

DECEPTION

To deceive is to deliberately mislead another into believing something false.

According to master theorist Sun Tzu, "All warfare is based on deception."

According to Niccolo Machiavelli, "Although in all other affairs it is hateful to use fraud, in the operations of war it is praiseworthy and glorious."

According to Francesco Guicciardini, "deception is very useful, whereas your frankness tends to profit others rather than you."

DECEPTION, FUNCTION OF

Deception aims at leading the enemy into a predictable course of action or inaction which can be exploited.

Note that it is not useful to simply feed the enemy deliberately confusing information--or to keep the enemy ignorant of all information.

An enemy with ambiguous information or no information at all is likely to react in an unpredictable manner which you may be unable to exploit.

DECEPTION (SELF-DECEPTION)

Self-deception is common.

Aristotle said that those who commonly deceive themselves are easily deceived by others.

DECEPTION, SUN TZU ON

According to Sun Tzu, "All warfare is based on deception. Therefore, when capable, feign incapacity; when active, inactivity. When near, make it appear that you are far away; when far away, that you are near. Offer the enemy a bait to lure him; feign disorder and strike him. When he concentrates, prepare against him; where he is strong, avoid him. Anger his general and confuse him. Pretend inferiority and encourage his arrogance. Keep him under a strain and wear him down. When he is united, divide him. Attack where he is unprepared; sally out when he does not expect you."

DECEPTION, TECHNIQUES OF

There are several classic techniques of deception:

1. *The Lure*. Give the enemy what he thinks is a sudden opportunity. In reality, the apparent "opportunity" is actually a trap.

In Indochina, the French dropped sacks of rice. They then bombed the Vietnamese guerrillas who tried to collect the rice.

2. *The Classic Lie*. On June 3, 1967, the Israeli minister of defense said that Israel would not strike her enemies first. On June 5, 1967, Israel attacked first.

3. *The Double Bluff*. In the "double bluff," reveal the truth to the enemy--and gamble that he will not believe it. The "double bluff" is effective against an enemy who *expects* deception.

This technique is dangerous, so it is used mainly in poker.

4. *The Unintentional Mistake.* Convince the enemy that valuable information has come into his hands through a security problem or negligence.

In World War II, the allies planted false invasion plans on a corpse in an incident referred to as “the man who never was.”

5. *The Technique of Acclimatization by Slow Change.* This technique is based on the fact that evolutionary change is less noticeable than revolutionary change.

It is well known that a toad dropped into boiling water will jump out. A toad placed in room-temperature water will stay in the water until death, however, if the temperature is SLOWLY raised.

It is interesting that when the U.S.A. introduced the modern income tax in 1914, the annual income tax per capita was twenty-eight cents! Rates have been raised slowly--without incident--ever since.

6. *Fabricate a Pattern, albeit a Bogus One.* In this deception, repeat something to lull an opponent into a false sense of security.

Before the cross-Suez attack in 1973, the Egyptian army had “war gamed” the assault over forty times before the eyes of the Israelis.

Usually, however, only two feints are necessary. Typically, the enemy will react to the first feint, and often to the second as well, but he will hesitate to react to a third. Make the third effort the actual attack