

THIỀU-TƯỚNG

Nguyễn-Hữu-Có

Mrs and Mr. EARL RHINE

THE AMERICAN UNIVERSITY

SPECIAL OPERATIONS RESEARCH OFFICE

5010 Wisconsin Avenue, Northwest • Washington, D. C. 20016 • 244-7300

30 April 1965

Mr. Earl Rhine

Mattoon, Illinois

Dear Mr. Rhine:

Your name has been given to me by the Washington AID office as an extremely knowledgeable person for advice on a project dealing with persuasion in Vietnam. General Johnson, Army Chief of Staff, has asked SORO to do a crash study in this connection.

Your attention is invited to the enclosed questionnaire. Our June 1 deadline makes help from persons such as you indispensable. If you could respond to the questionnaire, our needs will be met, in part. Please feel free to add comments where you deem proper, especially to the last page. We need specific examples of incidents where persuasion was used in Vietnam, either successfully or unsuccessfully, together with some application of principles of persuasion in that context.

One further request: Do you know the mailing addresses and/or telephone numbers of Messrs. Harvey Neece and Burr Frutchey?

Please accept our thanks.

Sincerely yours,

Robert N. Walker
Robert N. Walker, Ph.D.
Consultant

RW:mm

Enclosures