

## Practice Biopsy Book Study Club

*Learning Awesome Things, to Become more*

*Awesome....*



### The Bible

Regardless of religious belief or not, the stories of the Bible have had a long standing influence on Western thought and strategic thought in Western culture for hundreds of years. The most prominent and obvious is the story of **David and Goliath**, with a close 2nd being the standoff between **Moses and Pharaoh**.

#### *The Ten Plagues as Strategic Coercion*

In the standoff between Moses and Pharaoh to free the Jewish slaves - Moses was depicted as largely acting as an *Agent* of God's will in the strategic dealings with Pharaoh.

“The favored strategy was coercive, using threats to persuade the target - in this case Pharaoh, to yield. The challenge was to influence the target's calculations, so that the potential cost of not complying exceeded the potential cost of losing what was currently held. The Israelite slaves were valuable to Egypt, so the threat had to be substantial.”

Moses implemented step-wise greater and greater threats and attacks against the Egyptians in an attempt to find **the target's threshold of pain**. How far can you push the opponent before you have their attention and begin to bend their will?

However, **prior to these threats and plagues** Moses started with a simple request, “*Let my people go.*” Not only did Pharaoh say no, his response was to make the Hebrews lives even more difficult in spite of Moses making such a request as their representative (Agent). **This extra suffering immediately undermined Moses's confidence and credibility.**



Then demonstrated non-violent acts of power.

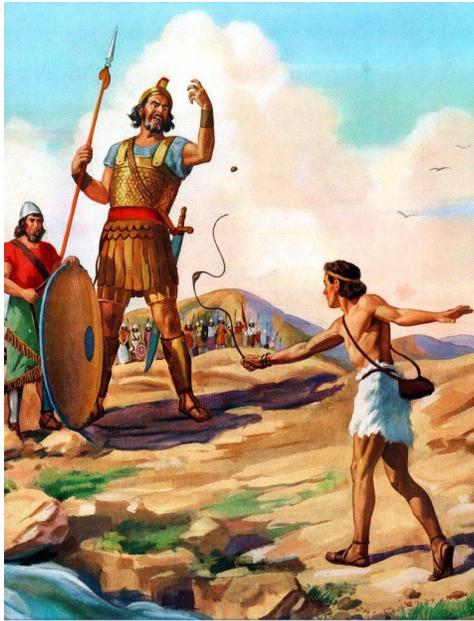
Ex: Turning a rod into a snake

**Then escalated (*graduated escalation*) into harmful acts of power.** Turning the river into blood (denying water as a resource), frogs, lice, flies, livestock pestilence, boils, hail, locusts, darkness

and then **culminating in the killing of all first born Egyptian children**. Along the way during these plagues, Pharaoh began to lose power internally as the citizens began to blame Pharaoh (notice not blaming Moses or God) for the suffering they were subject to,

## *David and Goliath*

(There is a different and insightful telling of this in Malcom Gladwell's *David and Goliath*)



The story of underdog strategy. Classic telling of Brains vs Brawn.

David v Goliath was a battle of the **Philistines vs the Israelites**. In the story, the wager of the war to be the winner of a single battle between the two 'greatest warriors' of each 'tribe.'

(Remember the Chimps and the Ants? By having these terms, total violence and damage to both parties is minimized as opposed to a battle of Attrition in Ant Warfare).

Nobody volunteered other than David out of fear of Goliath's power and size.

**We all know of course David defeated Goliath using a slingshot to the head. After knocking him out, David took the giant's sword and killed him swiftly so that he could not rise and retaliate. Goliath's power was of no factor because**

**he never even got close.**

**"David's success depended on surprise and accuracy. He knew he could NOT defeat Goliath on the giant's TERMS, which is why he rejected Saul's armor and with it the conventions of this form of combat."**

Conventional style was to don heavy armor and battle hand to hand. But, nobody said you HAD to fight this way. David was innovative with his approach. Which also afforded him the element of surprise. Nobody saw it coming.