

## COMPELLENCE

**THE GOAL OF COMPELLENCE IS TO GET AN OPPONENT TO DO SOMETHING OR STOP DOING SOMETHING**

IT IS BASED ON EITHER OR BOTH - THE USE OF FORCE OR THE THREAT OF THE USE OF FORCE. IF YOU DO NOT DO AS I ASK, I WILL MAKE YOU DO WHAT I ASKED (USE) OR I WILL MAKE YOU WISH YOU HAD DONE WHAT I HAD ASKED (THREAT)

◆IF IT IS BASED ON THE USE OF FORCE, THEN ITS SUCCESS DEPENDS ON THE RESULT OF THE USE OF RELATIVE POWER.

◆IF IT IS BASED ON THE THREAT OF THE USE OF FORCE, THEN IT OPERATES MUCH LIKE DETERRENCE.