

Timo Alexander Graf

The Clash of Perceptions

Testing the "Clash of Civilizations" with Global Survey Data



	Foreword	17
Ι	General Introduction	
1.	The "Clash of Civilizations"	19
2.	Previous Empirical Tests of the "Clash of Civilizations"	20
	The Need for a Re-Examination of the "Clash of Civilizations"	21
4.	The Need for an Alternative Outcome Measure	23
5.	The "Clash of Perceptions"	26
	Research Questions	27
	Methodology	30
	7.1 Proposed Macro-Level Analysis	32
	7.2 Proposed Micro-Level Analysis	32
	7.3 Experiment vs. Survey: Advantages and Disadvantages	33
8.	Goals of the Study	34
	Overview of the Study	35
II	The "Clash of Civilizations:" A Review of Theory and Evidence	
1.	Introduction	37
2.	What are "Civilizations"?	38
	2.1 Civilizations vs. Civilization: A Clarification	39
	2.2 Civilizations: Cultures Writ Large and Imagined Communities	39
	2.3 The Nature of Civilizational Identities	40
	2.4 The Meaning of Civilizational Identification	41
	2.5 Identifying Civilizations	42
	2.6 The Structure of Civilizations	45
	2.7 Driving Factors: Culture vs. Power	46
	2.8 Section Summary	48
3.	What Does Huntington Mean by "Clash"?	48
4.	The Central Hypotheses of the "Clash of Civilizations"	50
	4.1 The Predicted Pattern of Intercivilizational Relations	50
	4.2 What Drives the "Clash of Civilizations" at the Macro Level?	53
	4.3 The West versus "the Rest"?	55

	Why Should Intercivilizational Relations be Prone to Conflict? Previous Empirical Tests of the "Clash of Civilizations" 6.1 Clash of Civilizations? 6.2 The West versus "the Rest"?	57 60 63 64
	6.3 The West versus the Islamic Civilization?	65
	6.4 The West versus the Sinic Civilization?	66
	6.5 Critical Summary of Previous Empirical Tests of the CoC	67
III	Theoretical Framework: From "Clash of Civilizations" to "Clash of Perceptions"	
1	Introduction	69
	Why Should We Test the CoC with Perceptions as the Outcome Measure?	
۷,	2.1 The "Clash of Perceptions" from Huntington's Point of View	71
	2.2 The Limitations of Violence as an Outcome Measure	72
	2.3 The Global Public Sphere and the Changing	12
	Nature of Public Diplomacy	74
	2.4 The Effect of Public Opinion on (Foreign) Policy-Making	76
	2.5 The Contextual Need for Cognitive Heuristics	77
	2.6 Individual-Level Consequences of Out-Group Perceptions	78
	2.7 The CoC as a Frame and Self-Fulfilling Prophecy	81
3.	Conceptualizing the Dependent Variable: Out-Group Perceptions	83
	3.1 Stereotype Content Model	83
	3.2 Image Theory	86
	3.3 Comparing the Structure of Images and Stereotypes	90
	3.4 Synthesis	91
4.	Theoretical Framework of the Macro-Level Analysis	92
	4.1 Huntington: The "Cultural" Factor	95
		101
	· · · · · · · · · · · · · · · · · · ·	105
	0 1	108
	e ,	109
_		110
5.	,	111
	0 , 1	113
	1	117117
		117
	J. 2. 2 OUCIAI IUCIIIILY TIICUIY	110

	5.2.3 Social Categorization Theory	121
	5.2.4 Uncertainty Identity Theory	123
	5.2.5 A Word on the Salience of Civilizational Identities	124
	5.3 The Intergroup Context	125
	5.3.1 Stereotype Content Model	125
	5.3.2 Image Theory	126
	5.3.3 A Brief Comment on Image Theory and SCM	129
	5.4 Direct Intergroup Contact	130
	5.5 The Effect of the Mass Media	133
	5.5.1 The Role of the Mass Media in the Sociocultural Approach	
	to Studying Stereotypes	134
	5.5.2 Mass Mediated Representations of Intergroup Contact	
	as Vicarious Contact	135
	5.5.3 The Attribute Agenda-Setting Function of the Mass Media	138
	5.6 Integrative Model Proposed for Empirical Testing	141
13.	Z. M T I A. I	
IV		
	"Clash of Perceptions" at the Macro Level?	
1.	Introduction	145
2.	The PEW Global Attitudes Project 2007	146
3.	Measuring Perceptions of Foreign Countries with the GAP 2007	149
4.	Proposed Analyses	152
	4.1 Descriptive Analysis	152
	4.2 Multivariate Analysis	153
	4.3 Differences between the Descriptive and the Multivariate Analyses	153
5.	Constructing the Dependent Variables	155
	5.1 Descriptive Analysis	155
	5.2 Dyadic Regression Analysis	157
6.	Descriptive Analysis: The Nature of Intercivilizational Perceptions	159
	6.1 The Observed Pattern of Intercivilizational Public Perceptions	160
	6.2 "Clash of Perceptions" Without Core States?	165
	6.3 To What Extent Was Huntington Right?	168
	6.4 Focusing on the "Big Players"	169
7.	Multivariate Analysis: Testing the Key Hypotheses of the CoC	171
	7.1 Variables in the Analysis	171
	7.1.1 Dependent Variable	172
	7.1.2 Control Variables	172

	7.1.2.1 Superpower Involvement	172
	7.1.2.2 Joint Democracy	173
	7.1.2.3 Cold War Opposition	173
	7.1.2.4 Direct Contiguity	176
	7.2 Testing Hypothesis 1: Clash of Civilizations?	176
	7.2.1 Descriptive Analysis	176
	7.2.2 Multivariate Analysis	178
	7.3 Testing Hypothesis 2: West vs. Rest?	180
	7.3.1 Descriptive Analysis	181
	7.3.2 Multivariate Analysis	181
	7.4 Testing Hypothesis 3: West vs. Islam and West vs. Sinic?	183
	7.4.1 Descriptive Analysis	183
	7.4.2 Multivariate Analysis	184
8.	Discussion of Findings	185
	8.1 Is There a "Clash of Perceptions" Along	
	the Lines of Huntington's CoC?	185
	8.2 What Drives the Conflict Potential of	
	International Public Perceptions?	187
	8.3 Is the West the "Focal Point" of Intercivilizational Conflict?	190
	8.4 Are Western-Islamic and Western-Sinic Perceptions	
	Particularly Conflict-Prone?	192
\mathbf{V}	Micro-Level Analysis: Individual-Level Determinants of	
•	Civilizational Out-Group Images	
1.	Introduction	195
2.	The Survey	196
	2.1 Why Use Amazon MTurk?	197
	2.2 Who Are the "Workers"?	198
	2.3 Payment and Data Quality	199
	2.4 Ensuring Data Quality	201
	2.5 Structure of the Survey	201
	The Sample	203
4.	Measures	205
	4.1 Out-Group Images	205
	4.1.1 Operationalization	205
	4.1.2 Model Fit and Scale Reliabilities	209

	4.1.3 Convergent Validity	210
	4.2 In-Group Identification	210
	4.2.1 Operationalization	211
	4.2.2 Model Fit and Scale Reliability	214
	4.2.3 Convergent Validity	214
	4.3 Direct Intergroup Contact	215
	4.4 Perceived Cultural Distance	215
	4.5 Perceived Relative Power	215
	4.6 Perceived Current Intergroup Relations	216
	4.7 Perceived Mass Mediated Image	216
5.	Descriptive Analysis	216
	5.1 Group Images	216
	5.2 Identification with the Civilizational In-Group	219
	5.3 Direct Intergroup Contact	221
	5.4 Perceived Current Intergroup Relations	223
	5.5 Perceived Cultural Distance	223
	5.6 Perceived Relative Power	224
	5.7 Perceived Mass Mediated Image	224
5.	Multivariate Analysis	225
	6.1 Model Fit	225
	6.2 The Effect of In-Group Identification on Out-Group Images	226
	6.3 The Effect of Direct Intergroup Contact on Out-Group Images	227
	6.4 The Perceived Intergroup Context and	
	Its Effects on Out-Group Images	228
	6.5 The Effects of Mass Mediated Images	229
	6.6 Explained Variance	231
7.	Discussion of Findings	231
	7.1 Out-Group Images Roughly Conform	
	to Huntington's Expectations	231
	7.2 In-Group Identification Matters But Its Effect is	
	More Complicated than Expected	232
	7.3 Perceived Intergroup Relations Emerge as the Strongest Predictor	234
	7.4 Perceived Cultural Distance as an Additional Threat Assessment	235
	7.5 Perceived Relative Power Only Affects the	
	Images of "Poor" Out-Groups	236
	7.6 The Effect of Intergroup Contact Matters, Most of the Time	237
	7.7 Media Representations Matter, Especially When	
	Direct Intergroup Contact is Lacking	237

VI General Discussion and C	Conclusion
-----------------------------	------------

1.	Introduction	239
2.	Is there a "Clash of Perceptions" at the Macro Level? (Hypothesis 1)	241
	Is the West the "Focal Point" of Clashing Perceptions? (Hypothesis 2)	242
	Are Western-Sinic and Western-Islamic Public Perceptions	
	Particularly Conflict-Prone? (Hypothesis 3)	244
5.	What Determines the Conflict Potential of International	
	Public Perceptions?	245
	5.1 Superpower Involvement	245
	5.2 Direct Contiguity	246
	5.3 Joint Democracy	247
	5.4 Cold War Legacy?	247
6.	"Clash of Superpowers"?	249
	Exploring the Social-Psychological Underpinnings of the CoC	250
	7.1 Civilizational In-Group Identification	251
	7.2 Perceived Intergroup Relations	253
	7.3 Direct Intergroup Contact	254
	7.4 Mass Mediated Images	255
8.	Is the "Clash of Civilizations" a Self-Fulfilling Prophecy?	256
	Practical Implications	258
	9.1 Practical Implications for Public Diplomacy	259
	9.1.1 US-Muslim Public Perceptions	259
	9.1.2 China-US Public Perceptions	261
	9.1.3 Western European Public Perceptions of China	262
	9.1.4 Sino-Japanese Public Perceptions	262
	9.2 Improving Images	263
	9.2.1 Direct Intergroup Contact	263
	9.2.2 Mass Media	264
10	. Methodological Reflections	266
	10.1 Using Crowdsourcing for Survey Research	266
	10.2 The Universal Image Scale	266
11	. Shortcomings and Suggestions for Future Research	267
	11.1 The Time Factor	267
	11.2 The MTurk Sample	268
	11.3 Need for Multilevel Analyses?	268
	11.4 Greater Complexity at the Individual Level	269

Table of Conter	ts 11
-----------------	-------

11.5 More Fine-Grained Analyses of Perceptions	
of Intergroup Conflict	269
11.6 More Conflict Out There?	270
11.7 When Intergroup Contact is Lacking:	
The Power of the Mass Media	271
References	

Foreword

One of the most popular, influential, and controversial paradigms for explaining international and intergroup conflict in the post-Cold War era has been the "Clash of Civilizations" by Samuel P. Huntington, which emphasizes the importance of cultural identification as a determinant of conflict. The post-Cold War era has indeed been rife with international conflicts, many of which – from the Kosovo war, through the wars in Afghanistan and Iraq, to the war in Ukraine – have been interpreted as evidence in support of Huntington's "Clash of Civilizations." Since its first publication in 1993, Huntington's work has been cited almost 35,000 times and has been translated into no less than 39 languages. What is more, there is empirical evidence to suggest that the global mass media have promoted the "Clash of Civilizations" as a popular frame for interpreting global conflict phenomena, thus establishing its salience outside academia. Precisely because of its popularity, however, it is feared that the "Clash of Civilizations" could one day become a self-ful-filling prophecy by shaping people's perceptions, which may translate into actions.

But do people really think along the lines of Huntington's "Clash of Civilizations"? Are the mutual public perceptions of Muslims and Westerners truly antagonistic? Is the Western civilization the focal point of perceived conflict? What role does cultural identification play in shaping the stereotypes of cultural out-groups and foreign countries? By answering these questions, the "Clash of Perceptions" offers not only a new perspective on our understanding of the "Clash of Civilizations" and its potential impact around the world, but it also provides new insights into the very causes of international and intergroup conflict. Significantly, researching people's perceptions helps to find ways for intervention and perhaps even conflict prevention.

The historical and social scientific analysis of international conflict has traditionally been one of the primary research foci of the *Zentrum für Militärgeschichte und Sozialwissenschaften der Bundeswehr* (ZMSBw, Bundeswehr Center of Military History and Social Sciences). However, with international relations becoming increasingly tense and fragile in recent years, the ZMSBw recognizes the need to intensify its research on current issues of international conflict and security even further. The social scientists at the ZMSBw conduct important research in this regard as they generate implications for policymakers and scholars alike. Bearing these thoughts in mind, it becomes evident that the "Clash of Perceptions" fits the research agenda of the ZMSBw perfectly.

With its interdisciplinary and holistic research approach, the "Clash of Perceptions" exemplifies the social scientific competence of the ZMSBw in the best way possible. Hence, I would like to congratulate the author on his work,

18 Foreword

which demonstrates methodological excellence and sophistication across various disciplines, develops a truly integrative theory, and provides a rare empirical test at the global level. Moreover, the findings are highly relevant to many of today's discourses about international conflict. Finally, I would like to thank the publications department at the ZMSBw for the outstanding job in copy-editing, designing the tables and illustrations, and for realizing this publication in the book series "Social Science Studies."

I hope that the "Clash of Perceptions" will be well received within the academic and policy communities.

Captain (Navy)
Dr. Jörg Hillmann
Commanding Officer
Bundeswehr Center of Military History and Social Sciences

I General Introduction

1. The "Clash of Civilizations"

The Cold War with its inherent logic of bipolarity and power politics had dominated both academic research and practical thinking about international relations for four decades when it came to an end in 1989. At the time, one of the most prominent visions of what the post-Cold War era in international politics could look like was formulated by Francis Fukuyama who predicted the absolute and global victory of economic and political liberalism, which was expected to herald a less conflict-prone era in international relations (Fukuyama, 1989 & 1992). However, Samuel P. Huntington challenged this very notion as early as 1993 with an article entitled "The Clash of Civilizations?" (Huntington, 1993), which was welcomed at first as a "useful corrective to 'the end of history' optimism" (Rosecrance, 1998: 980). Huntington proposed the original idea that in the post-Cold War era culture in general and cultural identification in particular would replace ideology as the primary determinant of intergroup relations in general and international relations in particular to the effect that the relations between groups and states belonging to different cultural spheres or "civilizations" would be more conflict-prone than the relations between groups and states that belong to the same civilization. So, contrary to Fukuyama's optimism, Huntington predicted a future far more conflictual. For him, the end of the Cold War meant neither the end of history nor conflict but a new era of intergroup and interstate conflict shaped by cultural identities. States and groups would continue to fight over territory, material resources, and political influence but the alliances and antagonisms in this new era would be primarily determined by cultural identities.

Huntington's proposition of a "Clash of Civilizations" (CoC) was received with considerable attention by academics, policymakers, and the mass media alike. Some even went as far as saying that it "sent shockwaves around the world" (Hassner, 1997: 63). Only three years after the article, Huntington published the book "The Clash of Civilizations and the Remaking of World Order" (Huntington, 1996), which provided a more detailed account of the envisioned CoC. To date, the article and the book together have been cited more than 37,000 times, contributing to Huntington's status as one of the most cited political scientists of all times. As well, the book has been translated into no less than 39 languages.

¹ Citation count according to Google Scholar as of February 1, 2019.

20 General Introduction

In recent years, both academics and the mass media alike have drawn on Huntington's ideas in an effort to explain (or frame) events such as: the terrorist attacks of September 11, 2001 (Abrahamian, 2003; Kibble, 2002; Kim, 2009; Powell, 2011); the so called Muhammad Cartoon Controversy of 2005/2006 (Eide et al., 2008; Hussain, 2007; Powers, 2008); the terror inflicted upon European nations by the so called "Islamic State" (Poulus, 2016; Rachman, 2015); and the ongoing conflict between Ukraine and Russia that began with Russia's invasion and annexation of Crimea in 2014 (Eran, 2015; Hirsh, 2014; Johnson, 2014; Merry, 2014). Some even argue that the CoC presents a particularly powerful political myth, perhaps "the most powerful of our epoch" (Bottici & Challand, 2006: 322; see also Bottici & Challand, 2010). And while its visibility in the mass media has diminished since 2004 and especially after the death of its author in 2008, the CoC "remains a significant mediated construct, providing a dominant interpreting mechanism of global conflict phenomena" (Bantimaroudis, 2015: 83). More than 20 years have passed since the CoC was first published and yet "it remains a theory with which serious engagement ought to be made" (Barker, 2013: 5).

2. Previous Empirical Tests of the "Clash of Civilizations"

Notwithstanding its intellectual impact and enduring popularity, however, most empirical analyses to date have produced evidence that appears to contradict Huntington's most central hypothesis: intercivilizational conflict is not more likely than intracivilizational conflict. In fact, some empirical studies show that countries belonging to the *same* civilization are in fact *more likely* to be involved in interstate conflict with each other than countries belonging to different civilizations.²

Albeit the empirical evidence against the CoC appears, on the whole, to be rather conclusive, it is actually very constricted in its perspective. This is so because "scholarly work that has tested Huntington's theoretical predictions has focused exclusively on patterns of militarized interstate dispute, interstate and civil war" (Neumayer & Plümper, 2009: 712). Although intergroup and interstate conflict may also find expression in countless non-violent manifestations, previous empirical tests of the CoC have focused on the most extreme and the rarest manifestation of intergroup conflict: violence.

While it is true that Huntington writes about violent conflict between civilizations, especially between the West and Islam, he does not restrict his discussion (and conception) of the "clash" to violent behavior alone. In fact, Huntington does

² See also Senghaas (2002) and Bilgrami (2003) on the idea of a "clash within civilizations."