

**GAMES COMMITTEES PLAY.
MURPHY'S LAW FOR CORPORATIONS:
THE TOP TEN REASONS YOUR PRESENTATION TO THE BOARD OF TRUSTEES
WILL BE UNSUCCESSFUL
By Stephen B. Karpman**

THE RULES:

1. YOU WILL NEVER KNOW THE RULES. THE B.O.T. ALWAYS MAKES THE RULES AND REGULATIONS IN THEIR FAVOR. RULES ARE SUBJECT TO CHANGE AT ANY TIME WITHOUT PRIOR NOTICE. NO MEMBER CAN POSSIBLY KNOW ALL THE RULES AND PROCEDURES. IF THE BOARD SUSPECTS THAT THE MEMBER KNOWS ALL THE RULES, THEY MUST IMMEDIATELY CHANGE SOME OR ALL OF THE RULES. THEIR MEETINGS WILL BE INFREQUENT AND IN REMOTE LOCATIONS. YOU WILL NEVER BE INVITED.

2. YOU WILL NOT GAIN ACCESS. IF YOU HAVE A HELPFUL AND WONDERFUL IDEA, NO ONE WILL ENCOURAGE YOU. IF YOU KEEP TRYING, MORE AND MORE PEOPLE FROM FURTHER AND FURTHER AWAY WILL ENTER THE PICTURE TO DISCOURAGE YOU. IF YOU FINALLY ARE TOLD HOW TO SUBMIT A PROPOSAL, THE INFORMATION WILL BE INCOMPLETE, FAULTY, OR BURIED IN AN OBSCURE CORNER OF THE COMPANY WEBSITE. ALL OF THE NAMES OF PEOPLE TO CONTACT WILL BE STRANGERS TO YOU. THEIR EMAIL ADDRESSES WILL BE OUT OF DATE. THE PERSON TO APPEAL TO WILL BE UNREACHABLE. THEY WILL BE TOO FAR ABOVE YOU IN THE CHAIN OF COMMAND.

3. PAPERWORK REQUESTS WILL BE TOO BURDENSOME. IF YOU SOMEHOW MANAGE TO BREAK THROUGH THE "FLOW CHART CEILING," YOUR GOOD IDEA BY ITSELF WILL NOT BE ENOUGH. THE REQUESTS FOR PAPERWORK WILL BEGIN, AND IT WILL BE BURDENSOME. YOUR CONTACT WILL FIRST INITIATE A GAME OF "PLEASE SUBMIT TWENTY COPIES IN TRIPLICATE BY LAST WEEK" IN ORDER TO STALL YOU. THEY WILL ASK YOU TO ADDRESS THEIR IRRELEVANT QUESTIONS INDICATING THAT THEY DID NOT READ WHAT YOU SAID. THIS GAME OF "I HAVE PROPER AND INNOCENT REQUESTS" DROPPED ON YOU WILL MAKE YOU WANT TO GIVE UP AND QUIT, THUS MAKING THE CONTACT'S LIFE EASIER. IF YOU JUST QUIETLY GO AWAY, THAT WILL BE THEIR PAYOFF. IF YOU DO GET THE PAPERWORK DONE, IT WILL BE TOO LATE AND ON THE WRONG SUBJECT.

4. A FRIEND WILL NOT PRESENT YOUR IDEA CORRECTLY. IF YOU FIND A FRIEND ON THE BOARD'S CONTACT LIST TO SUBMIT YOUR IDEA, THEY WILL NOT GET FULLY PREPARED TO FIGHT FOR YOUR IDEA, AND YOU WILL LOSE. YOUR FRIEND WILL SEE IT AS A "FRIENDLY FAVOR" AND ONLY CASUALLY "TRY" TO PRESENT IT TO THE BOARD, AND IT WILL BE EASILY IGNORED.

5. A STRANGER WILL NOT PRESENT YOUR IDEA CORRECTLY. IF THE PERSON YOU CHOSE IS NOT A FRIEND, THEY WILL HAVE NO REASON TO GET FULLY PREPARED TO FIGHT FOR YOUR IDEA. YOU WILL NOT BE ABLE TO MEET WITH THEM FOR A LONG ENOUGH TIME TO SELL YOUR IDEA. IT WILL LOSE AND YOU WILL NEVER FIND OUT WHY.

6. YOU WILL NOT GET ON THE AGENDA. POLITICAL SKILL PLAYERS ARE ATTRACTED TO COMMITTEE WORK AND WORK HARD TO GET VOTED INTO THE INNER CIRCLE. THEIR GAME WILL BE TO MANIPULATE ROBERTS RULES OF ORDER SO THAT ONLY THEIR FAVORED AGENDAS WILL GET HEARD AND WIN. YOUR IDEA WILL NOT BE ON THEIR FAVORED LIST. NO LIST OF ITEMS TO DISCUSS WILL BE ON A WRITTEN LIST OR ON A BLACKBOARD. IF IT IS, YOUR PROPOSAL WILL NOT MAKE IT TO THE LIST. IF IT DOES, IT WILL BE THE LAST ITEM LISTED AND TIME WILL RUN OUT.

7. YOUR IDEA WILL BE UNIMPORTANT. THE BOARD WILL NOT MEET OFTEN ENOUGH TO GET ALL THEIR WORK DONE. YOUR PROPOSAL WILL BE DISMISSED OR TABLED AS UNIMPORTANT. YOU WILL NOT BE TOLD THE REASONS WHY IT WAS CONSIDERED UNIMPORTANT.

8. YOU WILL NEVER KNOW WHAT HAPPENED. IF YOU SEND AN EMAIL TO YOUR CONTACT FOR A FOLLOW-UP, IT WOULD BE TOO TIME-CONSUMING OR BURDENSOME FOR THEM TO BOTHER TO ANSWER. YOUR EMAIL WILL BE FORGOTTEN BY THE NEXT WEEK. YOU WILL NEVER BE TOLD WHAT HAPPENED IN THE MEETING.

9. OTHERS WILL NEVER KNOW WHAT HAPPENED. THE RESULTS OF THE BOARD MEETING WILL NOT APPEAR IN YOUR COMPANY NEWSLETTER BECAUSE IT WILL TAKE SPACE AWAY FROM THE FEEL-GOOD AND PROPAGANDA ARTICLES. IF THE MEETING IS BRIEFLY SUMMARIZED, YOUR IDEA WILL BE LEFT OUT. IF IT IS INCLUDED, PEOPLE WILL BE TOO BUSY TO READ IT.

10. THE BOARD DOESN'T WANT TO KNOW WHAT HAPPENED. IF YOU DISAGREE WITH ANY OF THE MURPHY'S LAWS, YOU WILL BE AVOIDED AS AN ANNOYING AND "CLUELESS" TROUBLEMAKER. IF YOU EXPOSE THE GAME, YOU WILL BE CALLED A "WHISTLEBLOWER" AND PUNISHED. THE BOARD WILL CLAIM THAT THIS COULD NEVER HAPPEN HERE. AFTER YOU ARE OUTNUMBERED AND EXHAUSTED FROM YOUR ATTEMPTS, YOU WILL GET TO REALIZE A TRUTH THAT THEY NEVER WILL REALIZE, THAT "ANY CONTACT WITH THE COMPANY WILL MAKE THEM, STRONGER AND YOU WEAKER," AND "COMMITTEES DON'T GET THINGS DONE, INDIVIDUALS DO."

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