Replication of "Perceived Motives of Public Diplomacy Influence Foreign Public Opinion"

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Description

- Although many countries engage in public diplomacy, we know relatively little about the conditions under which their efforts create foreign support for their desired policy outcomes. Drawing on the psychological theory of "insincerity aversion," we argue that the positive effects of public diplomacy on foreign public opinion are attenuated and potentially even eliminated when foreign citizens become suspicious about possible hidden motives. To test this theory, we fielded a survey experiment involving divergent media frames of a real Russian medical donation to the U.S. early in the COVID-19 pandemic. We find that an adapted news article excerpt describing Russia's donation as genuine can decrease American citizens' support for sanctions on Russia. However, exposing respondents to information suggesting that Russia had political motivations for their donation is enough to cancel out the positive effect. Our findings suggest theoretical implications for the literature on foreign public opinion in international relations, particularly about the circumstances under which countries can manipulate the attitudes of other countries' citizens.

About data

- This replication package includes the files to generate all the results reported in this article and its Supplementary Materials.

Files included in this package:

- `README.md`
- `README.pdf` – generated by `README.md`
- `R.Rproj` (for RStudio)
- renv (folder)
  - Files generated by the `renv` package (version 0.16.0)
  - See https://rstudio.github.io/renv/index.html.
- data (folder)
  - Data used for replication
- figures (folder)
  - All files are generated by the scripts in the `analyze/scripts` folder
- documents (folder)
  - Relevant documents, including codebook, for this project
- scripts
  - R scripts for complete replication

Remarks:

- If you use RStudio, click `R.Rproj` to launch RStudio and set the working directory automatically.
- If you do not use RStudio, manually set the working directory, which is the folder that includes `R.Rproj`.

Program:

- `R` (version 4.2.1)

Additional programs required:

- `tidyverse` (version 1.3.2)
- `ggthemes` (version 4.2.4)
- `estimatr` (version 1.0.0)
- `patchwork` (version 1.1.2)
- `lubridate` (version 1.9.0)
- `stargazer` (version 5.2.3)
- `readxl` (version 1.4.1)
- `texreg` (version 1.38.6)

Process of replication:

- If you use RStudio, install `renv` (a package to create reproducible environments). Then, type `renv::restore()` to restore a project's dependencies from a lockfile. If you do not use RStudio, install the packages manually.
- Then, run the scripts sequentially.

Most recent date of successful replication December 16, 2022