

1 | **when the war began, people realized offense wasn't actually dominant**

1.1 | **defense was actually easier than offense**

2 | **why not stop (why didn't they cut their losses)**

2.1 | **pride**

2.2 | **sunk cost fallacy**

2.3 | **people had been expecting it**

2.4 | **this idea that the people who back down first will lose**

2.5 | **defending still seems riskier**

2.6 | **preempting being better assumes element of surprise, but everyone was expecting it**