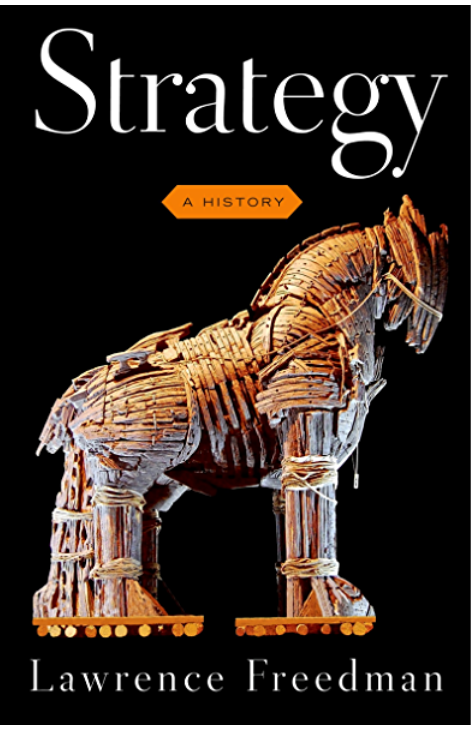


Practice Biopsy Book Study Club

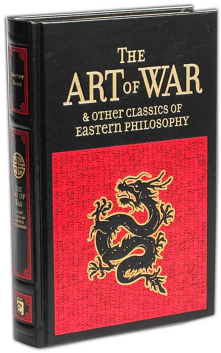
Learning Awesome Things, to Become more Awesome....

Sun Tzu and Machiavelli

Sun Tzu

is the enduring model of the 'Sage Warrior.' His philosophies pick up where the Greek metis left off with a focus on cunning and intelligence to overcome an opponent and to gain power. "**Winning against a weak opponent required nothing special. Real skill was shown by getting into positions that did not allow for defeat and would ensure victory over enemies."**

The primary known work of Sun Tzu is ***The Art of War*** text. Little is actually known about the author, or even if the work was in fact the product of a single author. It's believed that Sun Tzu was a general who served in Eastern China around 500 BCE . There are other Chinese military classics - but this is the best known source.



Sun Tzu's influence lies in the underlying approach to strategy which is influenced heavily by Taoist philosophy. **Again we see a recurring theme of achieving victory in power while minimizing direct violence and attack.** "**Supreme excellence in war was not found in winning 100 victories in one hundred battles, rather it was better to subdue the enemy without fighting...avoid what is strong and strike what is weak...defeating the enemies strategy was the highest form of generalship."**

A preference for starving enemies into submission rather than fighting them "Famine is more terrible than the sword."

At the root strategy here - we see the tactic of very simply doing the opposite of what is expected by the opponent. Look incapable when capable, passive when active, near when far, fearful when confident. **This of course requires a detailed understanding of your opponent to even know what it is that they are expecting.** Therefore it is highly important that we are able to obtain good intel and information to serve as our strategic background. The strategy of Sun Tzu is much more passive than the Strategies of Athens. Sun Tzu strategy risks things carrying on so long that it becomes costly and objectives do not get accomplished in a timely manner -- however, sometimes this may be at the exchange of them not being accomplished at all.