

## OVERCONFIDENCE AND WAR: The Havoc And Glory Of Positive Illusions

**A quirky look at India using popular economics Why does the stock exchange dip during a lunar eclipse? Why don't cars with safety features lead to fewer injuries? Why did Nehru ignore the Chinese threat in the lead-up to the 1962 war? Why is it that a stranger might risk his life to save yours on one day, and a street full of passers-by might casually watch you bleed to death on another? Why did pollsters wrongly predict a BJP victory in 2004, and what was the real reason for their defeat? And why is India's Independence Day not, in fact, on the day on which it's celebrated? In pithy, sparkling, bite-sized chapters, economists Vivek Dehejia and Rupa Subramanya tackle these seeming mysteries and unearth the real reasons why 'we are like this only'. The answers are entertaining and surprising at every turn, and reveal a picture of modern India as never seen before.**

**A complete exploration of the real-world applications and implications of evolutionary psychology The exciting and sometimes controversial science of evolutionary psychology is becoming increasingly relevant to more fields of study than ever before. The Handbook of Evolutionary Psychology, Volume 2, Integrations provides students and researchers with new insight into how EP draws from, and is applied in, fields as diverse as economics, anthropology, neuroscience, genetics, and political science, among others. In this thorough revision and expansion of the groundbreaking handbook, luminaries in the field provide an in-depth exploration of the foundations of evolutionary psychology as they relate to public policy, consumer behavior, organizational leadership, and legal issues. Evolutionary psychology seeks to explain the reasons behind friendship, leadership, warfare, morality, religion, and culture — in short, what it means to be human. This enlightening text provides a foundational knowledgebase in EP, along with expert insights and the most up-to-date coverage of recent theories and findings. Explore the vast and expanding applications of evolutionary psychology Discover the psychology of human survival, mating parenting, cooperation and conflict, culture, and more Identify how evolutionary psychology is interwoven with other academic subjects and traditional psychological disciplines Discuss future applications of the conceptual tools of evolutionary psychology As the established standard in the field, The Handbook of Evolutionary Psychology, Volume 2 is the definitive guide for every psychologist and student to understand the latest and most exciting applications of evolutionary psychology.**

**"Dan Reiter explains how information about combat outcomes and other factors may persuade a warring nation to demand more or less in peace negotiations, and why a country might refuse to negotiate limited terms and instead tenaciously pursue absolute victory if it fears that its enemy might renege on a peace deal. He fully lays out the theory and then tests it on more than twenty cases of war-termination behavior, including decisions during the American Civil War, the two world wars, and the Korean War. Reiter helps solve some of the most enduring puzzles in military history, such as why Abraham Lincoln issued the Emancipation Proclamation, why Germany in 1918 renewed its attack in the West after securing peace with Russia in the East, and why Britain refused to seek peace terms with Germany after France fell in 1940."**

**In World War II, the 81st Troop Carrier Squadron dropped paratroopers onto the battlefield, often in the face of heavy fire. This book relates the exploits of the 81st, which mirrored the combat experience of World War II troop carrier units.**

**Integrations**

**Indianomix**

**Book One**

**Revising Business Prose**

**Strategic Instincts**

**Causes of War**

**Fighting the People's War**

Most wars between countries end quickly and at relatively low cost. The few in which high-intensity fighting continues for years bring about a disproportionate amount of death and suffering. What separates these few unusually long and intense wars from the many conflicts that are far less destructive? In Logics of War, Alex Weisiger tests three explanations for a nation's decision to go to war and continue fighting regardless of the costs. He combines sharp statistical analysis of interstate wars over the past two centuries with nine narrative case studies. He examines both well-known conflicts like World War II and the Persian Gulf War, as well as unfamiliar ones such as the 1864-1870 Paraguayan War (or the War of the Triple Alliance), which proportionally caused more deaths than any other war in modern history. When leaders go to war expecting easy victory, events usually correct their misperceptions quickly and with fairly low casualties, thereby setting the stage for a negotiated agreement. A second explanation involves motives born of domestic politics; as war becomes more intense, however, leaders are increasingly constrained in their ability to continue the fighting. Particularly destructive wars instead arise from mistrust of an opponent's intentions. Countries that launch preventive wars to forestall expected decline tend to have particularly ambitious war aims that they hold to even when fighting goes poorly. Moreover, in some cases, their opponents interpret the preventive attack as evidence of a dispositional commitment to aggression, resulting in the rejection of any form of negotiation and a demand for unconditional surrender. Weisiger's treatment of a topic of central concern to scholars of major wars will also be read with great interest by military historians, political psychologists, and sociologists.

This edited volume addresses the issue of threat inflation in American foreign policy and domestic politics. The Bush administration's aggressive campaign to build public support for an invasion of Iraq reheated fears about the president's ability to manipulate the public, and many charged the administration with 'threat inflation', duping the news media and misleading the public into supporting the war under false pretences. Presenting the latest research, these essays seek to answer the question of why threat inflation occurs and when it will be successful. Simply defined, it is the effort by elites to create concern for a threat that goes beyond the scope and urgency that disinterested analysis would justify. More broadly, the process concerns how elites view threats, the political uses of threat inflation, the politics of threat framing among competing elites, and how the public interprets and perceives threats via the news media. The war with Iraq gets special attention in this volume, along with the 'War on Terror'. Although many believe that the Bush administration successfully inflated the Iraq threat, there is not a neat consensus about why this was successful. Through both theoretical contributions and case studies, this book showcases the four major explanations of threat inflation -- realism, domestic politics, psychology, and constructivism -- and makes them confront one another directly. The result is a richer appreciation of this important dynamic in US politics and foreign policy, present and future. This book will be of much interests to students of US foreign and national security policy, international security, strategic studies and IR in general. Trevor Thrall is Assistant Professor of Political Science and directs the Master of Public Policy program at the University of Michigan -

Dearborn. Jane Kellett Cramer is an Assistant Professor of Political Science at the University of Oregon.

The relationship between religion, intolerance and conflict has been the subject of intense discussion, particularly in the wake of the events of 9-11 and the ongoing threat of terrorism. This book contains original papers written by some of the world's leading scholars in anthropology, psychology, philosophy and theology exploring the scientific and conceptual dimensions of religion and human conflict. The volume will be of great interest to academics across avariety of disciplines, including religious studies, philosophy, psychology, theology, cognitive science, anthropology, politics, international relations, and evolutionary biology. It will also be ofinterest to the many lay readers who are interested in the phenomenon of religious conflict and who value access to the best available empirically informed perspectives on this topic.

This book sets out to explain the variation in nations' reactions to their defeats in war. Typically, we observe two broad reactions to defeat: an inward-oriented response that accepts defeat as a reality and utilizes it as an opportunity for a new beginning, and an outward-oriented one that rejects defeat and invests national energies in restoring what was lost--most likely by force. This volume argues that although defeats in wars are humiliating experiences, those sentiments do not necessarily trigger aggressive nationalism, empower radical parties, and create revisionist foreign policy. Post-defeat, radicalization will be actualized only if it is filtered through three variables: national self-images (inflated or realistic), political parties (strong or weak), and international opportunities and constraints. The author tests this theory on four detailed case studies, Egypt (1967), Turkey/Ottoman Empire, Hungary and Bulgaria (WWI), and Islamic fundamentalism.

The Handbook of Behavioral Operations

The Fall of the Philippines

The Case of Turkey's Syria Policy

OVERCONFIDENCE AND WAR

Why Confederates Fought

The True Cost of the Military

The Aftermath of Defeats in War

*Uncertainty surrounds every major decision in international politics. Yet there is almost always room for reasonable people to disagree about what that uncertainty entails. No one can reliably predict the outbreak of armed conflict, forecast economic recessions, anticipate terrorist attacks, or estimate the countless other risks that shape foreign policy choices. Many scholars and practitioners therefore believe that it is better to keep foreign policy debates focused on the facts - that it is, at best, a waste of time to debate uncertain judgments that will often prove to be wrong. In War and Chance, Jeffrey A. Friedman shows how foreign policy officials often try to avoid the challenge of assessing uncertainty, and argues that this behavior undermines high-stakes decision making. Drawing on an innovative combination of historical and experimental evidence, he explains how foreign policy analysts can assess uncertainty in a manner that is theoretically coherent, empirically meaningful, politically defensible, practically useful, and sometimes logically necessary for making sound choices. Each of these claims contradicts widespread skepticism about the value of probabilistic reasoning in international politics, and shows how placing greater emphasis on assessing uncertainty can improve nearly any foreign policy debate. A clear-eyed examination of the logic, psychology, and politics of assessing uncertainty, War and Chance provides scholars and practitioners with new foundations for understanding one of the most controversial elements of foreign policy discourse.*

*What shapes political behavior more: the situations in which individuals find themselves, or the internal psychological makeup--beliefs, values, and so on--of those individuals? This is perhaps the leading division within the psychological study of politics today. Political Psychology: Situations, Individuals, and Cases, 2nd edition, provides a concise, readable, and conceptually organized introduction to the topic of political psychology by examining this very question. Using this situationism--dispositionism framework--which roughly parallels the concerns of social and cognitive psychology--this book focuses on such key explanatory mechanisms as behaviorism, obedience, personality, groupthink, cognition, affect, emotion, and neuroscience to explore topics ranging from voting behavior and racism to terrorism and international relations. The new edition includes a new chapter on the psychology of the media and communication. Houghton has also updated the text to analyze recent political events such as the 2012 election, and to include up-and-coming research in the areas of neuroscience, behavioral economics, and more. Houghton's clear and engaging examples directly challenge students to place themselves in both real and hypothetical situations which involve intense moral and political dilemmas. This highly readable text will provide students with the conceptual foundation they need to make sense of the rapidly changing and increasingly important field of political psychology.*

*Most wars between countries end quickly and at relatively low cost. The few in which high-intensity fighting continues for years bring about a disproportionate amount of death and suffering. What separates these few unusually long and intense wars from the many conflicts that are far less destructive? In Logics of War, Alex Weisiger tests three explanations for a nation's decision to go to war and continue fighting regardless of the costs. He combines sharp statistical analysis of interstate wars over the past two centuries with nine narrative case studies. He examines both well-known conflicts like World War II and the Persian Gulf War, as well as unfamiliar ones such as the 1864-1870 Paraguayan War (or the War of the Triple Alliance), which proportionally caused more deaths than any other war in modern history. When leaders go to war expecting easy victory, events usually correct their misperceptions quickly and with fairly low casualties, thereby setting the stage for a negotiated agreement. A second explanation involves motives born of domestic politics; as war becomes more intense, however, leaders are increasingly constrained in their ability to continue the fighting. Particularly destructive wars instead arise from mistrust of an opponent's intentions. Countries that launch preventive wars to forestall expected decline tend to have particularly ambitious war aims that they hold to even when fighting goes poorly. Moreover, in some cases, their opponents interpret the preventive attack as evidence of a dispositional commitment to aggression, resulting in the rejection of any form of negotiation and a demand for unconditional surrender. Weisiger's treatment of a topic of central concern to scholars of major wars will also be read with great interest by military historians, political psychologists, and sociologists.*

*Winner of the Bancroft Prize The world of the California Gold Rush that comes down to us through fiction and film is one of half-truths. In this brilliant work of social history, Susan Lee Johnson enters the well-worked diggings of Gold Rush history and strikes a rich lode. Johnson explores the dynamic social world created by the Gold Rush in the Sierra Nevada foothills east of Stockton, charting the surprising ways in which the conventions of identity--ethnic, national, and sexual--were reshaped. With a keen eye for character and story, she shows us how this peculiar world evolved over time, and how our cultural memory of the Gold Rush took root.*

*Preparedness and Consequences*

*Biopolicy*

*What America and China Can Learn*

*The Adaptive Advantages of Cognitive Biases in International Politics*

*Family and Nation in Civil War Virginia*

*God is Watching You*

*Overconfidence and Risk Taking in Foreign Policy Decision Making*

A detailed description of the three-month defense of Bataan, the siege of Corregidor, the soldier[alpha]'s life in the crowded intimacy of Malinta Tunnel, MacArthur[alpha]'s evacuation, and the surrender of 78,000 American and Allied troops.

Reflections on War is a comprehensive and objective investigation into the problems of war. The book explores the crucial link between theory, strategy and objectives in war, taking all the evidence and theory into account, and should be of interest to military practitioners, specialists in defence studies, and others interested in military history. Also notable about the work is its ability to draw insights together from international legal theory, management sciences, history, sociology and the political economy of war ? showing due respect for the moral complexities involved in waging war.

Written by leading scholars in the field, Causes of War provides the first comprehensive analysis of the leading theories relating to the origins of both interstate and civil wars. Utilizes historical examples to illustrate individual theories throughout Includes an analysis of theories of civil wars as well as interstate wars -- one of the only texts to do both Written by two former International Studies Association Presidents

No historical event has exerted more influence on America's post-World War II use of military force than the Anglo-French appeasement of Nazi Germany in the 1930s. Informed by the supposed grand lesson of Munich--namely, that capitulating to the demands of aggressive dictatorships invites further aggression and makes inevitable a larger war--American presidents from Harry Truman through George W. Bush have relied on the Munich analogy not only to interpret perceived security threats but also to mobilize public opinion for military action. In The Specter of Munich, noted defense analyst Jeffrey Record takes an unconventional look at a disastrous chapter in Western diplomatic history. After identifying the complex considerations behind the Anglo-French appeasement of Hitler and the reasons for the policy's failure, Record disputes the stock thesis that unchecked aggression always invites further aggression. He proceeds to identify other lessons of the 1930s more relevant to meeting today's U.S. foreign policy and security challenges. Among those lessons are the severe penalties that foreign policy miscalculation can incur, the constraints of public opinion in a modern democracy, and the virtue of consistency in threatening and using force. The Specter of Munichconcludes that though today's global political, military, and economic environment differs considerably from that of the 1930s, the United States is making some of the same strategic mistakes in its war on terrorism that the British and French made in their attempts to protect themselves against Nazi Germany. Not the least of these mistakes is the continued reliance on the specter of Adolf Hitler to interpret today's foreign security threats.

Roaring Camp: The Social World of the California Gold Rush

A Troop Carrier Squadron's War from Normandy to the Rhine

Situations, Individuals, and Cases

Executive and Legislative Roles and Relationships

Principles and Cases

A Scientific and Conceptual Investigation

Threat Inflation Since 9/11

This volume explores the linkage of the life sciences with policy (biopolicy). It features two points of departure: the implications of the neurosciences for public policy; and the implications of evolutionary theory for policy-making. It includes several case studies of how these points of departure inform our knowledge of policy.

A comprehensive review of behavioral operations management that puts the focus on new and trending research in the field The Handbook of Behavioral Operations offers a comprehensive resource that fills the gap in the behavioral operations management literature. This vital text highlights best practices in behavioral operations research and identifies the most current research directions and their applications. A volume in the Wiley Series in Operations Research and Management Science, this book contains contributions from an international panel of scholars from a wide variety of backgrounds who are conducting behavioral research. The handbook provides succinct tutorials on common methods used to conduct behavioral research, serves as a resource for current topics in behavioral operations research, and as a guide to the use of new research methods. The authors review the fundamental theories and offer frameworks from a psychological, systems dynamics, and behavioral economic standpoint. They provide a crucial grounding for behavioral operations as well as an entry point for new areas of behavioral research. The handbook also presents a variety of behavioral operations applications that focus on specific areas of study and includes a survey of current and future research needs. This important resource: Contains a summary of the methodological foundations and in-depth treatment of research best practices in behavioral research. Provides a comprehensive review of the research conducted over the past two decades in behavioral operations, including such classic topics as inventory management, supply chain contracting, forecasting, and competitive sourcing. Covers a wide-range of current topics and applications including supply chain risk, responsible and sustainable supply chain, health care operations, culture and trust. Connects existing bodies of behavioral operations literature with related fields, including psychology and economics. Provides a vision for future behavioral research in operations. Written for academicians within the operations management community as well as for behavioral researchers. The Handbook of Behavioral Operations offers a comprehensive resource for the study of how individuals make decisions in an operational context with contributions from experts in the field.

Violence after War will be essential reading for all those interested in political violence, peacekeeping, and post-conflict reconstruction.

The Blackwell Handbook of Judgment and Decision Making is a state-of-the-art overview of current topics and research in the study of how people make evaluations, draw inferences, and make decisions under conditions of uncertainty and conflict. Contains contributions by experts from various disciplines that reflect current trends and controversies on judgment and decision making. Provides a glimpse at the many approaches that have been taken in the study of judgment and decision making and portrays the major findings in the field. Presents examinations of the broader roles of social, emotional, and cultural influences on decision making. Explores applications of judgment and decision making research to important problems in a variety of professional contexts, including finance, accounting, medicine, public policy, and the law.

The British and Commonwealth Armies and the Second World War

Failing to Win

The Oxford Handbook of War

Confidence, Fear, and the Tragedy of the First World War

Ethics, Security, and the War Machine

War, Democracy and Culture in Classical Athens

Making Sense of Modern India

***This book introduces a new perspective on risk seeking behaviour, developing a framework based on various cognitive theories, and applying it to the specific case-study of Turkey's foreign policy toward Syria. The author examines why policy makers commit themselves to policies that they do not have the capacity to deliver, and develops an alternative theoretical model to prospect theory in explaining risk taking behaviour based on the concept of overconfidence. The volume suggests that overconfident individuals exhibit risk seeking behaviour that contradicts the risk averse behaviour of individuals in the domain of gain, as predicted by prospect theory. Using a set of testable hypothesis deduced from the model, it presents an empirical investigation of the causes behind Turkish decision makers' unprecedented level of risk taking toward the uprising in Syria and the consequences of this policy.***

***Bringing together leading contributors in the field, this new volume analyzes how victory and defeat in modern war can be understood and explained. It does so by confronting two inter-related research problems: the nature of victory and defeat in modern war and the explanations of victory and defeat. By first questioning the extent to which the concepts of victory and defeat are meaningful to describe the outcomes of modern wars, and whether the contents of these concepts are changing, it then evaluates different theories purporting to explain the outcomes of war and the impact of variables, ranging from technology to culture. The book tackles several key questions: What is the definition of victory in the 'War on Terror'? What is the meaning of victory and defeat in contemporary insurgencies, such as those in Iraq and Afghanistan? Are the counterstrategies that were developed in the mid-twentieth century valid in order to deal with present and future conflicts? With case studies ranging from the Malayan Emergency to the current conflict in Iraq, Understanding Victory and Defeat in Contemporary War will be of great interest to students of war and conflict studies, security studies, military history and international relations.***

***"At the heart of much work in international relations is the attempt to understand why citizens and leaders act as they do-and over the last decade, a growing body of research has shown that the "rational choice theory" that has long guided this understanding is insufficient. People do not always behave rationally; instead, most of us have psychological biases that cause us to behave "irrationally." As political science has integrated this new behavioral research, the literature has tended to view such biases as source of errors or mistakes. Yet for other fields--most notably evolutionary biology--the same psychological biases are recognized as adaptive heuristics that evolved to improve our decision-making, not to undermine it. In this book, Johnson uses his cross-disciplinary training to push this evolutionary understanding of biases into the study of politics. Specifically, he asks: when and how can psychological biases cause or promote success in the realm of international relations? Johnson focuses on three of the most prominent psychological biases-overconfidence, the fundamental attribution error (the tendency to see others' actions as motivated by personality rather than the influence of external/situational factors) and in-group/out-group bias (favoring members of group one identifies with over those one does not). He outlines the scientific research on each bias, explores its adaptive advantages, and then gives detailed historical examples where the bias seems to have caused strategic advantages, focusing on the American Revolution (overconfidence), the UK and the appeasement of Hitler (fundamental attribution error) and the Pacific campaign***

**in WW2 (group bias). He then circles back to acknowledge the "dark side" of biases when taken to the extreme, considering how confidence becomes hubris, the attribution error becomes paranoia and group bias becomes racism. Ultimately, Johnson argues that this evolutionary perspective is the crucial next step in bringing psychological insights to bear on the foundational questions in the field"--**

**Post-conflict reconstruction is one of the most pressing political issues today. This book uses economics to analyze critically the incentives and constraints faced by various actors involved in reconstruction efforts. Through this analysis, the book will aid in understanding why some reconstructions are more successful than others.**

**Violence after War**

**Assessing Uncertainty in International Politics**

**Explanations for Limited and Unlimited Conflicts**

**Perceptions of Victory and Defeat in International Politics**

**American Foreign Policy and The Politics of Fear**

**Explaining Instability in Post-Conflict States**

**Blackwell Handbook of Judgment and Decision Making**

**An expert on the psychology of decision making at Berkeley's Haas School of Business helps readers calibrate their confidence, arguing that some confidence is good, but overconfidence can hinder growth. A surge of confidence can feel fantastic—offering a rush of energy, even a dazzling vision of the future. It can give us courage and bolster our determination when facing adversity. But if that self-assurance leads us to pursue impossible goals, it can waste time, money, and energy. Self-help books and motivational speakers tell us that the more confident we are, the better. But this way of thinking can lead to enormous trouble. Decades of research demonstrates that we often have an over-inflated sense of self and are rarely as good as we believe. Perfectly Confident is the first book to bring together the best psychological and economic studies to explain exactly what confidence is, when it can be helpful, and when it can be destructive in our lives. Confidence is an attitude that takes into account both personal feelings and the facts. Don Moore identifies the ways confidence behaves in real life and raises thought-provoking questions. How optimistic should you be about an uncertain future? What justifies your confidence in something amorphous and subjective like your attractiveness or sense of humor? Moore reminds us that the key to success is to avoid being both over- and under-confident. In this essential guide, he shows how to become perfectly confident—how to strive for and maintain the well-calibrated, adaptive confidence that can elevate all areas of our lives.**

**The willingness to believe in some kind of payback or karma remains nearly universal. Retribution awaits those who commit bad deeds; rewards await those who do good. Johnson explores how this belief has developed over time, and how it has shaped the course of human evolution.**

**If pacifists are correct in thinking that war is always unjust, then it follows that we ought to eliminate the possibility and temptation of ever engaging in it; we should not build war-making capacity, and if we already have, then demilitarization--or military abolition--would seem to be the appropriate course to take. On the other hand, if war is sometimes justified, as many believe, then it must be permissible to prepare for it by creating and maintaining a military establishment. Yet this view that the justifiability of war-making is also sufficient to justify war-building is mistaken. This book addresses questions of jus ante bellum, or justice before war. Under what circumstances is it justifiable for a polity to prepare for war by militarizing? When (if ever) and why (if at all) is it morally permissible to create and maintain the potential to wage war? In doing so it highlights the ways in which a civilian population compromises its own security in maintaining a permanent military establishment, explores the moral and social costs of militarization, and evaluates whether or not these costs are worth bearing.**

**This third edition of Moral Constraints on War offers a principle by principle presentation of the ethics of war as is found in the age-old tradition of the Just War. Parts one and two trace the evolution of Just War Theory, analyzing the principles of jus ad bellum and jus in bello: the principles that determine the conditions under which it is just to start a war and then conduct military operations. Each chapter provides a historical background of the principle under discussion and an in-depth analysis of its meaning. More so than in the previous editions, there is a special focus on the transcultural nature of the principles. Besides theoretical clarifications, each of the principles is also put to the test with numerous historical and contemporary examples. In Part three, Just War Theory is applied in three specific case studies: the use of the atomic bomb against Japan in World War II, the Korean War (1950-53), and the use of armed drones in the "war on terror." Bringing together an international coterie of philosophers and political scientists, this accessible and practical guide offers both students of military ethics and of international relations rich, up-to-date insights into the pluralistic character of Just War Theory.**

**The Life Sciences and Public Policy**

**Logics of War**

**The Political Economy of Exporting Democracy**

**Gambling on War**

**How Wars End**

**Political Psychology**

**How the Fear of God Makes Us Human**

**How do people decide which country came out ahead in a war or a crisis? In Failing to Win, Dominic Johnson and Dominic Tierney dissect the psychological factors that predispose leaders, media, and the public to perceive outcomes as victories or defeats--often creating wide gaps between perceptions and reality.**

**OVERCONFIDENCE AND WAR**Harvard University Press

**As its title implies, this book deals with revising, not with original composition. In business writing, where a first draft often emerges quickly under the pressures of facts, figures, and deadlines, revision is typically the major part of a writing task, and collaborative revision often produces the final document. Revising Business Prose provides detailed revision guidance and a collaborative approach to writing easily applied to writing in business, industry, government, and academics. Based on the premise that bad writing in organizations imitates the bureaucratic style The Official Style, as it's called here this book shows readers how to transform stilted, dense prose into plain English. For anyone interested in the revision process in every business writing context.**

**Opponents rarely go to war without thinking they can win--and clearly, one side must be wrong. This conundrum lies at the heart of the so-called "war puzzle": rational states should agree on their differences in power and thus not fight. But as Dominic Johnson argues in "Overconfidence and War," states are no more rational than people, who are susceptible to exaggerated ideas of their own virtue, of their ability to control events, and of the future. By looking at this bias--called "positive illusions"--as it figures in evolutionary biology, psychology, and the politics of international conflict, this book offers compelling insights into why states wage war. Johnson traces the effects of positive illusions on four turning points in twentieth-century history: two that erupted into war (World War I and Vietnam); and two that did not (the Munich crisis and the Cuban missile crisis). Examining the two wars, he shows how positive illusions have filtered into politics, causing leaders to overestimate themselves and underestimate their adversaries--and to resort to violence to settle a conflict against unreasonable odds. In the Munich and Cuban missile crises, he shows how lessening positive illusions may allow leaders to pursue peaceful solutions. The human tendency toward overconfidence may have been favored by natural selection throughout our evolutionary history because of the advantages it conferred--heightening combat performance or improving one's ability to bluff an opponent. And yet, as this book suggests--and as the recent conflict in Iraq bears out--in the modern world the consequences of this evolutionary legacy are potentially deadly.**

**Reflections on War**

**Perfectly Confident**

**The U.S. Government and the Vietnam War**

**War and Chance**

**Green Light!**

**How to Calibrate Your Decisions Wisely**

**In the first comprehensive study of the experience of Virginia soldiers and their families in the Civil War, Aaron Sheehan-Dean captures the inner world of the rank-and-file. Utilizing new statistical evidence and first-person narratives, Sheehan-Dean explores how Virginia soldiers--even those who were nonslaveholders--adapted their vision of the war's purpose to remain committed Confederates. Sheehan-Dean challenges earlier arguments that middle- and lower-class southerners gradually withdrew their support for the Confederacy because their class interests were not being met. Instead he argues that Virginia soldiers continued to be motivated by the profound emotional connection between military service and the protection of home and family, even as the war dragged on. The experience of fighting, explains Sheehan-Dean, redefined southern manhood and family relations, established the basis for postwar race and class relations, and transformed the shape of Virginia itself. He concludes that Virginians' experience of the Civil War offers important lessons about the reasons we fight wars and the ways that those reasons can change over time.**

**Analyses how the democracy of the classical Athenians revolutionized military practices and underwrote their unprecedented commitment to war-making.**

**Jonathan Fennell captures for the first time the true wartime experience of the ordinary soldiers from across the empire who made up the British and Commonwealth armies. He analyses why the great battles were won and lost and how the men that fought went on to change the world.**

**The first book in The Last War series: a debut epic fantasy full of crunching revolutionary action, twisted magic, and hard choices in dark times. The war is over. The enemy won. Jia's people learned the hard way that there are no second chances. The Egril, their ancient enemy, struck with magic so devastating that Jia's armies were wiped out. Now terror reigns in the streets, and friend turns on friend just to live another day. Somehow Tinnstra - a deserter, a failure, nothing but a coward - survived. She wants no more than to hide from the chaos. B dragged into a desperate plot to retake Jia, surrounded by people willing to do anything to win the fight, this time Tinnstra will need to do more than hide. If Jia is to get a second chance after all, this time she will need to be a hero. With all the grit of Joe Abercrombie, Mark Lawrence and Ed McDonald, this is fantasy with the sharpest of edges. \* \* \* \* \* \* \* \* \* \* The next Game of Thrones' Glen Cook, author of The Black Company 'Tarantino crossed with David Gemmell' Peter McLean, author of Priest of Bones 'A powerful debut' Gavin Smith, author of**

**The Bastard Legion**

**Religion, Intolerance, and Conflict**

**The Origins of the First World War**

**Reconsidering the Lessons of Appeasing Hitler**

**Blinders, Blunders, and Wars**

**Understanding Victory and Defeat in Contemporary War**

**Moral Constraints on War**

**After War**

**Discusses the irrational, risk-taking decisions of overconfident leaders which led to a seminal turning point in world history that shaped the twentieth century.**

**Covering all aspects of war in the modern era The Oxford Handbook of War will be the definitive study in this area for years to come.**

**The history of wars caused by misjudgments, from Napoleon's invasion of Russia to America's invasion of Iraq, reveals that leaders relied on cognitive models that were seriously at odds with objective reality. Blinders, Blunders, and Wars analyzes eight historical examples of strategic blunders regarding war and peace and four examples of decisions that turned out well, and then applies those lessons to the current Sino-American case.**

**We Are The Dead**

**The Specter of Munich**

**The Handbook of Evolutionary Psychology, Volume 2**

**Between Revenge and Recovery**