



# **El arte de la estratagema: Cómo resolver problemas difíciles mediante soluciones simples (Biblioteca Psicología) (Spanish Edition)**

*Giorgio Nardone*

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En 1930, a orillas del Danubio ocurrió un hecho del que los diarios de la época dieron destacada información. Un joven con intenciones suicidas se arrojó desde un puente; a los gritos de los testigos acudió un gendarme, quien, en vez de lanzarse al agua, apuntó con su fusil al joven y gritó: «¡Sal de ahí o disparo!» El hombre obedeció y salió del agua. El gendarme acababa de realizar espontáneamente un acto paradójico que funcionó a la perfección como estratagema de «apagar el fuego añadiendo leña».

La historia de la humanidad está llena de estas estratagemas capaces de invertir rápidamente el desenlace de una situación: basta pensar en Ulises y su caballo de Troya, que representa la esencia heroica de la inteligencia estratégica.

Este libro pretende explicar el arte de resolver problemas complicados mediante soluciones aparentemente simples. Este arte no contempla recurrir a verdades tranquilizadoras, esto es, conocimientos definitivos acerca de la realidad que nos rodea, sino que considera más bien el uso de estratagemas que violan el sentido común y la lógica racional.

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