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## L art de la guerre sun tzu pdf

5.1. Sun Tzu says: the command of the large number is the same for the few, it is just a matter of group division. 5.2. Fighting with a large army under your command is the same as fighting with a small one, it's just a matter of signals and messages. 5.3. For your army to withstand the enemy's attack without shaking, it is necessary to operate directly and indirectly. 5.4. Troops advancing against the enemy must be like stones you would throw against eggs, thanks to your understanding of the systems of strengths and weaknesses. 5.5. In all battles, the direct method can be used for combat initiation, but indirect methods will be necessary to ensure victory. 5.6. Indirect tactics, effectively applied, are relentless as heaven and Earth, eternal as the flow of rivers and streams, such as the sun and moon. If they finish it's just to start over, as the seasons pass and then come back. 5.7. In music, there are no more than 5 notes, but their combinations will give more melodies than you will ever hear. 5.8. There are no more than 5 primary colors (blue, yellow, red, white and black), but their combinations give more shades than you will ever feel. 5.9. There are no more than 5 basic flavors (acids, acids, salty, sweet, bitter), but their combinations produce more flavors than you can ever taste. 5.10. In combat, there are no more than two methods of attack: direct and indirect, but their combinations produce an infinite number of maneuvers. 5.11. These two methods interact. It's like an endless spiral. Who can exhaust the possibilities of their combinations? 5.12. The troop resembles the attack of a torrent that will even drag the stones along its route. 5.13. The quality of the decision is like the precision and timing of the diving load of the hawk that touches and destroys its victim. 5.14. The good fighter will be fierce from the beginning of the battle and quick to make his decisions. 5.15. Your energy will be like the bandaged rope of a bow and your quick decision as the exit of the arrow. 5.16. In the turmoil and tumult of battle, you can guess a certain mess, but it is not. In this chaos your plan must be sorted, this will be your guarantee against any defeat. 5.17. Simulating disorder requires perfect discipline, simulating fear requires courage and an apparent weakness hides a certain force. 5.18. Hiding order under disorder is a simple matter of organization, the concealment of courage under an expression of shyness involves a great reserve of energy, the force for weakness must be carried out through tactical provisions. 5.19. Thus, what is skillful to achieve a permanent movement of the enemy through deceptive situations and cracks, dominates the actions of your enemy. He even sacrifices something, which the enemy wants. 5.20. Keeps the enemy moving by initiation a false attack and actually attacking it with the right troops. 5.21. A qualified commander seeks victory in the situation and the combination of energy, but does not require it from his subordinates. Then choose the right people and take advantage of the situation and the combined energies. 5.22. When you use the combined energy and the situation, your fighters become logs or stones. And the nature of the logs and stones is to be static on flat ground but to advance as soon as they encounter a slope, if they are square do not move, if they are round go down the slopes. 5.23. Thus, the energy of skillfully controlled troops can be compared to the momentum of round stones rolling down a mountain more than a thousand meters high. Chapter 5 of the English version © 1996-2014. Amazon.com, Inc. or its affiliates Summary of Sun Tzu's book The Art of War: The Art of War is the art of winning a war before it begins. By Sun Tzu, 5th century BC J.C., 75 pages. Note: This column is a guest column written by Nicolas Bazard of the Internet Training blog. Chronicle and summary of The Art of War The book The Art of War was written by Chinese General Sun Tzu around the 5th century BC and is considered the world's first strategy book. The story gives us few clues about Sun Tzu: is it an author or several? (One realizes that the text sometimes includes: Sun Tzu says, and sometimes I say). The art of war is organized around 13 distant articles. These are not really different topics that are addressed each time, it seems to be more like 13 reflections, or even 13 different books grouped into one. Some passages can be repeated more or less, and seem very theoretical, but The Art of War, which is several thousand years old, remains relevant. Replace the word enemy with competitor, the word camp with the word market, the word soldier per employee and this military strategy book will be transformed into a business strategy book. I believe that all entrepreneurs, entrepreneurs, entrepreneurs, should have read this book. It is also a book that is part of the compulsory readings of University programs and many entrepreneurs use the principles established in them when negotiating a major contract or making attractive sales. It's quite small: 75 pages, but quite dense. I tried, in this column, to take on the important ideas evoked in the book The Art of War. Although The Art of War is very old, all ideas remain relevant and that's why I wanted to share it with you on this blog. The best know-how is not to win a hundred victories in a hundred battles, but to defeat the enemy without fighting Sun Tzu, The Art of War Article 1: From evaluation through this classic of Asian literature, Sun Tzu teaches us that to achieve success and glory in all battles, you must always take into account five elements doctrine, time, space, command, discipline. The doctrine: You should have a unit of thought and stick to it. Time: You should know how to act at the right time. Space: You have to choose the terrain. The commandment: We must show respect, love and empathy for the men who accompany us. Discipline: Master strategy, know who does what, know all the options available to us. Following their doctrine, the neighboring villages will come to their side. Given the time and space, you will know exactly the most favorable times to launch your offensive. Through command, people under his authority will serve him both out of service and pleasure. With discipline, you will know if a company is in vain, if your enemies are stronger than you, then you will not waste time in battle. If you decide to leave, hide your superiority, feign disorder, let the enemy believe it has the advantage. Then attack where you're not ready to show up when you're not waiting! Don't bet everything on the same fight, don't make your destiny depend on a single battle. Will history fans certainly appreciate my Article 10 Exceptional Historical Novels to travel back in the time when I discuss among other Azteca, War and Peace and Quo Vadis? Article 2: Compromise If you have the weapons and men to fight, then don't push back. When you want to win a battle, start it immediately and mobilize all your forces. If you wait too long, it will be your enemy who will attack first when your weapons are rusty, your men are unsmoked. All the glory accumulated so far will be lost in this battle. Those who really master the art of Do not mobilize your soldiers for several years without fighting them. Nothing exhausts an army more than inaction. Then shorten your campaigns! You must always be prepared to fight, do not waste any opportunity to annoy your enemy, to irritate him so that he falls into your trap, diminish his forces by taking his resources. Treat your prisoners as if they were your own men. Make them feel better in their camp than with their opponents. Act with them, as if they had freely enlisted in their army. The most important is victory, non-prolonged operations Sun Tzu, The Art of War Article 3: Proposals for Victory and Defeat Sun Tzu advises you to remain in your territories and declare war only as a last resort. It must also preserve the territories acquired from its enemies, maintain them and not destroy them. The best policy of war is to take an intact state. The best battle is the one that does not fight: discover the artifices of your enemy, sow discord among your followers, avoid the rescue from the outside. Readers of this article have also read: Launch is not to attack the enemy, but its strategy: attack the opponent's plan when their plans are born, break their alliances, only then will they have to fight. The goal is to take advantage of enemy territories as long as they are intact: your troops will not run out and your gains will be complete. The five keys to victory are: Knowing how to choose the right time to fight and the right time not to fight. Know how to save or deploy all your strengths depending on the situation. Knowing how to choose your men. Know how to prepare to confront your enemy before it becomes so. To be safe from the prince's bad decisions he would make for his glory. Meet your enemy and get to know you; you've had a hundred wars to support, a hundred times you'll be victorious. If you ignore your enemy and know yourself, your chances of losing and winning will be the same. If you ignore both your enemy and yourself, you will count your fights only for your defeats. What has no objectives is not likely to be achieved by Sun Tzu, The Art of War Article 4: To the extent that the best warriors do not encounter difficulties in combat, they commit to battle only after creating the right conditions. They have planned everything, they know the situation of the enemy and their own strengths and weaknesses. They know if they can win or if they will lose. When they choose to compromise, victory is a natural continuation of their knowledge. The skillful commander never risks suffering a defeat, never loses the opportunity to gain an advantage over his enemy. Know how to wait for the right time before you go on the attack. Article 5: Does Sun Tzu's account tell us that it is important to know the names of each of the soldiers in his army, as well as his qualities and talents? Know how to use them when they are in your favor. Combine the use of direct and indirect force: Direct: Commit the head of battle. Indirect: Attack where not expected. His direct force will always be limited, while his indirect force is unlimited: a qualified commander seeks victory in the situation and does not demand it from his army. You have to master an art bigger than that of war: the art of influencing your enemies. Pushing your enemies as if you were pushing a rock from the top of a mountain, it takes little effort, but the rock will fall all the way down the mountain. Article 6: Full and empty One of the essential things in the art of war is to choose your camp well. If you make your enemy come to you, then you will have the advantage of the ground. If you see that your enemy does not leave his camp, provoke him, force him out. Go to fields where the enemy will not be waiting for you, attack him when he least expects it, where he is less protected. The goal is to make sure that the enemy always doesn't know where to fight. You don't have to know what your means are or how you're going to attack it. If you are preparing for the forehead, attack your back, if you are preparing for the back, attack your forehead. When you are able, the inability to do so. When you act, inactivity feign. When you're close, pretend to be out. When you're out, pretend closeness. Sun Tzu, The Art of War Article 7: Direct and indirect confrontation They have the exact knowledge of the battle environment. Keep the enemy away from the place you have chosen to camp and keep it close to places you can take advantage of. Attack the enemy only when you think you are far from it and victory will be assured. A surprised enemy is a half-defeated enemy. To communicate with your army, use drums. The sound of a large number of drums will be used to restore courage to your soldiers, but also to scare your enemies. These noises will draw the enemy's attention to what you want. If you see that your soldiers are ardent, now is the time to go into battle. If, on the contrary, it is your enemies who have a great ardor, then we must wait for a more auspicious. Sun Tzu, the author of the book The Art of War Article 8: Of the nine changes that Sun Tzu considers nine changes that should directly affect your position: are you backing up? Are you still? Avoid places where there are no reinforcements that can help you: marshy areas, thick forests. Avoid installing a camp in isolated places. Avoid areas away from food and water sources. If you are in a place where you are at risk of getting stronger due to air, disease, hurry up to fight the enemy or you will lose many soldiers. In places where you can ambush, where it will not be easy for you to flee, do not attack the enemy. But if he attacks you, fight him to death. Avoid siege in cities that are too well fortified or full of food or you may need to give up quickly. Do not overlook any advantage, if you can achieve without running any losses. Before you get an advantage, think about what it will cost you: work, loss of life ... If you have a chance, don't wait for the prince's orders and act. A good general should never tell himself: whatever happens, I will do such a thing, I will go there, I will attack the enemy, I will harass this place. Only circumstance must determine this. Sun Tzu, The Art of War Article 9: From distributing the media before choosing your camp, knowing exactly where your enemies are, mastering the surrounding environment and choosing the place that is most advantageous: If you are camping in a valley, place sentinels at the top of the mountain to observe your enemies. If you're camping near a river, it dominates the fords. If you are forced to camp in the swamps, stay as close as possible. If you are camping on the plains, allow heights to be able to observe enemies. The best camps are the heights. If you come to cross a forest, romans on your guard, these places are conducive to ambush, the enemy can go out at any time and ambush you. Whatever your location, you have always sent to detect the environment and detect the presence of your enemy. From this precise observation, you can draw conclusions about your enemies: If you are camping in a valley, place sentinels at the top of the mountain to observe your enemies. If you're camping near a river, it dominates the fords. If you are forced to camp in the swamps, stay as close as possible. If you are camping on the plains, allow heights to be able to observe enemies. The best camps are the heights. 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