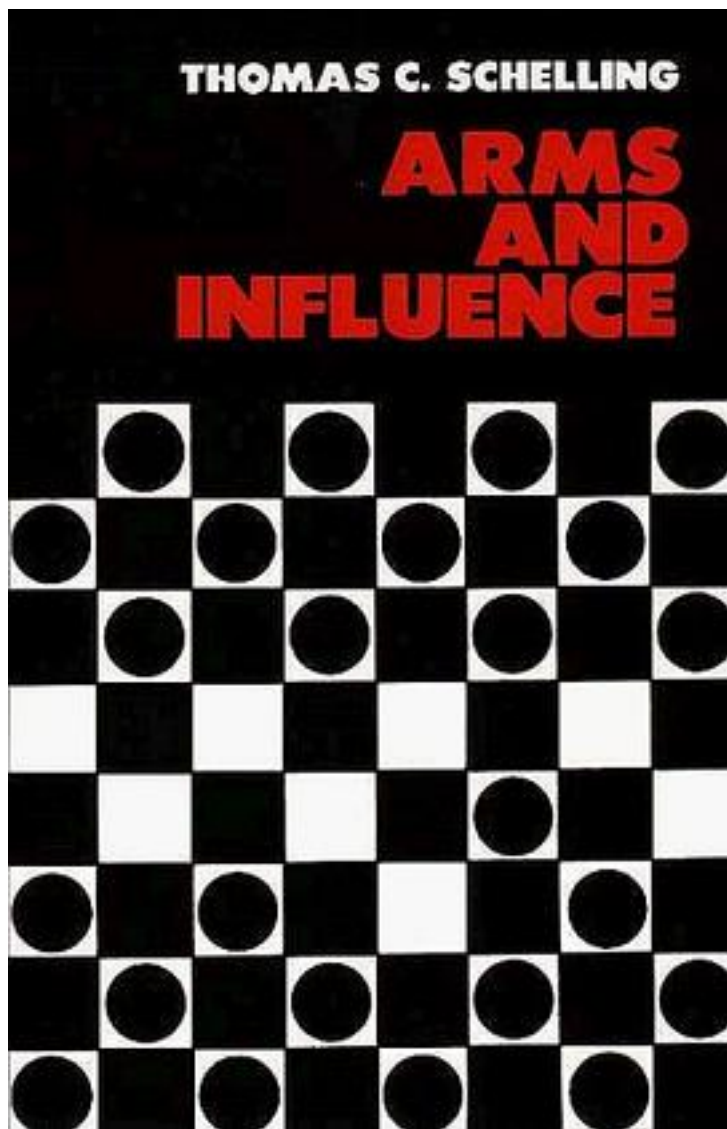


Arms and Influence



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著者:Thomas C. Schelling

出版者:Yale University Press

出版时间:2008-11-5

装帧:Paperback

isbn:9780300143379

Traditionally, Americans have viewed war as an alternative to diplomacy, and military strategy as the science of victory. Today, however, in our world of nuclear weapons, military power is not so much exercised as threatened. It is, Mr. Schelling says, 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. The author concentrates in this book on the way in which military capabilities, real or imagined, are used, skillfully or clumsily, as bargaining power. He sees the steps taken by the U.S. during the Berlin and Cuban crises as not merely preparations for engagement, but as signals to an enemy, with reports from the adversary's own military intelligence as our most important diplomatic communications. Even the bombing of North Vietnam, Mr. Schelling points out, is as much coercive as tactical, aimed at decisions as much as bridges. He carries forward the analysis so brilliantly begun in his earlier "The Strategy of Conflict" (1960) and "Strategy and Arms Control" (with Morton Halperin, 1961), and makes a significant contribution to the growing literature on modern war and diplomacy.

作者介绍:

Thomas C. Schelling is Distinguished University Professor, Department of Economics and School of Public Affairs, University of Maryland and Lucius N. Littauer Professor of Political Economy, Emeritus, Harvard University. He is co-recipient of the 2005 Nobel Prize in Economics.

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评论

(1)Focal point. (2)Deterrence War appears to be dirty, extortionate, and often quite reluctant bargaining on one side or both. ——
会哭的孩子有奶吃，全人类都是巨婴，搞政治的就是互相耍无赖看谁底线低，正火热的贸易战也是我不好过也得让你更不好过看谁能咬嘛。
这是本博弈论的书。首先战争原则是，人类破坏本领比建设大，战争会导致福利丧失，对侵略被侵略双方都没好处。所以首要应用威慑理论，亮出底线，不要对方轻易来侵犯。而且一定要反复说服对方自己一定会反击直到对方确信。
如果是没有王牌的弱鸡，则应该增加自身讨厌值nuisance value，靠不断骚扰让强的一方不胜其烦不得不让步。

写的深入浅出，读起来并不太费劲

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书评

谢林是西方非主流经济学家的代表人物之一，2005年他和罗伯特.奥曼获得了当年的诺贝尔经济学奖，以表彰他们“通过博弈论分析，促进了人们对冲突和合作的理解。”
谢林的思想主张突破了经济学理论数学表示的传统方法，开创并发展了“非数理博弈理论”。该理论框架...

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