



# 11 NINE

## THE SUN TZU BRIEF

AMES :: The Nine Kinds of Terrain

CLAVELL :: The Nine Situations

WING :: The Nine Varieties of Ground

HANZHANG :: The Nine Situations

SAWYER :: Nine Terrains

KRAUSE :: Competitive Conditions

HUANG :: The Nine Zones

GRIFFITH :: Nine Varieties of Ground

CLEARY :: Nine Grounds

When conflict is inevitable, and fighting unavoidable, then the terrain upon which the conflict is prosecuted and the motivation and bearing of the troops is of utmost importance. Effective leaders create hope from despair and convert fear into action.

“Therefore, on terrain where the troops are easily scattered, I would work to make them one of purpose; on marginal terrain, I would keep the troops together; on contested terrain, I would pick up the pace of our rear divisions; on intermediate terrain, I would pay particular attention to defense; at a strategically vital intersection, I would make sure of my alliances; on critical terrain, I would maintain a continuous line of provisions; on difficult terrain, I would continue the advance along the road; on terrain vulnerable to ambush, I would block off the paths of access and retreat; on terrain from which there is no way out, I would show our troops my resolve to fight to the death.” AMES

“When officers and men care only for worldly riches they will cherish life at all costs. Now the troops of those adept in war are used like the Simultaneously Responding snake of Mount Chang. When struck on the head its tail attacked; when struck on the tail its head attacks, when struck in the centre both head and tail attack.” GRIFFITH

“He changes his methods and alters his plans so that people have no knowledge of what he is doing. He alters his camp-sites and marches by devious routes, and thus makes it impossible for others to anticipate his purpose. To assemble the army and throw it into a desperate position is the business of the general. He leads the army deep into hostile territory and there releases the trigger.” GRIFFITH

“Speed is the essence of war.” GRIFFITH