

# Welcome

PMIRGC Breakfast Meeting

November 12, 2013



# Success!

## International Project Management (IPM) Day Nov 7th

Our inaugural International Project Management Day Conference was a success!

### • Many thanks to:

- our 90 attendees and to our 9 speakers
- our generous sponsors
- our partners at [PMI-Ottowi Bridge Chapter](#). We look forward to continued collaboration with this dynamic chapter
- all the generous volunteers from PMIRGC and PMI-OB who were the heart of the event
- Programs Director Jeff Trujillo, who coordinated all the volunteer efforts

Keep an eye on the PMIRGC member pages for the conference presentations and photos



Thanks to our Sponsors!



# Guest Pass Program

Try it out for free!

Are you or your friends not PMIRGC members yet?

- Join PMIRGC for the remainder of your current PMI membership year for free
- Join PMI Rio Grande Chapter for discounted training and PDU opportunities
- Contact [membership@pmirgc.org](mailto:membership@pmirgc.org)



# PMP Exam Prep Study Group Update

Every Wednesday from 6-8 p.m.

**National American University**

**4775 Indian School NE, Suite 200**

(Indian School between San Mateo and Carlisle)



Anyone interested in the study group? Contact Richard Carlisle, PMP  
cell: 505-795-3094 or email: [rc@carlisle.org](mailto:rc@carlisle.org)

Join any time!



# Volunteer Opportunities – Board Positions

## •VP Finance –

- The Vice President Finance will be responsible for all financial matters of the PMI Rio Grande Chapter and any subsidiary groups. Various responsibilities include:
- Bookkeeping
- Various reports
- Budget setting and control (easy task here - the budget is set for this year!)
- And other, similar duties

## VP Professional Development –

- The Vice President Professional Development will be responsible for all Chapter education and training activities, including:
- Provide the membership with professional workshops and seminars designed to improve their development in the field of project management
- Establish and oversee programs that provide members with a path towards PMP certification and further education
- Maintain certification preparation workshop modules with the assistance of the Certification Director to ensure they reflect the types of changes being made to the PMI certification test
- Maintain Chapter relationships with area education providers
- And other similar duties

- **Join our team, give back to your community and earn PDUs (45)!**

- If you have any interest, please email / contact a board member or [board@pmirgc.org](mailto:board@pmirgc.org)

# Future Events

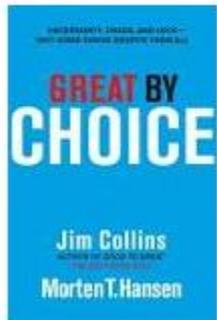


## Next Chapter Meeting Dinner Presentations

- **November 21, 2013** – [Leon Spackman](#)

**Topic:** Great by Choice: A review of Jim Collins and Morten Hansen's book and Why Some Companies Thrive Despite Uncertainty, Chaos, and Luck

**Synopsis:** Why do some companies continue to perform in the midst of chaos and risk? Is it luck, or great management? Leon will review the findings of the authors for what it takes to achieve great success in times of chaos.



## Next PMIRGC Breakfast Meeting

- December 10- [Tim Jerome, PMIRGC President](#)  
Topic: Your assignment: Team Planning Workshop”

# Sponsorships – thank you

CG Printers Inc.

[505-883-8164](tel:505-883-8164)

- CG Printers showed their generosity and support of the project management profession in our area by discounting printing for PMIRGC on our banner, brochures, rack cards and thank you cards and did a beautiful job.
- Visit them at [www.cgprinters.com](http://www.cgprinters.com)



**CG Printers, Inc.**

# Analysis and Application of the Stag Hunt

A Review of Game Theory and its applications  
in negotiation, facilitation, leadership and  
other personnel considerations

# Agenda

- Game Theory – Background
- Non-Cooperative and Cooperative Games
- Non-Cooperative Game example – The Nash Bargaining Problem
- Non-Cooperative Games - Survivor
- Cooperative Games – The Stag Hunt
- Implications of The Stag Hunt within static and dynamic communities

# Game Theory is...

- The Study of strategic decision making...
- Mathematical models of conflict and cooperation between intelligent rational decision makers...
- The Logical side of decision science...



# Cooperative & Non-Cooperative Games

## Cooperative

- Able to form binding commitments
- Adherence to Promises

## Non-Cooperative

- Binding commitments not possible

Cooperative games can be considered  
“non-cooperative equilibria”

# The Nash Bargaining Problem

- Opportunity to collaborate for mutual benefit in more than one way
- Highly Rational
- Accurately compare desires for various things
- Equal in bargaining skill
- Full knowledge of tastes and preferences of the other

# Survivor

## The Game: Tribal Council

- A point exists (equilibrium) where choice maximizes outcome for game (or next move) – for each player
- **There is a best solution for each player totally dependent on other players, but totally mutable**

## Strategy -

- Eliminate unchanging variables – dominant strategy
- Eliminate un-improvable variables – dominated strategy
- Determine equilibrium point for remaining players
- Exploit projected outcomes

# The Stag Hunt

- The Problem – hares and stags
- Identifying and overcoming risk
- Coordination of efforts begets benefit – payoff demands trust
  
- Conflict exists between safety (hares) and social cooperation (stags)
- Stag Hunts spread where visibility of results exists across the community
- 2 Nash equilibria – under cooperation (both get part of the stag) and defection (both get hares)

Stag Hunts are non-zero-sum

# Stag Hunt Example -

- Services Industry – Technical Equipment Installer
- Select ‘better’ Contractor: Services prime vs. Hardware prime
  - Q1 – who is the better positioned contractor?
  - Q2 – which relationship provides the better payoff?



# Bibliography

“The Bargaining Problem”, John Nash, 1950, *Econometrica*, Vol. 18 Issue 2

“Non-Cooperative Games”, John Nash, 1951, *Annals of Mathematics 2<sup>nd</sup> Series*, Vol. 54 Issue 2

“The Stag Hunt and the Evolution of Social Structure”, Brian Skyrms, Cambridge University Press, 2004

All material available for free online

# Questions?

## Member announcements?

Believe in yourself. Stay up all night. Work outside your habits. Know when to speak up. Collaborate. Don't procrastinate. Get over yourself. Keep learning. Form follows function. A computer is a Lite-Brite for bad ideas. Find inspiration everywhere. Network. Educate your client. Trust your gut. Ask for help. Make it sustainable. Question everything. Have a concept. Learn to take some criticism. Make me care. Use spell-check. Do your research. Sketch more ideas. The problem contains the solution. Think about All the possibilities.

# Thank you

See you next month!