1. Record Nr. UNINA9910790995703321 Autore Shore Zachary Titolo A sense of the enemy: the high stakes history of reading your rival's mind / / Zachary Shore Pubbl/distr/stampa Oxford, [England];; New York, [New York]:,: Oxford University Press, 2014 ©2014 **ISBN** 0-19-998739-4 0-19-998738-6 Descrizione fisica 1 online resource (267 p.) Classificazione HIS027060HIS037030 Disciplina 320.01/9 Soggetti Political leadership - Psychological aspects Heads of state - Psychology Enemies - Psychology Psychology, Military Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Includes bibliographical references and index. Nota di bibliografia Nota di contenuto Cover; Contents; Introduction: Seeking Strategic Empathy; 1. The Conscience of an Empire: Gandhi and the British Character; 2. Arming Your Enemy: Stresemann's Maneuver, Act I; 3. Steady on the Tightrope: Stresemann's Maneuver, Act II; 4. Stalin the Simulator: The Problem of Projected Rationality; 5. A Rendezvous With Evil: How Roosevelt Read Hitler; 6. Hanoi's New Foe: Le Duan Prepares for America; 7. Counting Bodies: The Benefits of Escalation; 8. The Continuity Conundrum: When the Past Misleads; 9. Number Worship: The Quant's Prediction Problem; Conclusion Afterword: Fitting In: Some Thoughts on Scholarship, Sources, and MethodsAcknowledgments; Notes; Select Bibliography; Index Sommario/riassunto More than two thousand years ago the Chinese strategist Sun Tzu advised us to know our enemies. The question has always been how. In A Sense of the Enemy, the historian Zachary Shore demonstrates that leaders can best understand an opponent not simply from his pattern

of past behavior, but from his behavior at pattern breaks. Meaningful pattern breaks occur during dramatic deviations from the routine, when

the enemy imposes costs upon himself. It's at these unexpected moments, Shore explains, that successful leaders can learn what makes their rivals truly tick. Shore presents a uniquely reveal