



# 01 SURVEY

## THE SUN TZU BRIEF

AMES :: On Assessments

CLAVELL :: Laying Plans

WING :: The Calculations

HANZHANG :: Estimates

SAWYER :: Initial Estimates

KRAUSE :: Planning

HUANG :: Surveying

GRIFFITH :: Estimates

CLEARY :: Strategic Estimates

War is a vital matter of state and as such the commanders ability to survey, assess, calculate, plan and lead is of the highest importance. There is no substitute for leadership. The commander is supreme.

“Therefore use these assessments for comparison, to find out what the conditions are. That is to say, which political leadership has the Way? Which general has ability? Who has the better climate and terrain? Whose discipline is effective? Whose troops are the stronger? Whose officers and soldiers are the better trained? Whose system of rewards and punishments is clearer? This is how you can know who will win.” **CLEARY**

“Warfare is the art (Tao) of deceit. Therefore, when able seem to be unable; when ready, seem unready; when nearby, seem far away; and when far away, seem near. If the enemy seeks some advantage, entice him with it. If he is in disorder, attach him and take him. If he is formidable, prepare against him. If he is strong, evade him. If he is incensed, provoke him. If he is humble encourage his arrogance. If he is rested, wear him down. If he is internally harmonious, sow divisiveness in his ranks. Attack where he is not prepared: go by way of places where it would never occur to him you would go. These are the military strategist’s calculations for victory they cannot be settled in advance.” **AMES**

“If you say which ruler possesses moral influence, which commander is the more able, which army obtains the advantages of nature and the terrain, in which regulation an instructions are better carried out, which troops are the stronger; attach they are happy and when they hear the gongs sound the retirement they are enraged. He who is like this is strong.” **GRIFFITH**