

## THE ESSENTIAL PAPAKONSTANTINIDIS

*\*This is the written didactic resource sheet to the oral presentation, held on Oct.25, 2019, in Athens\**

*\*The presentation has 10 units, which try to reconstruct the work of Prof. Leonidas A. Papakonstantinidis of Greece\**

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### KEY STATEMENTS:

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#### UNIT 1=

The eternity symbol, in rainbow colors, points to the final, everlasting and scientific value of Papakonstantinidis' research work as dedicated educator, economist and humanist, in the classical tradition of ancient Greek community philosophy.

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#### UNIT 2=

The artistic method of Victor Shklovsky is applied; S.Ternyik gives the work of Papakonstantinidis a strange and unfamiliar outlook, the whole audience is enabled to perceive win/win/win model from an eternal and essential viewpoint, personal time is cut out and the scientific meaning is made timeless.

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#### UNIT 3=

The 3 images of this unit do represent three distinctive means to memorize and reconstruct a discovery process. The flight recorder (black box) is a technical instrument to know about a travelled route; producing essences (here: rose into oil) is a natural method to capture

**the hidden forces of the physical world; the Luz bone signifies, in theological terms, the undestroyable quality (spirit) of a human being.**

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**UNIT 4=**

**The flow diagram shows the process of value creation in a free economy by win/win/win bargaining as opposed to the commanded economy via win/lose distributions, leading to overall value deprivation in a human society. Decisive parameters are mentioned and the creative flow is explained.**

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**UNIT 5=**

**Values do create a society, not technology, and business is an organ of this sensitization process. A medical analogy is introduced to understand the sensitization process as emotion and cognition. The sensitive transition from voting to bargaining is mentioned, applying both bargaining and negotiation methods.**

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**UNIT 6=**

**The medical analogy of a full sensitization process is continued, with respect to protocol and natural language. Nash's model and the actual agreement point is highlighted, with special reference to real life (i.e. the dialectics of receiving/gaining and giving/taking).-----**

**UNIT 7=**

**The intellectual history of marginalist economic thought is presented as international mosaic, with personal respect to Prof. Leonidas' work process (Socrates, Bernoulli, Menger, Nash, Samuelson, Mahajan).**

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**UNIT 8=**

**The scientific development of cooperative game studies (players, payoffs, rules, consequences) is portrayed in an applied manner, pointing to the study of human behavior as a game (which is a mix of rational/logical and emotional/value-driven decisions of involved agents).**

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**UNIT 9=**

**S.Ternyik elaborates about his many efforts to promote the win/win/win model of Papakonstantinidis and the educational barriers to be taken. He notes the dominance of non-cooperative human behavior in the economic world as opposed to cooperative bargaining solutions for the human community and society.**

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**UNIT 10=**

**The links to 3 vital publications are presented, e.g. the Donousa Miracle Interview, which S.Ternyik created in the winter of 2018/2019, for the promotion of the win/win/win model.**

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***S.Ternyik (natural language protocol).***

***Nov.14/2019***