

# GAME THEORY

## THE COVERT OPERATIVE'S EDGE

ANTICIPATE. INFLUENCE. CONTROL OUTCOMES.



### 01 // CORE CONCEPT

GAME THEORY STUDIES DECISIONS MADE BY RATIONAL ACTORS WHEN OUTCOMES DEPEND ON THE CHOICES OF OTHERS. IN THE FIELD, IT'S THE ART OF READING INTENT, SHAPING OPTIONS, AND STAYING AHEAD.



**ANTICIPATE**  
Model how others think and what they might do.



**INFLUENCE**  
Shape perceptions and options to steer decisions.



**ADAPT**  
Update your model as the situation and players evolve.



**EXPLOIT**  
Capitalize on mistakes and information gaps.

### 02 // THE PLAYERS



EACH SIDE HAS GOALS, CONSTRAINTS, AND LIMITED INFORMATION.

### 03 // THINK IN STRATEGIES, NOT MOVES



GOOD OPERATIVES DON'T REACT TO MOVES. THEY PREPARE STRATEGIES.

### 04 // THE PAYOFF MATRIX

PREDICT THE OUTCOME OF COMBINED DECISIONS. EACH CELL REPRESENTS A POSSIBLE RESULT BASED ON BOTH SIDES' STRATEGIES.

		THEM	
		STRATEGY A	STRATEGY B
YOU	STRATEGY A	3, 3	0, 5
	STRATEGY B	5, 0	1, 1

**PAYOFF KEY (YOU, THEM)**  
 5 = EXCELLENT  
 3 = GOOD  
 1 = POOR  
 0 = DISASTER

HIGHER IS BETTER FOR YOU. LOWER IS BETTER FOR THEM.

### 05 // NASH EQUILIBRIUM

A STABLE OUTCOME WHERE NEITHER PLAYER CAN IMPROVE THEIR RESULT BY CHANGING STRATEGY ALONE.

IN THE MATRIX: (1, 1) IS A NASH EQUILIBRIUM. BOTH SIDES HAVE NO INCENTIVE TO DEVIATE UNILATERALLY.

		THEM	
		STRATEGY A	STRATEGY B
YOU	STRATEGY A	3, 3	0, 5
	STRATEGY B	5, 0	1, 1

NASH EQUILIBRIUM

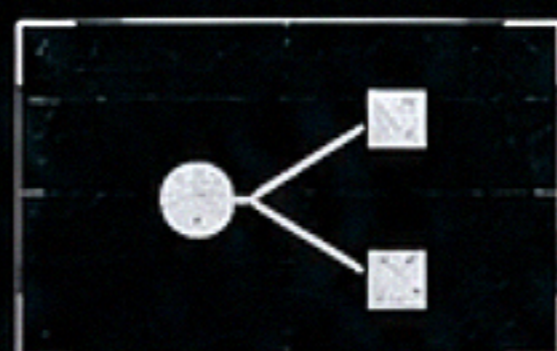
### 06 // APPLY IN THE FIELD



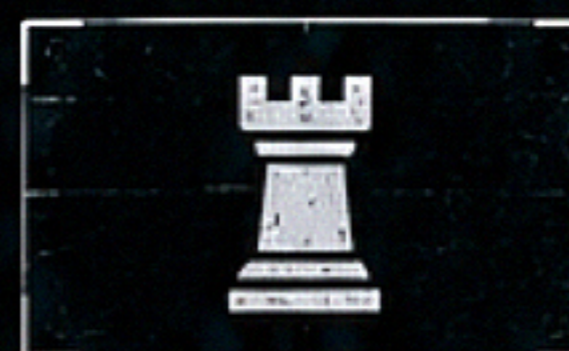
**1. GATHER INTEL**  
Collect data on goals, capabilities, and likely strategies.



**2. BUILD THE MODEL**  
Map players, options, constraints, and payoffs.



**3. RUN THE SCENARIOS**  
Evaluate outcomes. Find equilibria and vulnerabilities.



**4. SHAPE THE GAME**  
Modify options and perceptions to push them where you want.



**5. EXECUTE & ADAPT**  
Act decisively. Reassess and adapt as the game evolves.

### 07 // OPERATOR'S NOTES

- INFORMATION IS POWER. MORE SIGNAL, LESS NOISE.
- CONTROL THE NARRATIVE. SHAPE WHAT THEY BELIEVE.
- REDUCE THEIR OPTIONS. CONSTRAIN THEIR MOVES.
- LAYER STRATEGIES. DECEPTION IS A MULTIPLIER.
- STAY ADAPTIVE. THE BEST MODEL TODAY MAY BE WRONG TOMORROW.



### 08 // REMEMBER

IN THE GAME OF HUMANS, WINNING ISN'T LUCK. IT'S PREPARATION, PERSPECTIVE, AND PLAYING THEIR GAME—BETTER THAN THEY DO.

