

I. Automaticity - Compliance

Is A Function of Automatic

Behavior caused by:

Habituation, Coercion, Entrapment

A Habituation - Compliance

Caused by Indoctrination

1. Limitations:

a. Problem of Plastic

Persuasion And Advertising

b. Internal and External

Incentives

c. Training Is Most
Efficient When Re-Instoring
Beliefs And Behavior (Nationalism)

2. Problem of Variability

3. Significance -

a. Learning Cohesion (Collective
Action Capacity)

3.3. Combat Is Team

Production and Requires
Collective Action and Therefore
Trust

c. Training Also Teaches
Tactics (Standard Operating
Procedures (SOPs))

d. Induction or
TRAINING

B Coercion - Coercion
Is the External Incentive
That Forces Compliance

1. Limitations - Coercion

Is Inefficient - Why?

a. Organizational Costs

b. Utilization Costs & Resources

d. Same As Don't see the Commitment
(Process)

2. Significance - Pairing
And Detering Individual
Shirking, Free-Riding

(Prisoner's Dilemma)

a. Demand For Coercive
Leaders C-led

1 Demonstrative

Coercion of Individuals

Demonstrates Leaders

Concern \rightarrow Enhances Trust

a. The Use of Public Shame

3. Against the Problem of
Variability of Compliance -
Coercion Implies No Variability

4. Coercion \neq Reward / Strategy
Coercion Makes Weak Militaries

C. Entrapment - Compromise
Is A Function of Commands
That Place Combatants In
A Situation of Fight or Die

1. Island Battles - W.W.II

2. D Day - Omaha Beach

3. Limitation - Under-plays

Resistance & Learning

in Combatants Can Resist

Suicidal Positioning

1. W.W.I + II - Trench Combat

5. Resistance Is Based

On Learning to Combat

Environment

4. Significance - Terrain,

Enemy Shape/Ration/Possibilities,