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

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.”

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.

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

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 range of human behaviors as a game.

Developed by Prof. John Von Neumann and Oscar Morgenstern in 1944, game theory is a body of knowledge regarding making decisions.
- The approach of game theory is to determine a rival’s most probable course of action.
SCIENTIFIC TARGETS!!!
Vital LINKS

• https://www.academia.edu/37780306/THE_DONOUSA_MIRACLE

• https://www.academia.edu/40244727/Political_Economy_and_DECision_Making_Influences_on_the_win-win-win_Papakonstantinidis_bargaining_model_STEPHEN_I._TERNYIK


• Stephen I. Ternyik/for/Athens/LAPmeeting/2019/StephenJehucal@web.de