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TITLE: Strategy Theory in Ancient China; preparing for the opponent or reasoning about him.

Strategy theory in China dates back to the 11-th century BC, but the best known work from this civilization is the Art of War composed by Sun Tzu dating from 500 BC. He propagates the ideology that by preparing for the enemy you can obtain victory without serious fighting, whereas lack of preparation will certainly result in defeat.

It is less clear whether this preparation includes reasoning about the opponent, more specifically reasoning about his strategic thinking. Historic records indicate that this type of reasoning was used during the late Han Dynasty (2nd century AD) and it is explicitly mentioned in the romantic version of the history of the period found in the famous historic novel "Three Kingdoms". This novel was written only in the 14th century AD.

Hence the task remains to determine when the Chinese actually started using theory-of-mind reasoning in military context.