

Meuse, 1918.

Why Strategy Is



Westmoreland
with Nixon, 1969.

DOD

Difficult

By COLIN S. GRAY

My aim is to relate the nature of strategy to the character of its artistic application and to the unknowable context of the 21st century. The immodesty, even arrogance, of this endeavor is best conveyed through an anecdote about a meeting between Hannibal Barca and an armchair strategist. Hannibal suffered from what in this last century has been the German failing—winning battles but losing wars. Hannibal won all of his battles in the Second Punic War except, sadly for a Carthage that did not deserve him, the last one, against Scipio Africanus at Zama in 202 BC. He is reported to have had little patience with amateur critics.

*According to Cicero (de Oratore), the great general when in exile in Ephesus was once invited to attend a lecture by one Phormio, and after being treated to a lengthy discourse on the commander's art, was asked by his friends what he thought of it. "I have seen many old drivellers," he replied, "on more than one occasion, but I have seen no one who drivelled more than Phormio."*¹

The theme of this article lurks in the ancient strategic aphorism that "nothing is impossible for the man who does not have to do it." When I was contributing to the *Defense Guidance* in the early 1980s its basic direction for the Armed Forces could be reduced to "be able to go anywhere, fight anyone, and win." To repeat my point, to those who do not have to *do* strategy at the sharp, tactical end of the stick, the bounds of feasibility appear endless.

True wisdom in strategy must be practical because strategy is a practical subject. Much of what appears to be wise and indeed is prudent as high theory is unhelpful to the poor warrior who actually has to do strategy, tactically and operationally. Two classic examples make the point.

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U.S. Army

Carl von Clausewitz advised us that there is a “culminating point of victory,” beyond which lies a decline in relative strength.² Great advice—save, of course, that political and military maps, let alone physical terrain, do not come with Clausewitz’s “culminating point” marked. Imagine that you are a German and that it is anytime between late June 1941 and late August 1942. You have read Clausewitz. Where is the culminating point—at Minsk or Smolensk, on the Dnieper, Don, or Volga? How can you find a culminating point of victory until adverse consequences unmistakably tell you where it was?

The other example of great strategic wisdom that is difficult to translate into practical advice is the insistence of Clausewitz (and Jomini) that “the best strategy is always to be very strong; first in general, and then at the decisive point.”³ Naturally the challenge is not to comprehend the all but sophomoric point that one needs to be very strong at the decisive point. Rather it is to know the location of that point. What did Clausewitz’s advice mean for Germans in the late summer and fall of 1941? Did they need to concentrate their dissipating strength on the Red Army in the field, on the road to Moscow, or both?

For a tougher call, consider the American military problem in Southeast Asia in the second half of 1965. General William Westmoreland somehow had to identify military objectives to match and secure the somewhat opaque political objectives. Mastery of the arguments in the classics of strategic theory was unlikely to be of much practical help.

The Argument

Before expounding the central elements of my argument, which appear pessimistic, let me sound an optimistic note. Terrible though the 20th century has been, it could have been far worse. The bad news is that the century witnessed three world wars—two hot, one cold. The good news is that the right side won each of them. Moreover, threats to peace posed twice by Germany and then by the Soviet Union were each seen off at a cost that, though high, was not disproportionate to the stakes nor inconsistent with the values of our civilization. Western statecraft and strategy in two world wars was not without blemish. One needs to remember the wisdom of Lord Kitchener who said during World War I: “We wage war not as we would like but as we must.” Strategically, notwithstanding errors, the Western World did relatively well. Now for a darker view.

My key argument is organized around three reasons why it is difficult to do strategy well:

- its very nature, which endures through time and in all contexts⁴
- the multiplicity and sheer variety of sources of friction⁵
- it is planned for contexts that literally have not occurred and might not occur; the future has not happened.

This argument is essentially optimistic, even though that claim may appear unpersuasive given that the high-quality strategic performance is always challenged by the nature of strategy—not only by its complexity but by the apparent fact that whatever can go wrong frequently does. Also, strategy can fail because it may apply the wrong solutions to incorrectly framed questions because guesses about the future were not correct. If, despite this, the bad guys were beaten three times during the course of the 20th century, there are grounds for hope.

Before explaining the many sources of difficulty for strategy, it is necessary to highlight the recurrence of a serious fallacy. Lest this point appear unfairly focused on the United States, I will sugar coat the pill by citing an American who got it right, and two others—one American and one German—who got it wrong. Samuel Griffith, who got it right, was a scholar of Chinese military theory from Sun Tzu to Mao. He once observed that “there are no mechanical panaceas” when commenting on a *Newsweek* report in July 1961 about a fuel-air explosive to destroy bunkers.⁶ The American and German, who got it wrong, allowed themselves to be seduced by the promise of “mechanical panaceas.” One must hasten to add that these two warrior-theorists were exceptionally able men. The point is that, writing ninety years apart, they made almost the same mistake.

The issue underlying both views is whether much of the fog and thus friction that undoes applied strategy can be thwarted by modern technology. Writing in 1905, Lieutenant General Rudolf von Caemmerer, a member of the great general staff working under Field Marshal Alfred Graf von Schlieffen, offered this claim:

The former and actually existing dangers of failure in the pre-concentrated action of widely separated portions of the army is now almost completely removed by the electric telegraph. However much the enemy may have succeeded in placing himself between our armies, or portions of our armies, in such a manner that no trooper can get from one to the other, we can still amply communicate with each other over an arc of a hundred or two hundred or four hundred miles. The field telegraph can everywhere be laid as rapidly as the troops marching, and headquarters will know every evening how matters stand with the various armies, and issue its orders to them accordingly.⁷

Western statecraft and strategy in two world wars was not without blemish



U.S. Air Force

B-52 bombing north-west of Saigon, 1965.

to tackle the fog and friction of war is not akin to exploring unknown terrain

Caemmerer proceeded to admit that the telegraph might dangerously diminish the initiatives allowed to army commanders. The irony is that poor communications, lack of coordinated action, and a general loss of cohesion by the all important armies on the right wing of the German assault in early September 1914 allowed an Allied victory with the miracle on the Marne.⁸ The telegraph was a wonderful invention, but it could not reliably dissipate the fog of war.

An American example of a functionally identical error is drawn from the magical “system of systems” invoked by Admiral William Owens, former Vice Chairman of the Joint Chiefs of Staff. In 1995 he wrote, “The emerging system . . . promises the capacity to use military force without the same risks as before—it suggests we will dissipate the fog of war.”⁹

New technology, even when properly integrated into weapons and systems with well trained and highly motivated people, cannot erase the difficulties that impede strategic excellence. A new device, even innovative ways to conduct war, is always offered as a poisoned chalice. Moreover, scarcely less important, strategy cannot be reduced to fighting power alone.¹⁰ Progress in modern strategic performance has not been achieved exclusively through science and technology.

Consider this argument: strategists today have at their disposal technological means to help dissipate the fog of war and otherwise defeat friction that previous generations could only imagine. Modern strategists can see over the hill, communicate instantaneously with deployed forces around the world, and in principle rapidly destroy enemy assets wherever they are located—at least in fine weather and provided no innocent civilians are colocated with the targets. The problem is that war can’t be reduced simply to the bombardment of a passive enemy.

Despite electro-mechanical marvels it is no easier—in fact it is probably harder—to perform well as a strategist today than a century ago. Consider the utility of railroads, telegraph, radio, and aircraft to the strategist. The poison in the chalice of each is that other polities have acquired them; each has distinctive vulnerabilities and worse (recall the radio intercepts of World Wars I and II); and none of them can address the core of the strategist’s basket of difficulties.

Strategy is not really about fighting well, important though that is. To follow Clausewitz, it is about “the use of engagements for the object of the war.”¹¹ The fog of war and frictions that harass and damage strategic performance do not comprise a static set of finite challenges which can be attrited by study, let alone by machines. Every new device and mode of war carries the virus of its own technical, tactical, operational, strategic, or political negation.¹²

To tackle the fog and friction of strategy and war is not akin to exploring unknown terrain, with each expedition better equipped than the last to fill in blanks on the map. The map of fog and friction is a living, dynamic one that reorganizes itself to frustrate the intrepid explorer.

Why So Difficult?

Field Marshal Helmuth Graf von Moltke—victor in the wars of German unification—had it right when, in *Instructions for Superior Commanders*, he wrote that “strategy is the application of common sense to the conduct of war. The difficulty lies in its execution”¹³ The elder Moltke was rephrasing the words of the master. Clausewitz advises that “everything in strategy is very simple, but that does not mean that everything is very easy.”¹⁴ Why should that be so? Five reasons can be suggested.

First, strategy is neither policy nor armed combat; rather it is the bridge between them. The strategist can be thwarted if the military wages the wrong war well or the right war badly. Neither experts in politics and policymaking nor experts in fighting need necessarily be experts in strategy. The strategist must relate military power (strategic effect) to the goals of policy. Absent a strategic

brain—as was the case of the United States and NATO vis-à-vis Bosnia and Kosovo—one is left with an awkward alliance of hot air (policy statements) and bombardment possibilities (the world is my dartboard view of aerial strategists).¹⁵ Strategy is difficult because, among other things, it is neither fish nor fowl. It is essentially different from military skill or political competence.

Second, strategy is perilously complex by its very nature. Every element or dimension can impact all others. The nature of strategy is constant throughout history but its character continually evolves with changes in technology, society, and

political ideas. Success in strategy is not really about securing a privileged position in any one or more of its dimensions—such as technology, geography, or leadership—because it is always possible an enemy will find

ways to compensate for that strategic effect from its special strengths. This is a major reason why information dominance in a technical-tactical sense cannot reliably deliver victory. Triumph in war does not correlate with superior technology nor mastery in any allegedly dominant dimension of conflict.

Third, it is extraordinarily difficult, perhaps impossible, to train strategists. Consider these words of Napoleon Bonaparte:

*Tactics, evolutions, artillery, and engineer sciences can be learned from manuals like geometry; but the knowledge of the higher conduct of war can only be acquired by studying the history of wars and the battles of great generals and by one's own experience. There are no terse and precise rules at all; everything depends on the character with which nature has endowed the general, on his eminent qualities, on his deficiencies, on the nature of the troops, the technics or arms, the season, and a thousand other circumstances which make things never look alike.*¹⁶

Napoleon was in a position to know. Like Hannibal he was good at winning battles, but he failed catastrophically as a strategist. Like Imperial Germany, Nazi Germany, and the Soviet Union, Imperial France pursued political goals that were beyond its means. That is a failure in strategy.

Basic problems in training strategists can be reduced to the fact that no educational system puts in what nature leaves out, while the extraordinary competence shown by rising politicians or soldiers in their particular trades is not proof of an aptitude for strategy. The strategist has to be expert in using the threat or use of force for policy ends, not in thinking up desirable policy ends or in fighting skillfully.

Fourth, because strategy embraces all aspects of the military instrument (among others), as well as many elements of the polity and society it serves, the maximum possible number of things can go wrong. To illustrate, sources of friction that can impair strategic performance include those familiar to the military realm (incompatibilities among the levels of military activity and specialized functions such as operations, logistics, and weapons production) and, conceivably the most lethal of all, a mismatch between policy and military capabilities. In the world of strategists, as opposed to that of tacticians, there is simply much more scope for error.

Finally, it is critical to flag an underrecognized source of friction, the will, skill, and means of an intelligent and malevolent enemy. Andre Beaufre defines strategy as “the art of the dialectic of force or, more precisely, the art of the dialectic of two opposing wills using force to resolve their dispute.”¹⁷ Recall Clausewitz’s dictum: “War is thus an act of force to compel our enemy to do our will.”¹⁸ Yet it is easier to theorize about new ways of prevailing than to speculate honestly and imaginatively about possible enemy initiatives and responses.

Further Thoughts

There is a sense in which this article reinvents the wheel. It is no great achievement to appreciate that strategy is difficult to do well. Indeed, my point is not dissimilar from that made by Lawrence Freedman, who takes 433 pages in *The Evolution of Nuclear Strategy* to state that there is no truly strategic solution to the dilemmas of nuclear strategy.¹⁹ When armchair strategists tell military practitioners that their task is difficult on the level of strategy, they should not expect much praise. After all, strategy does have to be done. Academics can vote undecided and write another book. Practicing strategists must make decisions regardless of the uncertainty.

Next, one must stress the strategic ignorance of even practical people. Clausewitz wrote:

*It might be thought that policy could make demands on war which war could not fulfill; but that hypothesis would challenge the natural and unavoidable assumption that policy knows the instrument it means to use.*²⁰

The challenge is that before undergoing trial by battle, no one really knows how effective military power will be. Every passage of arms remains unique. A capability that appears lethally effective in peacetime exercises will not translate automatically into a violent elixir to solve political issues. That the Armed Forces appear lethally potent against a conventional enemy in open warfare could prove irrelevant or worse in urban

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Inspecting beaches
at Normandy, 1944.



U.S. Navy



DOD (Bill Kimble)

Allied Force, 1999.

areas. In peacetime, militaries train against themselves, and that has to comprise a major source of uncertainty concerning future effectiveness.

It is vital to recognize potential tension in three sets of relationships: between politicians and commanders, between commanders and planners, and between commanders and theorists (recall Phormio's efforts to educate Hannibal).

Military professionals must simplify, focus, decide, and execute. Politicians, by virtue of their craft, perceive or fear wide ramifications of action, prefer to fudge rather than focus, and like to keep their options open as long as possible by making the least decision as late as feasible. Although commanders are gripped by operational requirements, planners—especially if unschooled by real operational experience—are apt to live in an orderly world where a model of efficiency and compromise is acceptable, indeed is a driver.

The tension becomes acute when a soldier who is only a planner finds himself in a position of high command. The classic example is Dwight Eisenhower, a superb staff officer and military politician who lacked the experience and the aptitude for command, let alone supreme command.²¹ As to the terrain between theorists and doers of strategy, the former are skilled in the production of complexity and are unlikely to enjoy the empathy for operational realities that makes

strategic ideas readily useful. For example, the nuclear strategist might conceive of dozens of targeting options yet be unaware that his theory passed its “culminating point of victory”—actually its “culminating point of feasibility”—at a distinctly early stage. A President thoroughly uninterested in matters of nuclear strategy until suddenly confronted at dawn some Christmas with the necessity for choice can’t likely cope intellectually, morally, politically, and strategically with many options. Probably he would find it useful to have alternatives: shall we go now, shall we go later, shall we go big, or shall we go small. But those broad binaries may be close to the limits of Presidential strategic thinking. Many strategists have presented seemingly clever briefings to policymakers and senior officers whose eyes crossed and brains locked at the sight of the third Power-point slide.

The many reasons why strategy is so difficult to do well can be subsumed with reference to three requirements. For strategic success:

- forces must be internally coherent, which is to say competently joint
- be of a quantity and provide a strategic effect scaled to the tasks set by high policy
- be employed coercively in pursuit of military objectives that fit political goals.

Competence cannot offset folly along the means-ends axis of strategy. Military history is littered with armies that won campaigns in the wrong wars.

Since the future is unforeseeable—do not put faith in the phrase “foreseeable future”—we must use only assets that can be trusted. Specifically, we plan to behave strategically in an uncertain future on the basis of three sources of practical advice: historical experience, the golden rule of prudence (we do not allow hopes to govern plans), and common sense. We can educate our common sense by reading history. But because the future has not happened, our expectations of it can only be guesswork. Historically guided guesswork should perform better than one that knows no yesterdays. Nonetheless, planning for the future, like deciding to fight, is always a gamble.

To conclude on a positive note, remember that to succeed in strategy you do not have to be distinguished or even particularly competent. All that is required is performing well enough to beat an enemy. You do not have to win elegantly; you just have to win.

JFQ

NOTES

¹ J.F. Lazenby, *Hannibal's War: A History of the Second Punic War* (Warminster, UK: Aris and Phillips, 1978), p. 275.

² Carl von Clausewitz, *On War*, edited and translated by Michael Howard and Peter Paret (Princeton: Princeton University Press, 1976), pp. 566–73. See also Antulio J. Echevarria II, “Clausewitz: Toward a Theory of Applied Strategy,” *Defense Analysis*, vol. 11, no. 3 (December 1995), pp. 229–40.

³ Clausewitz, *On War*, p. 204; Antoine Henri de Jomini, *The Art of War* (London: Greenhill Books, 1992), p. 70.

⁴ This argument is the central theme of Colin S. Gray in *Modern Strategy* (Oxford: Oxford University Press, 1999).

⁵ Clausewitz, *On War*, pp. 119–21.

⁶ Samuel B. Griffith, *On Guerrilla Warfare* (New York: Praeger, 1961), p. 31.

⁷ Rudolf von Caemmerer, *The Development of Strategic Science During the 19th Century*, translated by Karl von Donat (London: Hugh Rees, 1905), pp. 171–72.

⁸ Holger H. Herwig, *The First World War: Germany and Austria-Hungary, 1914–1918* (London: Arnold, 1997), pp. 96–106, is excellent.

⁹ Williamson Murray, “Does Military Culture Matter?” *Orbis*, vol. 43, no. 1 (Winter 1999), p. 37.

¹⁰ See Martin van Creveld, *Fighting Power: German and U.S. Army Performance, 1939–1945* (Westport, Conn.: Greenwood, 1982).

¹¹ Clausewitz, *On War*, p. 128.

¹² For lengthy musings, see Edward N. Luttwak, *Strategy: The Logic of War and Peace* (Cambridge: Harvard University Press, 1987). Luttwak argues that what works well today may not tomorrow exactly because it worked well today. Because Clausewitz insists war is essentially a duel, one may face an enemy capable of reacting creatively to one’s moves and perhaps even anticipate them.

¹³ Caemmerer, *Strategic Science*, p. 276.

¹⁴ Clausewitz, *On War*, p. 178.

¹⁵ This is a fair reading of the underlying premise of airpower theory. See Giulio Douhet, *The Command of the Air*, translated by Dino Ferrari (New York: Arno Press, 1972), p. 50; and John A. Warden III, “Success in Modern War: A Response to Robert Pape’s *Bombing to Win*,” *Security Studies*, vol. 7, no. 2 (Winter 1997/98), pp. 174–85. To the air strategist targeting is strategy.

¹⁶ Caemmerer, *Strategic Science*, p. 275.

¹⁷ André Beaufre, *An Introduction to Strategy* (London: Faber and Faber, 1965), p. 22.

¹⁸ Clausewitz, *On War*, p. 75.

¹⁹ Lawrence Freedman, *The Evolution of Nuclear Strategy* (New York: St. Martin’s Press, 1981), p. 433.

²⁰ Clausewitz, *On War*, p. 75.

²¹ Dominick Graham and Shelford Bidwell, *Coalitions, Politicians and Generals: Some Aspects of Command in Two World Wars* (London: Brassey’s, 1993), chapters 9–16, is pitilessly Anglo-Canadian in its critical view of Eisenhower as commander and serves as a partial corrective to the “patriotic” school of military history of the European campaign that finds undue favor among American writers such as Stephen E. Ambrose in *The Victors: Eisenhower and His Boys: The Men of World War II* (New York: Simon and Schuster, 1998).