1.	Record Nr.	UNINA9910816094003321
	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.
	Nota di bibliografia	Includes bibliographical references and index.
	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