

## OUTLINE OF LECTURE 8: DETERRENCE AND COMPELLENCE

### 1. The strategic use of force

- brute force
- strategic coercion (latent use of force)
- examples: Mongols, Romans

### 2. Deterrence

- persuade opponent not to initiate action
- passive, indefinite duration
- hard to know if success is due to deterrence
- make status quo good and issue a threat
- strategies: glass plate (trip-wire) to counter salami tactics

### 3. Compellence

- persuade opponent to stop/change action
- active, definite deadline
- easier to know if success is due to compellence
- make status quo bad and issue a promise
- coercive strategies: punishment, risk, denial, decapitation

### 4. Types of deterrence

- direct (target is defender) and extended (target is protégé)
- immediate (threat is actual) and general (threat is potential)
- entrapment by protégé (Serbia and Russia in 1914)
- strategic ambiguity (U.S. Taiwan policy)

### 5. Cost-benefit calculations

- evaluate status quo v. alternative
- how to improve status quo for opponent
  - increase benefits of SQ (trade, membership in valuable organization)
  - decrease costs (arms reduction)
  - decrease probability SQ will get worse (don't build arms)
- how to make alternative worse for opponent
  - increase probability of war (credibility, audience costs)
  - increase costs of fighting (more destructive weapons)
  - increase costs of losing (war-crimes trial, looting)
  - decrease benefits of victory (scorched earth)
  - decrease probability of winning (better military)
  - reduce value of unopposed gain (arms race)