial-and-error process of building agreement; and final agreement, which emphasizes the reformulation of problems.

## COGNITIVE MAPS OF THREE LATIN AMERICAN POLICY MAKERS

By J. A. HART

Cognitive maps are representations of the causal beliefs or assertions of a specific individual. Maps of three Latin American policy makers (Carlos Andrés Pérez, Roberto de Oliveira Campos, and Aurelio de Lyra Tavares) suggest new hypotheses and ways of comparing maps across individuals: (1) individuals with broader political responsibility may have more complicated maps with respect to numbers of goals and policies, but less complicated maps with respect to *linkages* between policies and goals, than individuals with narrower responsibility; (2) maps of different individuals can and should be compared with respect to the degree to which they make (or fail to make) distinctions among related concepts; and (3) maps can be used to predict the future policies of individuals, and should be used in this way to test the theoretical potential of the approach.

## FROM REVOLUTION TO POST-REVOLUTION:

HOW MUCH DO WE REALLY KNOW ABOUT YUGOSLAV POLITICS?

By S. L. WOODWARD

This review of eight recently published works on Yugoslavia suggests that although information about the country is constantly increasing, the conceptual approach of social scientists continues to limit our understanding of its politics. Focusing on a variety of problems of interpretation that arise out of the concept of ideology in each work, the author offers alternative interpretations of Yugoslav politics and assesses the current state of our knowledge.

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