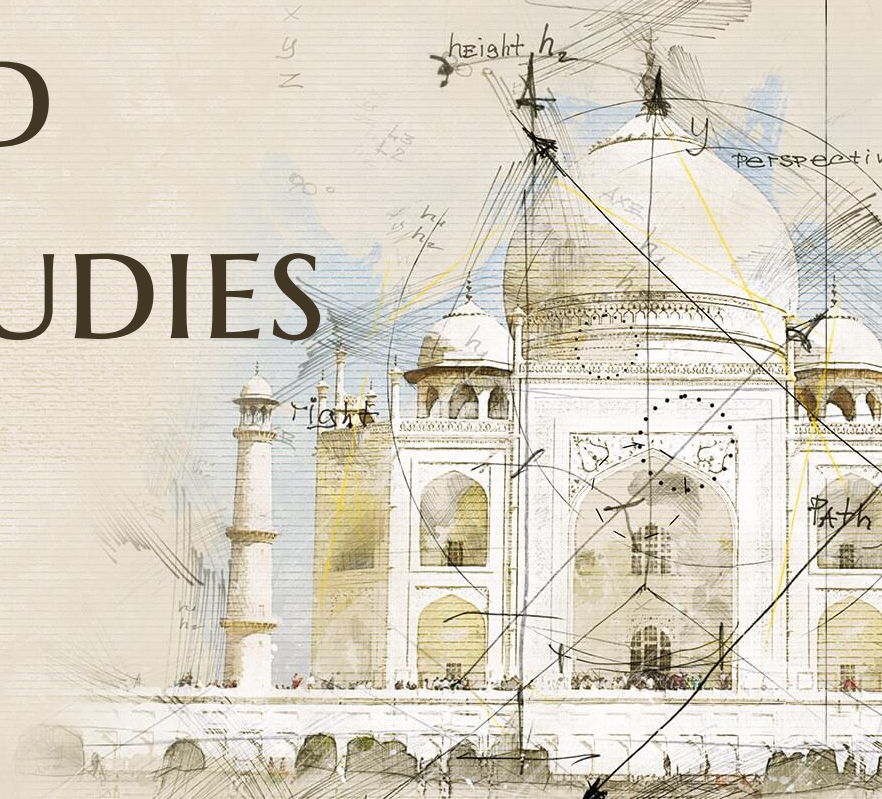


MILITARY AND STRATEGIC STUDIES

ITSC 201 Winter 2021



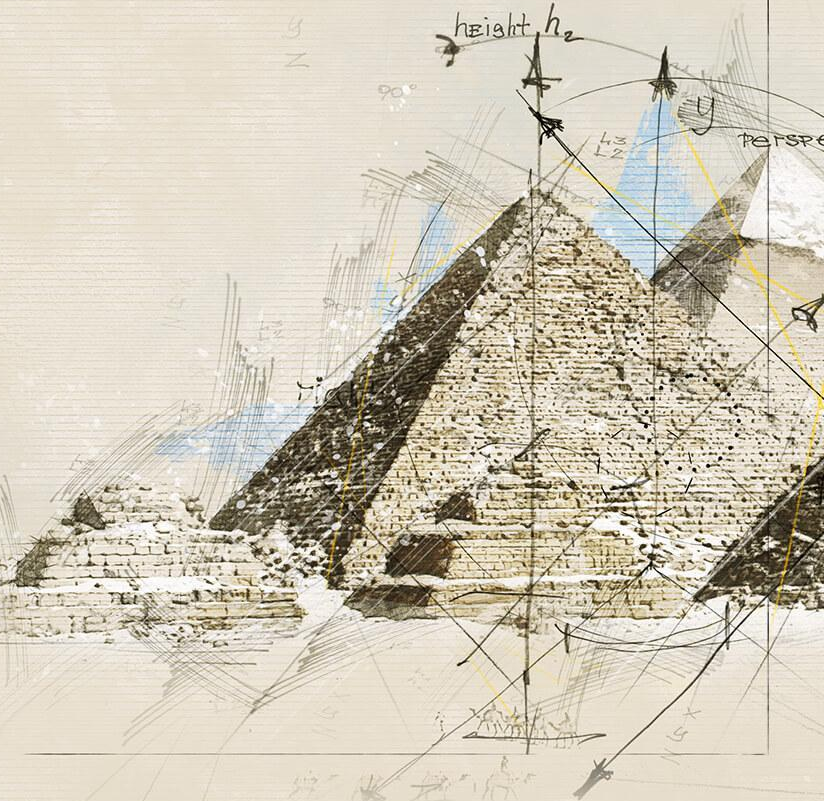
COERCION

An old concept

Using threats to compel
submission

The negative form is deterrence

The positive form is compellence
Or coercive diplomacy



THOMAS SCHELLING

The father of modern
coercion theory

One of the key nuclear
strategists

The power to hurt



A. Conde. (December 2017) Thomas Schelling in 2005. [Online Image]. Retrieved September 2020 from https://commons.wikimedia.org/wiki/File:Thomas_Schelling_.png



“The bargaining power that comes from the physical harm a nation can do another nation is reflected in notions like deterrence, retaliation, reprisal, terrorism, and wars of nerve, nuclear blackmail, armistice and surrender, as well as in reciprocal efforts to restrain that harm in the treatment of prisoners, in the limitation of war, and in the regulation of armaments.”

A. Conde. (December 2017) Thomas Schelling in 2005. [Online Image]. Retrieved September 2020 from https://commons.wikimedia.org/wiki/File:Thomas_Schelling_.png

COERCION

The centrality of
communication

Robert Jervis' crucial questions

Complicating the calculations

The key shared understandings



THE SEXTET OF LIMITING FACTORS

- ◆ The problem of public demands
- ◆ The bias of the defensive
- ◆ Locking in disadvantages
- ◆ The trust problem
- ◆ The ungoverned appetite
- ◆ The need for temporal pressure



- Threats
- Demonstrations
- Limited force

- Threats
- Demonstrations
- Limited force

COERCIVE DIPLOMACY AND ITS FORMS

Different pressures

- ◆ Diplomatic
- ◆ Economic
- ◆ Military

Kennan's formula for concentrating minds



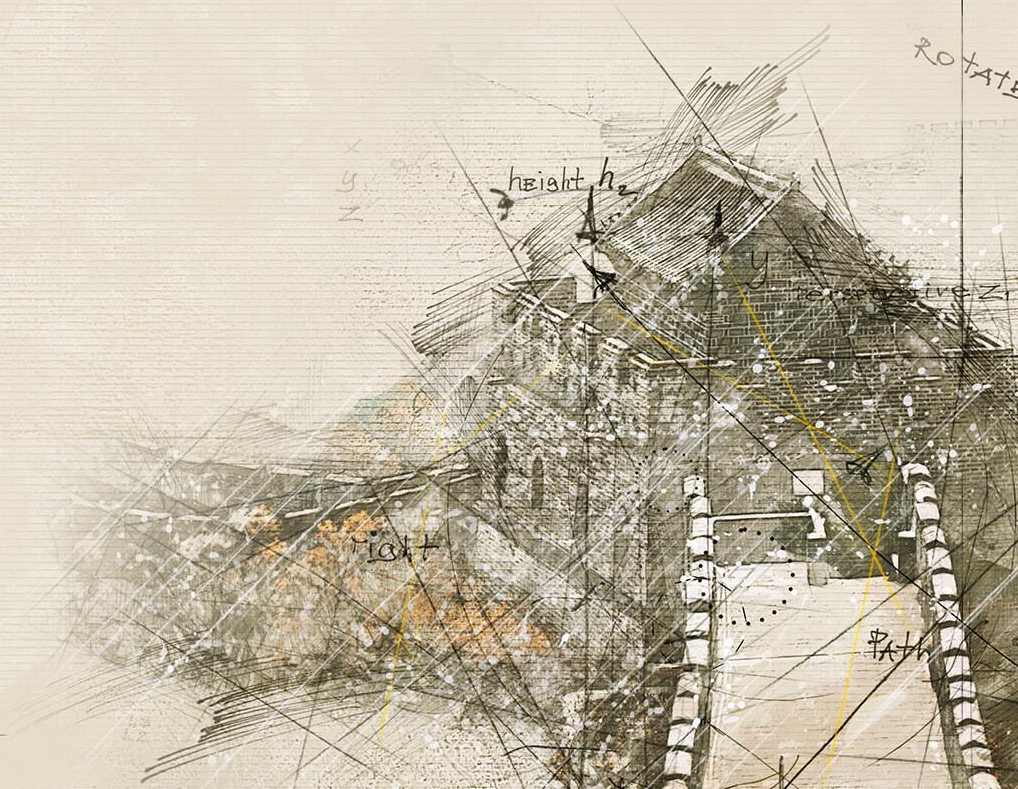
COERCIVE DIPLOMACY

A test of will, not power

Denial and Punishment

Escalation dominance

The need for persuasion



CONCLUSION

Material Strength is not
sufficient

Communication and
Intelligence

The indispensability of
insight



A. Conde. (December 2017) Thomas Schelling in 2005. [Online Image]. Retrieved September 2020 from https://commons.wikimedia.org/wiki/File:Thomas_Schelling_.png

REFERENCES

Presentation template and backgrounds courtesy of slidecarnival.com

Slide 5: Santi di Tito portrait of Niccolo Machiavelli. [Online Image]. (16th Century) Retrieved August 2017 from https://commons.wikimedia.org/wiki/Niccol%C3%B2_Machiavelli#/media/File:Santi_di_Tito_-_Niccolo_Machiavelli%27s_portrait.jpg

Unless otherwise noted, the presentation is licensed



by S. White

