

Crisis Diplomacy

The Power to Hurt

January 27, 2015

Today's Agenda

- 1. A note on the flu.**
- 2. Bargaining and the power to hurt.**
- 3. Rational deterrence theory.**

A Note on the Flu

If you have the flu:

- 1. Please stay home.**
- 2. You don't need to inform me or provide a doctor's note unless there is an exam that day.**

Bargaining and the power to

Hurt

Review

- **Force versus diplomacy**
- **Demands backed by force**

The Power to Hurt

A form of diplomacy whereby you threaten to make another party suffer if they don't yield to your demand.





Hanoi 1973

MAR 14 1973 American prisoners of war still being held in the prison camp known as the Hanoi Hilton looked through barred wooden doors today. An undetermined number of Americans remain in prison in North Vietnam. One hundred eight Americans who were released today were flown to Clark Air Base in the Philippines.—A.P. wirephoto by Horst Faas. (Another photo, details, Page 1.)

Americans look out from behind bars at the "Hanoi Hilton" prison camp during their captivity in North Vietnam.

MAR 2 1980





The Power to Hurt: A User's Guide

- 1. The threat must be credible.**
- 2. The target must rather give in than suffer the threatened harm.**

**"Give me your wallet or I'll
shoot."**

Bargaining and the Power to Hurt

How do our findings from last week about bargaining and force change if we introduce the power to hurt?

Rational

Deterrence

Theory

Historical Backdrop

Conventional force and the power to hurt used to be intertwined.

Nuclear weapons tore them apart.

The Policy Question

How can the United States remain safe from the Soviet Union?

Schelling's Answer

The U.S. must maintain the *credibility* of its nuclear threat to deter the Soviet Union from acquiring more territory.

Rational Deterrence Theory

Premises

- 1. All else equal, states want to acquire more territory and influence.**
- 2. States would rather have less territory and influence than be nuked.**
- 3. It is common knowledge that states have these preferences.**

Rationality

To be *rational* is to have well-ordered preferences.

Rationality does not imply:

- Selfishness**
- Common sense**
- Being a human calculator**
- Perfect perception or foresight**

Common Knowledge

Something is *common knowledge* if

- I know it**
- You know it**
- I know you know it**
- You know I know it**
- I know you know I know it**
- ...**

Rational Deterrence Theory

Conclusions

To prevent another state from acquiring more territory and influence without using force against it, establish a credible nuclear threat.

Theory and Policy

The conclusion of rational deterrence theory is a policy recommendation—not an ordinary fact.

For Next Time

- Read Schelling, ch. 3: "The Manipulation of Risk"
- Keep reading *Essence of Decision*

Image Sources

- Mushroom cloud over Nagasaki: [Wikimedia Commons](#)
- Armand-Charles Caraffe, "Metellus Raising the Siege": [Wikimedia Commons](#)
- Twin Towers: Michael Foran, via [Flickr](#)
- Prisoners of war: "manhha i", via [Flickr](#)
- Nuclear warhead: Right Brain Photography, via [Flickr](#)