



Economic Power and Land Speculation

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ECONOMIC POWER & LAND SPECULATION
Edited by Mason Gaffney and Fred Harrison
Volume I of THE SISYPHUS SYNDROME

Chapter 2
Psychopathology:
Territorial Accumulators and Venturers

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Land speculation is a pathological influence on the market economy. A small number of land speculators own a large proportion of the land. Many people are thereby excluded from land ownership. The reduced amount of available land costs more. Excessive price of land induces the recurrent collapses of business activity, which have successively been called panics, depressions, and recessions.

This chapter offers a psychological instead of economic interpretation of land speculation. This type of real estate transaction is described as the psychopathological behavior of excessive territorial acquisition. The land speculator harms other people and in addition harms himself even if he thereby becomes wealthy. The description and interpretation of the psychopathological behavior are followed by suggested psychological techniques for prevention.

Territorial behavior is displayed by groups in addition to individuals. A nation that wages a war of conquest is an example of excessive territorial acquisition by a group. The analysis of excessive territorial acquisition by individual land speculators may help us to understand and prevent excessive territorial acquisition by groups.

Territorial Behavior

Territory refers to land, including the natural resources it contains, in a specific location with specific boundaries. Territorial behavior is

occupation and defense of territory by humans and other species of animals. Human society has introduced the concept of ownership of territory by individuals and by groups, such as tribes and nations. This ownership gives rise to the psychopathological behavior of excessive territorial acquisition.

Land speculation is acquisition of a large amount of territory, which exceeds the amount needed for normal use. It is an expression of psychopathology in which territorial acquisition overrides constructive social behaviors, such as friendliness, ^{workmanship} cooperation, and helpfulness. Land speculators are divided ^{by whom?} into two types: territorial accumulators and territorial venturers. Other species of animals can be classified according to whether they show individual or group territoriality. Territorial behavior by these other species may contribute to our understanding of territorial behavior by humans, both individually and in groups.¹

Territorial Accumulators and Venturers

Land speculators display one of two patterns of excessive territorial acquisition: territorial accumulating or territorial venturing. The territorial accumulator is a shrewd, careful, progressive purchaser of real estate, usually at low prices. He usually exploits sellers, tenants, and neighbors, becoming obsessed with the expanding ownership of real estate. The territorial venturer desires to accumulate territory but is impatient and a gambler. He borrows a maximal amount of money in order to buy a maximal amount of real estate. He desires the competition and excitement that accompany his large purchases during expansion of the economic cycle, but he usually becomes bankrupt in the next contraction of the cycle because he cannot withstand a decline in real estate prices and business activity.

The market economy permits individuals and corporations to buy, own, and sell territory. Many individuals thereby own the house and plot of land that constitute their residence. An important advantage of the market economy is that it can satisfy the desire of individuals to occupy and control a specific territory. A socialistic or Communistic economy substitutes group for individual ownership. This is unsatisfying for the large, heterogeneous groups of people who are the populations of modern nations.

Ownership of territory is not always necessary for occupation and use of it. Many people are tenants in a house or apartment that is owned by a landlord. Payment of rent entitles the tenant to occupy and use the building or a portion of the building with the plot of land that is part of the property. Many people work in an office or factory owned by a corporation. They occupy and use the room or other space where they work.

Even the person who occupies the same home as a tenant and the same work place as an employee for many years is keenly aware of his lack of ownership. The desire for territorial possession is frustrated. Ownership of property does not confer absolute control, however. The government, which protects the property owner, controls the use of the property. Zoning restrictions in cities are examples of this governmental control. Taxation of the value of the property is a continuous, universal intrusion by the government.

The desire of individuals for complete territorial control therefore is universally frustrated. This frustration contributes to the psychopathological behavior of excessive territorial acquisition by some people. They buy too much land and allocate insufficient funds for savings, improving the house, books, education, travel, and other useful purposes. Excessive territorial acquisition damages the owner both economically and

psychologically. The economic damage is due to the fact that real estate usually earns less income than other investments, such as loaning money by buying bonds or contributing to business by buying shares of common stock. The psychological damage is due to an obsessive and exploitative attitude that develops from excessive acquisition of real estate, which does not add to the wealth of the community but on the contrary excludes other people from land they could use.

Territorial Behavior by Individual Animals

In many species of animals, individuals occupy and defend a specific territory against other members of the same species. This behavior is predominantly by males, but females also occupy and defend territory. These species therefore are classified as territorial.

Aggression and reproduction are important concomitants of territorial behavior. Males of the same species fight each other for territory. The individual who occupies the territory mates with one or more females in the territory. The offspring are raised in the territory.

Individual territoriality has been seen most clearly in many species of birds.² The male defends a territory that surrounds his nest. The song by a male of a particular species constitutes a mechanism for claiming his territory, warning away other males of the same species.

Territorial behavior is found in diverse other species, including crickets, antelope, and seals.³ Territorial behavior has been observed and studied in species of fish that occupy nesting locations on the seabed, such as the stickleback.⁴ Territorial behavior has been observed extensively in species of large mammals, such as gazelles⁵ and antelopes.⁶ Experimental

studies of territorial behavior have been done in species of small mammals, such as gerbils.⁷ Many species of mammals, including gerbils, claim their territory by depositing scent markers at the boundaries.

Humans display the territorial animal's exclusive possession of a location. The market economy encourages individual ownership of territory. In common with the aggressive and reproductive behavior that are prominent in territorial species, the human homeowner aggressively defends the property against intruders and raises his children there. Aggressive and reproductive behavior are especially conspicuous in human territorial accumulators and venturers. They are highly exploitative and competitive. They desire to bequeath their territory, wealth, and power to their descendants.

Territorial Behavior by Groups of Animals

Territorial behavior is displayed by groups of animals, such as herds or flocks. Some species are classified as social rather than territorial. Members of the same species cluster together. These social groups include a colony of rats or prairie dogs in underground tunnels, a flock of geese, a herd of sheep or of buffaloes, a pack of wolves, a pride of lions, and a troop of chimpanzees. Territoriality in these species refers to the group rather than the individual. The members of the group cooperate in occupying and defending their territory.

Experiments on laboratory mice and rats have shown a strong tendency for a group of residents to attack and drive away or kill an individual intruder.⁸ This is a conspicuous example of group aggression associated with territoriality. Social animals compete with each other, but instead of fighting for territory they fight for a higher position in the dominance

hierarchy. This competition is generally among the males.

The individual members of a social species do not always cooperate with each other. In most of these species, a dominance hierarchy is established. Males compete aggressively for dominance. The most aggressive male is generally the group leader. Therefore, aggressive behavior among the members of the group contributes to aggressive behavior of the group toward outsiders.

Territoriality has the adaptive function of spreading out the individuals or groups. It prevents overcrowding and also helps the species to occupy its entire habitable range. This accounts for the prevalence of territorial behavior in a wide variety of species. This behavior may be especially conspicuous in birds and fishes because their high degree of mobility increases the need to possess a nest and resting place that excludes other members of the species.

A species closely related to humans is the chimpanzee. Territorial behavior in these primates is social rather than individual. The group defends its territory against intruders, who are usually either driven away or killed. Organized warfare sometimes occurs among different groups of chimpanzees.⁹ These primates therefore share with humans a type of group aggression that is absent in most other species.

The biological heritage of humans appears to be predominantly group rather than individual territoriality. Human habitations generally consist of clusters of families in close proximity, in common with social animals. Humans compete for dominance in the group but exhibit a high degree of group affiliation and loyalty, indicated by a citizen's patriotic feelings toward his country. If the political system is authoritarian or socialistic, most people are willing to renounce individual property ownership and share the

territorial ambitions of the leader.

Extreme Territorial Accumulators and Venturers

Some people acquire excessive territory to an extreme degree compared to the rest of the population. They deserve special attention because they are very conspicuous. Their territorial acquisition is recorded in biographies and histories. Their pattern of psychopathological behavior classifies them as territorial accumulators or territorial venturers.

The discussion of extreme territorial accumulators and venturers includes brief biographical information on several prominent individuals, identified in Tables 1 and 2. Biographical information about them is included in a book about American land speculators¹⁰ or in a book about real estate speculators in New York City.¹¹ All of them bought large amounts of land during a substantial portion of their lives. Most of them are widely known as major landowners. Some of them are also well known for activities that do not involve territorial acquisition.

The choice of these individuals is highly selective. They are only a small proportion of people whose land speculation was on an extremely large scale. Other sources of information would probably identify better examples of extreme territorial accumulators and venturers. In spite of the limitations, this sample of extreme territorial accumulators and venturers provides useful information about psychopathological territorial behavior.

Examples of Extreme Territorial Accumulators

Table 1 lists several prominent territorial accumulators. They include a wide range of years and careers. Some concentrated heavily in real estate

throughout their careers, such as Livingston, Astor, Longworth, Lick, Tishman, Fred Trump, and William Zeckendorf, Jr. For others, real estate was an important way of acquiring wealth but subordinated to other activities. Franklin, Washington, and Henry are better known for their political careers. Field was a merchant. Kennedy was a businessman.

An attribute common to all these territorial accumulators was a shrewd choice of property to buy and patient, gradual acquisition. All of them became wealthy, having added progressively to their fortunes. Livingston amassed huge properties at a cheap price in colonial America. Franklin, Washington, and Henry bought large tracts of cheap land in the western frontier. The subsequent accumulators bought undervalued urban land, which subsequently multiplied in market price.

The value in dollars of the accumulated real estate depends on how recently this occurred. Currently, extreme accumulation requires hundreds of million dollars. Two hundred years ago, equivalently extreme accumulation was less than a hundred thousand dollars. *the real \$*

The extreme territorial accumulators were generally individualistic, cautious, and callous. They avoided the fads that cause people to buy popular properties at high prices. They accumulated patiently and progressively, without borrowing large amounts of money to extend their properties. They exploited their power as purchasers and owners of property, without regard to the needs of the sellers, tenants, and neighbors.

Aggression was prominent. Their exploitative behavior and ownership of large amount of territory had adverse effects on other people. These effects of their territorial accumulating induced them to feel triumphant and superior instead of sympathetic. Most territorial accumulators had very few friendly

Evidence

social contacts. They donated very little of their money for charity or civic improvement. In accordance with a statement about acquisitive behavior in general, their accumulating of territory is an attempt to hold the regard and consideration of others by an economic control over them rather than by the natural affection of fellowship.¹² Their benevolent social feelings were focused on wife and children. An important motivation was usually the effort to found a wealthy, powerful family. Their wills provided carefully for the maintenance of their fortune, usually leaving most of it to one capable son.

The most extreme example of territorial accumulating was Astor. He benefited from the rapid development of New York into the largest city in the United States, but some of his characteristics accounted for him profiting much more than any other New York real estate dealer. He made his initial fortune in the fur business. These profits financed his initial real estate purchases. He did not borrow money, so that his accumulation of wealth was not retarded by payment of interest. He obtained rental income from most of his properties and maximized this income by exploiting his tenants. For example, he owned the mortgages on many of his properties, and he mercilessly foreclosed when the tenant fell behind in the payments. He bribed city officials and state legislators to obtain ordinances and urban developments that benefited their properties.

Astor bought land uptown of the most populated and highly priced properties. He often sold overvalued land downtown in order to buy larger amounts of cheaper land uptown. He was extraordinarily attentive and purposeful in his business. His social contacts were rather meager because he was obsessed with real estate and making money. He donated very little to charity or civic improvements. His fortune at the time of his death was by

far the largest in America.¹³

Name?
 Longworth was another extreme territorial accumulator in a smaller city. Cincinnati was a very small community when he moved there as a young man. He was a lawyer, but purchase of land in the city was his principal activity. He bought prudently, without excessive debt. At his death he was reputed to be the richest real estate owner in the United States with the possible exception of William B. Astor, son of John Jacob Astor.¹⁴ *Deals?*

Some early settlers in Colonial America accumulated large shares of the huge amount of territory available. One of the most conspicuous was Livingston. He progressively enlarged his holdings and became one of the richest men of colonial America.

names
 Before and after the American Revolution, some people bought large tracts of the unsettled lands in the west. Three leaders of the American Revolution who accumulated large amounts of this land were Franklin, Washington, and Henry.¹⁵ Their western land purchases were motivated by the expectation of future development rather than current use or income. Major territorial accumulating therefore is compatible with distinguished public service. At the time of their deaths, each of them owned western lands worth more than a hundred thousand dollars, which was a large fortune at the time. They bought shrewdly and prudently, unlike some contemporary land speculators who became bankrupt.

later
 In Chicago, Field initially made a fortune as owner of a large retail store in Chicago. In his later years, he invested the profits from his store in real estate in the city and became a major property owner. He avoided debt, both in his merchandising and real estate businesses. He showed extraordinary memory, knowledge, and attentiveness in his business dealings.

He has been described as courteous, emotionally withdrawn, and obsessed with making money.¹⁶

The California gold rush in 1849 coincided with a land boom in San Francisco. A major profiteer was Lick, who arrived in that city in 1847 from Peru with considerable capital to invest. He was described as "unlovable, eccentric, solitary, selfish and avaricious." He bought enormous amounts of real estate at low prices, waiting until distressed owners were forced to sell. His investments included large tracts of land outside the city. His fortune was all acquired through real estate transactions.¹⁷

Recent territorial accumulators have exploited the rapid growth of New York City. These include Tishman.¹⁸ Another, Kennedy, entered the real estate market in New York City after World War II. He had a large hoard of money and with the help of leveraging through mortgages he bought a large amount of real estate in Manhattan. He selected undervalued properties. After ten years he sold out, having tripled his initial investment.¹⁹ A statement by him expresses the attitude of an accumulator instead of venturer, "Only a fool holds out for top dollar."

Another notable territorial accumulator in New York City is Fred Trump. He bought and rented many houses in New York City, concentrating on lower priced properties in Brooklyn, Queens, and other boroughs outside Manhattan. He avoided excessive mortgages or borrowing in his steady expansion of rental properties. The income minimized the effects of economic downturns.²⁰ His son, Donald Trump, is a notable example of a territorial venturer rather than accumulator.

Another territorial accumulator is William Zeckendorf, Jr. He owns many commercial and residential properties in New York City. He is a cautious

investor who usually buys properties with partners rather than by himself, and steadily increases his holdings. His father, William Zeckendorf, was a notable territorial venturer.

Examples of Extreme Territorial Venturers

Table 2 lists several prominent territorial venturers. Most of them became famous because of their spectacular purchases and sales, and because they had highly adventurous careers. Most of them also suffered a highly publicized bankruptcy when their debts greatly exceed their assets. Instead of progressively accumulating property, they sold a parcel of land in order to help finance the purchase of a more expensive parcel. They liked to plan several major real estate transactions concurrently. With their highly leveraged purchases, they made great profits when real estate prices were rising but were ruined when real estate prices declined.

The acquisitive behavior of the territorial accumulators was combined with grandiosity, competition, and gambling. An important additional motive for this financially leveraged activity was the excitement that accompanied the risky behavior. This pattern of behavior characterizes the thrill-seeking personality.²¹

Territorial venturers were subject to fads. They tended to congregate and socialize with other venturers, but they seldom developed friendly or cooperative relationships. They were focused on winning a competitive struggle to become the most grandiose and envied real estate operator. They regarded other people as victims or as rivals.

An early territorial venturer in colonial North America was Morris. He was a patriot who made his initial fortune as a merchant and helped to finance

the American Revolution. He subsequently speculated heavily in western lands. When the land prices collapsed, he became bankrupt and was forced into debtor's prison.

Other territorial venturers early in the history of the United States were Duer, Burr, and Austin. They were nomadic adventurers, attracted to risk and excitement. They also lost their fortunes because of excessively grandiose, risky enterprises.

Establishment of the capital of the United States in Washington City was an obvious opportunity for real estate development. Blodget and Greenleaf were territorial venturers who concentrated their investments in properties in the capital. They overestimated the rate of growth of the city and became bankrupt.

Numerous territorial venturers were attracted by the California Gold Rush. One of them was Meiggs. He was a New York merchant who came to San Francisco in the early gold days. He bought large amounts of land in the North Beach section of the city. He had a pleasing manner, a faculty for making friends, and was a member of City Council. He sold some of the lots at a profit but a disastrous plunge in the market price of the water front lots in 1854 left him bankrupt. He stole signed city treasury warrants from City Hall to use as collateral for loans. Before his fraudulent acts were discovered, he escaped on a schooner. His subsequent career demonstrates that some territorial venturers can establish a subsequent constructive career. He sailed to Chile, where he became a successful building contractor. Subsequently he was virtual dictator of Peru and a successful railroad builder. Before he died, he repaid many of the people in San Francisco whom he had defrauded.²²

A more famous territorial venturer in California was Fremont. His large tracts of land contained gold, and he organized grandiose companies to exploit these resources. He was the Republican candidate for president of the United States in 1856, but a few years later he was bankrupt, saying "When I came to California I was worth nothing -- but now I owe two million dollars."²³

A recent territorial venturer in New York City was William Zeckendorf. He specialized in buying and selling expensive commercial properties in Manhattan, during and after World War II. He enjoyed making several grandiose deals simultaneously. He became owner of several valuable properties, but his debts greatly exceeded his assets. He was forced into bankruptcy. Shortly before bankruptcy, he commented to another real estate dealer, "How can they say I'm broke? I owe a billion dollars."²⁴ His son, William Zeckendorf, Jr., like the father is a land speculator but unlike him is a territorial accumulator rather than gambler.

Another territorial venturer in New York City is Helmsley. He began as a manager of apartment buildings and subsequently became owner of some of the most expensive skyscrapers. His aspirations became increasingly grandiose. He has lost much though not all of his fortune in Manhattan real estate.

A subsequent territorial venturer is Donald Trump. He entered the real estate business with the benefit of a portion of the fortune built up by his father, Fred Trump, a territorial accumulator. Donald acquired large hotels and other expensive properties, obtaining assets that exceeded his father's. The rapid growth of his fortune was financed by maximal mortgaging of his properties and by large bank loans. His activity as a territorial venturer is expressed vividly by his heavy investments in gambling casinos in Atlantic City, New Jersey. He is obsessed with business deals and making money, and

with power and prestige. He is a highly egotistic person with an unstable marital life. Some of his personal habits seem contrary to these characteristics. He does not smoke or drink alcoholic beverages, and he does not participate in the games at gambling casinos.²⁵

Numerous Territorial Accumulators and Venturers

Most territorial accumulating and venturing is limited to a much smaller scale than the extreme territorial purchases by individuals listed in Tables 1 and 2. These smaller purchases have greater effects on the economy because they are so much more numerous. A million transactions of ten thousand dollars each aggregate much more than a single transaction of a hundred million dollars. The territorial accumulators and venturers on a small scale therefore are more important than the few extreme individuals, even though biographies and histories do not describe the multitude of individual transactions on a small scale.

Territorial Accumulators

Territorial accumulating is psychopathological behavior even if it is a small component of investments by people whose careers and interests are not centered on real estate. This is an important problem for society because most territorial accumulators are not full time real estate dealers. They earn a living from various occupations but devote much time and thought to their real estate. Because they are cautious, they do not accumulate the properties rapidly. They are very numerous, however, so that their territorial accumulating makes the remaining available land scarce and expensive. This social problem tends to become progressively more severe

because the territorial accumulators progressively buy more land. When they sell a property at a profit, they usually buy a larger amount of cheaper property.

A frequent form of territorial accumulating is buying a house that is surrounded by more land than is needed or buying a summer home that contains a large area of unused land. Often these purchases are in a rural area, where the land is inexpensive. The territorial accumulator may state that he wants the extra space for aesthetic reasons or to protect his property from being overcrowded, but one of the motives is the desire to become rich when the location becomes more urbanized and valuable. The same motive applies to a farmer who buys a larger amount of land than he can cultivate. He expects that the extra land will increase in value.

Territorial accumulating of a residence is psychopathological because it constitutes a decision to buy land rather than to make a more constructive purchase. Alternative purchases include improvements for the house, books, furniture, computer equipment, education, and travel.

A popular technique of territorial accumulators is to own property that is rented as residences or businesses. The rental income enables purchase of more property. Since many landlords are territorial accumulators, their exploitative techniques account for the bad reputation of landlords. Some territorial accumulators buy cheap property in valuable locations and allow the buildings to deteriorate, thus becoming urban slumlords.

Territorial Venturers

The majority of territorial venturers operate on a small scale, not because of caution but because they are not able to obtain enough financing

for their grandiose aims. Most of them are not real estate specialists, but they concentrate heavily on real estate speculations in addition to their vocations. They buy a home or farm or business that is more expensive than they can realistically afford. Their property is mortgaged to the full extent of their market value. A large portion of their income is consumed by interest payments on the mortgage, bank loans, and credit cards. They are vulnerable to a decrease in the market price of their property and in business activity. Since these events occur periodically, many of them suffer foreclosure of their property or bankruptcy of their business.

Territorial venturers suffer a chronic shortage of cash. Because of their conformity to fads, they buy overvalued property, joining a multitude of others in bidding up the prices of currently popular properties. There are many examples of buying sprees that ruined large numbers of territorial venturers. These include the Dutch Tulip Bubble 1634 and the French-English Mississippi and South Sea Bubbles of 1720. The cheap lands in the western frontier of the United States attracted much speculation in the late eighteenth and early nineteenth century.²⁶ The gold rush in California, 1849, induced much speculation on land in the area in addition to prospecting for the precious metal. A more recent speculative orgy was the Florida land boom in 1924-1926.²⁷ Subsequent to World War II, there was speculative investment in lands in Texas and other states that contained oil wells.

Many people are deterred from territorial venturing because their initial attempt is unprofitable. One of these was Henry George (1839-1897). In 1863, while working as a printer in Sacramento, California, shortly after the birth of his first child, he accumulated a small amount of money and invested all of it in shares of mining properties. Instead of generating

profits, the companies demanded recurrent assessments from the owners. Within a year, Henry George not only lost his entire investment, he was deeply in debt.²⁸ This financial disaster may have helped to direct him to his subsequent distinguished career as an economist, writer, and lecturer.

The destructive effects of territorial venturers on society are especially conspicuous in the swings of the business cycles from boom to bust, described elsewhere in this book. The bidding by territorial venturers against each other for the most desired properties, such as in the center of large cities, drives the prices to an extravagantly high peak. When the price becomes too high for people who need to use the property in the valuable locations, a decline in business at these locations causes the property prices to drop. The cycles of boom and bust are aggravated by the tendency for territorial venturers to act in unison.

Restraining Territorial Accumulating and Venturing

Excessive territorial acquisition has destructive effects on other people and also on those who engage in this psychopathological behavior. Effective methods of restraining this behavior are needed. Political and economic methods are directed toward groups but may have beneficial effects on the behavior of individuals. In addition, three methods are described for remedying individual behavior. These are teaching the dangers of excessive territorial accumulating, developing social affiliations, and encouraging diverse interests.

Political and Economic Methods

A political and economic technique that has been proposed and attempted

many times is socialism or Communism, abolishing private property or the market economy. These governmental and economic policies substitute authoritarian government for the free market. This has profound psychological effects, frustrating the human need for individual freedom and initiative. It removes a powerful, effective incentive for economic growth and development. In countries where individual freedom has been drastically curtailed, authoritarian governments have created widespread misery and have stifled economic growth.

A method for restraining territorial acquisition, which has been partially applied in several cities in Pennsylvania, is an increase in tax on land value. This is a partial application of the proposal by Henry George to shift all taxes from the products of human labor to the value of land. The merits of this proposal are discussed in other chapters of this book.

A higher tax rate on land restrains excessive territorial acquisition by making it more expensive to keep the land for a sufficiently long time to obtain the capital appreciation. A lower tax rate on buildings encourages improvements and developments. This helps to shift people's orientation from buying more land to the constructive, socially beneficial behavior of improving the property they own.

Several cities in Pennsylvania have enacted a partial shift in taxes from buildings to land. It is a practical necessity for the change to be gradual. This will increase acceptability and minimize losses to prior owners of land. The ideal policy, not yet put into effect, would be a schedule of progressive shift from buildings to land over a period of twenty or more years.

Teaching Dangers of Excessive Territorial Acquisition

Most people are unaware that territorial accumulating is a psychologically unsatisfying way to gain wealth and that territorial venturing in addition usually leads to financial ruin. Any effective communication of these facts therefore can have useful deterrent effects.

The territorial accumulator becomes wealthy in a way that does not benefit society but instead deprives other people of land that they need. The higher price of the remaining land is harmful for everybody. The accumulator consequently becomes increasingly exploitative and isolated from normal social contacts. The territorial venturer shares these pathological attributes and in addition becomes bankrupt by the next cyclical downturn of land prices and business activity. These are the messages that need to be communicated about excessive territorial acquisition. Instead, most communications emphasize the wealth of the territorial accumulator and the glamorous, exciting life of the territorial venturer.

The most effective audience for this message consists of the communications by parents to their young children. People acquire basic opinions early in life. Parents can communicate the message to children. Books for children and television programs are other ways to convey the message. They are especially useful in reinforcing the message received from family members.

The message should be designed for reception by small children. It should not be limited to children, however. It should also be communicated to adults, some of whom are the parents who can communicate the message to the children. Other adults are the writers of books and television programs for children. The present chapter is intended to be read by adults, not children.

Some of the adult readers are expected to contribute to teaching children the dangers of excessive territorial acquisition.

Developing Social Affiliations

Social affiliations constitute ways to understand other people and to share activities and interests with other people. These social behaviors develop empathy, which means understanding and sharing of the other person's feelings. These are effective ways to prevent the exploitative behavior of excessive territorial acquisition.

Examples of useful social activities include conversations with neighbors and participating in social groups with common political, religious, residential, or occupational interests. Each such bond develops a network of social relationships.

Training Diverse Interests

Modern society offers many opportunities for interesting social, intellectual, athletic, civic, and political activities. Most people can expand the scope of their interests and activities. This is an effective way to counteract the psychopathological behavior of excessive territorial acquisition. These interests can provide excitement, which competes with the lure of gambling for the territorial venturer.

This training needs to begin at an early age. A behavior pattern of varied enthusiasms and pleasures usually develops early in childhood. If this behavior pattern is lacking, the person is vulnerable to the obsessive behavior associated with territorial accumulation or territorial venturing. It should be possible to make schooling fun and exciting rather than drudgery

and difficult for most children. Use of some recent technological advances may help, such as videotapes and interaction of the child with programmed computers.

People who become territorial accumulators or venturers do not always continue and extend that activity. Benjamin Franklin, George Washington, and Henry George are examples of people who achieved greatly in other ways. They had strong interests in other activities at the same time that they were excessively preoccupied with territorial acquisition. These other interests competed successfully with the psychopathological behavior of excessive territorial acquisition.

Group Territoriality of Humans

Humans show territorial behavior both individually and collectively. Territory is occupied and defended by groups of people, such as tribes and nations. The psychopathological behavior of territorial acquisition and venturing occurs in most groups in addition to some individuals. History records many wars of conquest by groups of humans.

Territorial Accumulating by Groups

Human groups are very conscious of their collective territory. Tribes and nations generally have well defined boundaries. Many of them become territorial accumulators if the adjacent land is unoccupied or is occupied by weaker groups. An example is the conquest of the native Americans by the European settlers.

Large groups of humans result from territorial accumulating due to wars of conquest or due to combinations of smaller groups to prevent being

conquered. A tribe is a combination of several families. A nation is a combination of several tribes. An empire is a combination of several nations. The immediate victims of these combinations constitute the smaller groups, which have been conquered or subordinated into a larger group. Additional victims are all the members of the larger groups. The large group becomes authoritarian and brittle. The history of great empires includes many examples of extreme brutality, such as by the rulers of the Babylonians, Assyrians, Romans, Aztecs, and Incas. Society becomes structured into a small number of wealthy rulers and a multitude of impoverished, deprived subjects. All of these empires have collapsed.

There is urgent need to restrain territorial accumulating by groups of humans. Nuclear weapons make wars of conquest a terrifying prospect for all people. Fortunately, some powerful restraints are available. The most effective is probably the great spread of public education and of global communication. This has given rise to widespread opposition against wars of conquest. This public sentiment is prevalent in many countries and is communicated globally. This has helped to gain independence for nations that were components of larger coercive groups, such as the British, French, and Dutch empires and the Soviet Union.²⁹

Territorial ownership by a large proportion of the individual members of the group also is a deterrent against territorial accumulating. A wide distribution of land owners makes the government more stable and increases respect for territorial rights of other individuals, including citizens of neighboring countries.

The leaders of a country reflect the characteristics of the individuals. Influences that restrain territorial accumulating by individuals also restrain

this pathological behavior by the leaders of the country. Political and economic influences with this beneficial effect on individuals include a market economy and a shift of taxes from buildings to land values.

Psychological techniques for inducing this beneficial effect on individuals include teaching dangers of excessive territorial acquisition, training social affiliations, and encouraging diverse interests.

An additional powerful restraint in the modern world is the increasing communication and cooperation among nations. The United Nations provides a forum for negotiating disputes and also for publicizing aggressors. Thus its effectiveness is greater than its military power.

Territorial Venturing by Groups

Territorial venturing by groups also occurs. This constitutes an attempt to conquer beyond realistic abilities. It is inferred from wars of conquest that have ultimately failed. These occur when the leaders are territorial venturers rather than territorial accumulators. Examples include Napoleon and Hitler. These leaders were highly grandiose and took excessive risks. After initial successes, they were overwhelmed by the combination of forces that cooperated in opposing them.

A less obvious example of a group leader who was a territorial venturer is Alexander the Great. He conquered a large territory and was not defeated, but he died at the early age of 33 years while continuing to strive to expand his empire. His character and behavior were typical of the territorial venturer.

Territorial venturing appears more likely to be initiated by an authoritarian leader of a group than by a democratic leader. Democratic

Leadership does not protect reliably against territorial venturing because some individuals are territorial venturers, and the elected leader may be a territorial venturer, eager to undertake risky adventures. Nevertheless, democratic election usually selects more cautious leaders. Division of powers between the executive and legislature, such as in the United States, also has a restraining effect.

Table 1

Identification of prominent territorial accumulators.

	Year born	Year died	Location of land
Robert R. Livingston	1654	1728	Albany, New York
Benjamin Franklin	1706	1790	Western frontier
George Washington	1732	1799	Western frontier
Patrick Henry	1736	1799	Western frontier
John Jacob Astor	1763	1848	New York City
Nicholas Longworth	1782	1863	Cincinnati, Ohio
Marshall Field	1834	1906	Chicago, Illinois
James Lick	1796	1876	California
Julius Tishman		1935	New York City
Jospeh P. Kennedy	1888	1969	New York City
Fred Trump			New York City
William Zeckendorf, Jr.	1929		New York City

Table 2

Identification of prominent territorial venturers.

	Year born	Year died	Location of land
Robert Morris	1734	1806	Western frontier
William Duer	1747	1799	Ohio
Samuel Blodget, Jr.	1757	1814	Washington, D. C.
Aaron Burr	1756	1836	Western frontier
James Greenleaf	1765	1843	Washington, D. C.
Stephen F. Austin	1793	1836	Texas
"Harry" Meigs	1811	1877	San Francisco, Calif.
John C. Fremont	1813	1890	California
William Zeckendorf	1900		New York City
Harry B. Helmsley	1909		New York City
Donald Trump	1946		New York City

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