

Acknowledgments

This book would not be possible without the support and guidance of many people. I owe a large debt of gratitude to Joseph Grieco and Tim Bütthe for their extensive and repeated feedback on various drafts of this work, as well as for their continued guidance throughout this process. Thank you also to Alexander Downes, Christopher Gelpi, Bruce Jentleson, and Peter Feaver for their many years of support.

Over the years, many other people provided invaluable feedback on portions of this book. Thank you to Bill Boettcher for his extensive comments on early drafts of the experiments presented in chapters 2 and 3. Amanda Murdie, James Scott, Thomas Preston, Wesley Renfro, and Steven Redd each gave me incredibly helpful feedback and notes on what would eventually become chapter 2. Thank you also to Keren Yarhi-Milo for reading an early draft of the manuscript and providing her comments, particularly on the theoretical contribution of the work. At Colgate, I am fortunate to be surrounded by wonderful colleagues. Thank you to Noah Dauber, Ed Fogarty, Dominika Koter, Navine Murshid, Illan Nam, and other members of the Junior Faculty Research Colloquium for their comments on the introduction and chapter 1. I also owe a great deal of thanks to Valerie Morkevicius for reading and providing extensive notes on a full draft of the manuscript before its submission. Thank you to my senior colleagues at Colgate, including Tim Byrnes, Fred Chernoff, and Nina Moore, for their support and guidance throughout this process. Thank you also to Cynthia Terrier for her assistance in many ways. Many other colleagues outside of my institution helped me with the writing of this book, whether by letting me bounce ideas off them or by providing support. This includes Jonathan Brown, Marina Henke, Jonathan Markowitz, and Eleonora Mattiaci, among

others. My apologies to those whom I forgot to mention here. Thank you also to the archival staff at the Eisenhower Presidential Library for their help in locating and retrieving key documents central to the argument in chapter 4. Portions of chapter 2 were published as “Signaling Resolve: Leaders, Reputations, and the Importance of Early Interactions,” *International Interactions* 44, no. 1 (2018): 59–87, www.tandfonline.com.

I want to thank the series editors and reviewers for their extensive and constructive feedback. This book would not be what it is today without their fantastic comments, which greatly improved the manuscript. Thank you also to Roger Haydon for his detailed comments on various portions of this book and for his assistance throughout the process. This book would also not be possible without the financial support of several institutions. Thank you to the Duke University Graduate School, Duke University’s Social Science Research Institute, the Duke Program for the Study of Democracy, Institutions, and Political Economy, and the Robert K. Steel Fellowship Endowment at Duke University for funding to conduct the experiments presented in this book. Thank you also to Colgate University and Colgate’s Faculty Research Council for funding to support additional experimental surveys that served as critical robustness checks and for financial support to defray the costs of archival research. Thank you as well to the Eisenhower Foundation for its generous financial support to conduct research at the Eisenhower Presidential Library.

Finally, I would like to thank my family—to whom I dedicate this book. To my parents, Ann and Chris, thank you for always believing in me and for encouraging me to pursue my intellectual curiosity. Thank you also for all the sacrifices you have made for me. To my husband, Cosmin, thank you for your unwavering and total support. This is for you.

Reputation for Resolve

