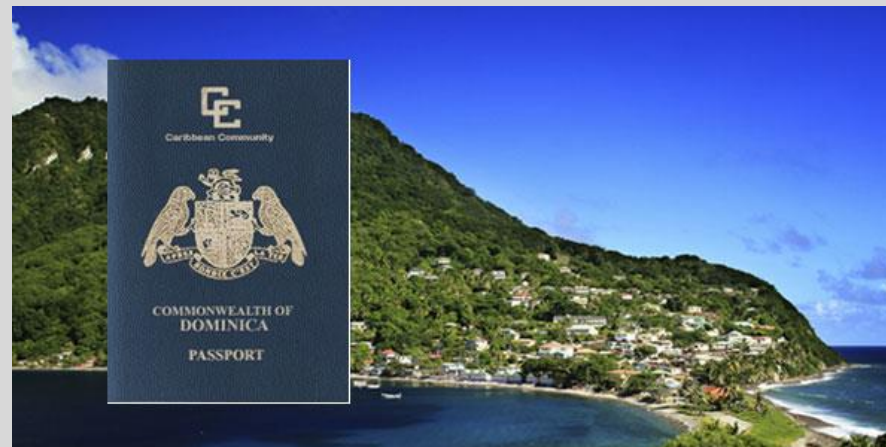
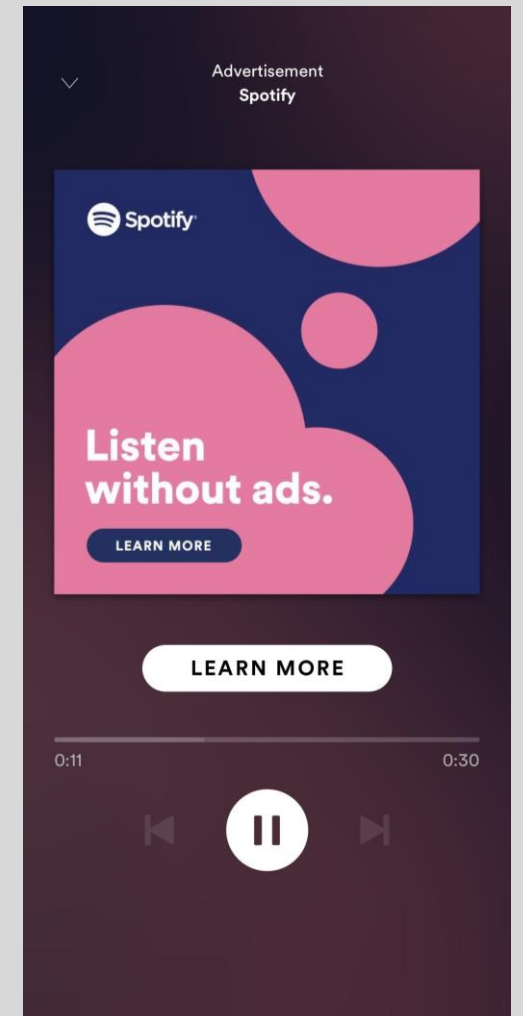




ANALYZING ACTOR INCENTIVES

Yash Chaturvedi

Incentives Around You!



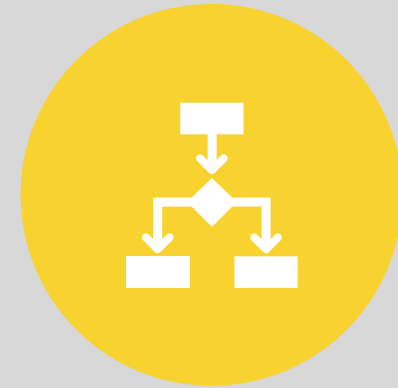
What will this workshop give you?



ADDITIONAL **MECHANISMS**
TO PROVE WHY YOUR SIDE
IS SUCCESSFUL!



TOOLS TO **ADAPT** YOUR
ARGUMENTS TO VARYING
CONTEXTS!



ANALYSIS TECHNIQUES TO
EXPLAIN WHY A CERTAIN
CHANGE TAKES PLACE!

What, When, Why?

What is an incentive?

- When I want Person A to do something **they would not do otherwise**, I need to provide them with something in the bargain. This is an **incentive**.
- Incentives are necessarily something I **provide**. While there could be other reasons for Person A doing something (religious belief, guilt), these may not constitute incentives.

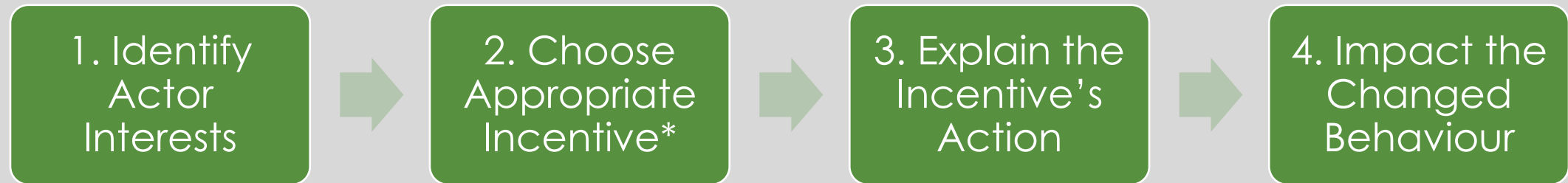
When do I use them in debating?

- Incentive arguments often supplement **moral** arguments – they can add useful practical outcomes to the debate once you have explained why your policy is just.
- Some debates are purely about the best form of incentive on both sides.

Why should I explain incentives?

- Depending on the motion, debaters may have to explain whether the action they want is **even likely**. After this, they need to show why it will be **effective**.
- Incentives and interests explain the **likelihood, effectiveness and uniqueness** of a particular policy.

Steps to Build an Incentive Argument



*Note: Some motions don't need you to choose the incentive:
e.g. *THBT Western states should permanently revoke the citizenship of citizens who join terrorist organisations*

Other motions need you to choose the incentive:
e.g. *THW incentivize work from home (*not only for the duration of the pandemic)*

A. States

- Internal
- External
 - Other states
 - Non state entities

B. Leaders

- Organisation
- Perception

C. Individuals

- Personal
- Professional

1. Identify Actor Interests: Why will the Actor Respond?

Many of these interests interact –

leaders too have individual interests;

state officials have their interests as leaders; and

states would be unable to get any support for policies without thinking about people's individual interests!

1A. State Interests - Internal



MAINTAINING PUBLIC
COOPERATION



RESOLVING
INTERNAL CONFLICT



PROMOTING
DEVELOPMENT

1A. State Interests – Dealing with Other States



MINIMIZING RISK OF DIRECT
CONFLICT



MAINTAINING
COMPARATIVE ADVANTAGE



INTERNATIONAL LEGITIMACY
AND POSTURING

1A. State Interests – Dealing with Other Entities

Corporations

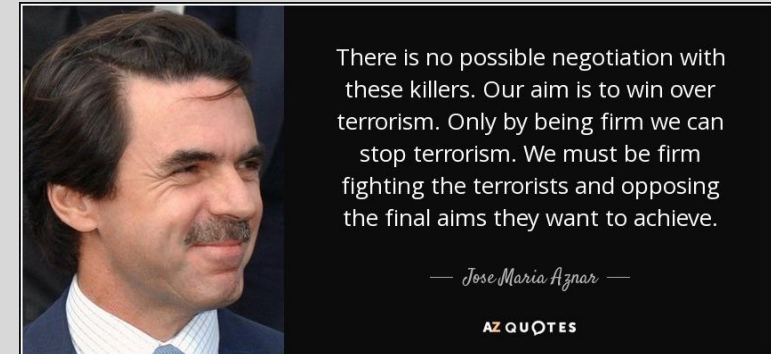
- Increasing Local Employment while Maintaining Environment
- Optimising Local Resources while being Representative
- Increasing Investment in PSUs while Retaining Control

Religious Organisations

- Alternative Moral Framework while Avoiding Indoctrination
- Funding and Community to the Poor while Preventing Exploitation

Militant or Anti State Groups

- Minimising Casualties while Limiting Concessions
- Conserving Resources while Protecting Civilians (Ransom Crises)
- Asserting Sovereignty while Respecting Dissidence



1 B. Leader Interests - Organisational



INCREASED/SUSTAINED
MEMBERSHIP



GROWTH OF OPERATIONS
AND FINANCES



MAINTENANCE OF TRACK
RECORD

1 B. Leader Interests - Perceptual



APPROVAL FROM BROADER
ORGANISATION/MOVEMENT



MEDIA SPACE AND PUBLIC
AWARENESS



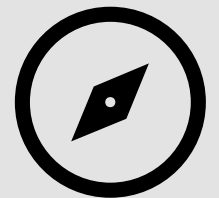
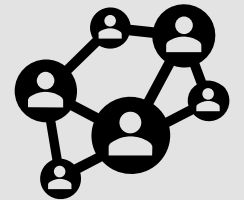
REPRESENTATION OF
PARTICULAR INTERESTS

1C. Individual Interests

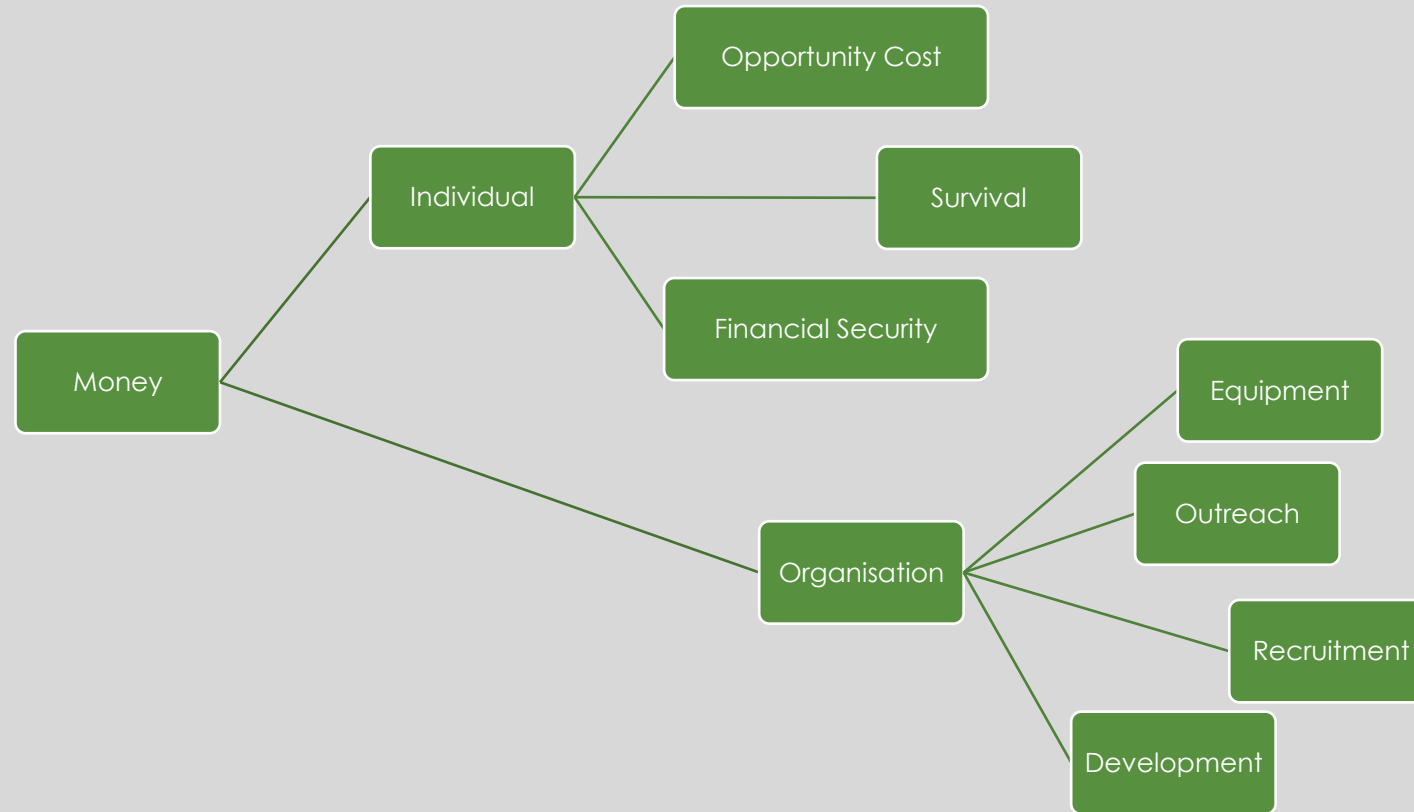


- Money
 - Tax breaks
 - Subsidies
 - Grants
 - **Disincentives: Tariffs, Trade Embargoes**
- Membership
 - Citizenship
 - Religious Affiliation
 - Multilateral Organisations
 - **Disincentives: Ex-communication, Revocation**
- Mitigation
 - Reduced Sentencing
 - Relaxed Restrictions
 - Immunity
 - Convenience
 - Control

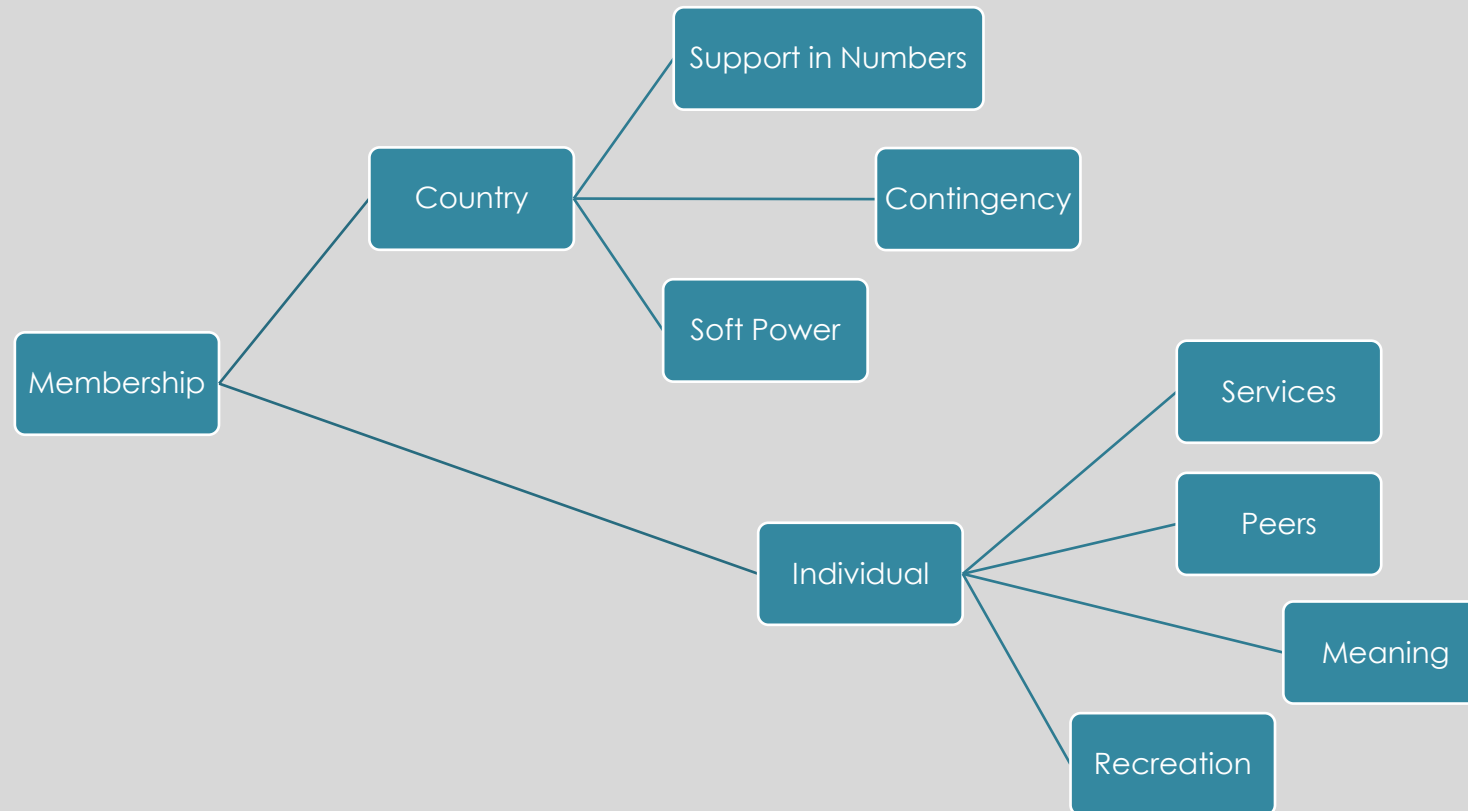
2. Choose the Appropriate Incentives: What am I Providing the Actor?



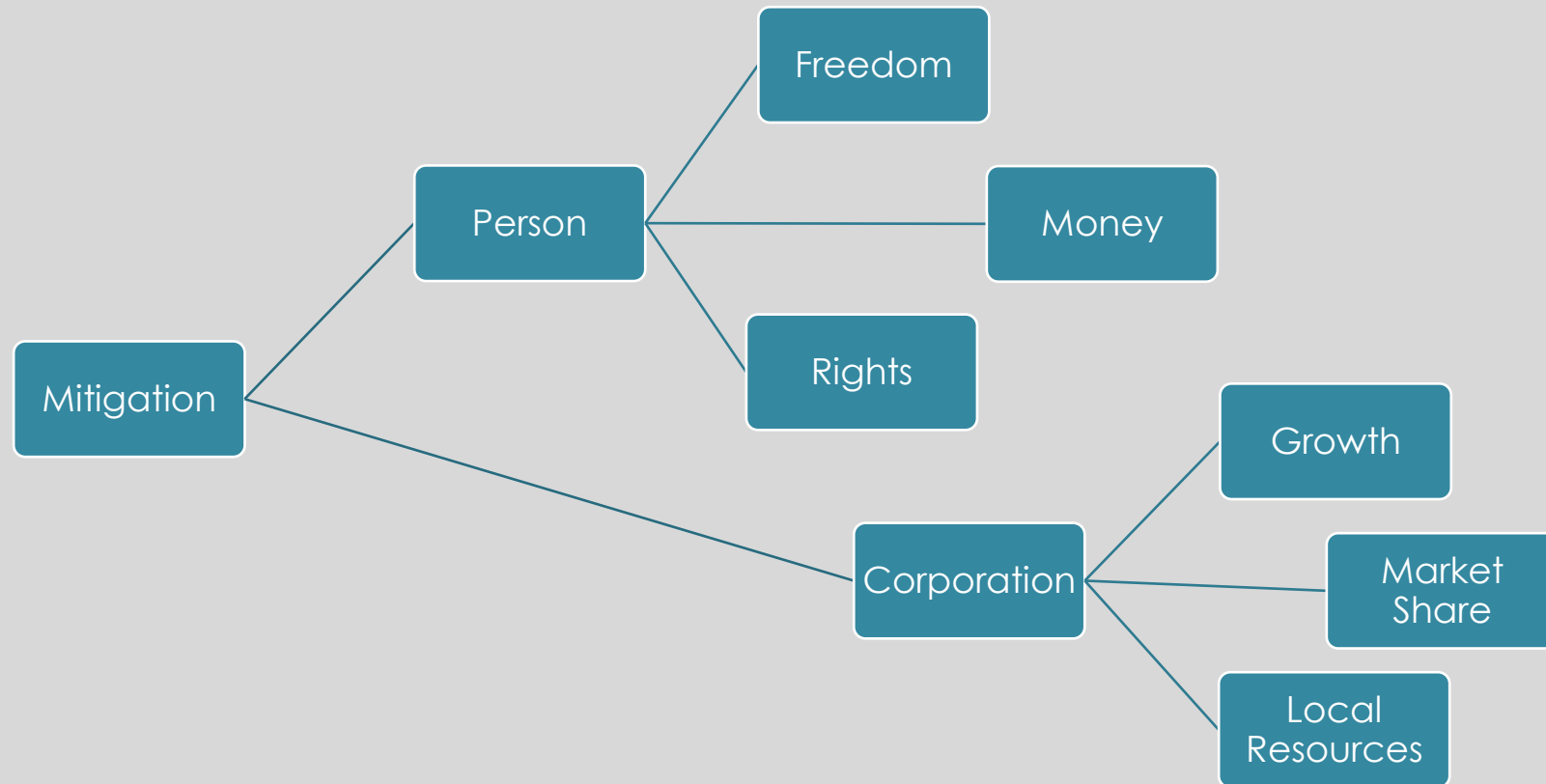
3. Explain the Incentive's Action - Money



3. Explain the Incentive's Action - Membership



3. Explain the Incentive's Action - Mitigation



4. Impact the Changed Behaviour



HOW MUCH DOES THE ACTOR'S
BEHAVIOR CHANGE, BEYOND
WHAT WOULD REASONABLY
HAPPEN OTHERWISE?



HOW DOES THIS ALLOW ME TO
FURTHER MY CASE TO WIN THE
DEBATE?



IS THIS LIKELY SOMETHING THAT
CAN HAPPEN AGAIN, OR IS IT JUST
ONE-TIME? ARE THERE SIDE-
EFFECTS?

Miscellaneous Tips

- Always run an even-if!
- Segregate your stakeholders by likelihood of responding to your incentive.
- Don't generalise – ask yourself twice or thrice:
 - Is this the most important thing for a lot of people in this group?
 - Do some of these people have an alternative?
 - Will all of them respond the way I want them to?
- Keep your incentives reasonable! Depends on motion and context.
- Be prepared to justify your use of this incentive ahead of others.
- Have an understanding of scale and time span of your incentive.