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)