

The Game of
Politics

Pursuit
of Power
over People

Game Manual

Jón Þór Ólafsson

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To my father who pointed at the world outside.

To my mother who pointed to the world inside.

To the old lady who pointed out that they are the same.

To the joyous rascal who pointed at the moon.

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PREFACE

I wrote this book after realizing that the reason few people are interested to participate in politics is not that they don't have the desire to protect their interests or can't muster the means to do so, but that they lack the faith that they can influence the game results and are therefore not motivated to play the game.

As most people don't play the game, they end up being ruled by those who do participate. Plato wrote: "The penalty for refusing to participate in politics is that you end up being ruled by worse men than yourself."*

The present lack of faith to be able to influence political results comes from the conviction that the game of politics is complicated when in reality it's just common sense, as the great mover of men Napoleon Bonaparte explained: "High politic is only common sense applied to great things."**

These realizations moved me to write this book on *The Game of Politics* as common sense that would motivate readers to participate in the game and show them how to muster the means to protect their interests and govern their own lives.

The Game is on.

This book will help you
predict and influence the game results.

* In "The Republic" by Plato. Chapter I. Section 347c.

** A saying contributed to Napoleon Bonaparte without quotation.

– Introduction –

THE AGE-OLD GAME

Throughout the ages people have played the game of politics. They have pursued power over others as the means to attain their own goals of greater personal pleasure, wealth, security, respect and freedom, and as the means to maintain public affairs under the rule of their own ideology or religion. People have always tried to accumulate power over others, and the privileges it brings, for themselves and their own in all human institutions, from families and tribes to religious congregations, royal courts, city states, nation states, political parties and businesses.

From the beginning, this game has been played with sticks and stones, words and wealth, and it has been, and will continue to be, the cause of all oppression, exploitation and wars. But during the past few hundred years there has been a movement towards making rules that guarantee more people the right to play the game of politics and at the same time limit or prohibit the use of sticks and stones on the playing field. This has encouraged players to resolve conflicts of interest with peaceful persuasion and diplomacy rather than coercion and wars.

But there are strong interests pushing against this movement, because as long as people live in society they will play the game of politics for their own interests even though they conflict with the interests of others.

In the game of politics, if you are not a player you are a pawn

– Part One –

THE GAME OF POLITICS

Throughout history people have played games requiring skill and spirit to win the stakes. Politics is the ultimate game. It has been played in every social arena, from the family to the state, through all of human history and in no other game have the stakes been higher. Politics is a game where **political players** compete to reach their **ends** with the **means of political power**. Politics is a game of pursuing power over people and at one time or another everyone plays.



The symbols are explained in “Appendix I.”

To predict and influence the game results it is essential to examine **‘THE POLITICAL POWER’** that the game revolves around (in chapter 3) and **‘THE POLITICAL PLAYERS’** that pursue it (in chapter 2). To this end, begin by looking at **‘THE HUMAN QUALITIES’** (in chapter 1) which motivate people and make it possible for them to play.

– Chapter 1 –

THE HUMAN QUALITIES

Motivation makes people reach for things.
Means make people reach them.

THE MOTIVATION

– that makes people reach for goals

A fundamental quality of human existence is the **desire** to attain and maintain positive experiences and avoid negative ones. As people think how to fulfill these desires their minds make images of future events which might fulfill them and these visions become the goals they desire to reach. When the desires to reach goals are stronger than the desires not to reach them, and there is **faith** that the goals can be reached, people become motivated to reach for them.

Desire without faith is like a ship with wind in its sails stuck in a closed harbor. Faith without desire is like a ship in an open harbor with no wind in its sails. Both are required to move a ship from harbor to harbor. **Desire** freed by **faith** moves people to action – to reach for goals.

So **the motivation** to reach for goals comes from the **desire** to do what is needed and the **faith** in being able to.

THE MEANS

– that make people reach goals

To reach their goals, people need power to make it possible. This power comes from the human quality of constructing **knowledge** of the web of influences in the world, seeing how things are connected and influence each other, and from using their **influence** to pull the right strings that have the intended effects required to reach goals.

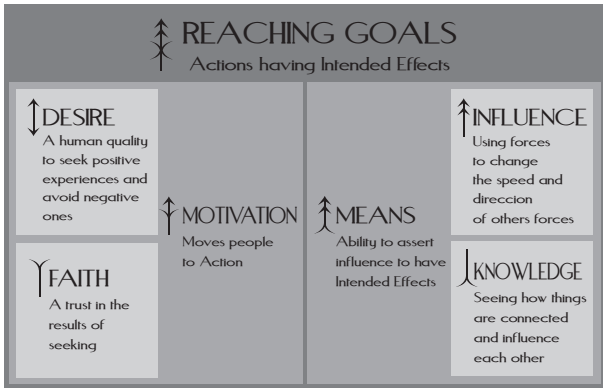
Reaching goals usually requires people to influence others to behave in an intended way, either by persuading them to do so freely or by coercing them to do so with threats or the use of force.¹ When confronted with coercion people seek freedom from it, to have the freedom to act as they desire, believe as they wish, think for themselves, speak their mind and associate with people they choose.² When people perceive that without power they cannot prevent coercion, or reach their goals, and that without freedom they have no power, they desire both power and the freedom to pursue it.

1 Using coercion, the threat or use of force, to influence people is called “hard power”, while using peaceful persuasion to influence people is called “soft power.”

2 The freedom FROM aggression against ones person and property is called “negative freedom”, while the freedom TO use any means and opportunities necessary to reach ends is called “positive freedom.” The connections between “Freedoms, Rights and Laws” are shown at the end of the book in “Appendix II.”

Influence without knowledge is like a ship lost at sea without a compass. Knowledge without influence is like an unused compass in the attic. Both are required to reach another harbor. **Influence** guided by **knowledge** leads to intended effects – to reaching goals.

So **the means** to reach goals come from the **knowledge** of what to do and the **influence** to be able to.



The symbols are explained in “Appendix I.”

THE MOTIVATION AND THE MEANS

– behind the game of politics

The human qualities of desire and faith **motivate** people to act, and together with the **means** of knowledge and the power to influence others, they give birth to society and its politics. But which human **actions** that involve **power** are considered politics?

A cast-away on a foreign shore needs to use his mental and physical powers to find water to survive, but this use of power is not politics. When, hungry and cold, he comes across local villagers and peacefully persuades them to exchange their food and shelter for his labor. This use of power to influence others could be called a transaction or trade, but not politics. Later he starts to use his influence to attain and maintain power over the villagers and he does so by getting himself into a position of making the game rules they should follow and enforcing the rules with force when the villagers fail to follow them freely. This use of power to influence others is considered politics.

Politics are born when the desire to reach a goal moves people to use their influence to attain, maintain and use power over other people by making and enforcing the game rules they must play by. **The Game of Politics is a Pursuit of Power over People.**

– Chapter 2 –

THE POLITICAL PLAYERS

“See a person’s means.

Observe his motives.

Examine that in which he rests.

How can a person conceal his character?

How can a person conceal his character?”³

– Confucius –

The goals **motivating** political players may differ but the **means** to reach them are the same. Whatever goals motivate their actions, political players reach them by pursuing power over people through the means of making and enforcing the game rules people must play by.

To predict the actions of political players, it is necessary to know the goals that **motivate** their actions, the **methods** they use to reach them and the **means**, or power, they have to do so. Together, the motives and methods, in other words the goals and the ways to reach them, make up the **policies** players pursue.

To help predict the actions of players in state politics, this chapter provides matrixes to position a few of their **‘MOTIVES’** and **‘METHODS’** in order to see

³ In “Lun Yu” by Confucius. Also known as ‘The Analects of Confucius.’ Chapter II.

their real **'POLICIES'** and realize in which direction they desire to take society. The next chapter on *'THE POLITICAL POWER'* then provides a matrix to map out the political **'MEANS'** they use to change society and reach their goals.

To clarify the positions of yourself and your friends in the game of politics and the positions of political movements and parties, make a dot or draw a circle around the area on the matrixes contained in this chapter where you would position yourself and others.

MOTIVES

– The desired goals

This part helps to position goals which motivate political players in order to predict in which directions they desire to take society on important political, economic and social issues. To make it clear where you stand politically, choose your **'Preferred Political System'** and position your views on the **'Role of the State in Influencing Peoples Lives Directly'** and the **'Role of the State in Influencing the Economy.'**

Preferred Political System

A political system is the complete process of making decisions and enforcing them with force if they are not followed freely. The more members that have a

more significant part in the process, the more democratic and less autocratic the system. The more decisions members are forced to follow, the more authoritarian and less libertarian the system. This section presents the **democracy-autocracy** scale while the next two sections have matrixes that present the **libertarian-authoritarian** scale.

Democratic, Oligarchic or Autocratic: To what extent should citizens have a part in the political decision making process?

Democracy (Rule by the People) – Majority Rule:

Direct Democracy: The people have some direct political power.⁴

Delegative Democracy: The people have the indirect political power⁵ to elect delegates into positions of direct political power (the power to help players to attain power) but retain the power to remove them during their term (the power to hinder players in maintaining power).

Representative Democracy: The people have the indirect political power to elect representatives into positions of direct political power for a full term (the power to help players to attain power).

Staircase Democracy: The people have indirect political power to elect representatives which then elect higher representatives into positions of direct political power.

4 *Direct political power is explained in chapter 3 in the section on 'DIRECT POLITICAL POWER.'*

5 *Indirect political power is explained in chapter 3 in the section on 'INDIRECT POLITICAL POWER.'*

Oligarchy (Rule by the Few) – Minority Rule:

Corporatocracy: Rule by corporations.

Junta: Rule by a group of military leaders.

One Party System: Rule by a single political party.

Plutocracy: Rule by the wealthy.

Theocracy: Rule by God, i.e. the representatives of the divine on earth.

Autocracy (Rule by a Single Individual) – Ultimate Minority Rule:

Dictatorship: Rule by a dictator.

**Role of the State in
Influencing People's Lives Directly**

Political players who want the state to be a father to the people are more authoritarian, favoring more rules and less individual freedom, while players who want the state to be a providing mother favor limiting some economic freedom or private property to pay for it.

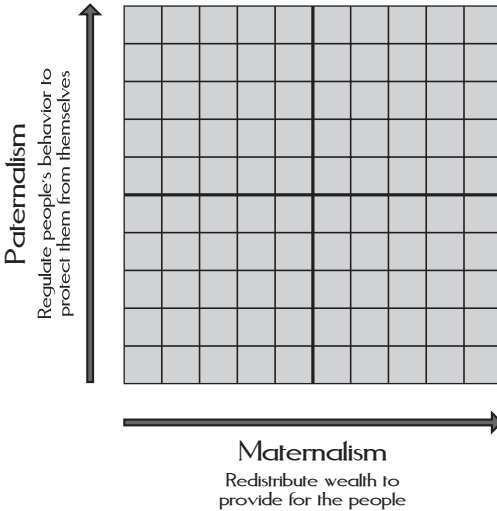
State Paternalism:

Like a wise father the state should regulate people's behavior to protect them from themselves.

State Maternalism:

Like a caring mother the state should redistribute wealth to provide for the people.

Role of the State in Influencing Peoples Lives



Role of the State in Influencing the Economy

An economy is a process where wealth in the form of goods, services and money is created, commeced, conserved and consumed. The state can influence the economy by **regulating** the process from wealth creation to consumption on the one hand and by **redistributing** the wealth on the other hand. With ownership of any part of the economy the state both regulates that part and distributes the wealth it creates.

Regulating Wealth

– Authoritarian vs. Libertarian:

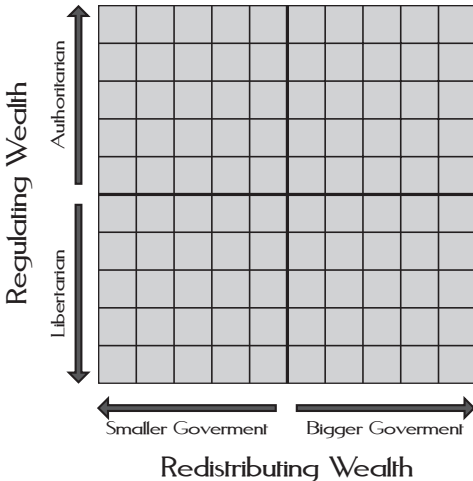
To what extent should the state regulate the economy?

Redistributing Wealth

– Big vs. Small Government:

To what extent should the state redistribute wealth from one part of the economy to another?

Role of the State in Influencing the Economy



METHODS

– The ways of reaching the goals

This part helps predict which methods political players are likely to use for ‘**Mobilizing Support**’ and ‘**Immobilizing Opposition**’ to reach their goals and whether these methods are likely to bring their society prosperity and peace or struggle and strife.

Mobilizing Support

Politicians who persuade supporters primarily with **logic** and visions of **prosperity** are more likely to bring prosperity to their people while politicians who motivate supporters mostly with **emotions** and **fearful** visions are more likely bring struggle.

Preferred Form of Persuasion

– **Logic vs. Emotion:**

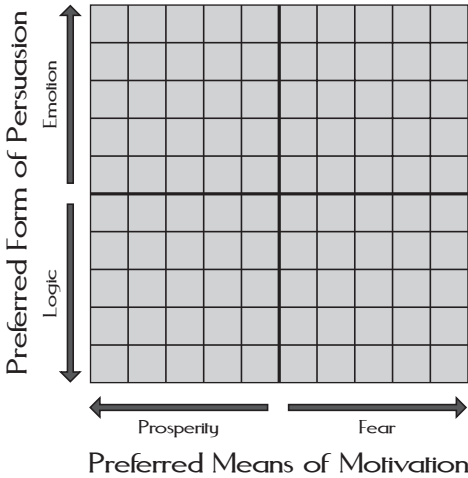
Does the player more often persuade people about the need for his policies by appealing to logic or emotions?

Preferred Means of Motivation

– **Prosperity vs. Fear:**

Does the player motivate support for his policies more often with visions of prosperity to pursue or fearful visions of to avoid?

Methods for Mobilizing Support



Immobilizing Opposition

Politicians that mostly influence opponents with peaceful persuasion (**soft power**) and will only use military power **defensively** are more likely to solve conflicts in a peaceful way than politicians that mostly influence their opponents with threats and the use of force (**hard power**) and are willing to initiate military **aggression** to reach their goals.

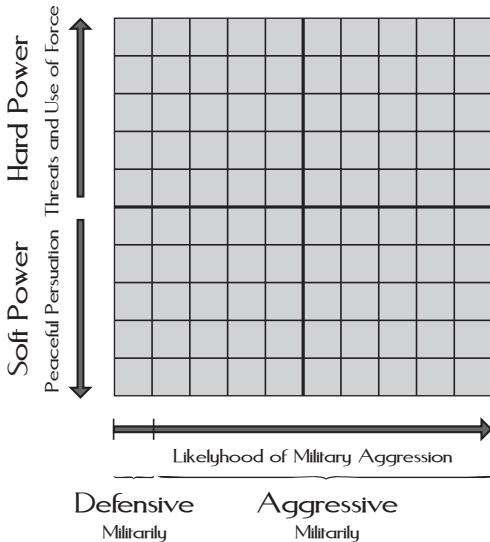
Soft Power vs. Hard Power:

Does the player motivate his opponents to follow his will with peaceful persuasion or with threats and the use of force?

Militarily Defensive vs. Militarily Aggressive:

Is the player likely to use military power only in defense or also in aggression to reach his goals?

Methods for
Immobilizing Opposition



POLICIES

– The declared goals and ways of reaching them

Policies are declared **motives** or goals to reach and declared **methods** or ways of reaching these goal. This part helps to position where political players stand on ‘**Economic Policy**’, ‘**Welfare Policy**’ and ‘**Foreign Policy**.’

Economic Policy

Economic policy is a declaration of economic goals to reach and of the extent to which the state should use political power to influence the economy to reach them. Important areas include the following:

Fiscal Policy is a declaration of state **spending**, on what to spend and to what extent, and ways of **fund-
ing** it, by lending, selling or otherwise using state owned wealth (resources, companies and reserves), by creating wealth (producing goods and services), by taxing the wealth of others (state enforced financial burdens that individuals and organizations must shoulder to have a right to their existence, activities or ownership, in other words life, liberty and property) or by borrowing the wealth.

Monetary Policy is a declaration of whether and to what extent the state should influence what people use as **money** (the means to exchange goods and services), its **supply** and **price** (interest rates), and how it should do so.

Trade Policy is a declaration of whether and to what extent the state should limit or encourage specific **trade across borders**, and ways of doing that with tariffs, quotas, licenses, prohibitions and subsidies.

Welfare Policy

Welfare policy is a declaration of the social goal of general welfare and the extent to which the state should assert political power to regulate and provide it for the people.

Social Security Policy is a declaration of whether and to what extent the state should provide for people unable to provide for themselves.

Healthcare Policy is a declaration of whether and to what extent the state should regulate healthcare, and provide and pay for it.

Education Policy is a declaration of whether and to what extent the state should regulate education, and provide and pay for it.

Foreign Policy

Foreign policy is a declaration of geopolitical goals to reach and of the extent to which the state should assert political power to influence other states and non-state players to reach them. Below are four important positions on how a state can go about reaching its foreign policy goals.

Non-Interventionism says the state should not intervene in the political, economical and social affairs of other states that do not threaten it, while **Interventionism** says it should.

Multilateralism says the state should seek consensus with other states on its foreign policies, even if this requires a compromise, while **Unilateralism** says the state should not.

MEANS

– The political power used to reach the goals

After seeing how the players are likely to act based on their motives and methods comes the question whether they have the means, or the power, to do so. To answer this requires mapping out the political power they possess. The next chapter on **‘THE POLITICAL POWER’** provides matrixes to do so.

– Chapter 3 –

THE POLITICAL POWER

“Government is not reason, it is not eloquence; it is force. Like fire, it is a dangerous servant and a fearful master.”⁶

– George Washington –

“Political power grows out of the barrel of a gun.”⁷

– Mao Zedong –

When people organize, whether in families, religious institutions, nation states or businesses, they decide what can, what cannot and what must be done in their organizations. In developed organizations, these decisions are often made more sustainable by turning them into some form of verbal or written rules.⁸ These rules are used to regulate people’s behavior, by confirming their right to behave in ‘this’ way, by constraining them not to behave in ‘that’ way and by compelling them to behave in ‘the other’ way.⁹

6 In *“The Cry for Justice: An Anthology of the Literature of Social Protest”* edited by Upton Sinclair 1915. Page 305.

7 In the *“Quotations from Chairman Mao Zedong.”* Also know as *“The Little Red Book.”* Chapter 5.

8 Rules can be in the form of written or unwritten constitutions, laws, directives, orders, contracts, etc.

9 Three forms of rules: Confirming, Constraining and Compelling. – A picture showing the relationships between *“Freedoms, Rights and Laws”* is to be found at the end of the book in *“Appendix II.”*

To get people to follow these decisions or rules, they are enforced by punishing those who disobey, with aggression against their person or property, and sometimes also by rewarding those who obey, with privileges.

Political power is the power to regulate the behavior of people with game rules they are forced to follow if they fail to do so freely. Political power is a power over people that ultimately grows out of the barrel of a gun.

Political power is the power to influence the process of making and enforcing the game rules people must play by, either directly by being part of the process or indirectly by influencing the people who are.

To see who holds the political power to influence the results in the game of politics, it is helpful to make a distinction between ‘**DIRECT POLITICAL POWER,**’ the means to make and enforce the game rules, and ‘**INDIRECT POLITICAL POWER,**’ the means to move the direct political players.

POLITICAL POWER

Comes from Influencing...

... The process of
Making and Enforcing Rules
people must follow

DIRECT POLITICAL POWER

Comes from being directly a part of that process

INDIRECT POLITICAL POWER

Comes from influencing the political players
holding direct political power

DIRECT POLITICAL POWER

– The means to make and enforce the game rules

Direct political power comes from being directly a part of the process of **making** and **enforcing rules** people must follow, which includes the process of **interpreting** them. In developed organizations the direct political power is organized into official **political positions**.

To see in which political positions the direct political power lies, begin by examining the direct political power to help or hinder **‘The Processes of Making, Enforcing and Interpreting the Rules,’** and then use the **‘Direct Political Power Matrix’** below to map out which political positions hold what direct political power.

The Processes of Making, Enforcing and Interpreting the Rules

Direct political power rests in being able to directly help or hinder this process at any step of the way.

The Rule-Making Process:

The process of making the rules begins with their **preparation**, after which they are **proposed** and then **passed** if at any step they are not **prevented**. Finally

they can at any time be re-made by **re-interpreting** their meaning.

The Rule-Enforcement Process:

The process of enforcing the rules starts by **identifying** those breaking them. Suspected offenders can be **accused** and have their belongings and bodies **searched** and **seized** before being **charged**, **arrested** and brought before a judge to possibly be **detained**, **tried**, **convicted** and **sentenced** to be **punished** with fines, imprisonment, servitude, pain or death, if nothing **prevents** this process.

The Rule-Interpretation Process:

The process of interpreting the rules begins only after the **rules in question** or the **person accused** of breaking them are **brought to the attention** of those authorized to **interpret** these rules. These authority figures can then either **dismiss** or accept the case, and after **accepting** it, can either declare a **mistrial**, pass **judgment** and **sentence**, or leave it up to a third party or even providence. After this, the judgment can be **appealed** to a higher authority, if it exists, which can **confirm** or **repeal** judgments until the highest authority passes the final judgment.

The Direct Political Power Matrix

The Direct Political Power Matrix (DPP Matrix) helps you map out which **Political Positions** hold what **Direct Political Power** to make and enforce the game rules people must play by.

First write down at the top of the matrix what type of rules to examine. Rules in nation states include constitutions, laws, executive directives, regulations, orders etc.

Secondly write down the names of political positions of the state in the left hand column.

Finally mark appropriate symbols in the matrix to symbolize which political position has what direct political power when it come to the type of rules specified. Mark ‘O’ for having certain power, ‘V’ for needing to approve its use and ‘X’ for being able to prevent its use.

The official rules that organize direct political power into official political positions in nation states are found in their constitutions.

Direct Political Power Matrix

To map out which **Political Positions** hold which **Direct Political Power** that enables players to be directly a part of the process of **Making Rules** & **Enforcing Rules** that people must play by

Type of rules : _____

Use appropriate symbols <input type="checkbox"/> Holds Power <input checked="" type="checkbox"/> Needs to Approve <input checked="" type="checkbox"/> Can Prevent	Dir. Pol. Power	Making Rules			Enforcing Rules											
	Prepare	Propose	Pass	Re-Interprete	Identify	Accuse	Search	Seize	Charge	Arrest	Detain	Try	Convict	Sentence	Punish	
Political Positions																
The Legislature																
The Judiciary																
The Executive																
The Citizens																

INDIRECT POLITICAL POWER

– The means to move the direct political players

Indirect political power comes from influencing the **direct political players** holding direct political power. Political players, like all people, are influenced by incentives they believe will help them reach their goals. As political players seek to attain, maintain and use power over people to reach their goals, their behavior is to a great extent influenced by what helps and what hinders them in doing so. This can be anything from the legitimate influence of electorates to the persuasion of money and the coercion of armed forces.

To see where indirect political power rests, focus first on who has the greatest influence to help and hinder political players to attain and maintain direct political power. As direct political power in developed organizations rests within official political positions, the **‘Power to Influence Who Holds These Political Positions’** gives power to influence the political players who wish to do so, or are in some way affected by those who do. Equally important is the **‘Power to Influence How Powerful Political Positions Really Are.’** The **‘Indirect Political Power Matrix’** below then helps you to map out which political players have what indirect political power.

The Power to Influence Who Holds Political Positions

The most recognized indirect political power is the power to **help** or **hinder** political players to **attain** and **maintain** political positions.

The power to influence who **attains** a position of political power gives an opportunity to put in power the players who are more likely to act in a specific and even a prescribed way, and therefore gives the power to influence that player until he attains the position.

The power to influence who **maintains** a political position gives the power to put out of power players who do not act in a specific or prescribed way, and therefore gives the power to influence that player for as long as the player wishes to maintain the position.

The Power to Influence How Powerful Political Positions Really Are

A less recognized indirect political power is the power to influence how much actual power the political positions can in reality exercise, which gives indirect power to influence the political players affected by it.

The most fundamental of these powers is the one to **establish** and **abolish** political positions. Another is

the power to **expand** and **contract** the official power, or authority, resting with them. There also exists the power to decide when they can operate, **initiate** and **end** the operations they can execute. That leaves the power to **increase** or **decrease** the resources these positions have to pursue their ends.

The Indirect Political Power Matrix

The Indirect Political Power Matrix (IPP Matrix) helps you map out which political players have the indirect political power, on the one hand, to help or hinder other political players to attain and maintain political positions, and, on the other hand, to influence how much power is really exercised by political positions.

First write down at the top of the matrix the name of the political positions to examine.

Secondly write down in the left hand column the political players by their political position or name, which may include any organization from families to states or beyond.

Finally mark 'O' in the matrix to represent which player has the power to, on the one hand, help or hinder players in attaining and maintaining the political positions in question or, on the other hand, influence how much power is really exercised by these positions.

Indirect Political Power Matrix

To map out which **Political Players** have the **Indirect Political Power** that enables them to influence **Who Holds Political Position** & **How Powerful Political Positions** are in reality

Name of Position : _____

Use appropriate symbols <input type="checkbox"/> Holds Power	Name of Position : _____																																																																																																																																																																																																																																																																																															
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Having in Part One observed the **human qualities** that move and make it possible for people to play the game of politics, and then examined how these qualities move **political players** to reach their ends with the means of **political power**, it becomes easier **‘PREDICTING THE GAME RESULTS’** in Part Two.

– Part Two –

PREDICTING THE GAME RESULTS

To predict the game results in any game it is essential to know the **goal** to reach, the **game rules** to play by, the **players** participating and the **field** they play upon.

The **goal** of the game of politics is to reach goals with the means of political power, the power to make and enforce the game rules people must play by.

- Discussed in chapter 3 on '*THE POLITICAL POWER.*'

These **game rules**, made and enforced to dictate how people must behave, all build on a fundamental rule that is laid down by nature and directs people to seek positive experiences and avoid negative ones.

- The fundamental rule is discussed in chapter 1 on '*THE HUMAN QUALITIES,*' while the official rules are in constitutions, laws, etc.

The **players** are all motivated by that fundamental rule to reach their goals with the means of political power.

- Player motives, methods and means are discussed in chapter 2 on '*THE POLITICAL PLAYERS,*' and in chapter 3 on '*THE POLITICAL POWER,*' and then mapped out in chapter 5 the '*POLITICAL PLAYER PROFILE.*'

The whole **playing field** is the entire society, from the family to the state and beyond, but competitions to reach different goals can be seen to take place on separate playing fields.

- Discussed in chapter 4 the '*GAME RESULTS MATRIX.*'

The game is on when a goal motivates players to make a move, and their actions cause reactions from other players. To predict the game results requires predicting what moves players will make, which in turn requires predicting what game results or goals might motivate them and what means they have to influence which goals are reached.

This Part provides a **‘GAME RESULTS MATRIX’** (in chapter 4) that helps predicting the game results by positioning potential players according to their measure of motivation and means. Then it provides a **‘POLITICAL PLAYER PROFILE’** (in chapter 5) that helps mapping the motives, methods and means of these potential players to predict their moves. To simplify the whole game, focus on results and players affecting your interests.

– Chapter 4 –

GAME RESULTS MATRIX

Predicting Game Results

Politics is a game where political players compete to reach their ends, their goals, their results, with the means of political power. To predict if the game will result in some goal being reached, this chapter provides a Game Results Matrix (GR Matrix) to position the people affected by it according to their measure of **motivation** and **means** to either **help** reach that goal or **hinder** those trying. People affected by the game results are distributed into one of four areas in the matrix.

The two right hand areas of greater motivation are the actual playing field where the **Players** helping to reach the goal are on the **Offense** and the players hindering them are on the **Defense**.

The two left hand areas of lesser motivation are the spectator-stand occupied by **Spectators** not participating in the game for this goal, though they might play the game of politics on fields with other goals.

The two top areas of greater means are occupied by the **Rulers** who either have the direct political power to make and enforce the game rules themselves or can get those who do have this power to make and enforce the rules they choose.

The two bottom areas of lesser means are occupied by the **Ruled** who do not have enough means to influence what rules the rulers make and enforce.

Write down a political result which affects your interests and would interest you to predict:

For example if the Ruling Players will make, or abolish a law that affects your interests.

First write down at the top of the matrix the goal of this game.

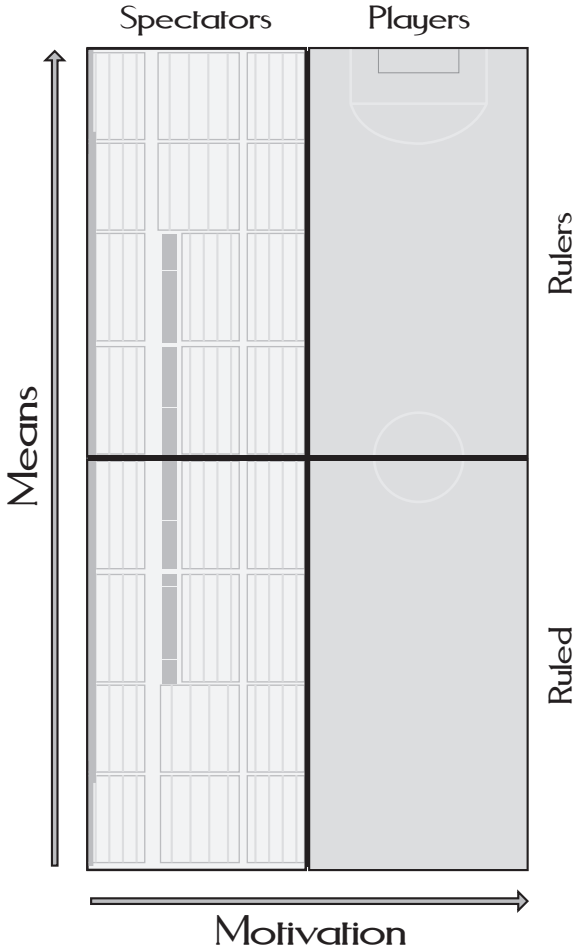
Secondly position both the Players and the Spectators into the areas of the Rulers or the Ruled.

Finally place a “+” sign in front of those likely on the Offense helping to reach the goal, and a “-” sign in front of those likely on the Defense hindering them.

The game will result in victory for the side that has the greatest **motivation** and **means** either to **help** reach the goal or to **hinder** it being reached.

Game Results Matrix

The Goal : _____



Ruling Players: The most important area to focus on is the one occupied by players that have both great motivation and great means to influence the game results.

Ruling Spectators: The second area is occupied by spectators with great means to influence the game results without being motivated to use them. As that could change quickly an eye must be kept on them.

Ruled Players: The third area is occupied by players highly motivated to influence the game results but have little or no means to do so. As their means might grow over time they should be looked at now and then.

Ruled Spectators: The last area is occupied by spectators without means to influence the game results, even if they were motivated to do so, and therefore only deserve a glance once in a while to see if they have been either inspired or empowered.

– Chapter 5 –

POLITICAL PLAYER PROFILE

Players Motives, Methods and Means

To predict what moves players will make, this chapter provides a profile to map out their motives, methods and means. The Political Player Profile (PP Profile) is combined from the **motives** and **methods** in chapter 2 on ‘*THE POLITICAL PLAYERS*,’ and from the **means** in chapter 3 on ‘*THE POLITICAL POWER*.’ These chapters contain more detailed instructions for filling in the profile on the next two pages.

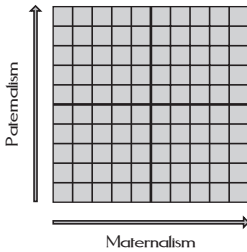
POLITICAL PLAYER PROFILE

- MOTIVES -

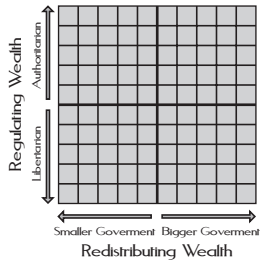
Preferred Political System

Democracy		Oligarcy		Autocracy
<input type="checkbox"/> Direct	<input type="checkbox"/> Delegative	<input type="checkbox"/> Plutocracy	<input type="checkbox"/> Corporalocracy	<input type="checkbox"/> Dictatorship
<input type="checkbox"/> Representative	<input type="checkbox"/> Staircase	<input type="checkbox"/> One party	<input type="checkbox"/> Theocracy	<input type="checkbox"/> Junta

Role of the State in Influencing People Lives

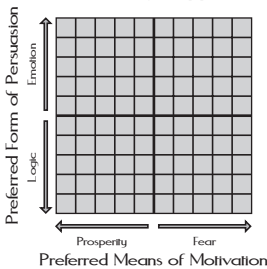


Role of the State in Influencing the Economy

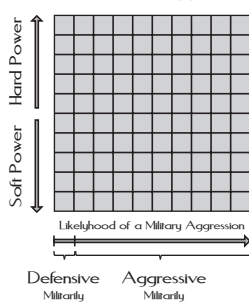


- METHODS -

Methods for Mobilizing Support



Methods for Immobilizing Opposition



- MEANS -

Direct Political Power

Use appropriate symbols <input type="checkbox"/> Holds Power <input checked="" type="checkbox"/> Needs to Approve <input checked="" type="checkbox"/> Can Prevent	Dir. Pol. Power																
	Making Rules	Prepare	Propose	Pass	Re-Interprete	Enforcing Rules	Identify	Accuse	Search	Seize	Charge	Arrest	Detain	Try	Convict	Sentence	Punish
Through Positions																	

Indirect Political Power

Use appropriate symbols <input type="checkbox"/> Holds Power	Ind. Pol. Power																				
	Who holds Pos.	Aitain	Help	Hinder	Maintain	Help	Hinder	How Pow. Pos.	Existence	Establish	Abolish	Authority	Expand	Contract	Operations	Initiate	End	Resources	Increase	Decrease	
Over Positions																					

Armed in Part Two with knowledge to **predict the game results** and equipped in Part Three with tools to move the players on the field makes it easier **‘INFLUENCING THE GAME RESULTS.’**

– Part Three –

INFLUENCING THE GAME RESULTS

Knowledge is seeing the web of influence
and which strings to pull to get desired results.

Influence is the ability to pull.

Influencing the results in the game of politics means influencing the players to move on the playing field. The players are moved by their desire to attain and maintain the means of political power to reach their ends. People who can persuade political players that they have the means to help or hinder them in attaining and maintaining political power hold the influence to pull their strings.

This part describes a step by step process of how to move the direct players to make and enforce the rules or decisions required to reach your political goals, first by **‘MOBILIZING’** enough people with influence to help or hinder the players (in chapter 6) and then by **‘STRATEGIZING’** on which players to focus this influence (in chapter 7).

Players with enough motivation and means to move the players they require to reach their goals, win the game.

– Chapter 6 –

MOBILIZING

Gathering Influence

“There are two levers for moving men,
Interest and Fear.”¹⁰

– Napoleon Bonaparte –

Mobilizing people to reach for a goal requires indicating how it is in their interest to reach it and convincing them they can.

There burns in people a flame of **desire** to attain what is in their interest and avoid what they fear, a flame that is fanned brighter by the **faith** that they can. When people become convinced that the game of politics is common sense, the faith that they can play the game starts fanning their desire to look after their interests and avoid a fearful political fate. As the desire ignites people to declare a political goal that spreads from person to person, its **influence** starts growing. If its influence keeps growing and is guided with **knowledge** to help the players who desire the goal and hinder those who do not, it is just a matter of time before the declared political goal is reached.

This chapter helps you first to ‘**MOTIVATE YOURSELF**’ by finding faith and fanning the flame of your

¹⁰ In “Napoleon; Man of the World” from “Representative Men” by Ralph Waldo Emerson. In 1850.

desire, then to ‘**MOBILIZE OTHERS WITH A POLITICAL DECLARATION (PD)**’ that spreads the fire and faith, and finally to ‘**MOBILIZE A POLITICAL ACTION FORCE (PAF)**’ to make sure the fire keeps spreading and increase its influence.

MOTIVATE YOURSELF

– Finding desire and faith

Every great book on victory, success, effectiveness and getting things done points out that if you don’t know where you want to go, you will not get there. To **find your desire**, start by writing down a bright vision of the future that you imagine is in your interest and a dark vision of what you would like to avoid. Motivation can be quickly attained by focusing on a fearful situation, while focusing on a bright future more easily maintains the persistent motivation required to reach political goals.

Bright vision of what to attain and maintain:

Dark vision of what to avoid:

To **find faith**, read this book until you become convinced the game of politics is not complicated but common sense. In the conviction that you know the game, you will find faith that you can play it.

After finding your faith and fanning the flames of your desire, start mobilizing others.

MOBILIZE OTHERS WITH A POLITICAL DECLARATION (PD)

– Spreading desire and faith

People are moved by visions they believe could come true and are in their interest to attain or avoid. To **mobilize others**, start sharing your visions and this book with friends and family, and get in contact with people that share yours. Then draft a declaration of your political goal and find the most interested people you can trust to make a joint Political Declaration (PD).

A Draft of your Political Declaration (PD):

We declare that we are dedicated to
attaining and maintaining:

because:

and avoiding:

because:

Having mobilized people with a PD that fires them up, make a Political Action Force (PAF) to keep the fire spreading and increase its influence.

MOBILIZE A POLITICAL ACTION FORCE (PAF) – Increasing the influence

To **mobilize a Political Action Force (PAF)** dedicated to reaching the goal of the Political Declaration (DP), start small with the most **dedicated** people you can **trust** and go from there. To reach the goal

requires a dedication strong enough to keep the faith and the flame of desire alive, and a great enough trust in your closest allies to share your knowledge and coordinate your influences for your common cause. Then, with this PAF, start mobilizing others to adopt and sign the PD.

With a dedicated PAF motivated by a PD, start strategizing on which players to focus its influence.



The symbols are explained in "Appendix I."

– Chapter 7 –

STRATEGIZING

Focusing Influence

“Know Yourself, Know Others;
Numerous Battles Without Danger.”

– Sun Tzu –

Strategy is a long-term plan on how to lead a group of mobilized people to reach a goal, whether it is winning enemies in warfare, prevailing over opponents in politics or beating competitors in business.

A strategy to reach a political goal needs to focus available influence on moving the players holding the direct political power, moving them to help or moving them and those hindering out of the way of players that are willing to help.

Strategizing successfully to see which players need to be moved to reach a political goal requires you to **‘KNOW YOURSELF’** and **‘KNOW OTHER PLAYERS’** as well as **‘KNOW THE POSITION OF PLAYERS ON THE FIELD.’**

KNOW YOURSELF

– Your motives and means

Your motive, like that of all political players, is to reach your ends with the means of direct political power. Your end is to reach a declared political goal with the means of having specific decisions or rules first made and then enforced.

To do so write down a Political Declaration (PD) declaring both your goal and the decisions or rules required to reach it. Use the visions you wrote down before and complete your own PD or adopt an existing one that moves you. To make it clear and real, write it down here:

STRATEGIZING

I declare that I am dedicated to using my influence to move the political players required to reach this goal, move them to help reach it or move them and those hindering it out of the way of those willing to help.

Signature: _____

To measure and monitor your motivation to reach the declared goal, write down the level of your desire and faith:

	1	2	3	4	5	6	7	8	9	10
Desire										
Faith										

Your means need to move the players holding the direct political power that is required to reach your goal, move them to help or move them and those hindering it out of the way of those willing to help.

To do so, use the Political Action Force (PAF) to mobilize as many people as possible to adopt and sign the declaration and focus their influence on reaching it.

To measure and monitor your means, write down in the matrix below first the direct political power you need to have working for you and the official political positions it rests in, and then the indirect political power that might move the players in these positions and the indirect political players that possess it.

Direct Political Power	Use appropriate symbols																				
	<input type="checkbox"/> Holds Power	Dir. Pol Power	Making Rules	Prepare	Propose	Pass	Re-Interprete	Enforcing Rules	Identify	Accuse	Search	Seize	Charge	Arrest	Detain	Try	Convict	Sentence	Punish		
	<input checked="" type="checkbox"/> Needs to Approve																				
	<input type="checkbox"/> Can Prevent																				

Indirect Political Power	Use appropriate symbols																					
	<input type="checkbox"/> Holds Power	Ind. Pol. Power	Who holds Pos.	Avoid	Help	Hinder	Maintain	Help	Hinder	How Pow. Pos.	Existence	Establish	Abolish	Authority	Expand	Contract	Operations	Initiate	End	Resources	Increase	Decrease

After you know your own motives and means, get to know the other players.

KNOW OTHER PLAYERS

– Their motives and means

In the game of politics there are direct and indirect players. As political players, their **motive** is to reach their ends with the **means** of political power. The direct players are in political positions that hold the means of direct political power, while the indirect players have the means to move the direct players.

To measure and monitor the motives and means of players you regard as important to reaching your goal, use the Political Player Profile (PP Profile) on the next two pages to map them out.

After you know the motives and means of important players in the game, get to know where they are positioned on the playing field.

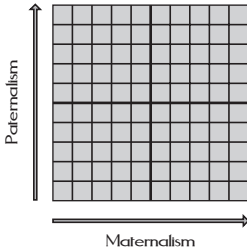
POLITICAL PLAYER PROFILE

- MOTIVES -

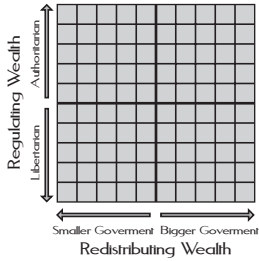
Preferred Political System

Democracy		Oligarcy		Autocracy
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<input type="checkbox"/> Representative	<input type="checkbox"/> Staircase	<input type="checkbox"/> One party	<input type="checkbox"/> Theocracy	<input type="checkbox"/> Junta

Role of the State in Influencing People Lives

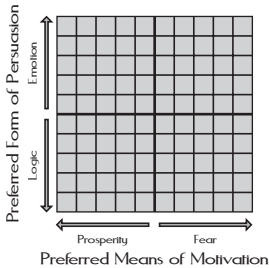


Role of the State in Influencing the Economy

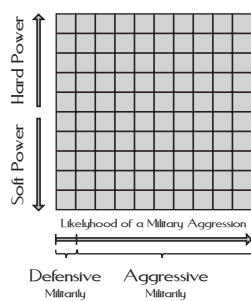


- METHODS -

Methods for Mobilizing Support



Methods for Immobilizing Opposition



- MEANS -

Direct Political Power

Use appropriate symbols							
<input type="radio"/> Holds Power <input checked="" type="checkbox"/> Needs to Approve <input type="checkbox"/> Can Prevent	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dir. Pol. Power							
Making Rules							
Prepare		Propose		Pass		Re-Interpret	
Enforcing Rules							
Identify		Accuse		Search		Seize	
Charge		Arrest		Detain		Try	
Convict		Sentence		Punish			
Through Positions							

Indirect Political Power

Use appropriate symbols							
<input type="radio"/> Holds Power	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ind. Pol. Power							
Who holds Pos.							
Attain		Help		Hinder		Maintain	
Help		Hinder		Help		Hinder	
How Pow. Pos.							
Existence		Establish		Abolish		Authority	
Expand		Contract		Operations		Initiate	
End		Resources		Increase		Decrease	
Over Positions							

KNOWING THE POSITIONS OF PLAYERS ON THE FIELD

– Differing levels of motivation and means

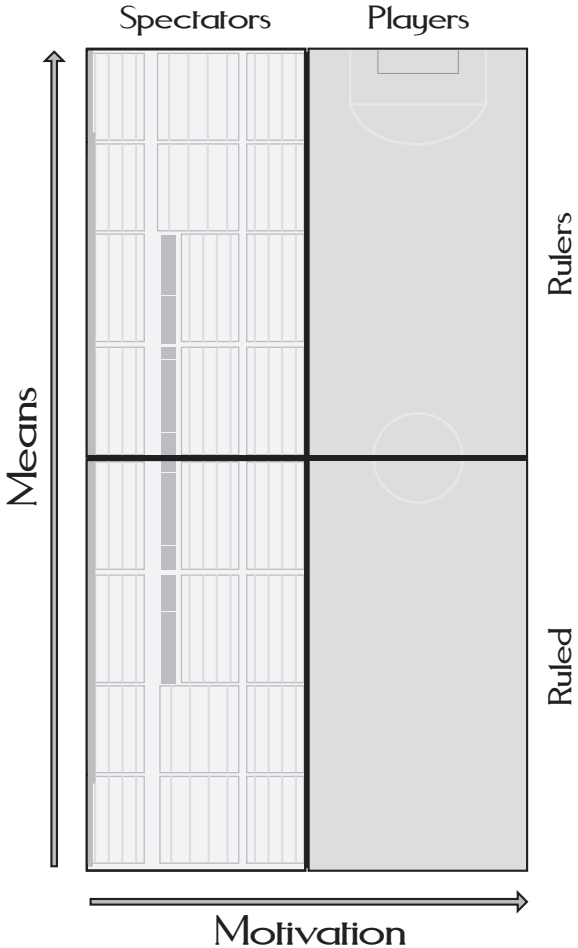
The players are positioned on the playing field according to their measure of **motivation** to help or hinder the goal being reached and according to their measure of **means**, or political power, to do so.

To map out where on the playing field the players are positioned and whether they are on your team or not, use the Game Results Matrix (GR Matrix) here to the right. The political result to predict, are the fulfillment of your Political Declaration (PD).

A dedicated Political Action Force (PAF) **mobilized** by an inspiring Political Declaration (PD) and focused by a clear **strategy** will develop a greater influence to move the political players required to **influence the game results** and reach their political goal.

Game Results Matrix

The Goal : _____



CONCLUSION

This book is your game manual in the game of politics. It will help you construct the knowledge to predict and influence the game results. From this **knowledge** comes **faith** that you can **influence** the game to reach the goals you **desire**. Share it with your friends and family and start building your Political Action Force to protect your interests and govern your own lives.

The Game is on.
It's your Move!

APPENDIX I



The symbol for **Ends** is a circle with a dot in the center. It represents the target to aim at, the goal to reach for, or the end to reach.



The symbol for **Desire** are arrows moving in opposite directions. The arrow facing up represents a desire moving a person in that direction while the arrow facing down represents a desire trying to move that person in the opposite direction. The direction a person will move in is decided by the stronger desires.



The symbol for **Faith** is a vertical line that opens up into two arcs facing out and up. It can be seen as a plant growing from the bottom and opening up at the top, or as a person standing straight with arms stretched out and up to the sky.



The symbol for **Motivation** combines the top half of the symbol of desire representing an arrow with one direction that is coming out of the open symbol of faith. The desire can be seen as the head of a person with a clear direction and the faith as its body with hands stretching out and up. The desire can also be seen as an arrow and the faith as the bowstring that has just released the arrow to shoot upward.



The symbol for **Influence** is an arrow moving up that influences another arrow to move in the same direction. The speed and direction of the bottom arrow influences the speed and direction of the other.



The symbol of **Knowledge** is two arcs coming together at the bottom and connecting into a vertical line. The arcs represent two seemingly separate things that are at some level connected and influence one another. Knowledge is seeing this web of influence, how things are connected and influence each other.



The symbol for **Means** combines the arrow symbols of influence and the connected arcs symbolizing knowledge. The influence is an arrow influencing another arrow and the knowledge represents the feathers of the arrow guiding it to its target.



The symbol for **Reaching Goals** combines the arrow of desire that is released by faith to begin influencing other arrows and be guided by the feathers of knowledge to reach its goal. The arcs can be seen as the letter 'X' that marks the spot which the arrow goes right through.



The symbol for **Mobilize** is two symbols for motivation side by side. They represent one person motivating another to get mobile and get moving towards a goal.



The symbol for **Political Power** is the symbol for means with an arrow on top representing desire facing in the opposite direction. As political power is the means to make and enforce rules people are coerced to follow, the arrow on top represents the desires of those being coerced to follow the will of those holding the political means.

APPENDIX II

– On Freedoms, Rights and Laws –

FREEDOMS

Positive Freedom

The FREEDOM TO use any means to reach ends perceived as positive. Including aggression against other people and their property

Limits No Action

Negative Freedom

The FREEDOM FROM suffering the negative interferences of aggression against one's person and property

Limits Violence, Copivity, Coercion, Vandalism, Theft & Fraud

RIGHTS

Positive Rights

The JUSTIFIED RIGHT to be free TO do some things

May include Aggression against other people and their property

Justified Positive Freedoms

Negative Rights

The JUSTIFIED RIGHT to be free FROM

Aggression against one's person and property

Justified Negative Freedoms

LAWS

Confirming Laws

CONFIRM people have the right to do something

Confirm certain Positive & Negative Freedoms

Constraining Laws

CONSTRAIN people so they do not do something

Constrain certain Positive Freedoms

Compelling Laws

COMPEL people to do something

Compel the loss of certain Negative & Positive Freedoms

FREEDOMS

Throughout human existence, the motive to attain positive experiences and avoid negative ones has directed human action. Early in life, people perceive that without power they can neither attain the positive nor avoid the negative and without freedom they have no power to do so. This moves people to pursue both the power and the freedom they require to reach ends they perceive as positive.

All of human history describes people who had motives to pursue ends they perceived as positive and got their way by taking the opportunity to use the means of aggression against other people and their property with violence, imprisonment and coercion, vandalism, theft and fraud. Early in history, these means of interference were condemned and criminalized in religious^I and legal^{II} scripture. For everyone wants **Negative Freedom** from suffering the negative interferences of aggression against their person and property at the hands of people who have the **Positive Freedom** to use any means and opportunities to reach the ends they perceive as positive

I The Golden Rule in a negative form states “Do not unto others what you would not like them to do unto you”, and in positive form it states “Do unto others what you would like them to do unto you.” The Golden Rule in either its negative or positive form is found in Buddhism, Christianity, Confucianism, Hinduism, Islam, Judaism, Taoism and hundreds of other faiths and philosophies.

II Code of Ur-Nammu ca.2100-2050 BC. Code of Hammurabi ca. 1760 BC.

and have the motive to reach for.^{III}

Throughout human existence the **Freedoms** people felt were right and justified became the basis for **Rights** and just **Laws** in their societies.

RIGHTS

In practice and philosophy people soon began to feel it as right and to justify that certain individuals and groups have specific freedoms. To begin with, the justification of greater freedom for some individuals was that might made it right for the most powerful to be free to rule the rest. In time, the rulers justified their families' right to inherit their positions and later royal families strengthened their position of power by justifying as divine their right to rule. Rulers of those days felt these justifications gave them the Right to have the Positive Freedom to use aggression against other people and their property. Positive Freedoms became justified as **Positive Rights**.

III Isaiah Berlin made a distinction between two concepts of liberty. With Positive Liberty he referred to the opportunity and ability to act to fulfill one's own potential, while with Negative Liberty he referred to the freedom from interference by other people.

In this book the concept of 'Positive Freedom' is more specific than the concept of 'positive liberty' for it covers the opportunity and means (or ability) to pursue (or act to fulfill) one's own ends (but not potentials). The concept of 'Negative Freedom' is also more specific than the concept of 'negative liberty' for it does not cover all interferences by other people but only the near universally declared negative interferences of aggression against persons and their property.

Early on in history, the Negative Freedom from suffering aggression against ones person and property became justified as a Right for the ruling families as the means for them to protect their own interests, but was later, through conflict, expanded to all citizens as the means for social harmony through equal justice^{IV} and natural rights^V for all. Negative Freedoms became justified as **Negative Rights**.

In more recent history, the Positive Freedom to use the means of aggression against people and their property became justified as a Right for states as the means for them to redistribute wealth from certain individuals and groups to others, and to regulate the behavior of citizens to protect them from themselves. Positive Freedoms again became justified as **Positive Rights**.

As **Freedoms** became justified as **Rights**, they made the basis for systems of **Laws** and justice.

IV “If we look to the laws, they afford equal justice to all in their private differences.” The 1874 translation by Richard Crawley of “Pericles’s Funeral Oration” in *The History of the Peloponnesian War* by Thucydides, 455? BC to 395 BC.

V Realized with the birth of the United States of America on the 4th of July 1776.

LAWS

Since the dawn of civilization, those making and enforcing the rules people must play by have been the rulers of mankind. The rulers base their rules on freedoms and rights they feel right to allow themselves and others. The rules ratify what those ruled by them have the right to do (confirmation), what they don't have the right to do (constraints) and what they don't have the right to refrain from doing (compulsion). The most recognized rules in society today are **Laws**.

All laws are ultimately enforced by compelling people to follow them or face aggression against their person or property and as such they always limit the Negative Freedom of those who fail to follow them freely.

When rulers make **a law to Confirm the Negative Rights** of people to be free from aggression against their person and property, they also need to make that law to **Constrain** the Positive Freedom of people to use aggression against others and **Compel** people to follow the law or lose their own Negative Rights.

When rulers make **a law to Confirm the Positive Rights** of the state to force people to pay for the welfare of others, they need to make that law **Constrain** the Positive Right of people to use their wealth as they wish and **Compel** people who fail to hand over their fortunes freely to lose their Negative Rights.

Few laws are needed to **Confirm Negative Rights** and **Constrain** people to respect them or be **Compelled** to lose their own Negative Rights. On the contrary many laws are made by rulers with the **Confirmed Positive Rights** to manage their society and move it in the direction they feel right. To do so they make laws that regulate which non aggressive behavior they feel should be **Constrained** and laws that redistribute wealth from certain parts of the society to the ones they feel should have it by **Compelling** people to hand it over.

In this way **Laws** have always been based on the **Freedom**s the rulers making them felt **Right** that they and others should and should not have.

Compelling Laws compel people to do something specific and therefore limit both their Positive Freedom to do something else and their Negative Freedom from suffering aggression against their person or property.

Constraining Laws constrain certain Positive Freedom and to do so depend on Compelling the loss of certain Negative Freedom if not followed freely.

Confirming Laws confirm that people have Rights to certain Negative or Positive Freedom and to do so depend on Constraining certain Positive Freedom and Compelling the loss of certain Negative Freedom.

COMPLEMENTARY READING

Books on Motivation

Think and Grow Rich by Napoleon Hill

Shows the entire process of how to develop desire, find faith, increase influence, construct knowledge and build a mastermind team to reach goals.

United States Declaration of Independence

by Thomas Jefferson

Arguably the greatest document ever published to motivate and mobilize people to pursue a political goal.

Books on Persuasion

How to Get Your Point Across in 30 seconds or less

by Milo O. Frank

Teaches you to get your point across in 30 seconds or less.

How to Win Friends and Influence People

by Dale Carnegie

Points out how you can become a person that people want to befriend, how to win them to your way of thinking and become a leader they will follow.

Books on Management

The Fifth Discipline by Peter M. Senge

Interconnects five disciplines to create a culture of continuous team learning to reach a shared vision.

Managing the Non-Profit Organization

by Peter F. Drucker

Explains how to become a leader who leads unpaid volunteers from mission to performance.

Books on Military Strategy

The Art of War by Sun Tzu

Paints a mental picture of how the art of war is governed by five constant factors that make generals familiar with them victorious.

On War by Carl von Clausewitz

Explains that war is a mere continuation of politics by other means, an act of violence intended to compel our opponent to fulfill our will, and points out how to do so.

Books on Improved Thinking

Teach Yourself to Think by Edward de Bono

Software for your mind to make your thinking process simple and practical to deliver you to the values you seek.

The Art of Systems Thinking by Joseph O'Connor

Explains the systems thinking perspective that enables us to see how things influence each other, and how to influence your world with the least amount of effort.

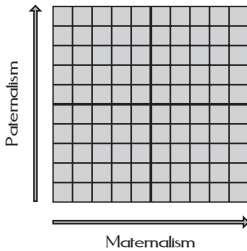
POLITICAL PLAYER PROFILE

- MOTIVES -

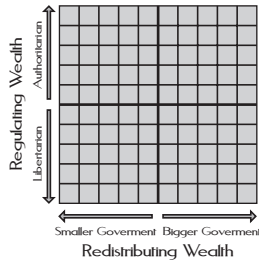
Preferred Political System

Democracy		Oligarcy		Autocracy
<input type="checkbox"/> Direct	<input type="checkbox"/> Delegative	<input type="checkbox"/> Plutocracy	<input type="checkbox"/> Corporalocracy	<input type="checkbox"/> Dictatorship
<input type="checkbox"/> Representative	<input type="checkbox"/> Staircase	<input type="checkbox"/> One party	<input type="checkbox"/> Theocracy	<input type="checkbox"/> Junta

Role of the State in Influencing People Lives

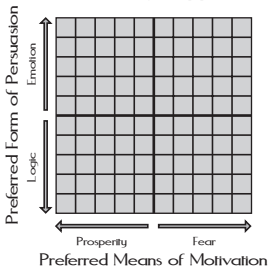


Role of the State in Influencing the Economy

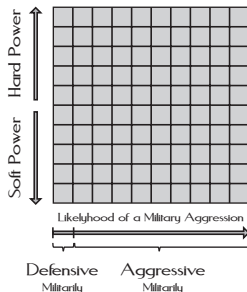


- METHODS -

Methods for Mobilizing Support



Methods for Immobilizing Opposition



- MEANS -

Direct Political Power

Use appropriate symbols <input type="checkbox"/> Holds Power <input checked="" type="checkbox"/> Needs to Approve <input checked="" type="checkbox"/> Can Prevent	Dir. Pol. Power																
	Making Rules	Prepare	Propose	Pass	Re-Interprete	Enforcing Rules	Identify	Accuse	Search	Seize	Charge	Arrest	Detain	Try	Convict	Sentence	Punish
Through Positions																	

Indirect Political Power

Use appropriate symbols <input type="checkbox"/> Holds Power	Ind. Pol. Power																				
	Who holds Pos.	Attain	Help	Hinder	Maintain	Help	Hinder	How Pow. Pos.	Existence	Establish	Abolish	Authority	Expand	Contract	Operations	Initiate	End	Resources	Increase	Decrease	
Over Positions																					

“The penalty for refusing
to participate in politics
is that you end up being ruled
by worse men than yourself.”

- Plato -

Politics is the ultimate game. It has been played
in every social arena, from the family to the state,
through all of human history and in no other game
have the stakes been higher.

Politics is a game of pursuing power over people
and at one time or another everyone plays.

This book will help you
predict and influence
the game results

The Game is on