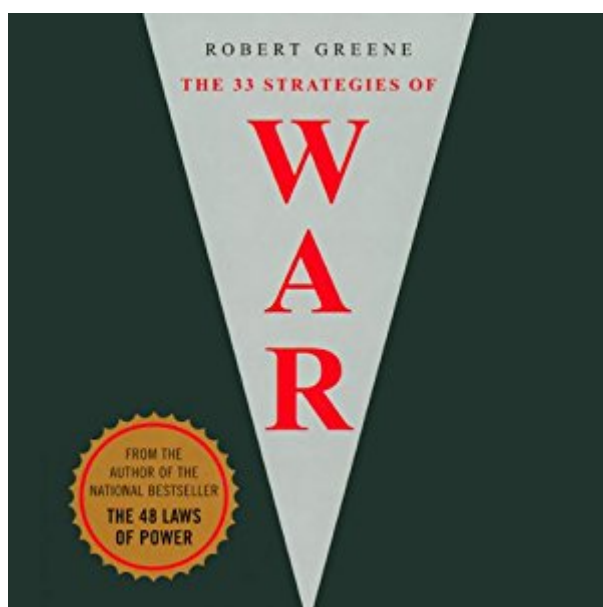


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# The 33 Strategies Of War



## Synopsis

Spanning world civilizations, synthesizing dozens of political, philosophical, and religious texts and thousands of years of violent conflict, *The 33 Strategies of War* is a comprehensive guide to the subtle social games of everyday life, informed by the most ingenious and effective military principles in war. Structured in Greene's trademark style, *The 33 Strategies of War* is the I Ching of conflict, the contemporary companion to Sun Tzu's *The Art of War*. Abundantly illustrated with examples from history, including the folly and genius of everyone from Napoleon to Margaret Thatcher, Shaka the Zulu to Lord Nelson, Hannibal to Ulysses S. Grant, as well as movie moguls, Samurai swordsmen, and diplomats, each of the 33 chapters outlines a strategy that will help you win life's wars. Learn the offensive strategies that require you to maintain the initiative and negotiate from a position of strength, or the defensive strategies designed to help you respond to dangerous situations and avoid unwinnable wars. The great warriors of battlefields and drawing rooms alike demonstrate prudence, agility, balance, and calm - and a keen understanding that the rational, resourceful, and intuitive always defeat the panicked, the uncreative, and the stupid. An indispensable guide, *The 33 Strategies of War* provides all the psychological ammunition you will need to overcome patterns of failure and forever gain the upper hand.

## Book Information

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## Customer Reviews

Among the other reviews here, there have been some comparisons between this book and the *Art of War* by Sun Tzu. I'd agree. Both are elegant and detailed instruction manuals on how to prepare

yourself for conflict. Once again, Greene brings a tremendous body of research and historical insight to his writing, demonstrating the key points of each chapter through some of the greatest successes and mistakes from history. But this isn't just a book about war. Greene repeatedly states that many of the strategies and tactics used to harden an individual for conflict (or conflict avoidance) apply equally well to business, politics and negotiation, and the examples come from everywhere from Hollywood to Ancient Rome. The advantage this book has over the previous two is that his clarification of his strategies is more balanced and consistent. He goes vague less often here. This book completes nicely Greene's cycle of historical self-improvement books: the first in how to woo others to your way of thinking, the second to deal with power structures, and the third for self-discipline and conflict resolution.

Robert Greene is a prolific researcher and thinker who has made a habit out of writing masterpieces that explore all nuances of human behavior. In his latest tome he follows the same approach as in his previous bestsellers by leading off each chapter with a quick and easy to read summary that gives you the essence of the strategy and the stories that follow. Then he leads you on one fascinating historical excursion after another that brings each strategy to life through the exploits of some of history's most famous and notorious characters. The beauty of his approach is that there is something for everyone in this book. You may read about a tactic that is highly amusing, but that you say to yourself, "I could never do that." Then in the next chapter you may say, "That fits in with my personality. I can do that." That's how I felt about his strategies for laying back and appearing to not care, and about his strategy for taking an unassailable position. A brief story in chapter 4 on developing a sense of extreme urgency was well worth the cost of the book to me. It talks about Fyodor Dostoevsky and how a change in his perspective on the value of life led to a greater appreciation for every moment, and to an era of rampant productivity that continued until his death. Because I'm an author I spend a good part of every day writing and thinking about my work. After reading about Dostoevsky I immediately felt an even higher sense of purpose and motivation. You really can't go wrong with this book. It is very entertaining and educational. Beyond that, you could pick up some sage, time-tested advice for improving both your business and your life. Bravo! Phil Capelle

Robert Greene's books are deep and they are for thinkers. If you want a breezy beach read or airplane read, this is not that book. You'll read this book once, get to the last page and go back to page 1 and start reading again. There are literally hundreds of ideas in this book. I especially like the

way the author has made the book applicable to your life, the business or the battlefield. As a former soldier, I deeply appreciate the detailed review of war strategies and found the book so compelling, I'm buying copies for all of my friends who are in the military and currently deployed in Afghanistan and Iraq. If you only read one business or self improvement book this year, read this one. If you read three, read the author's other two books, *The 48 Laws of Power* and *The Art of Seduction*.

I got a top tier MBA, spent tens of thousands of dollars and two years, but didn't learn the important stuff. (And I was the valedictorian, and got some really great jobs). I really enjoyed Greene's book *42 Laws of Power* (I can't remember if it's 42 or some other number), but this book is a great reminder and educator of the way things work behind the scenes, in people's minds, and at the macro level of every business and political dealing. I'm convinced that there is either a conspiracy in our educational system to make us dumb workerbees, 99% of our teachers just don't get it, or our measurement system for the quality and effectiveness of our educational system is severely broken. (Or all the above!) Much of the book rings a bell with my intuition, but there is a great deal which is so inciteful and informative. I would say I couldn't put the book down, but that's not true, I needed to take a rest every chapter or so. I love his mixing of explaining the principals then giving historical examples. The war stories have direct analogies to the business world. I have also read Greene's *"Art of Seduction"*, which I think is absolutely vile and disgusting. I don't think the book is vile and distigusting, I think the book simply tells the truth. Greene doesn't make the rules, he's just telling how many "successfull" people play the game, which is really just a clear illustration of the part of human nature which is cloaked behind good manners and grooming, and how people take advantage of our good nature, weaknesses, and need for connection and love--all of which applies to both our personal and business world. Better to know it than not know it, and know when to fight fire with fire if you think you can stay true to your principles. Maybe there should be a followup something like *"Buddah's dance with Devil"* This book is going on my top shelf.

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