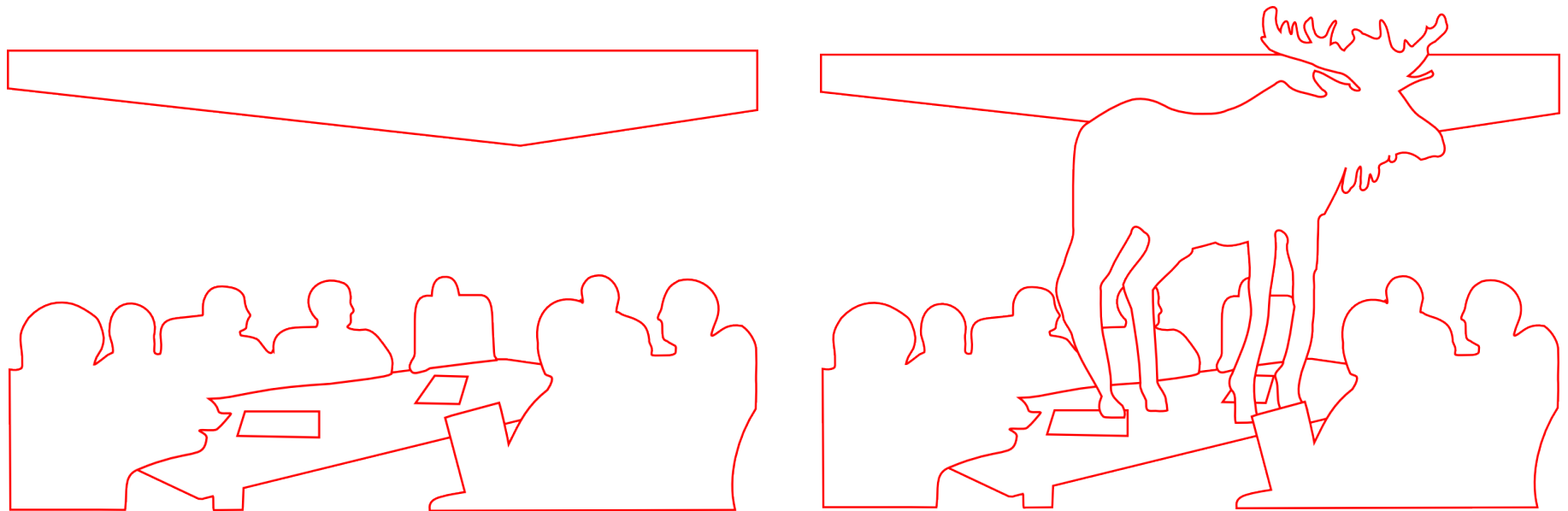


Understanding Alliances through Visualization

An outline proposal for ISAGA 2014



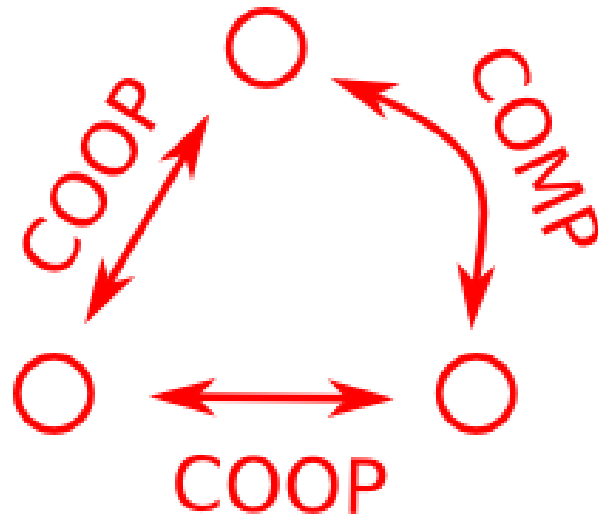
Lower the thresholds to address behavior and improve collaboration between organizations.

Pieter van Prooijen – June 2014 (v002_EN)

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Cooperation and competition go hand in hand



Alliances are both interwoven compositions (disentangle) and merged composites (blend)



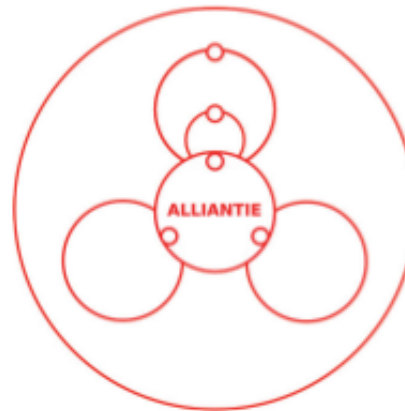
representatives

A number of representatives interact as agents within an alliance.



organizational
backbones

Each representative has its own organizational backbone.



context

A set of organizational backbones exists in a context that may shift over time.

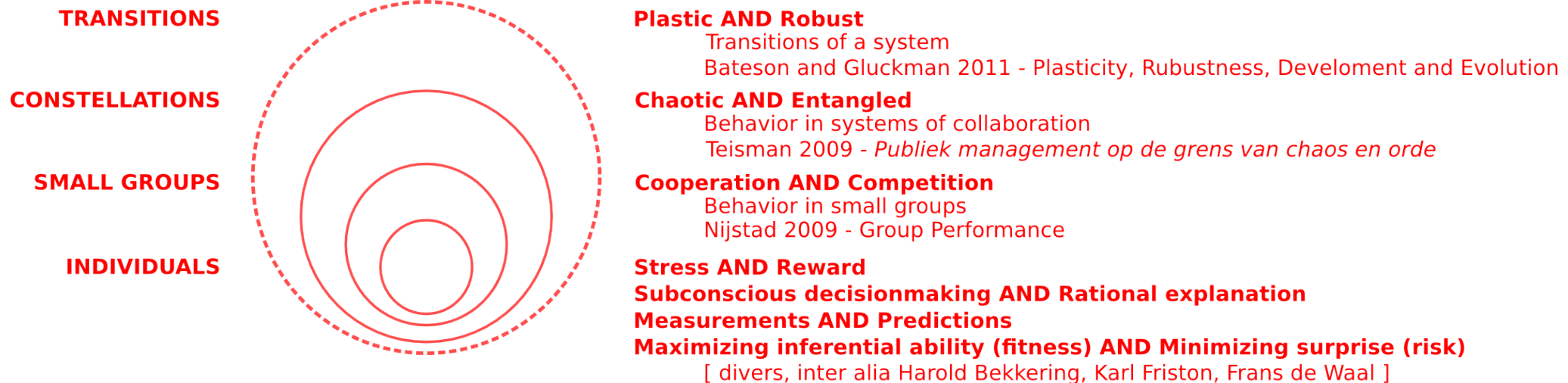


multi actor context

Multiple interests and intentions – possibly shifting over time – consist in a multi actor context.

Depending of the organizations involved with the alliance, organizational backbones also differ in organizational behavior. This behavior is explained in theories about/like coalition theory, organized anarchy, garbage can theory, organizational culture, organizational learning, recourse dependence theory and neoinstitutional theory, amongst others, as explained by McFarland (Organizational Analysis, 2013)

Simultaneity at different levels



*There is much going on at different levels
and the extent to which people are able to cope with simultaneity is questionable.*

Sometimes we need more than words ...



Youtube: Two Headed Monster shapes ([link](#))

Visualizing behavior creates a better understanding of multiple interests and intentions

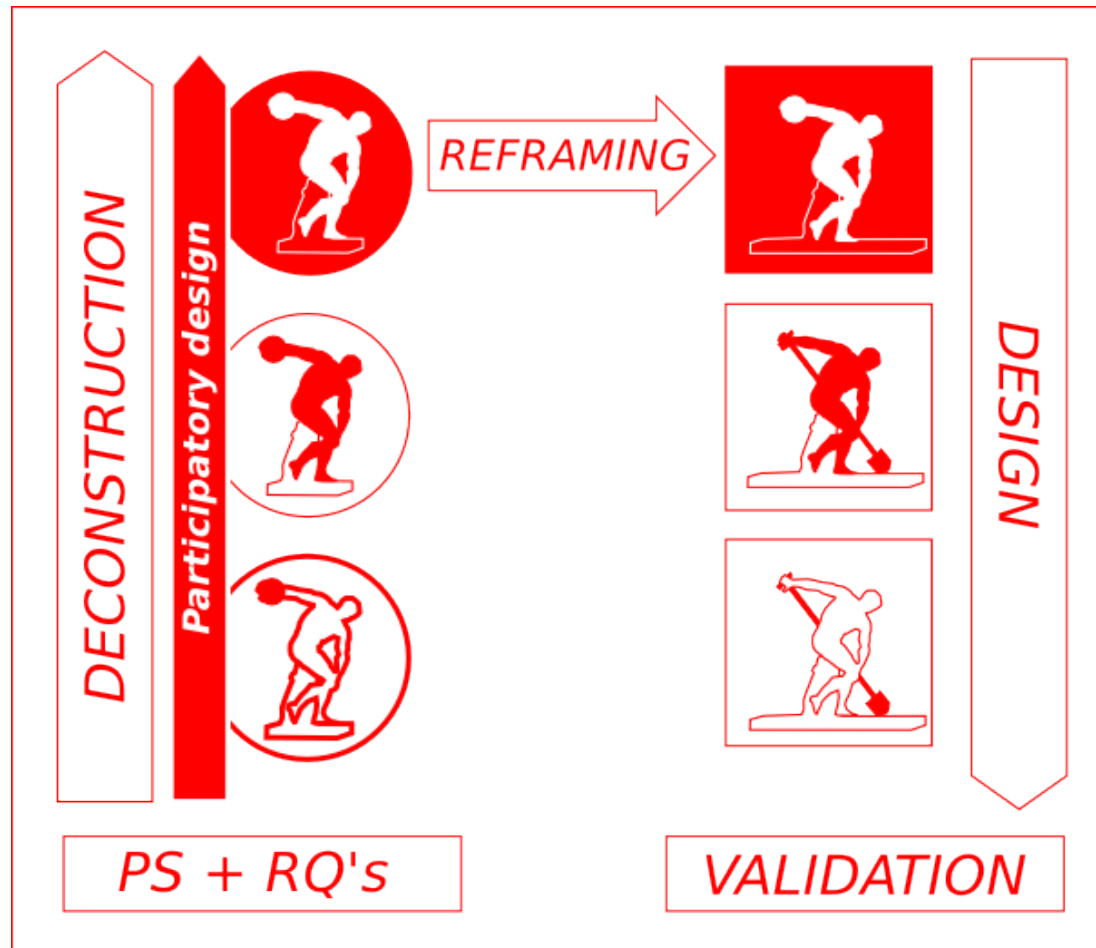
This research is focussing on a more effective dialogue between - agents of - collaborative organizations in a complex environment

Problem Statement (PS)

Is it possible to visualize behavior that offers agents in an alliance insight into multi actor intentions, making group decision making more efficient and the alliance more effective?

*To explore behavioral ambiguities two preliminary Research Questions (RQ) are defined:
(1) is it possible to develop a behavioral finger-on-the-pulse system in a complex multi actor context and
(2) to which extent does visualization improve the process of decision making between organizations?*

A design approach



An interactive design tool is developed to observe and stimulate periodic (de-)briefing of behavior. The design tool [lower circle] helps collecting behavioral dynamics and works from current perspective [left: game → interaction → context] towards new perspective [right: context → interaction → intervention] .

Prototype towards actionable insight



Survey

Visual input by each group member about all group members (including one self)



Report

Visual output aggregated from individual input, anonymously presented to each single group member



Data

Output for research about behavioral group dynamics

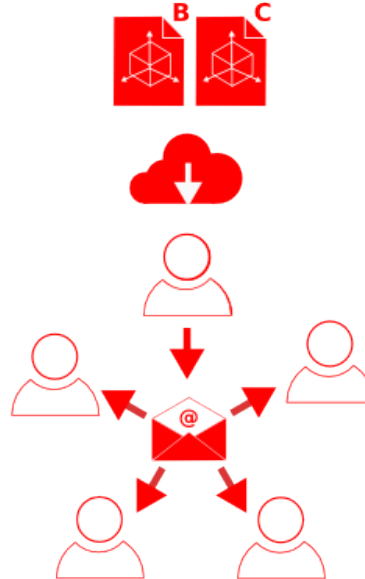
Discovering behavioral dynamics within alliances – 1 of 2

Define specific event & ...

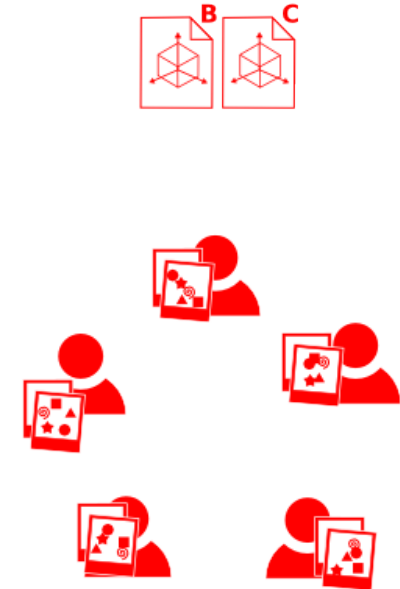
Select Behavioral Models
from Library



Invite Team to create
Behavioral Snapshots

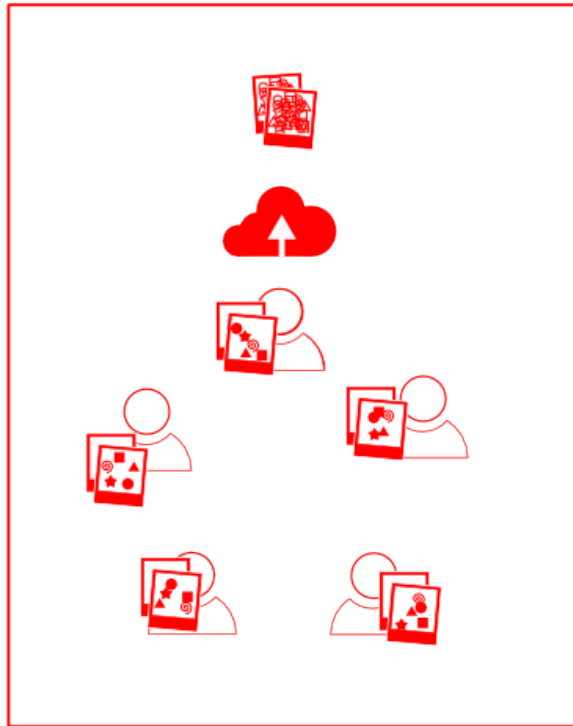


Visual Survey
generating Snapshots

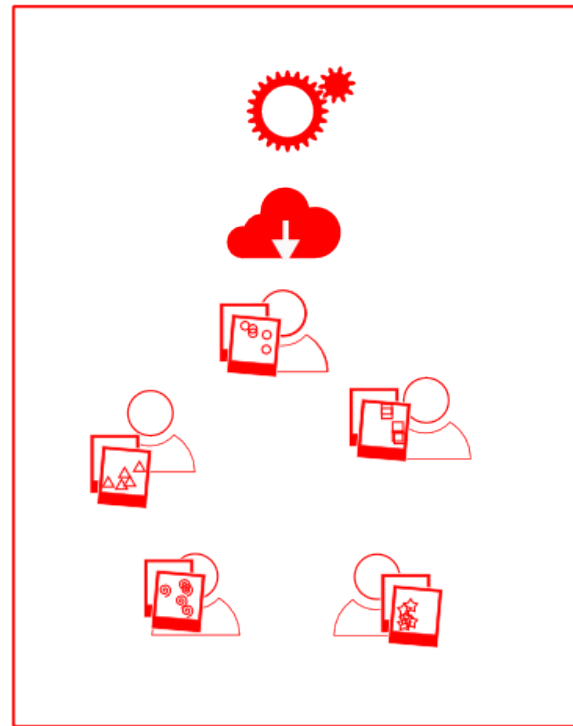


Discovering behavioral dynamics within alliances – 2 of 2

Collect Snapshots



Return Aggregated and Anonymized Reports



Informal and Personal Debriefing on Behavior

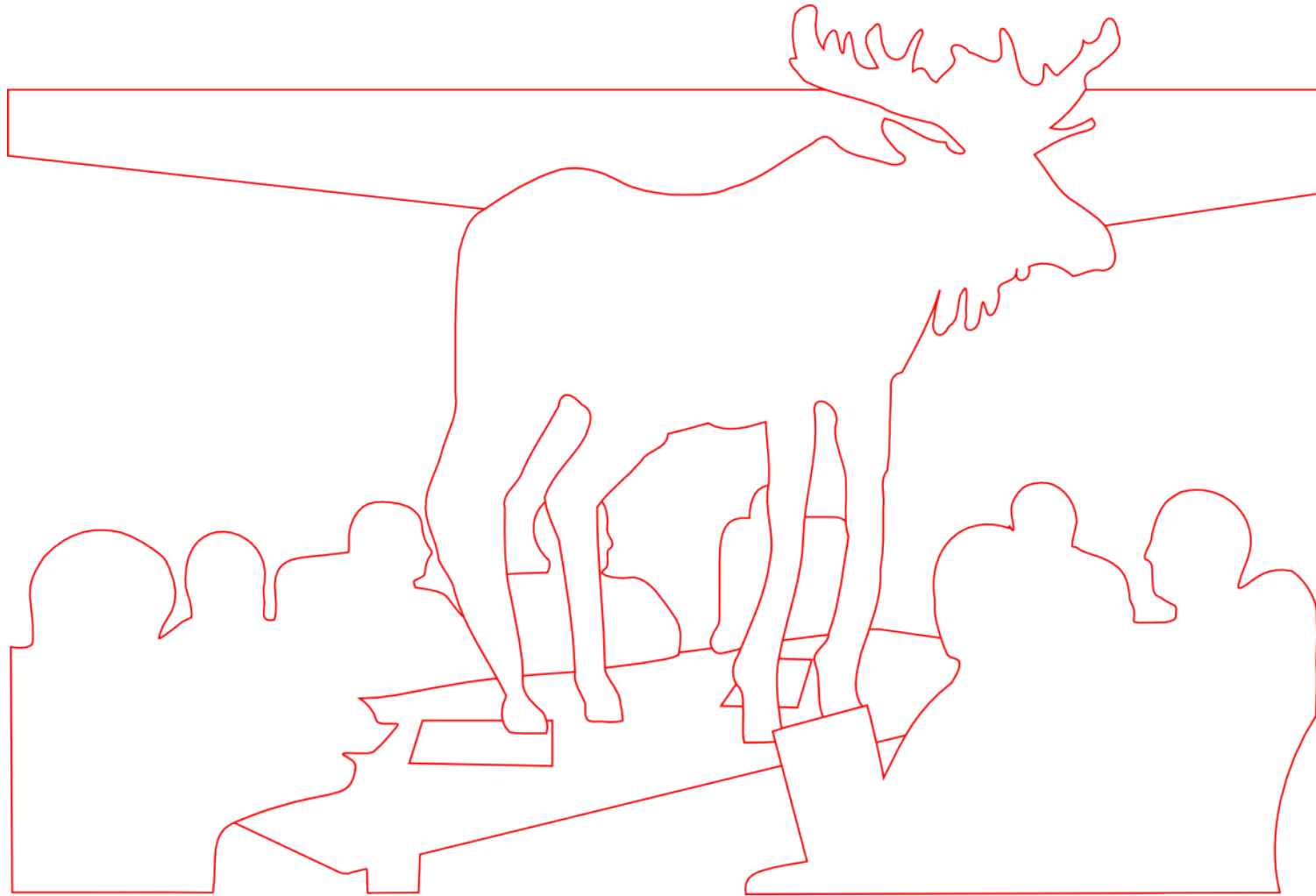


ISAGA 2014 :: The Learning starts when the game stops
(Debriefing methods for generating actionable insights)

From personal sitreps ...

... to reflection &/ development

Towards more effective collaboration



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www.pietervanprooijen.nl

Example model type 1

Sample question: Please plot the personal distance between each partner.

Survey

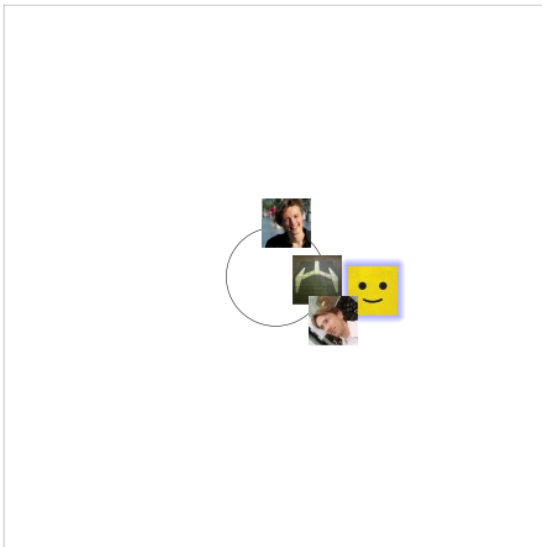
Report

Data

persoonlijke binding

Logout pieter

Op wat voor persoonlijke afstand staat elk van de partners?



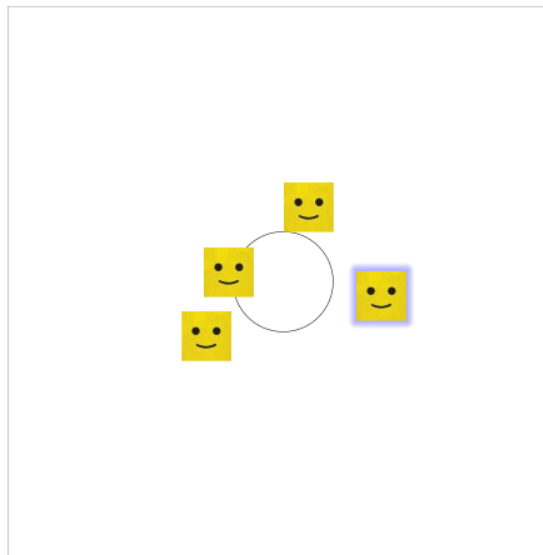
template hslider100 (v2.6only) template solar

template tripod persoonlijke binding

persoonlijke binding

Logout pieter

Op wat voor persoonlijke afstand staat elk van de partners?



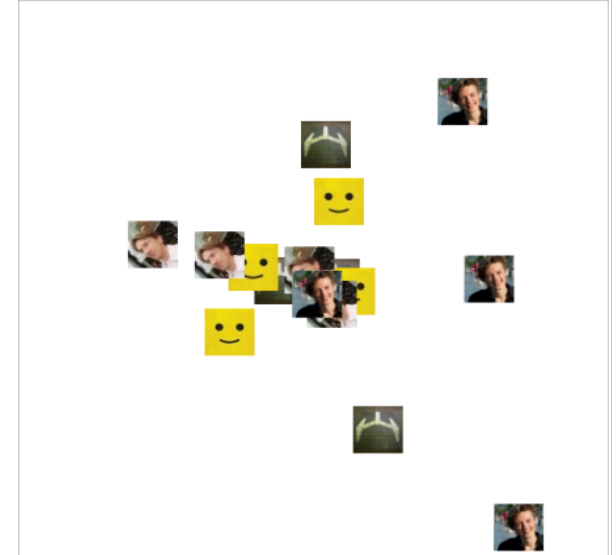
template hslider100 (v2.6only) template solar

template tripod persoonlijke binding

persoonlijke binding

Logout pieter

Op wat voor persoonlijke afstand staat elk van de partners?



template hslider100 (v2.6only) template solar

template tripod persoonlijke binding

Example model type 2

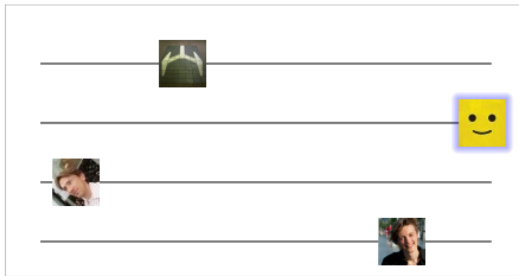
Sample question: Please rate each partner for being innovative.

Survey

template hslider100 (v2.6only)

Logout pieter

vraag



template hslider100 (v2.6only) template solar

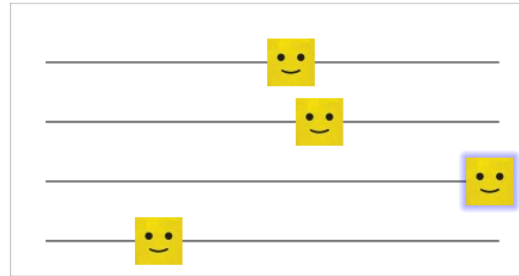
template tripod persoonlijke binding

Report

template hslider100 (v2.6only)

Logout pieter

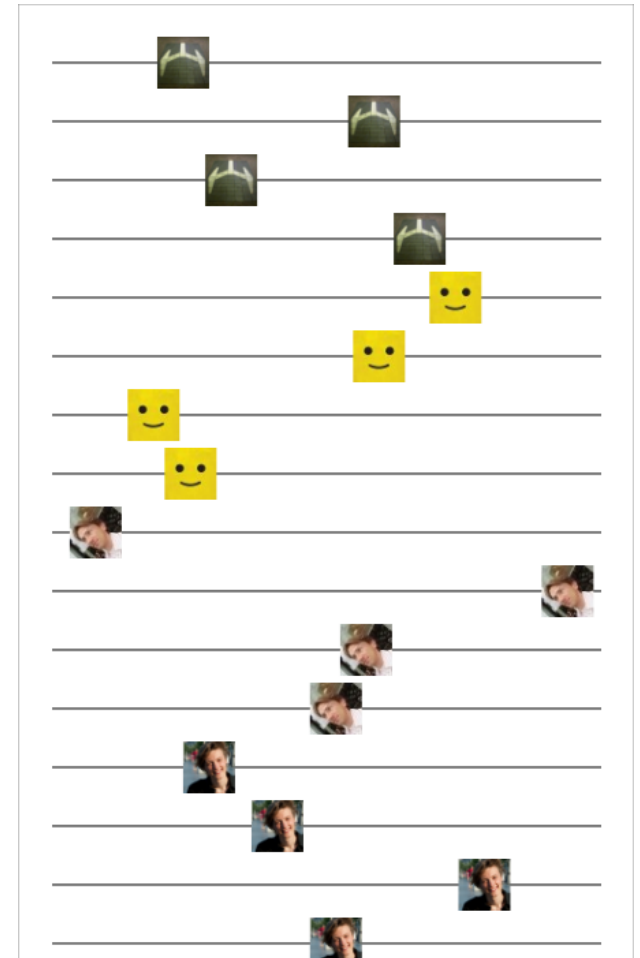
vraag



template hslider100 (v2.6only) template solar

template tripod persoonlijke binding

Data



Example model type 3

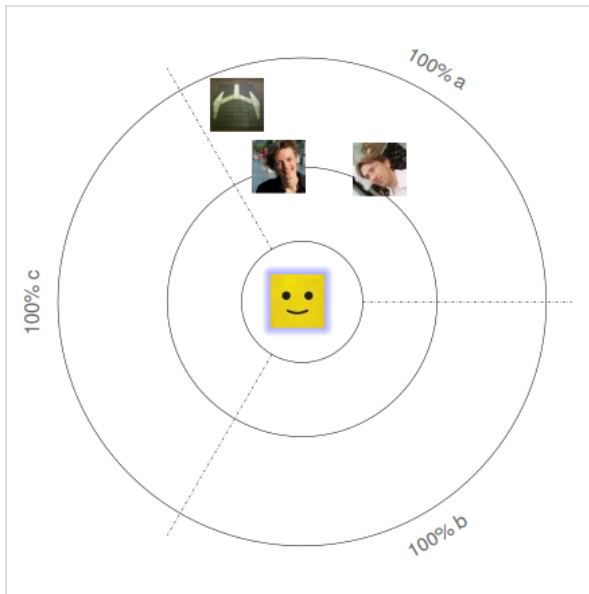
Sample question: Please plot each partner to his/her most prominent behavioral perspective(s).

Survey

template tripod

Logout pieter

vraag



template hslider100 (v2.6only) template solar

template tripod persoonlijke binding

Report

template tripod

Logout pieter

vraag



template hslider100 (v2.6only) template solar

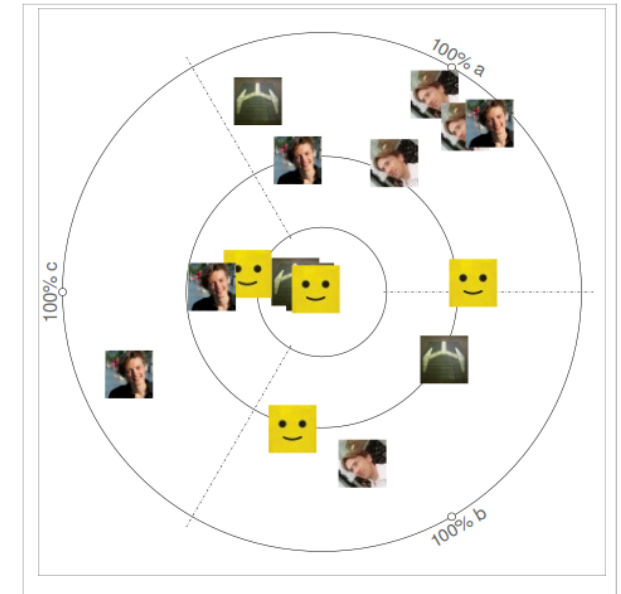
template tripod persoonlijke binding

Data

template tripod

Logout pieter

vraag



template hslider100 (v2.6only) template solar

template tripod persoonlijke binding

Elicitation of behavioral dynamics using existing models

- Capacity, Opportunity, Motivation (Poiesz)
- Connecting, Intentional, Activating (v Delden)
- Strategist, Network, Proces director (Opheij)