

## *Arms and Influence*

*Traditionally, Americans have viewed war as an alternative to diplomacy, and military strategy as the science of victory. In our world of nuclear weapons however, military power is not so much exercised as threatened. It is, Thomas Schelling argues, bargaining power, and the exploitation of this power, for good or evil, to preserve peace or to threaten war, is diplomacy—the diplomacy of violence. In Arms and Influence, Schelling concentrates on the way in which military capabilities—real or imagined—are used, skillfully or clumsily, as bargaining power. Published at the height of the Cold War, Arms and Influence has lost none of its somber resonance in today's age of renewed great power competition.*

### **Session I - The Diplomacy of Violence**

**Topics:** Brute force vs. coercion; Strategic role of pain and damage

**Reading:** pp. 1-34

### **Session II - The Art of Commitment**

**Topics:** Credibility and rationality; Coupling capabilities to objectives

**Reading:** pp. 35-91

### **Session III - The Manipulation of Risk**

**Topics:** Brinksmanship; Limited war; Face, nerve, and expectations

**Reading:** pp. 92-125

### **Session IV - The Idiom of Military Action**

**Topics:** The idiom of reprisal; Tactical and diplomatic response

**Reading:** pp. 126-189

### **Session V - The Diplomacy of Ultimate Survival**

**Topics:** Enemy forces vs. enemy cities; Confront violence with violence

**Reading:** pp. 190-220

### **Session VI - The Dynamics of Mutual Alarm**

**Topics:** Mischief of haste; Character of weapons: Strength vs. stability

**Reading:** pp. 221-259

### **Session VII - The Dialogue of Competitive Armament**

**Topics:** Continuous dialogue; Imperative of communication

**Reading:** pp. 260-266

### **Session VIII - The Legacy of Hiroshima**

**Topics:** Nuclear sword of Damocles; Nuclear taboo; At the brink in Cuba

**Reading:** pp. 267-304



### **Additional Reading**

- John L. Gaddis. *Strategies of Containment.*
- Carl H. Builder. *The Masks of War: American Military Styles in Strategy and Analysis.*