

CB Asia 2014

University of Tokyo

June 19, 2014

The Cooperation Imperative

(Or “The Man Across the River”)

Peter S. Adler, PhD

The ACCORD3.0 Network

2471 Manoa Road

Honolulu, Hawaii 96822

padleraccord@gmail.com



Three Meeting Rooms



Late Pleistocene

(25- 35,000 BC)



Controlling Fire



Domesticating Animals



Making Tools

THE HUMAN BRAIN IS CHANGING

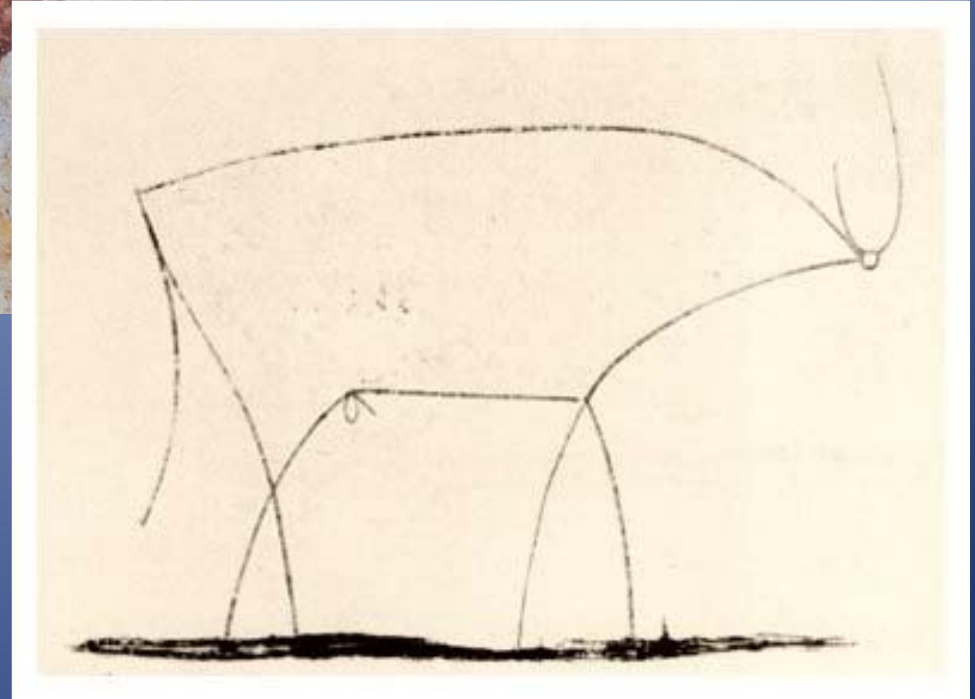


We now have, metaphorically speaking, three brains. The old primal “reptilian” brain (fight, flight, hide). The newer “right” brain (story, art, song). And the even newer “left” brain (counting, quantifying, calibrating.)

ABSTRACT REASONING



Cave Art

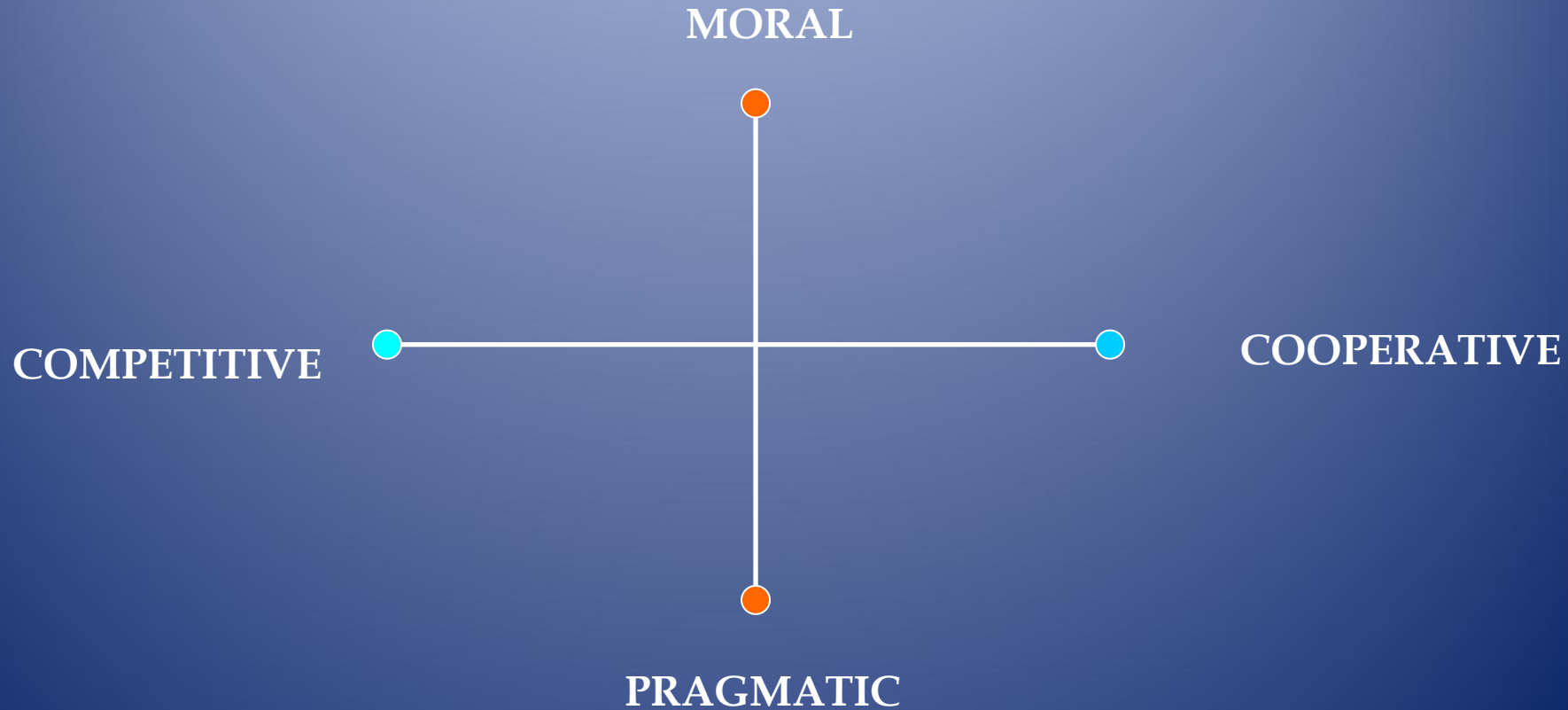


Pablo Picasso

Four Inherited “Imperatives”

I The Competitive Imperative	II The Cooperative Imperative	III The Moral Imperative	IV The Pragmatic Imperative
Securing your own fair share. Taking care of your own.	Working together with others. Joining hands to solve problems too big for one.	Doing what is correct and proper. Comporting with higher ethical principles.	Using logic and rational thinking rationally to solve problems.

Negotiatory Tensions

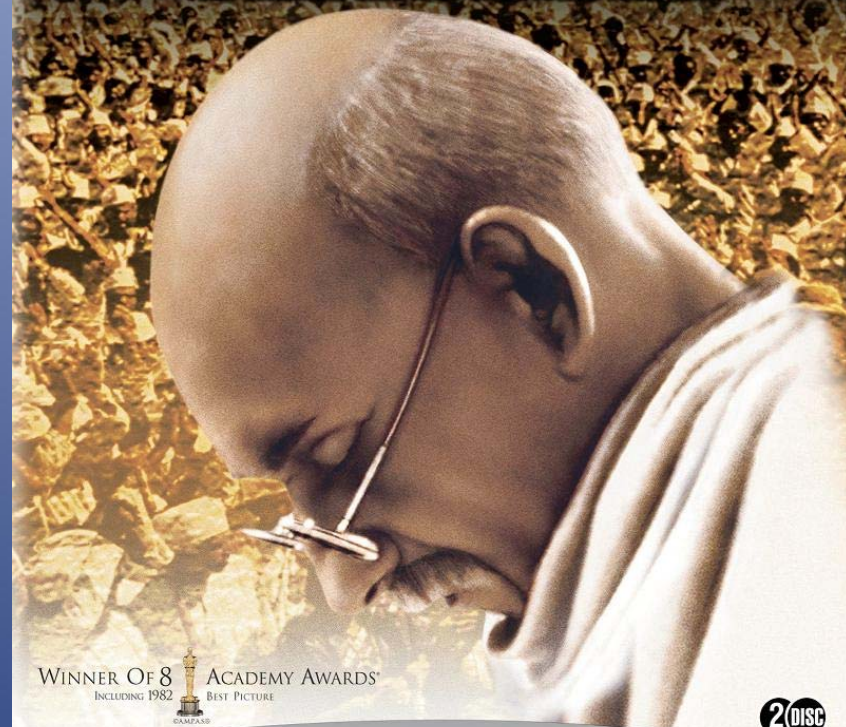




25TH ANNIVERSARY

GANDHI

HIS TRIUMPH CHANGED THE WORLD FOREVER.



WINNER OF 8 ACADEMY AWARDS[®]
INCLUDING 1982 BEST PICTURE

2 DISC

EXPERIENCE HIGH DEFINITION

The Alchemy of Agreement Making

- Unearthing compatible interests
- Discovering common visions
- Creating new procedures
- Changing relationships
- Clarifying the interplay of rights and entitlements
- Understanding respective sources of power
- Finding a common enemy

A Few Ideas

- **We are Hard Wired.** *The imperatives are powerful. They persistently tug at people. Cooperation usually comes last.*
- **Beliefs Usually Trump Facts.** *Facts are important but can only change slowly in an atmosphere of respect and trust-building.*
- **Personal Stories.** *The portals into agreement are usually personal.*
- **Names Matter.** *What we call our cooperation efforts carries great importance.*

- **Models.** *We have many models. No one of them is right for everything. Reconnaissance, analysis and design are the forerunners.*
- **Smaller Conclaves are More Productive.** *Large sessions may be useful to keep the public informed or exchange ideas but the best work happens in smaller configurations.*
- **DMZs.** *We need neutral grounds. We need “Switzerlands,” places whose purpose is cooperation.*
- **Leadership.** *We need allies and champions in all three sectors: government, industry and civil society.*

Back to the Three Meeting Rooms



*A Landmark Agreement
for a New "Water Code"*



*Eight Individual MOUs
between Property Owners
U.S. FWS*



*A Joint Fact Finding
Agreement on
Trustworthy Monitoring
and Health Studies*