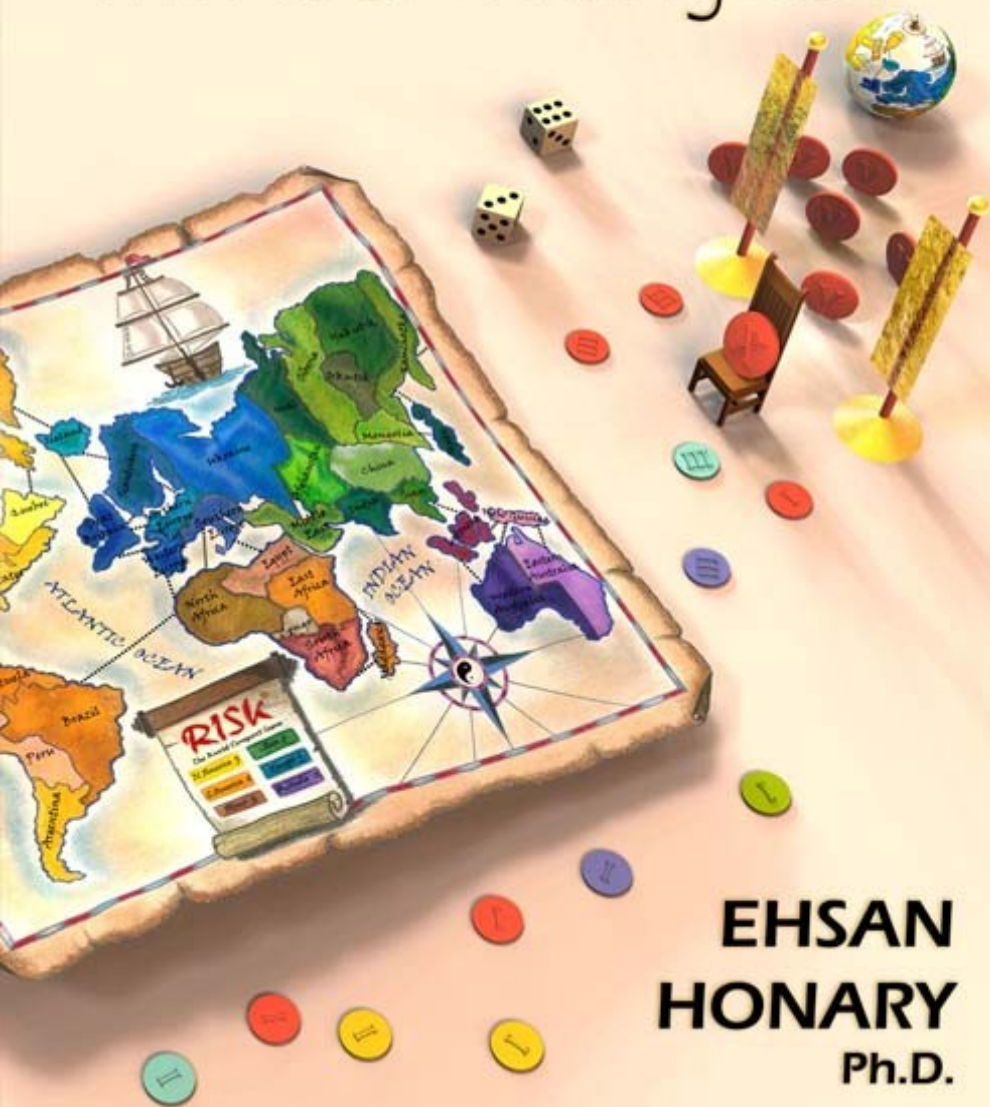


# TOTAL DIPLOMACY

The Art of Winning RISK®



**EHSAN  
HONARY**  
Ph.D.

# **Total Diplomacy**

## **The Art of Winning RISK®**

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# Contents

<b>PREFACE</b>	<b>XV</b>
<b>1 WHY RISK?</b>	<b>19</b>
1.1 REAL LIFE RISKING!	21
1.2 WHAT IS RISK?	25
<b>2 THE THREE LAYERS</b>	<b>27</b>
<b>3 TEMET NOSCE</b>	<b>31</b>
3.1 MIND MAP	32
3.2 SEVEN BELIEFS	37
3.3 HOW TO PROFILE PLAYERS?	40
3.3.1 <i>Aggressive/Expansionist</i>	41
3.3.2 <i>Conservative/Isolationist</i>	42
3.3.3 <i>Dealmaker/Negotiator</i>	43
3.3.4 <i>Strategyless/Amateur</i>	45
3.3.5 <i>The Line Up</i>	45
3.3.6 <i>Optimism</i>	48
3.4 BEING IN CONTROL	50
<b>4 TACTICS &amp; LOGISTICS</b>	<b>55</b>
4.1 EARLY GAME TACTICS	56
4.1.1 <i>Which Continents?</i>	56
4.1.2 <i>Large or Small, Isolated, or in the Middle?</i>	60
4.2 CARDS OR CONTINENTS?	61
4.3 IS POWER ALL THAT GOOD?	64
4.4 HOW MANY ARMIES TO USE	64
4.5 CONCENTRATION OF ARMIES	66
4.6 LET THEM LEAVE	68
4.7 EXCHANGE COUNTRY	69
4.8 INTERSECTION GROUND	70
<b>5 STRATEGY</b>	<b>73</b>
5.1 PHILOSOPHY OF WAR	74
5.1.1 <i>Taoism</i>	77
5.1.2 <i>Principle of Least Effort</i>	78

---

5.2	BLOCKED PLAYER	81
5.3	WHAT TO DO?	82
5.4	WHAT NOT TO DO?	83
5.5	WHEN TO NAIL?	84
5.6	TOTAL ELIMINATION	85
5.7	HOW TO RECOVER IF ALL FAILED	86
5.8	LEARN FROM HISTORY	88
5.8.1	<i>Schlieffen Plan</i>	88
5.8.2	<i>Carpe Diem</i>	90
<b>6</b>	<b>DIPLOMACY</b>	<b>95</b>
6.1	HOW TO TAKE A COUNTRY WITHOUT A SINGLE SHOT?	95
6.2	ALLIANCES & TREATIES	100
6.2.1	<i>You Approach Others</i>	102
6.2.2	<i>Others Approach You</i>	103
6.2.3	<i>Treaty Example 1: Playing as Africa</i>	104
6.2.4	<i>Treaty Example 2: Playing as Europe</i>	106
6.2.5	<i>Treaty Example 3: Playing as North America</i>	108
6.3	PSYCHOLOGICAL WARFARE	111
6.3.1	<i>Rule by Fear</i>	112
6.3.2	<i>Propaganda</i>	114
6.3.3	<i>Propaganda Techniques</i>	118
6.3.4	<i>Yes, But No</i>	120
6.3.5	<i>How not to be Intimidated</i>	124
6.4	POLITICS	126
6.4.1	<i>How to become a King?</i>	127
6.4.2	<i>Brinkmanship</i>	130
6.4.3	<i>Slippery Slope</i>	131
6.4.4	<i>Conflict Escalation</i>	134
6.4.5	<i>Mutual Assured Destruction</i>	138
6.5	ECONOMICS	139
6.5.1	<i>Incentive Analysis</i>	141
6.5.2	216	145
6.5.3	<i>Cheating</i>	147
6.6	BIG IT UP	149
<b>7</b>	<b>THE ART OF DEBATE</b>	<b>151</b>
7.1	HOW TO INFLUENCE OTHERS?	151
7.1.1	<i>Logic</i>	153
7.1.2	<i>Inspiration</i>	153

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---

7.1.3	<i>Participation</i>	154
7.1.4	<i>Uplift</i>	155
7.1.5	<i>Deal</i>	155
7.1.6	<i>Favour</i>	156
7.1.7	<i>Collective</i>	157
7.1.8	<i>Policy</i>	158
7.1.9	<i>Force</i>	159
7.1.10	<i>Example A</i>	159
7.1.11	<i>Example B</i>	160
7.2	HOW TO NEGOTIATE?	161
7.2.1	<i>LAS and MSP</i>	163
7.2.2	<i>Negotiation Strategy</i>	167
7.2.3	<i>Planning</i>	171
7.2.4	<i>Negotiation Example: How to Turn the Table?</i>	173
7.2.5	<i>Negotiation Tactics</i>	175
7.2.6	<i>Tips</i>	183
7.3	HOW TO CONTROL PEOPLE	184
7.3.1	<i>Can You Do Me a Favour?</i>	185
7.3.2	<i>Divide and Conquer</i>	185
7.3.3	<i>Exploit Anger</i>	186
7.3.4	<i>Depend on me</i>	187
7.3.5	<i>Appeal to self-interest</i>	188
7.3.6	<i>To Interfere and Not to be Interfered</i>	189
7.3.7	<i>You are So Good</i>	192
7.3.8	<i>Don't Follow the Crowd</i>	193
7.4	DIRECT VERSUS INDIRECT ARGUMENTS	194
7.5	HOW TO AIDA	195
7.5.1	<i>Attention</i>	195
7.5.2	<i>Information</i>	196
7.5.3	<i>Desire</i>	197
7.5.4	<i>Action</i>	198
7.5.5	<i>Put it All Together</i>	198
7.6	HOW TO DECEIVE	201
7.6.1	<i>Double-Sided Sentences</i>	202
7.6.2	<i>Act like an Emperor</i>	203
7.6.3	<i>Trying Too Hard</i>	204
7.6.4	<i>Appeal to Moral</i>	204
7.6.5	<i>Give Before You Take</i>	205
7.6.6	<i>Appeal to Ego</i>	207
7.6.7	<i>Play as Innocent</i>	208

---

---

7.6.8	<i>Act Dumb</i>	211
7.6.9	<i>Control Depression</i>	212
7.6.10	<i>Define the Options</i>	213
7.6.11	<i>Evolve</i>	214
7.6.12	<i>How to Know if Someone is Lying</i>	215
7.6.13	<i>We Are on the Same Boat...</i>	217
7.6.14	<i>Curiosity</i>	218
7.6.15	<i>Who to Trust?</i>	219
7.6.16	<i>The Promise</i>	219
7.6.17	<i>Avoid Being Deceived</i>	221
7.6.18	<i>What Not to Say?</i>	221
7.7	HOW TO TALK	222
7.7.1	<i>Getting More Information</i>	224
7.7.2	<i>When to Give Information Away</i>	225
7.7.3	<i>Interruptions</i>	225
7.7.4	<i>Defensive Arguments</i>	226
7.7.5	<i>Truth Suggestions</i>	227
7.7.6	<i>Soft and Direct</i>	229
7.7.7	<i>The Power of Positives</i>	229
7.7.8	<i>Every Argument has Two Sides</i>	230
7.7.9	<i>Giving a Speech</i>	230
<b>8</b>	<b>DYNAMICS OF THE GAME</b>	<b>233</b>
8.1	RATIONAL CHOICE THEORY	234
8.2	THE CUBAN MISSILE CRISIS	236
8.2.1	<i>Rational Actor Model</i>	237
8.2.2	<i>Organisational Behaviour Model</i>	238
8.2.3	<i>Governmental Politics</i>	239
8.3	HOW TO STOP PEOPLE GANGING UP AGAINST YOU	241
8.4	RATIONAL SELF-INTEREST HURTS EVERYONE	244
8.5	SHOULD YOU BE NICE?	247
8.6	TIT-FOR-TAT	249
8.7	TURTLES	252
8.7.1	<i>How a Turtle Dies</i>	253
8.7.2	<i>Turtle Believers</i>	254
8.7.3	<i>Turtle Killers</i>	254
8.7.4	<i>The Tragedy of the Commons</i>	255
8.7.5	<i>The Moral Dilemma</i>	256
8.7.6	<i>The Doctrine</i>	257
8.8	HOUSE STYLE	260

---

<b>9</b>	<b>ONLINE STRATEGIES</b>	<b>264</b>
9.1	GUIDELINES FOR ONLINE STRATEGIES	265
9.2	ONLINE GAME WALKTHROUGHS	269
9.2.1	<i>Bold Move Sequence Graph</i>	270
9.2.2	<i>Game 1: Patience is a Virtue</i>	271
9.2.3	<i>Game 2: Save it Up and Spend it Wisely</i>	274
9.2.4	<i>Game 3: Gently Does It</i>	277
<b>10</b>	<b>SCENARIOS AND SOLUTIONS</b>	<b>283</b>
10.1	SCENARIO 1: PLAYING AS EUROPE	284
10.1.1	<i>Analysis of Scenario 1</i>	286
10.1.2	<i>Solution 1.A: Invade Grey</i>	287
10.1.3	<i>Solution 1.B: Invade Stripe</i>	288
10.1.4	<i>Solution 1.C: Invade Black</i>	290
10.1.5	<i>Solution 1.D: Slow Growth</i>	291
10.1.6	<i>Your Choice</i>	292
10.2	SCENARIO 2: PLAYING AS AUSTRALIA	293
10.2.1	<i>Analysis of Scenario 2</i>	295
10.2.2	<i>Solution 2.A: Invade Europe</i>	296
10.2.3	<i>Solution 2.B: Slow Expansion</i>	298
10.2.4	<i>Your Choice</i>	299
10.3	SCENARIO 3: PLAYING AS SOUTH AMERICA	300
10.3.1	<i>Analysis of Scenario 3</i>	301
10.3.2	<i>Solution 3.A: Eliminate Grey</i>	302
10.3.3	<i>Solution 3.B: Growth in Asia or Europe</i>	304
10.3.4	<i>The Choice</i>	305
10.4	SCENARIO 4: AVOID BEING THE STRONGEST!	305
10.4.1	<i>Analysis of Scenario 4</i>	308
10.4.2	<i>Solution 4.A: Expansion in Asia</i>	309
10.4.3	<i>Solution 4.B: Invade South America</i>	310
10.4.4	<i>The Choice</i>	311
10.5	SCENARIO 5: STUCK IN ASIA!	312
10.5.1	<i>Analysis of Scenario 5</i>	314
10.5.2	<i>Solutions</i>	315
<b>11</b>	<b>FINAL REMARKS</b>	<b>319</b>
	<b>APPENDIX A: DICE ODDS</b>	<b>323</b>
	<b>REFERENCE TABLE</b>	<b>325</b>

<b>ACKNOWLEDGMENTS</b>	<b>331</b>
<b>REFERENCES</b>	<b>333</b>
<b>INDEX</b>	<b>335</b>



## The Risk Board Game



Key:

<b>2</b>	<b>White</b>
<b>4</b>	<b>Grey</b>
<b>3</b>	<b>Stripe</b>
<b>11</b>	<b>Black</b>
<b>5</b>	<b>Edge</b>

# Preface

*"I hear and I forget, I see and I remember, I do and I understand."*

*Old Aphorism*

To gain experience and intuition, we need to practice. Practicing must be adventurous so that we can learn new concepts and experience new circumstances. However, being adventurous comes at a cost. If something goes wrong, we may end up paying a price; a price we may not be prepared to pay.

Is there a way to gain experience, without being exposed to the risk of undertaking such adventures? It turns out that there is indeed a way. *Simulated experiences* can put you in the right circumstances; while at the same time remove the potential risk and damage you may endure as a result of making bad decisions.

Simulated experience is big business. Everywhere you look; there is a hint that people are involved in a form of simulated training that lets them become better survival machines in the jungle. Of all the skills one can learn that improve life, there is one that stands out significantly from the rest: how to effectively *interact* with others. Effective interaction is the art of getting the most and losing the least in any given situation.

Hence, effective interaction encompasses a large number of fields such as psychology, diplomacy, politics, communication skills, effective body language, negotiation skills, and many

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others. To become a better survival machine, one has to seek to master all of these disciplines. This is when simulated experiences come to the rescue. If these experiences are made to be entertaining, they have a better chance of being used by people. Games provide one of the best forms of simulated experiences.

Putting games and effective interaction together leads to strategy games where players need to interact with each other. The best games are those that force players to interact just as they would in real life. For example, chess is one of the best strategy games ever. However, it does not expose the player to a variety of psychological issues. It is played between only two people, which ignores a whole number of issues when multiple players engage in a single game. It also ignores the concept of chance, which is a fact of life and the sooner one can get used to it, the better. The whole point behind using such games is to raise issues. Once a player recognises that he is weak in a particular skill, he can focus on that specific skill to improve his survival capability.

This book intends to raise issues when you play games. The best way to learn is by example. One of the best games for this purpose, as you will see in Chapter 1, is Risk<sup>®1</sup> and its variants. The intention in this book is not only to show you how to play these games better, but also to show you how you can apply your acquired skills to the real world.

To make this book a reality, I had to go through several stages of research. Apart from playing these games repeatedly (as difficult as this may sound!), I attempted to collate common strategies and techniques that experienced players use.

These strategies were placed on my dedicated website and were discussed by fans from around the world on the forums.

Various scenarios and situations were discussed and voted on. The intention was to collect the global opinion on the best tactics and strategies to use in Risk and to raise issues. For example, invariably a Risk player may ask the community in which he has been marked as the best player why everyone

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<sup>1</sup> Risk<sup>®</sup> is a registered trademark of Hasbro.

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wants to gang up on him. What should he do? Not only is this a strategic problem, but it is also a psychological one.

Forums and website are a great means of sharing your opinion and getting others to comment on them. However, after a while, you may end up with a collection of tips with no coherent and logical connection. How many times have you read a forum, only to realise that the tread contains a lot of noise and redundant information that has nothing to do with what you are searching for? In addition, they are hardly ever put into context with other related topics.

Many people are not familiar with psychological and negotiation skills discussed in the scientific world. There seems to be a need to collect all of this and place them in a book. There seems to be a need for the *bigger picture*.

This book intends to become the primary source of information on the tactics and strategies used in Risk, while simultaneously a resource for those who intend to use these skills in real life and benefit from all those hours spent playing games.

This book is by no mean limited to understanding only Risk. Almost all of the concepts discussed here are applicable to the majority of multiplayer strategy games. Many strategy games, including online variants, have inherited features of Risk and players can directly benefit from this book. The variants may have different maps and slightly different rules. The main strategies, however, remain the same. Debates are more common while playing board games. This requires skills in diplomacy and politics. Online games are more strategic and tactical, although diplomacy is used *passively*. For example, due to anonymity, swear words are used more often to intimidate other players. Remember, as long as you are dealing with humans, you will be subject to all of the psychological issues associated with competition over limited resources and the need to win. This book aims to explore these strategic issues without limiting the concepts to a particular game or rule set. Nevertheless, it is always easier to explain complex concepts by use of examples. The classic Risk is a game with which most people are familiar. Hence, it forms the basis of the scenarios and examples given in this book.

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The book has a dedicated website at [www.totaldiplomacy.com](http://www.totaldiplomacy.com). Please visit the site and join the community for further discussions on strategies and insights into human psychology.

I greatly enjoyed preparing this book and learnt a great deal in the process. I hope I have gathered enough to keep you engaged for the entire book and I hope you will enjoy reading and learning these concepts as much as I did writing them.

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# 1 Why Risk?

*"Every matter requires prior knowledge."*

*Sun Tzu*

In everyday life, everyone needs to negotiate, make deals, take important decisions, understand other people's decisions and know how to look at the bigger picture.

However, many skills are difficult to come by. As the saying is, *you learn by doing*. It is not always easy to practice new skills by doing them in real life because you may not have enough opportunity to use them. For example, it is vital to know how to negotiate when you want to buy a car or a house. But let's face it, how many times would you buy a house in a lifetime? Most people only buy one house if at all. However, the agent you negotiate with buys and sells every day. Who do you think has the upper hand? Hence, there is no doubt that you need to practice. The question is; where would you go?

Once you know how to negotiate, you can become much more effective at it no matter what you are negotiating. Buying a house, making a business contract or even asking your dad to borrow the car would all use the same basic negotiation principle: that you need to know where you are and how valuable *something* is to you and to the other party. Once you have mastered this skill, you can use it anywhere.

The best method of practicing such skills is in an abstract environment where you have total control over certain aspects

of the problem domain and you can focus on the specific skills under question. Where would you find such an abstract environment? Your best bet is to find a tool that is capable of teaching you many skills, while at the same time is fun to use. In addition, it should not feel like a complete waste of time.

Enter strategy: From the beginning of time, people have been involved in making strategic decisions. Equally, people have also been involved in strategic games since anyone can remember. People like to engage over abstract strategic puzzles and games for entertainment. They also valued games as educational tools. Strategic games helped them to focus their minds and enhance their problem-solving skills. There has been an explosion in the variety of these kind of games.

Fast forward to today: You now have a large number of strategic games at your disposal. There is a vast industry involved in the creation and promotion of any type of game imaginable. People spend a large amount of time simply playing games.

Then, Risk arrived. The world conquest game integrated both chance and logic in one package. Risk, as opposed to chess, did not require the player to think of perfect moves. At any point in the game, a player has a large number of winning options that he<sup>2</sup> can follow. Even a new player can win against more experienced players. The concept of chance is embedded into the game, and as the name suggests, players may need to take risks to win.

Risk has been a very successful strategy game. The success of this game largely depends on its flexibility. Since you have to deal with other players over a well-defined goal, you are pushed to negotiate with them continuously. You need to understand their position, where they are, where they are heading, whether they are friends or foes, if they listen to you or want you to listen to them, and so on and so forth. These issues all directly relate to real-life situations as well. In fact, this is why a new player feels right at home when playing for the first time. As soon as you know the basic rules of the game, you can start using your entire *life knowledge* to compete with

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<sup>2</sup> In this book, for consistency, 'he' is used when a player is referenced.

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other players over the resources provided in the game, and compete to win.

In short, Risk is a great game to use to fine-tune your tactical, strategical and diplomatic skills.

However, new games enter the market every day. It is entirely possible to initiate the design of yet another game specifically to improve a set of skills. Then again, one does not want to reinvent the wheel. Risk is already one of the most successful and popular strategy games of all time. It is only rational to use a game that a large number of people have been exposed to in their childhood. By using Risk as opposed to a new game, you would at least have a good chance of finding other eager players to play with.

## **1.1 Real Life Risking!**

*“Live as if you were to die tomorrow. Learn as if you were to live forever.”*

**Gandhi**

In this day and age, we always experience a lack of *time*. Everyone wants to use their time as effectively as possible. As many know, the best way to achieve this is by multitasking: doing many tasks at once. However, this is easier said than done. Playing Risk is entertaining, and simultaneously it teaches a number of lessons. For example, you will learn how to deal with people effectively, how to control your resources, how to fight for what you want and manage risk.

This book attempts to address two domains: it shows you how to win at Risk and it illustrates the finer concepts and skills required to deal with people. The idea is to use Risk as a training tool for skills otherwise challenging to master in real life.

You can map your real-life understanding of competition over global resources to Risk. By being familiar with the concept behind the game, you can focus on the actual skills in a more systematic way. Once you have mastered the dynamics of a particular situation, such as dealing with conflict escalation or understanding prisoners' dilemma, you can move away from

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the abstract environment of the game and apply your findings to the real world.

Risk, like any other game, has a set of well-defined rules and a specified goal. All you have to do is to conquer the world and win the game. If you cannot achieve this consistently, you obviously are not as good as other players, and you can keep practicing until you become better. This is in fact a simple, albeit harsh, measure of performance, but one that can easily be understood. In short, if you lose, keep working on your skills until you win. Practice makes perfect. You cannot blame someone else. If you lose consistently, you cannot blame it on luck either.

There is an analogy between Risk and real life. Each turn in Risk is like a day. Other players are your immediate competitors. You all compete for resources. Everyone has a common goal, which is to have more resources (time or money) and eventually ultimate power. Sometimes you are pushed into a direct conflict with your competitors over resources. For example, you may find yourself competing for the best office room in the company against your colleagues. Usually you cannot take the room by force (well, that is the norm). You need to use your diplomatical skills to acquire the room. Diplomatic solutions tend to cost less. People who use such solutions seem to become more successful in life. Just the same, players who tend to use diplomacy extensively in Risk, tend to win consistently.

The following list illustrates a number of benefits of using Risk as a training tool:

- Risk imposes limited resources, just as resources in the real world are limited. Competition for assets is always at the centre of any strategic decision making.
  - Unlike real-time games, there is no time pressure in Risk. This means that you can analyse your moves in greater detail. You can pause the game and think about a move as if playing chess. However, the concept of time is present in the game. You can time your attacks and carry them out in the *right* turn.
-

- There is a clear objective in the game that simplifies the goal-seeking behaviour. You know exactly what you want, and you also know others' overall goal. All you have to figure out is the means and not the end. This simplifies the problem and lets you analyse your actions more systematically.
- Chance is integrated into the game in a clear way. As the name implies, it has an important role in the game, but this is not a game of chance. Consistent winners in Risk always feel that they won as a result of cunning strategies while being lucky at the right time. Amazingly enough, this is what most successful people feel about normal life too.

You can use Risk as a training tool to understand politics, art of selling, decision making, applied psychology, economics, etc., all in one activity.

Playing Risk and reading this book is similar to exercising. Everyone needs to exercise the art of debate, strategy and survival. While playing sports, or when in a gym, you focus on different muscle groups, work on your cardiovascular or perform bodybuilding activities. Similarly, in Risk, you work on your ability to convince people, to talk diplomatically, and to achieve the most with least effort. In short, you systematically train yourself in a controlled manner to know how to compete on many levels simultaneously.

As another example, suppose you meet your boss to explain a situation. Your colleagues may strive to interfere, provide their own inputs and upset the flow of the conversation. You will find many similar situations in Risk, as other players attempt to interfere with your plans. Playing Risk will prepare you for the real thing. You will no longer feel: "I could have said X instead...". This is equivalent of exercising with the aim of increasing your agility. When talking, you also need quick reactions. You can improve your agility by working on your skills. It is always better to practice in a controlled environment to minimise damage to your real life. After all, you do not want to upset any friends, family or colleagues by using your newly learnt skills on them. In a game, anyone can get away with their approach, because, after all, *it is only a game*.

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What is interesting about playing Risk is that you can improve the way you handle people. It is well known that being able to influence people and get on well with them is perhaps one of the most valuable skills a person can have. There are many techniques that can be used to further your influence and likeability. You learn by doing, and in order to learn, you need to be in the right circumstances so that you can use your newly acquired skills. The Risk game puts you artificially into these situations, where you can analyse and understand the nature of human interactions. In about four or five hours you can systematically cover a wide range of techniques. It is a great opportunity to get entertained and to interact with your friends and family over a game, while also practicing your *interactive human skills*.

As you read this book, you will realise that the contents serve the same two purposes:

- One is to tell you how to win the game. This should be enough to get you win over your cousin.
- The other is to tell you how you can improve your social and diplomatical skills, understand the underlying phenomenon and appreciate why something works the way it does.

In addition everyone needs to know how to handle those who may use immoral techniques. Niccolo Machiavelli, whose name is synonymous with using cunning tactics and strategies to overcome one's enemies, states that,

*“Any man who tries to be good all the time is bound to come to ruin among the great number who are not good. Hence a prince who wants to keep his authority must learn how not to be good, and use that knowledge, or refrain from using it, as necessity requires.”*

The above assertion in Machiavelli's famous book, *Prince*, shows why it is critical to *know* the techniques of the dark side, as there is always a chance that you may be confronted with one who uses them.

The world can be like a wild jungle with many wolves inside. One has to be cautious and protective of his possessions.

---

Otherwise, all will be lost in a short time, without even realising where it has all gone wrong. Survival relies on two skills: intuition and experience. They are both related and, overtime, reinforce each other.

You need to know how deception works so that you can recognize when someone is deceiving you. Deception can be used in a simulated environment such as Risk in order to win the game.

The intention is not be deceptive in the real world. Instead, you want to use your knowledge to identify if someone has been deceptive and know the best way to deal with it.

As always, the best way to learn the details of a technique is to use it yourself. Experimenting in a harmless game is the best way to learn the skill while staying on the moral side.

Throughout this book, hopefully, you will come to appreciate the dynamics of strategic decision making and learn how to deal with people efficiently.

To be consistent, examples are provided solely for Risk when skills are explained. One can easily see that the main principles are also applicable to issues found in everyday situations. The main purpose of the book is to show how you can learn by experimenting with strategies in Risk and apply them to other domains.

## **1.2 What is Risk?**

Risk is usually played using a Risk set with the cardboard map of the world. Nowadays, there are a large number of online and computer based Risks available too. As stated earlier, you are in charge of your armies, fighting over territories on a global map of the Earth with the goal of complete global conquest.

Initially, Risk may seem to have many complex and detailed rules. However, after a few turns, the game tends to become obvious and the rules become self-explanatory. There are as many different sets of rules and variations for Risk as there are countries on this planet! It is a matter of taste and past experience to choose a particular set of rules. Depending on the rule set, the game might last shorter or longer. For

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example, in *Mission Risk*, each player should only complete his own mission to win the game while stopping others to complete theirs.

In general, this book is independent of any specific set of rules or even maps. The strategies explained are applicable to any set. For consistency, global occupation on a classic Earth map is used as the main goal when examples or scenarios are presented.

It is assumed that the reader is already familiar with the classic set of rules and knows the basic principles of the game. You can use the Risk world map provided at the beginning of the book (Page xiii) as a reference.

### ***How to get out of deadlocks***

Persistence and creativity are essential when you are seeking to work your way around a deadlock. You can get yourself out of trouble by discussing the details of the deal. For example, suppose you are attempting to convince a player not to attack a certain border. For this, you have given your word to remove your armies elsewhere and not to threaten him. However, he is still concerned that your threat will remain at large. He is not interested in the deal. You can introduce other factors to help the deal. One method is by throwing in a couple of goodies: “I will attack your enemy,” or, “I will move away my armies from North Africa so you can get the continent.” You can tip the deal over and take it out of a deadlock.

Sometimes, even all the creativity in the world may not help you to break a deadlock. Do not get upset over it, this is not necessarily a failure. Some deals are not meant to be.

And one last tip: Trust your instincts when you negotiate. Your instinct is among the most powerful negotiating assets you have. Relax, go with the flow, enjoy yourself as you negotiate your way toward a better, more rewarding game experience.

## **7.3 How to Control People**

***“Anybody can become angry - that is easy, but to be angry with the right person and to the right degree and at the right time and for the right purpose, and in the right way - that is not within everybody’s power and is not easy.”***

***Aristotle***

Did you ever want to be in control? Everyone does. You should be able to control and influence the behaviour of other people and at the same time, stop them from controlling and exploiting you. As usual there are a number of techniques you can utilize to master this art.

---

### **7.3.1 Can You Do Me a Favour?**

Someone approaches you and asks you for a big favour. You think about it and in the end are not totally sure you can do it. Feeling bad, you apologise and tell him that unfortunately you are unable to do it and that you are so sorry. You genuinely wanted to help, but you could not. A while later, he approaches you again and this time asks for a smaller favour. Now you think this is something you can do and you agree to it, feeling better.

What has he done? He has leveraged the power of your guilt over the bigger favour to get you accept the smaller favour. A job well done!

In this process, he has taken advantage of three main psychological motivations:

- You feel that in contrast to the first request, the smaller one is no big deal.
- You feel bad for not coming through on his original favour, and the smaller favour seems like a fair compromise.
- You do not want to be perceived as unreasonable. A small little favour is not going to kill you.

Always beware of the guy who asks you to do something. Look deeper and more carefully before you commit yourself.

### **7.3.2 Divide and Conquer**

Have you ever been in a situation when a player keeps getting stronger and stronger and no one does anything about it? For example, he has North America and is just about to expand and get South America and everyone seems to be busy with their own little issues. No one seems to feel any strong inclination to do anything to contain him. This is not because people are stupid or do not care. The reason is that the responsibility to act is divided among many players. Nobody does anything since they assume somebody else will. Alternatively, they think that since nobody else is doing anything, it may not be that

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important. Basically, when there is a division of responsibility, the incentive to act is reduced proportionally.

So, how do you solve this problem? You need to get somebody to do something. You need to increase people's responsibility. The best way to accomplish this is to appeal to one person at a time. Divide and conquer! Pick someone and brainwash him. If you got nowhere with him, do not panic. Move to the next player and appeal to him. At some point you may get enough players to reach a critical mass. After that, just let the ball roll!

Similarly you should always aim to isolate your enemy's power. You should plan to isolate him both geographically and politically. The most effective form of isolation is to separate him from his allies and friends. Instead of confronting the person directly, you can work in the background and turn his allies away from him. Make him look stupid and immoral among his allies until they start to put distance between themselves and him. Your enemy will soon become an isolated player with no one left to turn to. Strike when he has no one and eliminate him.

Du Fu, the famous Chinese poet of the Tang dynasty, states this nicely:

*"If you draw a bow, draw the strongest. If you use an arrow, use the longest. To shoot a rider, first shoot his horse. To catch a gang of bandits, first capture its leader. Just as a country has its border, so the killing of men has its limits. If the enemy's attack can be stopped [with a bow to the head], why have any more dead and wounded than necessary?"*

### **7.3.3 Exploit Anger**

"A monkey, whilst munching a ripe pear, was pestered by a wasp, who was eager to have a part. The wasp threatened the monkey with his anger. He settled on the fruit. But it was soon knocked off by the monkey. The irritable wasp chose an alternative route. After using the most insulting language, which the other calmly listened to, he so worked himself up to violent passion that, losing all consideration of the penalty, he

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flew to the face of the monkey. He stung him with such rage that he was unable to extricate his weapon, and was compelled to tear himself away, leaving it in the wound. Thus entailing on himself a lingering death, accompanied by pains much greater than those he had inflicted.”

As Jonathan Birch poetically put it in the above passage, anger leads to a cloudy vision. Be the monkey. Accept the little sting, but expect your opponent to destroy himself out of anger.

It is an old trick to escalate a situation when your opponent is angry by making him even angrier. People who are angry will not think rationally and are known to make mistakes. As always, taking advantage of mistakes made by your opponent is your aim.

Sun Tzu states:

*“If your opponent is of a hot temper, try to irritate him. If he is arrogant try to encourage his egotism ... One who is skilled at making the enemy move does so by creating a situation according to which the enemy will act; he entices the enemy with something he is certain to take. He keeps the enemy on the move by holding out bait and then attacks him with picked troops.”*

### **7.3.4 Depend on me**

Make others depend on you. If they do not, they may get rid of you at the drop of a hat. Hence, in general you should aim to create a situation where they will end up with a disadvantage without having you on their side. They need to have an incentive other than mere alliance. As you know well, alliances and friendship can be short lived. In this regard, Machiavelli states that:

*“It is better to be feared than loved. You can control fear, but you can never control love. Friendship can be changeable and can make you insecure if you depend on it. It is better to make others depend on you out of fear of losing you than out of love of your company. Thus a wise prince will think of ways to keep his citizens of every sort*

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*and under every circumstance dependant on the state and on him; and then they will always be trustworthy.”*

In Risk, make sure that any alliance is backed by some dependence on you. For example, your alliance can help your ally to fight on one front against his enemy. You can then put your armies in a place where his other front is protected. He can rely on your alliances and use your armies as a protection from the outside world. However, you can use your *intimidating force* to make sure he will not cross you, since if he does, he will be attacked either by you or by someone else when you pull out your armies.

### **7.3.5 Appeal to self-interest**

*“The men that have changed the universe have never gotten there by working on leaders, but rather by moving the masses.”*

*Napoleon Bonaparte*

If you need to get someone’s attention, the quickest and most efficient way is to appeal to their self-interest. Once a player understands how your plan benefits him, he will naturally be all ears. You can deliver a speech and people may listen to you, and you can teach them about a great cause. The problem is that, once the initial excitement dies, everyone starts to ask what is in it for them. Why should they bother at all, if it does not help their lives? However, if you can show them that your cause will *directly* benefit them, they will be supporting you without hesitation.

Robert Greene wisely states that:

*“People build walls to keep you out; never force your way in, you will find only more walls within walls. There are doors in these walls, doors to the heart and mind, and they have tiny keyholes. Peer through the keyhole, find the key that opens the door and you have access to their will with no ugly signs of forced entry.”*

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### 7.3.6 To Interfere and Not to be Interfered

When a conversation is underway between you and another player (for example, when negotiating over a deal), you may feel that you do not want any interference from anyone else. Equally, if a deal is taking place in front of you, you may feel that the parties are drawing up to a conclusion that does not suit you. You may want to change the course of the conversation and *interfere*.

Controlling interference (either interfering or stopping it) is also very helpful to use in real life. Practice this as much as you can. The best way to learn, as usual, is by an example.

#### *To interfere*

Suppose two people are negotiating, and if their deal is successful, it will be a disaster for you. Once they get allied together, they are most likely to turn against you. You want to stop this deal. If they do not get together, there is a higher probability that they will fight with each other and not with you. Interfering does not have to be an aggressive move. It can be achieved in a subtle and friendly way; Gandhi style.

Here is an example. Suppose you are in Africa and two players want to negotiate (See Figure 7-4). One of the negotiators (Grey) resides in North America while the other (Black) controls South America. They are initiating a discussion on a deal over the Venezuela/Central America border so that they will not fight each other.

You are naturally alarmed. If the deal succeeds, it means only one thing: Black will be fighting you for Africa. He has his back secured and will have nowhere else to go but Africa. Clearly, this will cause all sorts of problems for you. As a result, you need to *interfere* and disrupt the deal. What would you do?



**Figure 7-4.** Grey and Black are negotiating over the Central American border. You (Stripe) want to stop the deal taking place.

A good approach is to delicately state negative remarks on the argument as it takes place between the two. Every time Grey says something positive about the deal, you can counter it with something negative. The following conversation can take place:

Grey says to Black: “Once we’ve made this deal, we will both end up with a secure continent and we can focus on somewhere else.”

You say to Black, “Look, his continent has five bonus armies, you only get two, he is benefiting a lot more than you are in this deal.”

Grey says, “You can then expand to a better continent, conquering North America will be more difficult for you than others.”

You say to Black, “He has two borders to expand from, he can go to Europe or Asia, while you no longer have a choice if you make a deal. He is again benefiting more than you do.”

# Index

---

## 2

20-70-10 rule · 47  
 20-80 rule · 80  
 216 · 145

---

## 4

4,6,8,10,12, ... · *See* Card  
 Sequence  
 4-3-2-1 technique · 227

---

## 5

5 'P's rule · 33

---

## A

ABM treaty · 209  
 AC · 261  
 Active diplomacy · 87  
 Aggressive · *See*  
   Aggressive/Expansionist  
 Aggressive/Expansionist · 41  
   thinks of others · 46  
 AIDA · 195, 231  
   Example · 199  
 Alliance · 266  
 Alliances  
   Total Alliance · 101

  Treaty · 101  
 Always Back-stab · 250  
 Always Cooperate · 250  
 Amateur · *See* Strategy-  
   less/Amateur  
 Anger · 186  
 Anti ballistic missile treaty · 209  
 Argument  
   Direct · 229  
   Double-Sided · 230  
 Argumentum ad nauseam · 114  
 Armies  
   Concentration · 66  
   How many? · 65  
   Surrounded · 68  
 Assured destruction · 139

---

## B

Back-stabber · 246  
 BATNA · 168  
 Best Alternative To a Negotiated  
   Agreement · 168  
 Black propaganda · 116  
 Blocked Player · 81  
 Bluff · 98, 170  
 Bold Move Sequence Graph · 270,  
   *See* BOMS  
 Boldness · 182  
 BOMS · 270  
   Example · 271, 274, 277  
 Border alliance · *See* Treaty  
 Brinkmanship · 130  
 Broken Window Theory · 135

---

BS · 261  
 Budge · 182  
 Buffer country · 68

---

## C

Card farming · 69, 267  
 Card lock · 279  
 Card Sequence · 62  
 Carpe Diem · 90  
 Cataclysmic · 74  
 Cheating · 147  
 Collective · 157  
 Collectively evolutionary strategy · 262  
 Conflict escalation · 134, 136  
 Conflict resolution · 135, 137  
 Conservative · *See*  
   Conservative/Isolationist  
 Conservative/Isolationist · 42  
   thinks of others · 46  
 Continent Bonus · 63  
 Continents  
   Dispute over ownership · 266  
   Small or large? · 60  
   Which one? · 56  
 Continents-first strategy · 61, 260  
 Control · 50  
 Control People · 184  
 Conventional wisdom · 114  
 Conversation  
   Controlling · 222  
   Interruption · 225  
   Not to say · 222  
   Sentences · 202  
   Steering · 224  
 Covert power · 64  
 Credibility · 182  
 Crowd mentality · 193  
 Curiosity · 218

---

## D

Deadlocks · 184  
 Deal Maker · *See* Deal  
   Maker/Negotiator  
 Deal Maker/Negotiator · 43  
   thinks of others · 46  
 Deals · 155  
   Example · 104, 106, 108  
   Offer to you · 103  
   Offers by you · 102  
 Deception · 118, 201  
   Avoid · 221  
 Defensive Arguments · 226  
 Dependence · 187  
 Depression · 212  
 Deterrence · 138  
 Dice odds · 323  
 Diplomacy · 27  
 Direct Argument · 194  
 Divide and Conquer · 185  
 Double-Sided Sentences · 202  
 Doublespeak · 120  
 Doublethink · 121  
 Dumb · 211

---

## E

Ego · 192, 207  
 Emotion · 197, 230  
*Empowering beliefs* · 38  
 Eschatological · 75  
 ESS · 260  
 Evolution · 214, 260  
 Evolutionarily stable state · 261  
 Evolutionary Stable Strategy · 260  
 Exchange country · 69  
 Expansionist · *See*  
   Aggressive/Expansionist

---

---

**F**

Failed diplomacy · 95  
 Favour · 156, 185, 205, 266  
 Fear · 112, 140  
 First strike · 138  
 Follow the crowd mentality · 140  
 Force · 159  
 Free rider · 255

---

**G**

Game of chicken · 130  
 Game theory · 244  
 Game Theory · 233  
 Gang-up · 242  
     Survive against a couple · 243  
 Goodies · 169  
 Greed · 165  
 Grey propaganda · 116  
 Group Talk · 53

---

**H**

Herd following mentality · 193  
 Hostile crowd · 232  
 House style · 57, 267  
 House Style · 260

---

**I**

Incentive matrix · 141  
 Incentives · 234  
     Economic · 141, 147  
     Moral · 142, 147  
     Personal · 143  
     Social · 142  
 Indirect Argument · 194  
 Influence  
     Combined example · 159, 160

Influence Others · 151  
 Innocent · 208  
 Inspiration · 153  
 Interfere · 189  
 Interruptions · 53  
 Intersection ground · 71  
 Intimidation · 124, 188, 268  
 IPD · 248  
 Isolationist · *See*  
     Conservative/Isolationist  
     Example · 293  
 Iterated prisoner's dilemma · 248

---

**K**

Keywords · 223, 225  
 Kind Guy/Mean Guy · 178

---

**L**

LAS · 163  
 Least Acceptable Settlement · 163  
 Liar · 216  
 Limiting beliefs · 38  
 Logic · 153, 230  
 Logistics · 55  
 Lying · 215

---

**M**

MAD · 138, 208, 236  
 Marathon · 63  
 Maximum Supportable Position ·  
     163  
 Mind Map · 32  
 Morality · 204  
 MSP · 163  
 Multiple goals · 183  
 Mutually Assured Destruction ·  
     138, 208, 236

---

**N**

Nailing · 84  
Nash Equilibrium · 138  
Negative Equality Nostalgia · 218  
Negotiation  
    Alliances & Treaties · 100  
    Negative · 163  
    Passive · 162  
    Positive · 163  
    Secret · 162  
    Strategy · 167  
Negotiator · *See* Deal  
    Maker/Negotiator  
Nice Strategy · 248

---

**O**

Online  
    Intimidation · 125  
Online strategies · 264  
Optimism · 48  
Overt power · 64

---

**P**

Packaging · 177  
Pareto principle · 80  
Participation · 154  
Passion · 52  
Passive resistance · 87  
Patterns · 145  
Payoff matrix · 246  
PD · 246  
Peer pressure · 157  
Perpetual war · 123  
Philosophy of war · 74  
Plan B · 37  
Policy · 158, 180  
Politics · 75, 126  
    Example · 298

Position · 33, 35  
Possibilities · 33, 36  
Presence · 51  
Pressure valve · *See* Exchange  
    country  
Price · 33, 37  
Principle of Least Effort · 78  
Prisoner's Dilemma · 245  
    Multi-player · 261  
Problem · 33, 35  
Profile Players · 40  
Propaganda · 114  
    Speech · 230  
    Techniques · 118  
    White, Black and Grey · 116  
Proposal · 33, 36  
Psychological Profile · 40  
Psychological Warfare · 111

---

**Q**

Quid Pro Que · 181

---

**R**

Rank-and-yank · 47, *See* 20-70-10  
    rule  
Rational choice theory · 234  
Regret · 181  
Repeated gameplay · 242, 249,  
    260  
Risk · 20, 25

---

**S**

Same boat syndrome · 218  
Scenarios · 283  
Schlieffen Plan · 88  
Search method · 79  
Second strike capability · 138

---

Self interest · 188  
 Settlement Range · 163  
 Seven Believes · 38  
 Silence · 179  
 Single point of failure · 66  
 Slippery slope · 131, 132, 149  
 Speech · 230  
 Stock piling armies · 135  
 Strategy · 27, 73  
     Random · 180  
 Strategy-less · *See* Strategy-less/Amateur  
 Strategy-less/Amateur · 45  
     thinks of others · 47  
 Suez Crisis · 90  
 Suicide · 138, 268  
 Sun Tzu · 75  
 Sure Offer · 163

---

## T

Tactics · 27, 55  
 Talking correctly · 222  
 Talking points · 115  
 Taoism · 77  
 Temet Nosce · 32  
 Territories-first strategy · 61  
 The Art of War · 75  
 Though Process · 34  
 Threat · 170  
 Three Layers, The · 27  
 Timing · 176  
 Tit-for-Tat · 249  
 Top-Up · 177  
 Total Alliance · 101  
 Total Diplomacy · 77  
 Total Elimination · 86  
 Tragedy of the commons · 255  
 Treaty · 101, 266  
     Example of breaking · 291  
 Triple Filter Test · 222  
 Trust · 219, 220  
 Truth Suggestions · 227

TT · 261  
 Turtle · 63  
 Turtle Strategy · 252  
     Believers · 254  
     Death · 253  
     Destruction by group · 258  
     Killers · 254

---

## U

Uplift · 155

---

## V

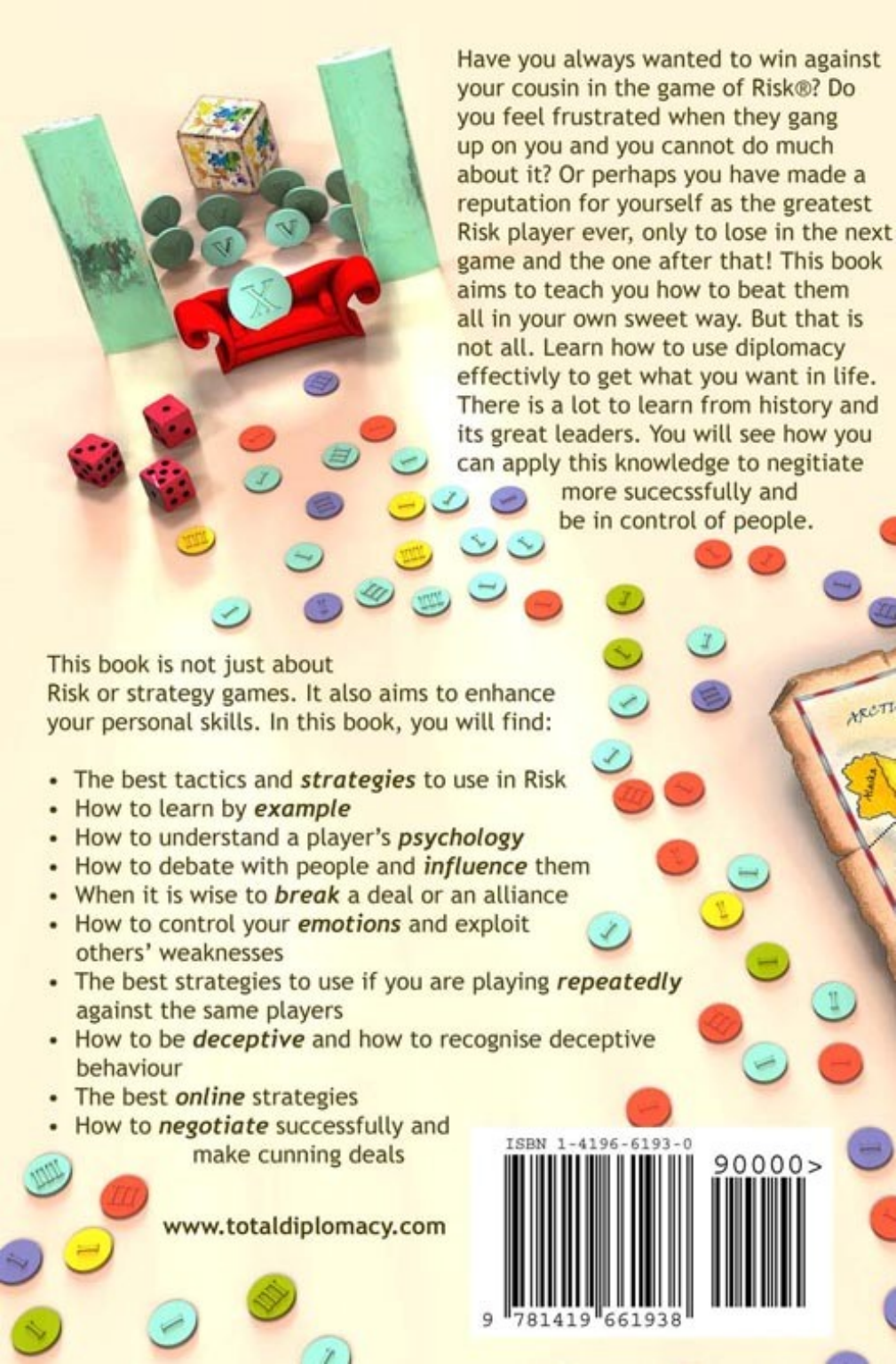
Vulture Strategy · 267

---

## W

*War of attrition* · 34, 50, 197, 228,  
 231, 273, 274, 279, 290, 297,  
 298, 309  
 White propaganda · 116

---

A collection of Risk game components is scattered across the page. In the upper left, there are two green rectangular board sections, a colorful die, and several green circular tokens with white letters. A red sofa-shaped token with a white letter 'V' is prominent. Below these are several red dice and a variety of colored circular tokens (red, yellow, blue, green, purple, cyan) with different symbols and letters. On the right side, a portion of a Risk board is visible, showing a yellow landmass and the word 'ARCTIC'.

Have you always wanted to win against your cousin in the game of Risk®? Do you feel frustrated when they gang up on you and you cannot do much about it? Or perhaps you have made a reputation for yourself as the greatest Risk player ever, only to lose in the next game and the one after that! This book aims to teach you how to beat them all in your own sweet way. But that is not all. Learn how to use diplomacy effectively to get what you want in life. There is a lot to learn from history and its great leaders. You will see how you can apply this knowledge to negotiate more successfully and be in control of people.

This book is not just about Risk or strategy games. It also aims to enhance your personal skills. In this book, you will find:

- The best tactics and *strategies* to use in Risk
- How to learn by *example*
- How to understand a player's *psychology*
- How to debate with people and *influence* them
- When it is wise to *break* a deal or an alliance
- How to control your *emotions* and exploit others' weaknesses
- The best strategies to use if you are playing *repeatedly* against the same players
- How to be *deceptive* and how to recognise deceptive behaviour
- The best *online* strategies
- How to *negotiate* successfully and make cunning deals

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