Negotiation-Motivated Social Network Analysis and Influence to Reduce and Deter Corruption

Jacob Baxter
Andrew Oswald
Agenda

• Introduction
  – Corruption
  – Systematic Negotiation and 7-Elements

• Definitions
  – Success
  – Process Concept

• Discussion
  – Measuring Corruption and Influence
  – Displaying Corruption and Influence
  – Methods of Solution
Problem Background: World Issues

• Corruption:
  – “The abuse of entrusted power for personal gain.”
    (Transparency International)
  – Corruption detracts from efforts to establish fundamental, physical and governmental infrastructure, which affects the state’s stability, as well as local and international credibility.

  – Domestic Examples:
    • State Education
    • Post-Disaster Recovery (New Orleans – Post Katrina)

  – International Examples
    • Developing “Emerging” Country Stability/Governance
Problem Background: US Foreign Affairs

• Afghanistan
  – Current State:
    • Corruption Perception Index: Rank 180 of 182 (Transparency International)

  – Success: A Secure and Stable Afghanistan
    • Stable Government
    • Dependable Security Forces
    • Sustainable Infrastructure
    • Educated and Informed Population
Base Concepts: **Systematic Negotiation**

- **Define**
  - Interests
  - Options
  - Alternatives
  - Legitimacy
  - Relationship
  - Communication
  - Commitment

- **Understand**
  - Based on Seven Elements
  - Thousands of ways to apply 7E
  - Systematic Negotiation helps find best way

- **Tools – How does it apply?**
  - The “What” and “How” of our model
Defining Success

• What does reducing corruption look like?
  – Local level – a stable network
  – Marked reduction in corrupt agents, nodes, networks
  – Sustainable, resilient

• How can we tell?
  – Overall corruption in the network
  – State points – network over time
Combining Disciplines: **General Process Concept**

CM & A – Corruption Measurement and Analysis
SNA – Social Network Analysis
SNT – Systematic Negotiation Techniques
Measuring Corruption and Influence(ability)

• Transparency International
  – Uses questions “relating to the abuse of public power.”
  – Relies on perceptions of those in positions of expertise in order to rate Countries.
  – Data drawn from different sources producing significant relative error between a country’s year to year ratings.

• Replicable Measurement
  – Surveys from Analysts
  – Array of Questions
  – Composite Index generated from Survey Data
Local Realized Network

**AGENT BASED NETWORK**

Node 1 – Local Police Chief

Node 2 – An Elder

Node 3 – Mullah

Node 4 – The Village Youth

<table>
<thead>
<tr>
<th>Influence</th>
<th>Degree of Corruption</th>
<th>Deference</th>
<th>Influenceability</th>
<th>Strength of Relationship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large</td>
<td>High</td>
<td>To</td>
<td>Low</td>
<td>Weak</td>
</tr>
<tr>
<td>Small</td>
<td>Low</td>
<td>Away</td>
<td>High</td>
<td>Strong</td>
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</tbody>
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West Point
Solutions: Influence and Corruption Reduction

• Target Individual Nodes
  – Currently Perceived Choice/Target Future Choice Tool
  – 7 Element-Based Negotiation
    • Appeal to Religious and Cultural Ideals
    • Establish more robust understanding of Corruption
  – Other Systematic Negotiation Techniques

• Target Nodes and Subsets
  – Education Programs
  – Expose Corrupt Actions / Add Transparency
  – Establish Cultural Norms
    • Media: Magazines, DVDs, Websites, Political Commentary
General Process Concept
Conclusion and Future Work

• A systematic process for precisely targeting corrupt actors, nodes, and networks in order to reduce corruption within a society
  – Corruption measurements and analysis
  – Social network analysis
  – Systematic negotiation

• Success in a developing society:
  – Stable Government
  – Dependable Security Forces
  – Sustainable Infrastructure
  – Educated and Informed Population
Questions?

• Go Army, Beat Navy!