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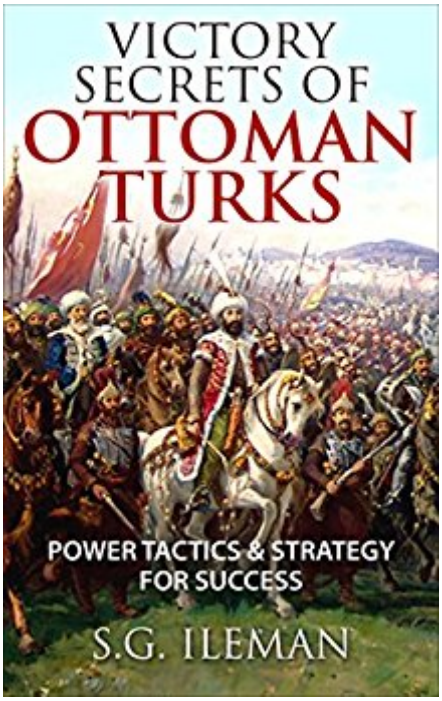
Victory Secrets Of Ottoman Turks: Power Tactics & Strategy For Success



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Synopsis

What has the Ottoman Empire done for you lately?There's a lot of talk about the Islamic State nowadays, which has no relevance to the genuine Islamic State in history, the Ottoman Empire that ruled over parts of Europe, the Middle East and North Africa from 1299 to its demise at the end of World War I. Established by a small group of warriors from Central Asia, the ascension of this empire is a demonstration of power tactics and strategy that you can also use today to solve problems in everyday life, business, boardrooms or the courtroom.This essay published on LinkedIn is based on a chapter in the book:The heavily fortified city's underbelly was the Golden Horn, an inlet that extended from the Marmara Sea into the center of the Byzantine fortifications. Every day the Ottoman navy sailed deep into the Golden Horn to wreak havoc with Byzantine defenders. The Byzantines could have filled the entrance, but a permanent blockage of the inlet was not a good solution since they needed the aid brought in by Venetian boats and other European vessels. Then they had a bright idea. They cast a huge chain that could be extended across the entrance. The chain could be lowered to admit friendly vessels when they wanted. One morning the Ottomans had an unpleasant surprise when they found that their boats could not sail past the chain into the Golden Horn. They also found that no amount of force could break, destroy or dislodge the chain. They had thus suffered their biggest setback since they laid the siege.Not to be deterred by any obstacle, the Ottomans had a flash of genius of their own. They constructed a track that extended from the sea over a mountain into the Golden Horn. They built huge pulleys with the strongest ropes they could come up with and oiled the track. One night thousands of soldiers pulled the boats of the Ottoman Navy over the mountain into the Golden Horn. When they woke up the Byzantines had an unpleasant surprise waiting for them, Ottoman boats in the Golden Horn. This was a turning point for the defenders who realised that their city was not as invincible as they believed.Most of us face seemingly insurmountable obstacles in our lives placed by employers, government, competitors, or adversaries. The workplace and the marketplace are virtual battlefields for many who want to achieve their goals and dreams. In this age of regulatory freaks nerdy bureaucrats and politicians who have not had to make a single penny in the marketplace are creeping more and more into the world of business to justify their existence. When we meet a strong obstacle like the Chain of Constantinople our first instinct is to fight to break it to remove it. Then we may waste time with the futile task of trying to reason with the people who placed it there, a power game where the odds are against most of us. It may occur to us to go around the obstacle instead of fighting and resisting it. That's also called finding a loophole or a big enough hole to allow passage through the Chain. Good lawyers, and there are not many of them around, are wonderful creative thinkers that specialize in

finding those holes, if your problem is a stupid piece of legislation created by bureaucrats. However, holes, loopholes and a suitable circumvention of the obstacle cannot always be found even by professionals.We are creatures of habit, and our most dominant and compelling habit is our habit of thinking, which creates our perceptions and beliefs. Somewhere behind our belief may lurk the solution that escaped our perception of the problem. Unconventional solutions generally hide behind our beliefs about what is possible, and what we can and cannot do. Somebody must have said at that time "But we cannot sail on land." You cannot sail on land but you can move your boats over the mountain.Next time you are faced with the Byzantine Chain of Constantinople ask yourself how you can move your boats over the mountain into the Golden Horn.

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Customer Reviews

It’s amazing that someone who hasn’t lived in Turkey for a long time would know more about Ottoman history than most Turkish intellectuals. I especially enjoyed the part about how a Central Asian nomadic people were transformed into a Eurasian nation, starting in Asia Minor and crowning at Topkapi Palace.The author showed the courtesy of avoiding the word "Harem", although we know what he meant. But this is a book with a lot of practical advice from the â œSultan" himself

about business and everyday problems, including personal, military, or corporate issues. I should have known, as a Trade Commissioner for Canada, that Turks signed history's first free trade agreement. When I meet obstacles I'll remember the chain across the Golden Horn and how Mehmet The Conqueror overcame it by practicing lateral thinking. Can you set your enterprise on the road to greatness just by changing your purpose and perspective? It now sounds logical to me. The author has turned history into an enjoyable and useful reading and thinking experience for everyone.I believe the book can be made into an elective course to be taught in business schools. Ottoman history both during its glory and decline offers a great deal of insight for business executives for strategic decisions as well as for professionals who need to analyze complex situations and acquire the vision to tackle them. This is an inspiring and entertaining book, a must read for knowledge and pleasure.Akin KosetorunuAnkara, Turkey

thought I was only getting a history book about the Ottoman Empire but this turned out to be a treasure chest of useful advice I can use in business. It's a different view of Ottoman Turks and how you can use their tactics and strategy to win in 21st century problems. Very well written. I think I'm going to try one of those tactics in my court case.

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