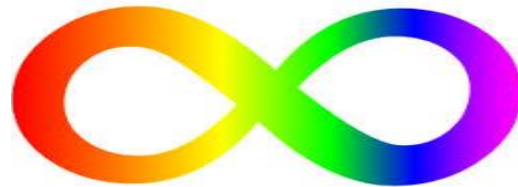


# **THE ESSENTIAL PAPAKONSTANTINIDIS**

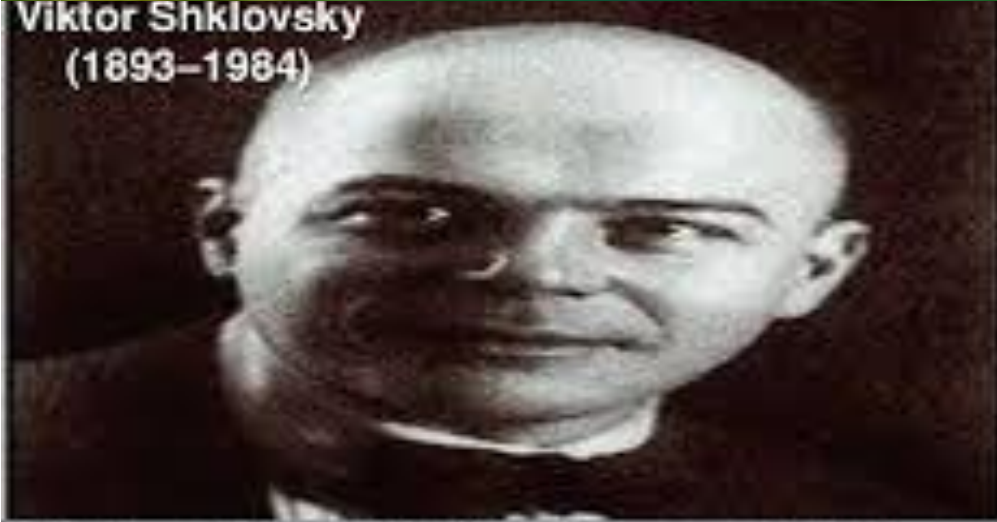
ESSENCE, LUZ BONE & BLACK BOX



Art exists that one may recover  
the sensation of life, it exists to  
make one feel things, to make  
the stone stoney. ~Viktor  
Shklovsky

topfamousquotes.com

Viktor Shklovsky  
(1893–1984)

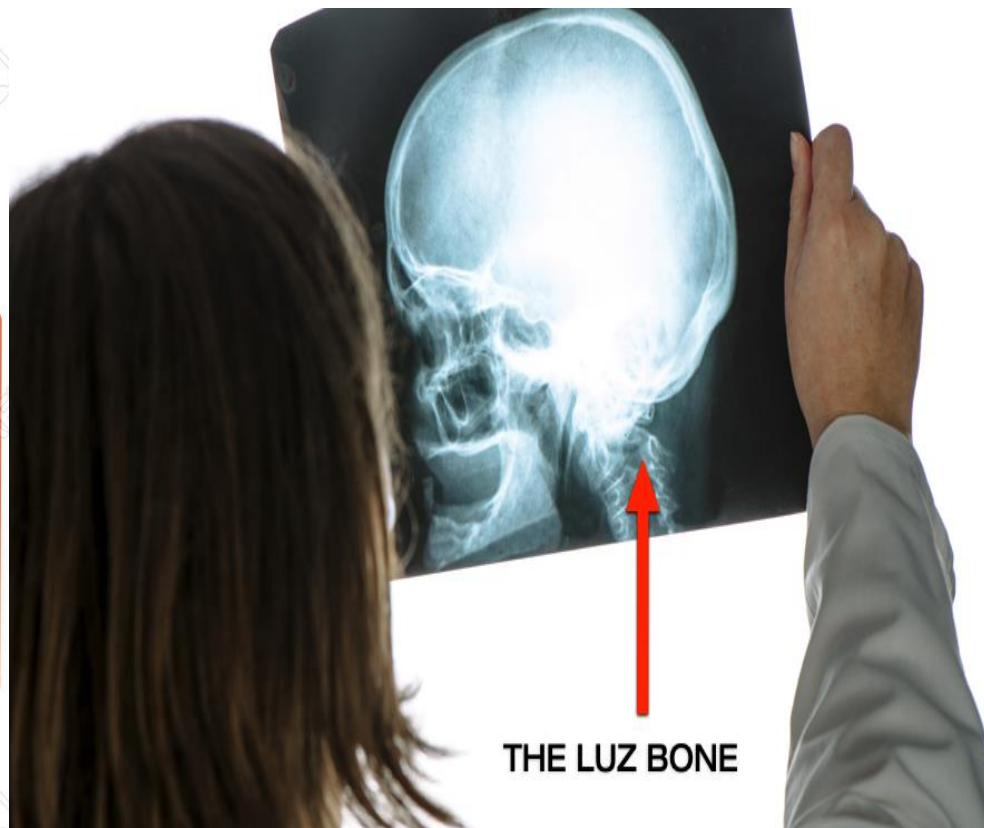


“Art makes the familiar strange so that it can  
be freshly perceived. To do this it presents its  
material in unexpected, even outlandish ways:  
the shock of the new.”

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## ostranenie (остранение)

(n.) encouraging people to see common  
things as strange, wild, or unfamiliar;  
defamiliarizing what is known in order to  
know it differently or more deeply





CONTROL

ECONOMIC

FREEDOM

command

spontaneity

plan

markets

hierarchy

networks

**=value deprivation**

**=value creation**

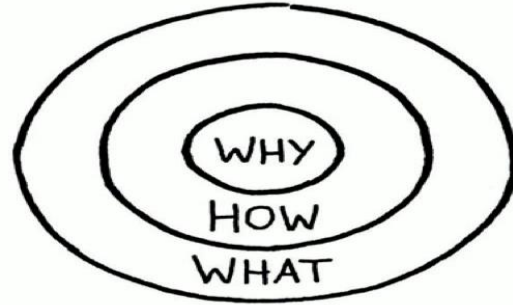




(Not an) Outline ...



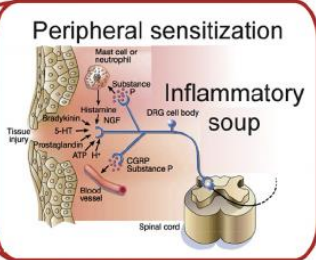
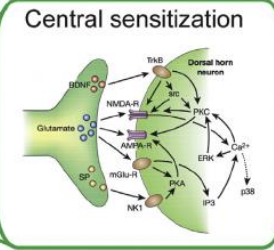
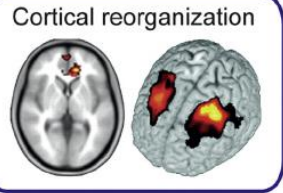
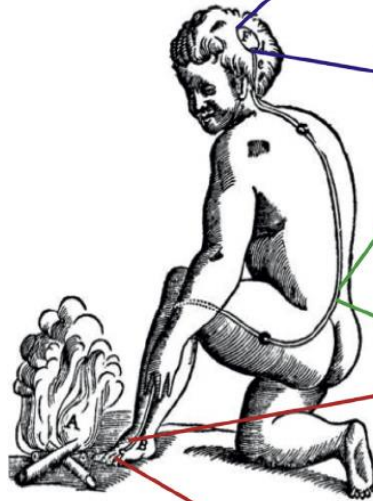
Tech doesn't make community ... Values do.



# FROM VOTING TO BARGAINING

C.BARBAROUSI, MPA, Nicosia Univ.

Descartes, 1644



## Bargaining



- What the "opposition" wants
- Understanding the other side's "ask"
- Ego influenced
- Win-lose dynamic
- Narrow focused outcome
- Often emotion-driven

## Negotiating



- Why your "partner" wants it
- Understanding the other side
- Mutual outcome influenced
- Win-win paradigm
- Broad focused outcome
- Often logic-driven

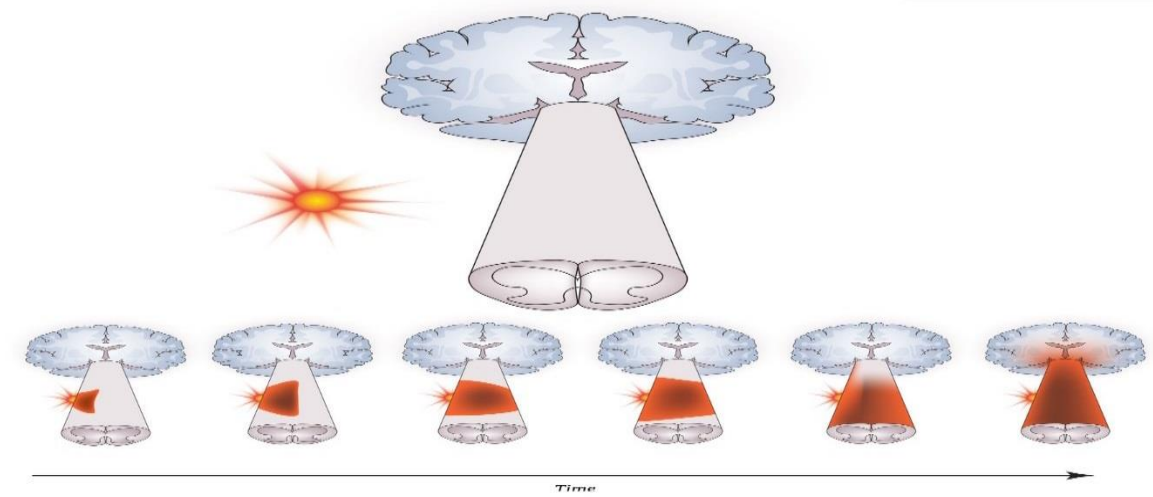
# Comparison between agents and humans in negotiations

Agents	Humans
Simple protocol	In natural languages
With well-defined utility functions	With unclear preferences

negotiation between humans have to define their own utility functions  
negotiate in simple protocols (**not** natural languages)

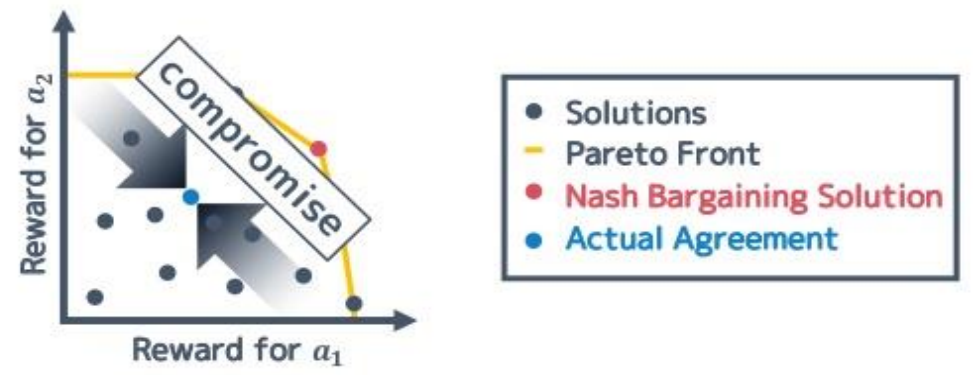
## Bargaining Model: Nash's Axiomatic Model

- Bargaining problems represent situations in which:
- There is a conflict of interest about agreements
  - Multiple players with specific objectives search for a mutually agreed outcome (agreement)
  - No agreement may be imposed on any individual without his approval
- The solution to the bargaining problem may result in an agreement or a disagreement.



**IN REAL LIFE, we always have to give up/risk something to receive something!!!**

## A Problem in Negotiations





# INTELLECTUAL MOSAIC



## Marginalism

The term **marginal** refers to incremental changes, either increases or decreases, that occur at the edge or at the “margin.”

It may help to mentally substitute “extra” or “additional” whenever the word marginally is used. But keep in mind that the “extra” can be negative.

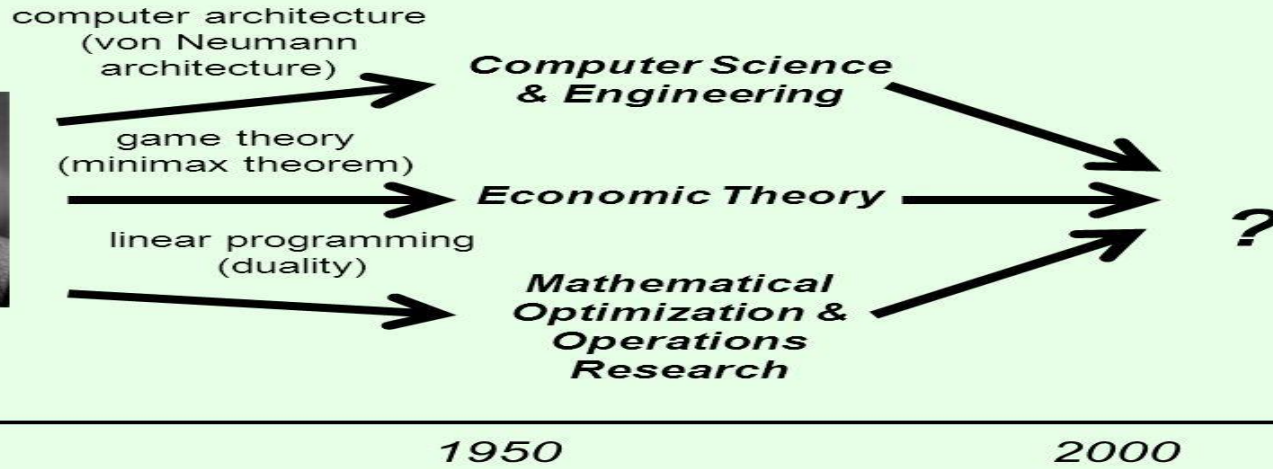


# COOPERATIVE GAME STUDIES

## History



John von Neumann



## Game Theory

- Game theory was developed by John von Neumann and Oscar Morgenstern
  - Economists!
- One of the fundamental principles of game theory, the idea of equilibrium strategy, was developed by John F. Nash, Jr. ([A Beautiful Mind](#)), a Bluefield, WV native.
- Game theory is a way of looking at a wide range of human behaviors as a game.

3/10/2014

players



rules



consequences

payoffs

- Developed by **Prof. John Von Neumann** and **Oscar Morgenstern** in 1944, game theory is a body of knowledge with making decisions.
- The approach of game theory is to determine a rival's most profitable strategy.



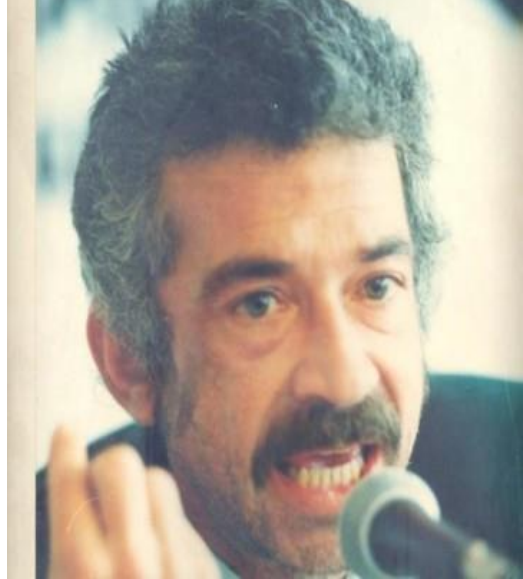
# SCIENTIFIC TARGETS!!!

## Establishment of a Center for New Economic Bargaining!

- Intensification of cooperation with:
- <https://www.sociostudies.org/>
- <https://www.sociostudies.org/ebsf/>

## Edition and compilation of Papakonstantinidis' works!

<https://www.socionauki.ru/>



# Vital LINKS

- [https://www.academia.edu/37780306/THE\\_DONOUSA\\_MIRACLE](https://www.academia.edu/37780306/THE_DONOUSA_MIRACLE)
- [https://www.academia.edu/40244727/Political Economy and Decision Making Influences on the the win-win-win Papakonstantinidis bargaining model STEPHEN I. TERNYIK](https://www.academia.edu/40244727/Political_Economy_and_Decision_Making_Influences_on_the_the_win-win-win_Papakonstantinidis_bargaining_model_STEPHEN_I_TERNYIK)
- [https://researchleap.com/wp-content/uploads/2018/02/04\\_A\\_Social\\_Welfare\\_Economics\\_Proposal.edited.pdf](https://researchleap.com/wp-content/uploads/2018/02/04_A_Social_Welfare_Economics_Proposal.edited.pdf)
- ***Stephen I. Ternyik/  
for/Athens/LAPmeeting/2019/StephenJehucal@web.de***