



Some thoughts about DIPLOMACY

Strategy and Diplomacy are indivisible

- ▶ Whom to attack?
- ▶ Whom to ally?
- ▶ What must happen to keep you in the competition for victory?

Diplomatic Positioning

- ▶ Reading the map
- ▶ Researching the players
- ▶ What is the way to victory?

Reading the Map





Adversary Analysis

Key Performance Indicators

- ▶ How focused? I.e. how many simultaneous games?
- ▶ Does the player give up easily? Finished vs resigned games
- ▶ Average finish in games?
- ▶ Average finish in games with difficulty above 1?
- ▶ State of economy on turn 10?
- ▶ Fleet size and composition at turn 25?
- ▶ Style and frequency of communication?



Grand Strategy

- ▶ Positional analysis tells you your main threats and opportunities
 - ▶ Who you need to invade
 - ▶ Who you need to oppose
 - ▶ Who you need to support
 - ▶ Which players are the lost causes, beyond help
- ▶ Remember, a relative power gain trumps absolute power gain every day!
- ▶ Keeping this in mind, you now should know how to go ahead maximizing your relative power gain
- ▶ The Way To Victory





From Strategy to Execution

- ▶ A good economy is the base you build everything on
- ▶ Your reputation as a player is another cornerstone
 - ▶ Tactical skill
 - ▶ Trustworthiness
 - ▶ Tenacity
- ▶ These are your 'external characteristics' you will be evaluated by

- ▶ But who will listen to you? How to actually build influence? How do the sweet talkers really do it?



▶ And now, something completely different

“Masters of Love”

- ▶ Social scientists started studying marriages in the 1970s
- ▶ In the 1980s, John Gottman executed a study
- ▶ Interviewed couples about their relationship while measuring bodily responses with electrodes
- ▶ 6 years later, examined status of marriage: happy, unhappy, divorced
- ▶ High correlation with physical arousal (fight-or-flight) in the interview and later unhappiness and/or divorcing
- ▶ “Masters and disasters”

The Bids and Responses

- ▶ Gottham made a follow-up study in the 1990s
- ▶ Observed 130 newlyweds in a holiday retreat
- ▶ Again, follow-up 6 years later
- ▶ By observing interactions of the couples, Gottham could predict by 94 percent certainty which couples would stay together and which ones would divorce

The “Bid”

- ▶ A request for communication throughout the day
- ▶ Practically any comment on something, even mundane
- ▶ Not only a comment, but also a request for a response from partner
- ▶ To create a momentarily connection, a shared moment

The Response

- ▶ Choice: To turn toward or to turn away?
- ▶ Turn toward: Respond to the comment with engagement
- ▶ Turn away: Not respond, or respond minimally

Findings

- ▶ Very high correlation with 'turn-toward' bids and marital happiness
- ▶ Divorced couples: 33% turn-toward
- ▶ Stay together couples: 87% turn-toward

Categories for responses

- ▶ A study by Shelly Gable in 2006 brought young couples to the lab to discuss positive events in their lives
- ▶ Aim to understand how the partner responds to the events
- ▶ Follow-up two months later
- ▶ Study found four general categories for responses

Passive destructive

- ▶ Ignoring the message
- ▶ Responding with something entirely different
- ▶ Or not responding at all

Passive Constructive

- ▶ Half-hearted acknowledgement
- ▶ Kind of positive but not really caring

Active destructive

- ▶ Diminishing the bid or bidder
- ▶ Turning the conversation into something negative

Active Constructive

- ▶ Responder stop what they are doing and pay attention
- ▶ Respond engagingly
- ▶ “General kindness”

- ▶ A.k.a “turn-toward” response
- ▶ Frequency of active constructive responses to bids was the only significant difference between couples who stayed together and who split

“Masters of Diplomacy”

- ▶ They respond to messages!
- ▶ They make those bids!
- ▶ They are engaging in their responses, paying attention to the other players situation and concerns
- ▶ They generally appreciate other players, emanating a certain kindness
- ▶ That kindness does not mean weakness!
 - ▶ A declaration of war can be done in a constructive way
 - ▶ It is possible to respect your enemies while crushing them

Let's not forget the most important thing

- ▶ To get those bids to respond to, you still need to get into that relationship in the first place!
- ▶ A strong economy
- ▶ A strong fleet
- ▶ A solid reputation