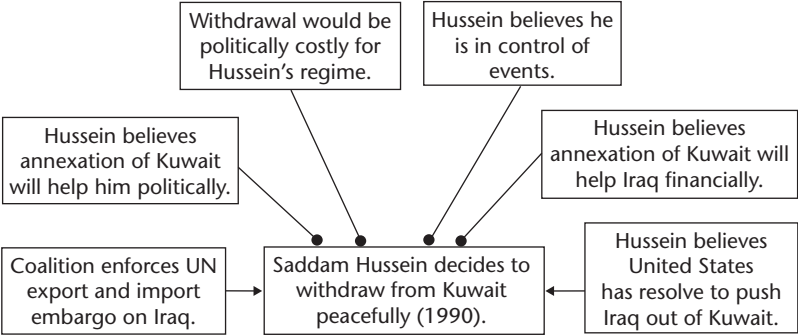


Figure 12-6 An Example Influence Net Model



Note: The arrows come from boxes that support the decision for Saddam Hussein to withdraw from Kuwait peacefully. The filled dots come from boxes that do not support the decision.

Source: Julie A. Rosen and Wayne L. Smith, "Influencing Global Situations: A Collaborative Approach," *Air Chronicles*, Summer 1966.