DILEMMA ANALYSIS FLOWCHART. PAGE ONE: DILEMMA DEFINITIONS

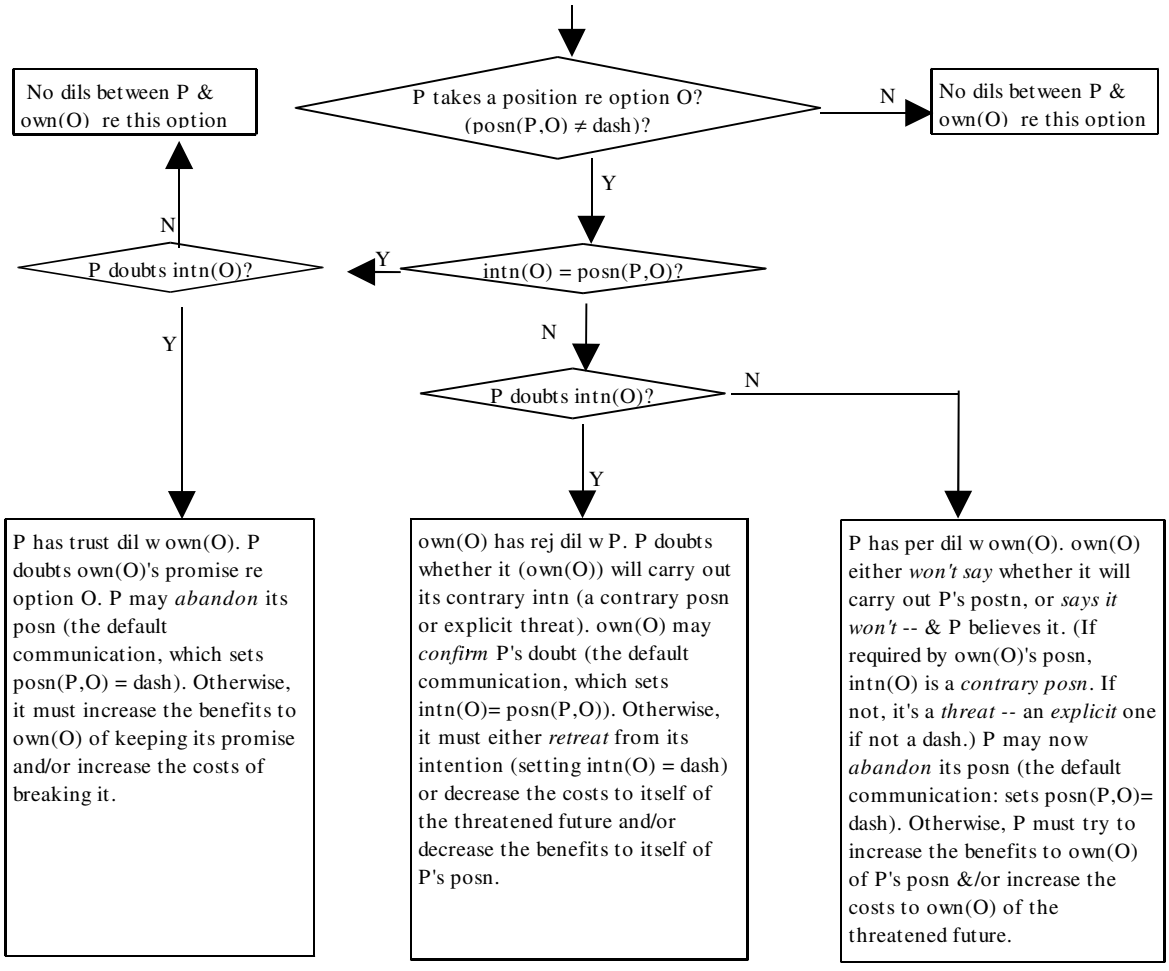
The flowchart shows how to find the dilemmas facing each party with each other party, in a given options board. The dilemmas are the **trust dilemma** (I don't trust you to carry out your promise), the **rejection dilemma** (you don't believe my statement that I will carry out a threat or position that conflicts with yours) and the **persuasion dilemma** (either you won't say whether you will carry out my position, or you say you won't & I don't doubt it).

These three dilemmas are defined in relation to each option. A party may have a trust or persuasion dilemma with any party in relation to any option owned by that party. It may have a rejection dilemma with any party in relation to any option.

All decisions in this flowchart are automatic, following from the assumptions made in building the options board. The notation used is as follows.

- own(O) is the party that controls ("owns") option O.
- intn(O) is "adopted"," rejected" or "left open" (the last of these values being represented by a dash). It is own(O)'s stated intention for option O.
- posn(P,O) is also "adopted"," rejected" or "left open". It is party P's position in relation to option O.

For each option O & each party P, make the following decisions:

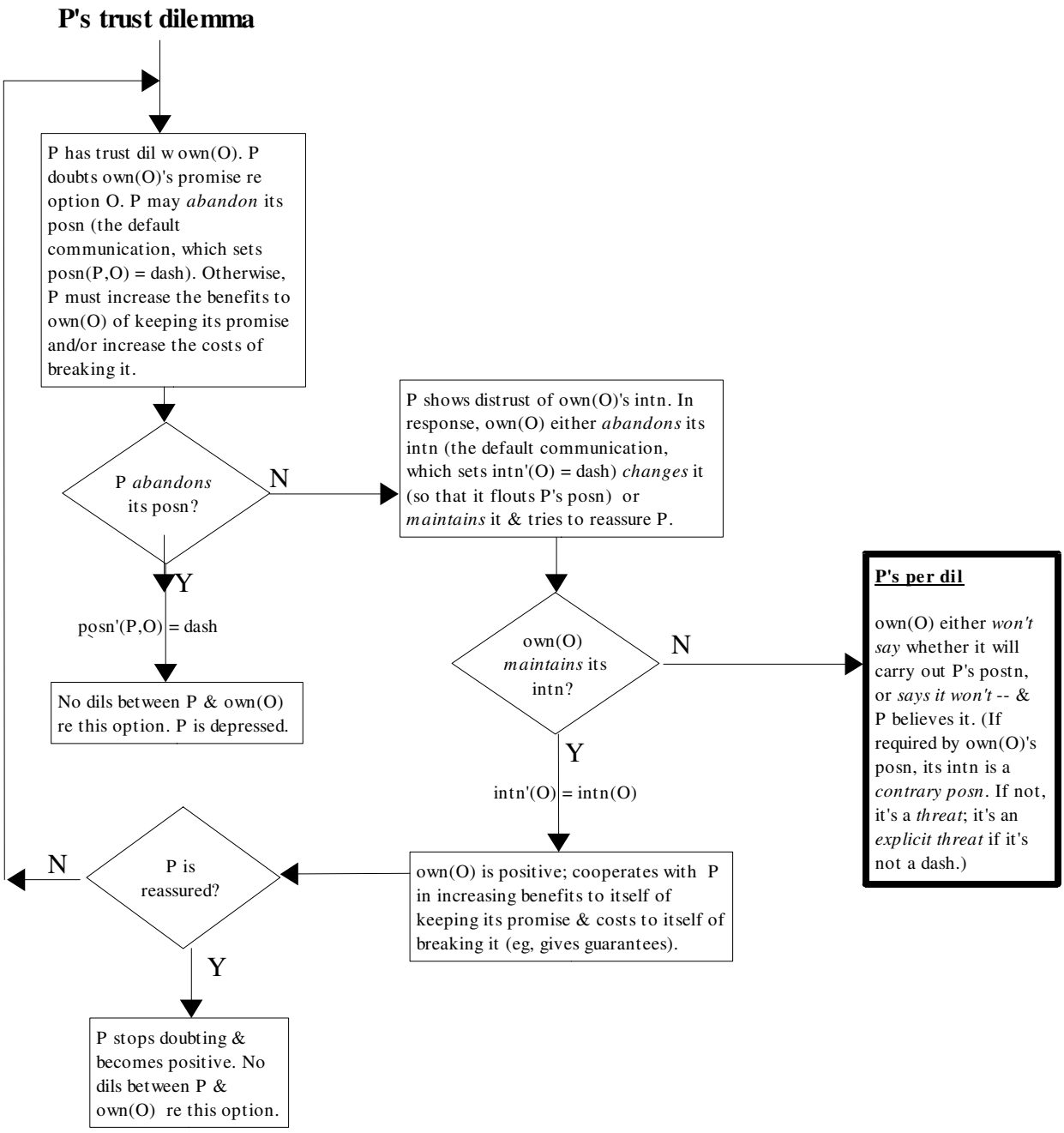


DILEMMA ANALYSIS, PAGE TWO: ANALYSIS OF P'S TRUST DILEMMA

This page shows how party P responds to its trust dilemma with own(O) (the owner of option O) & how own(O) responds to P's response. The flow-chart contains a cycle, representing the possibility that the same trust dilemma continues without being eliminated or changed. All other responses represent changes in the options board, rationalized by parties after re-examining the real-world facts to find new factors, not present in the current model. New, changed values of intn(O) and posn(P,O) are shown as intn'(O) and posn'(P,O).

Together with the indicated changes in parties' doubts, these represent *initial* changes in response to dilemmas. But any change in an options board may prompt further changes, as parties reconsider their beliefs, positions & intentions in the light of changes that have occurred. These further changes, like the intitial changes, depend on factors not present in the current model. Our analysis shows initial changes only, provoked by dilemmas, not prompted by other changes.

Actual parties make all changes. Analysts must put themselve in the place of actual parties in order to foresee them.



DILEMMA ANALYSIS, PAGE THREE: ANALYSIS OF OWN(O)'S REJECTION DILEMMA

This page shows how the party own(O) (the party that owns the option O that is under consideration) responds to a rejection dilemma with party P & how P responds to own(O)'s response. The flow-chart contains a cycle, representing the possibility that the same rejection dilemma continues without being eliminated or changed. All other responses represent changes in the options board, rationalized by parties after re-examining the real-world facts to find new factors, not present in the current model. New, changed values of intn(O) and posn(P,O) are shown as intn'(O) and posn'(P,O).

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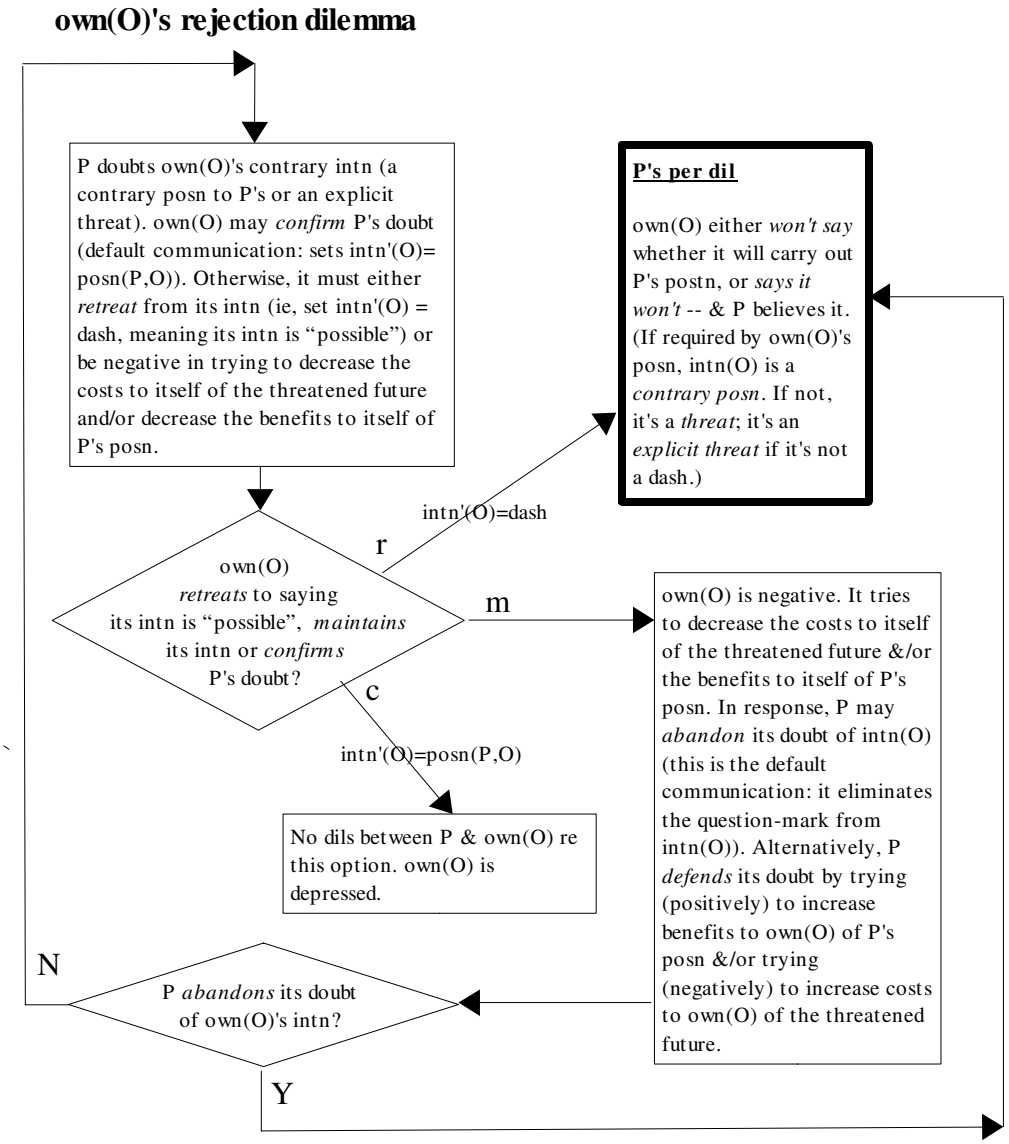

DILEMMA ANALYSIS, PAGE FOUR: ANALYSIS OF P'S PERSUASION DILEMMA

This page shows how party P responds to its persuasion dilemma with own(O) (the owner of option O) & how own(O) responds to P's response.The flow-chart contains a cycle, representing the possibility that the same persuasion dilemma continues without being eliminated or changed. All other responses represent changes in the options board, rationalized by parties after re-examining the real-world facts to find new factors, not present in the current model. New, changed values of intn(O) and posn(P,O) are shown as intn'(O) and posn'(P,O).

Together with the indicated changes in parties' doubts, these represent *initial* changes in response to dilemmas. But any change in an options board may prompt further changes, as parties reconsider their beliefs, positions & intentions in the light of changes that have occurred. These further changes, like the intitial changes, depend on factors not present in the current model. Our analysis shows initial changes only, provoked by dilemmas, not prompted by other changes.

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