

Date: _____

Name: _____

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CONCEPT EXERCISE #2: PURPOSES AND MEANS*

PURPOSES: Peace, Power, and Victory are three different categories of purposes. When trying to settle a conflict, it is often useful to understand the distinctions between them. Which purpose predominates in each of the following situations?

1. "We workers receive low pay and work long hours. We want a 20% raise and a 40-hour week."

The purpose is _____.

2. "We workers have no control over hiring policy. We demand more worker representatives on the hiring board."

The purpose is _____.

3. "This strike will never be settled if both sides continue to issue inflammatory public statements. I suggest a one-week moratorium on pronouncements to the press."

The purpose is _____.

4. Father to children: "I've got an idea. Bill can cut the cake and Janet can choose which of the pieces she wants."

The purpose is _____.

5. Martian: "Only by conquering Earth can we persuade these Venusians that we deserve an equal voice in the Solar Council."

The purpose is _____.

MEANS: Self-help, Influence, and Education are three different means by which a party may achieve its purposes. Self-help is when the actor can achieve his or her purpose(s) by direct action, without the participation of others. Influence is when achieving the actor's purpose(s) is to be accomplished by getting another to make a specific decision (for whatever reason). Education is when an actor's purpose(s) will be achieved as a consequence of changing the way another party views the situation -- how they see the equities or what they care about.

6. Job Applicant to Prospective Employer: "I've got to get this job. Otherwise my children will have to give up their cello lessons."

The means is _____.

7. "I can't stand the sound of that loud rock music. I'll drown it out by playing Beethoven at full volume."

The means is _____.

8. Shift Supervisor: "I need a full crew here tomorrow. Anyone not at the work site by 9:00 a.m. is fired. I don't care what your excuse is."

The means is _____.

9. Father to Teenage Daughter: "You are not going to drive the gang to the movies tonight. I'm taking the keys to the car."

The means is _____.

10. Mother to Teenage Son: "You should not drive the gang to the movies tonight because there are too many people to fit safely in the car, and the roads are much too icy for someone who just got their license last week."

The means is _____.

Applying the concept to the case:

11. What were the purposes and means of the United States in Europe in World War II?

Purposes:_____ Means:_____

12. What were the purposes and means of the United States with regard to Japan in World War II?

Purposes:_____ Means:_____

13. What was the purpose, and what were the means of the U.S. bombing of Libya?

14. What were Sadat's purposes on his trip to Jerusalem, and what were his means?

15. What might be some limitations of the concept of purposes and means?
