

# **Matrix'ing Prosocially: Functional Analysis from Individuals to Organizations**

**ACBS World Conference**

Stuart Libman, MD

Paul Atkins, PhD

David Sloan Wilson, PhD

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# Matrix'ing Prosocially: Functional Analysis from Individuals to Organizations

## DISCLOSURES:

- 1) Grant support from Staunton Farm Foundation
- 2) Grant support from Foundation for Prader Willi Syndrome Research
- 3) Organizational consultant

# Matrix'ing Prosocially: Functional Analysis from Individuals to Organizations

- 1) Describe how “Matrix'ing” can be procedurally implemented to accomplish functional analysis
- 2) Apply “Matrix'ing” during a group interaction;
- 3) Specify how Ostrom’s Core Design Principles can be procedurally incorporated into “Matrix'ing Prosocially.”

# CONTEXTUAL BEHAVIORAL SCIENCE as EVOLUTIONARY SCIENCE

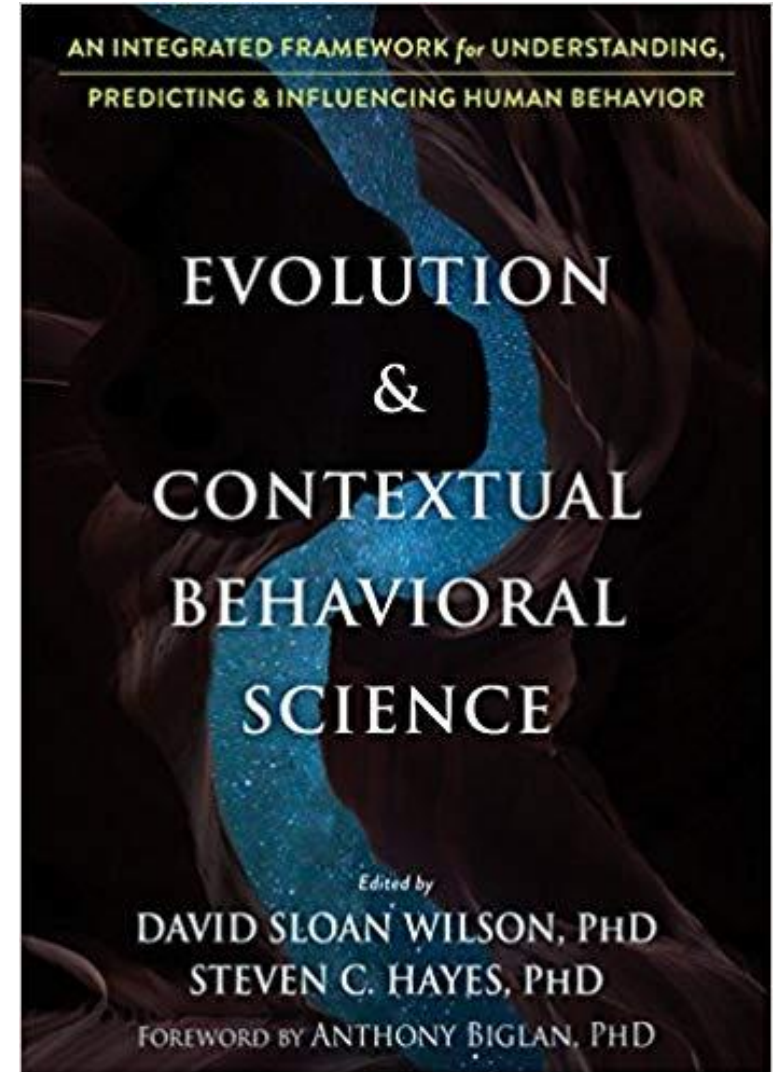
Contextual Behavioral Science (CBS)

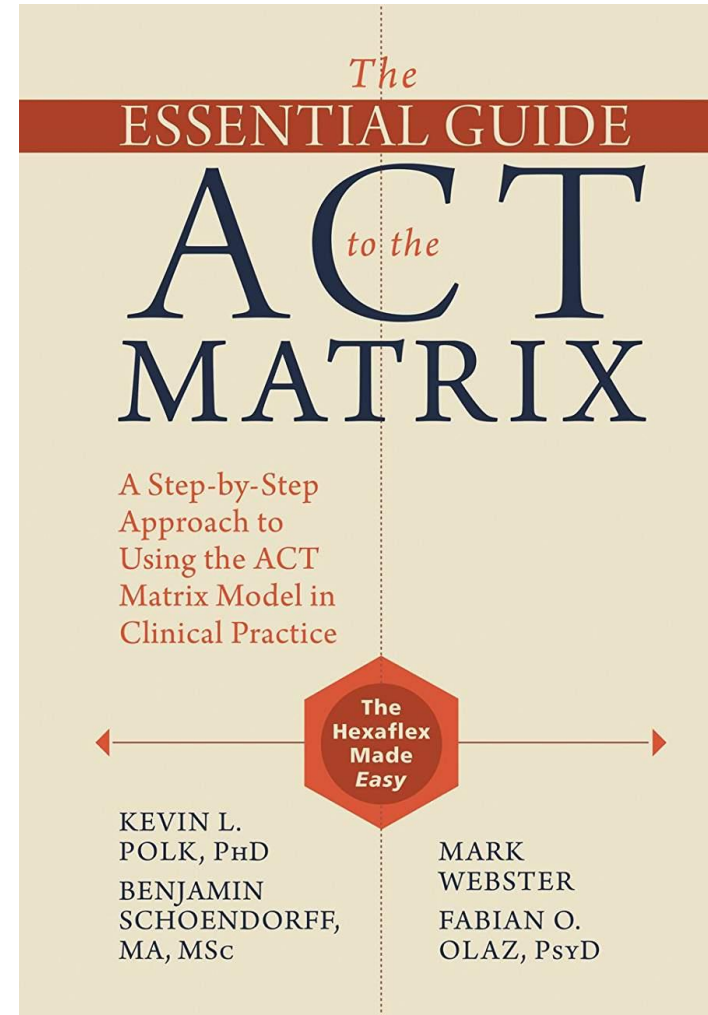
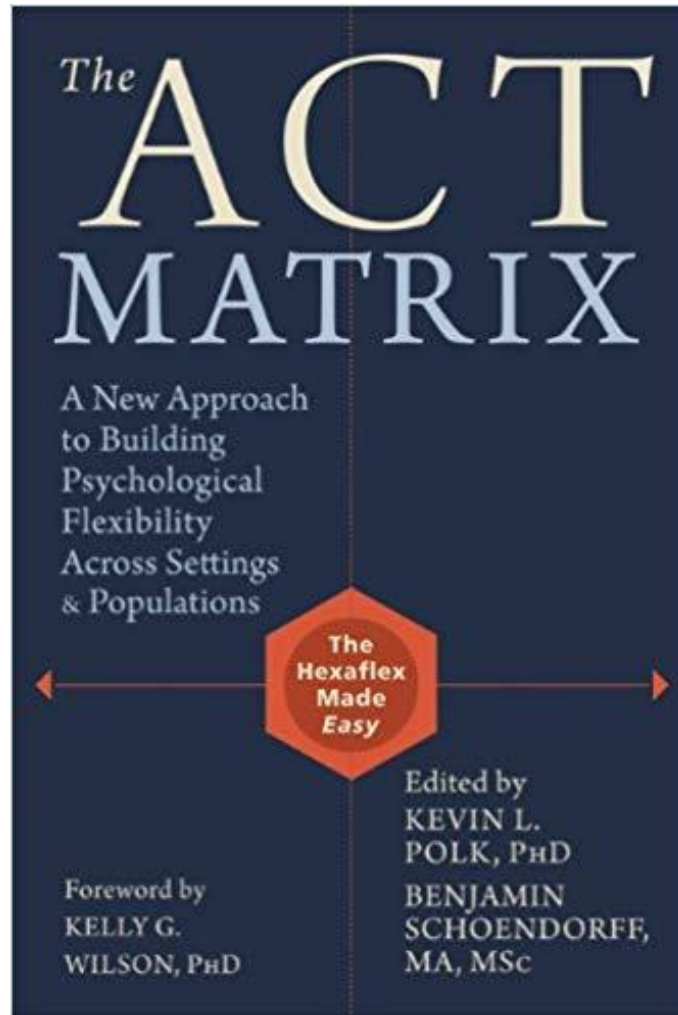
- Based in Functional Contextualism:
- World View: Purpose of Behavior-in-Context
- Truth Criterion: Predict & Influence Behavior  
with Precision, Scope, & Depth

Evolutionary Science (ES)

- Variation, Selection, and Retention in Context
  - Natural selection (Heredity)
  - Individual behavior (Operant selection/consequences)
  - Groups/cultures (Multilevel selection)

CBS as ES as Prosocial (Later!)





**AVOIDING**

*What do you do to move away from your distress?*

Procrastinate, gossip, punish, blame others, yell, drink, \_\_\_\_\_

**“OUTER” BEHAVIOR  
(5 Senses Experiencing)**

**ENGAGING**

*What can you do to move towards who or what matters to you (even with distress)?*

Spent time together, attend to health issues (theirs & mine), provide support, \_\_\_\_\_

A  
W  
A  
Y

**OPENING**

**AWAR'ING**

**ENGAGING**

**DISTRESSING**

**NOTICING**

**VALUING**

T  
O  
W  
A  
R  
D  
S

*What shows up that gets in the way of caring?*

Worry, anxiety, frustration, anger, sadness, judgements, stories about “why me” and about \_\_\_\_\_

*Who/What is important to you?*

My family, my children

My religion

My job

My health

My \_\_\_\_\_

**“INNER” BEHAVIOR  
(Mental Experiencing)**

Present Moment'ing

Accepting

Valuing

Psychological  
Flexibility

Defusing

Committed  
ACT'ing

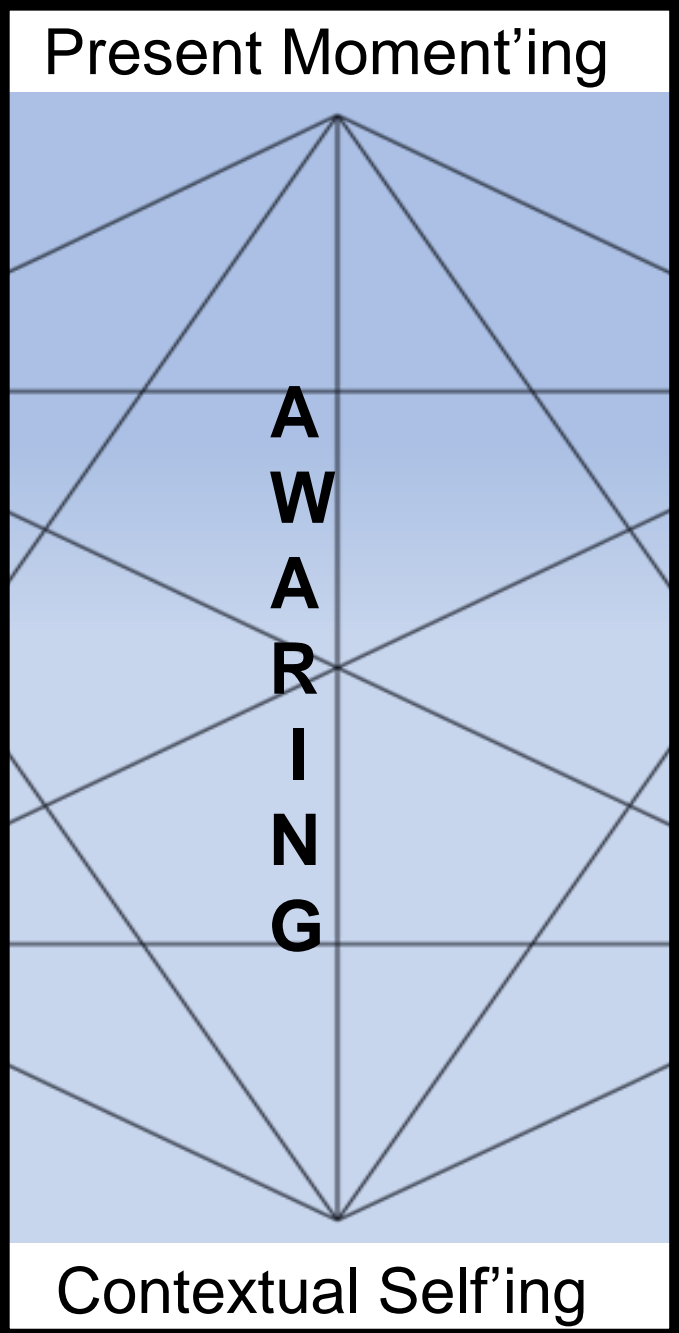
Contextual Self'ing

Accepting

Defusing

Valuing

Committed  
ACT'ing



Present Moment'ing

Contextual Self'ing



Present Moment'ing

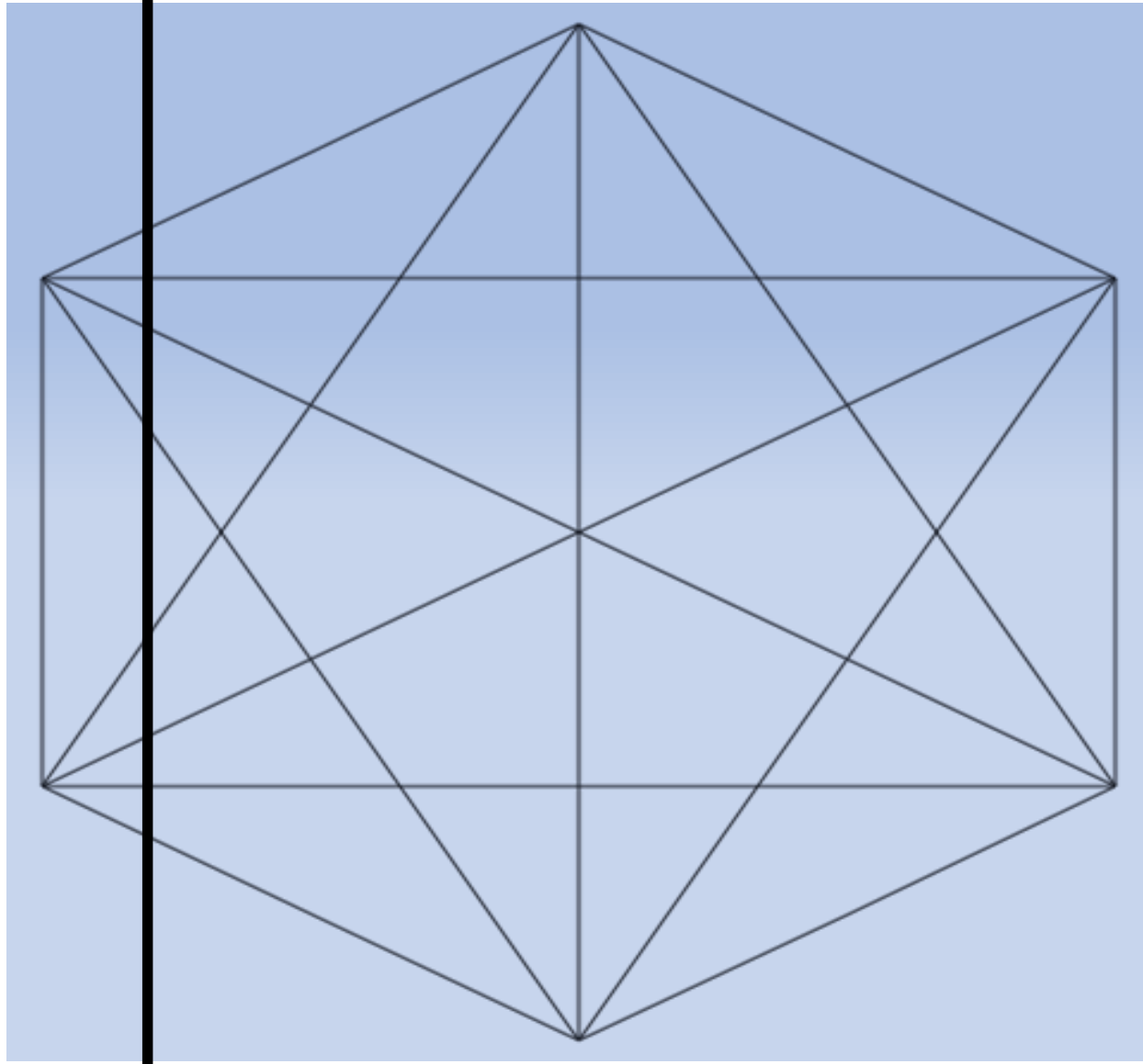
**O  
P  
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Accepting

Defusing

Valuing

Committed  
ACT'ing



Contextual Self'ing

Present Moment'ing

Accepting

Defusing

Valuing

Committed  
ACT'ing

**E  
N  
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G**

Contextual Self'ing

Present Moment'ing

Accepting

Valuing

*OPENING*

*AWAR'ING*

*ENGAGING*

*PSYCHOLOGICAL  
FLEXIBILITY*

Defusing

Committed  
ACT'ing

Contextual Self'ing

**AVOIDING**

*What do you do to move away from your distress?*

**Variation**

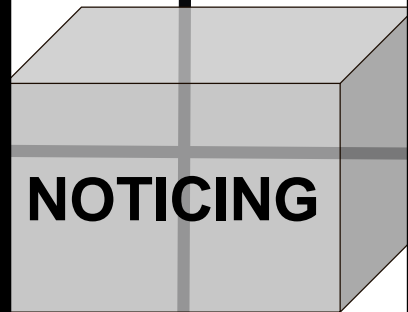
A  
W  
A  
Y

**DISTRESSING**

*What shows up that gets in the way of caring?*

**“OUTER” BEHAVIOR  
(5 Senses Experiencing)**

**Context**



**“INNER” BEHAVIOR  
(Mental Experiencing)**

**ENGAGING**

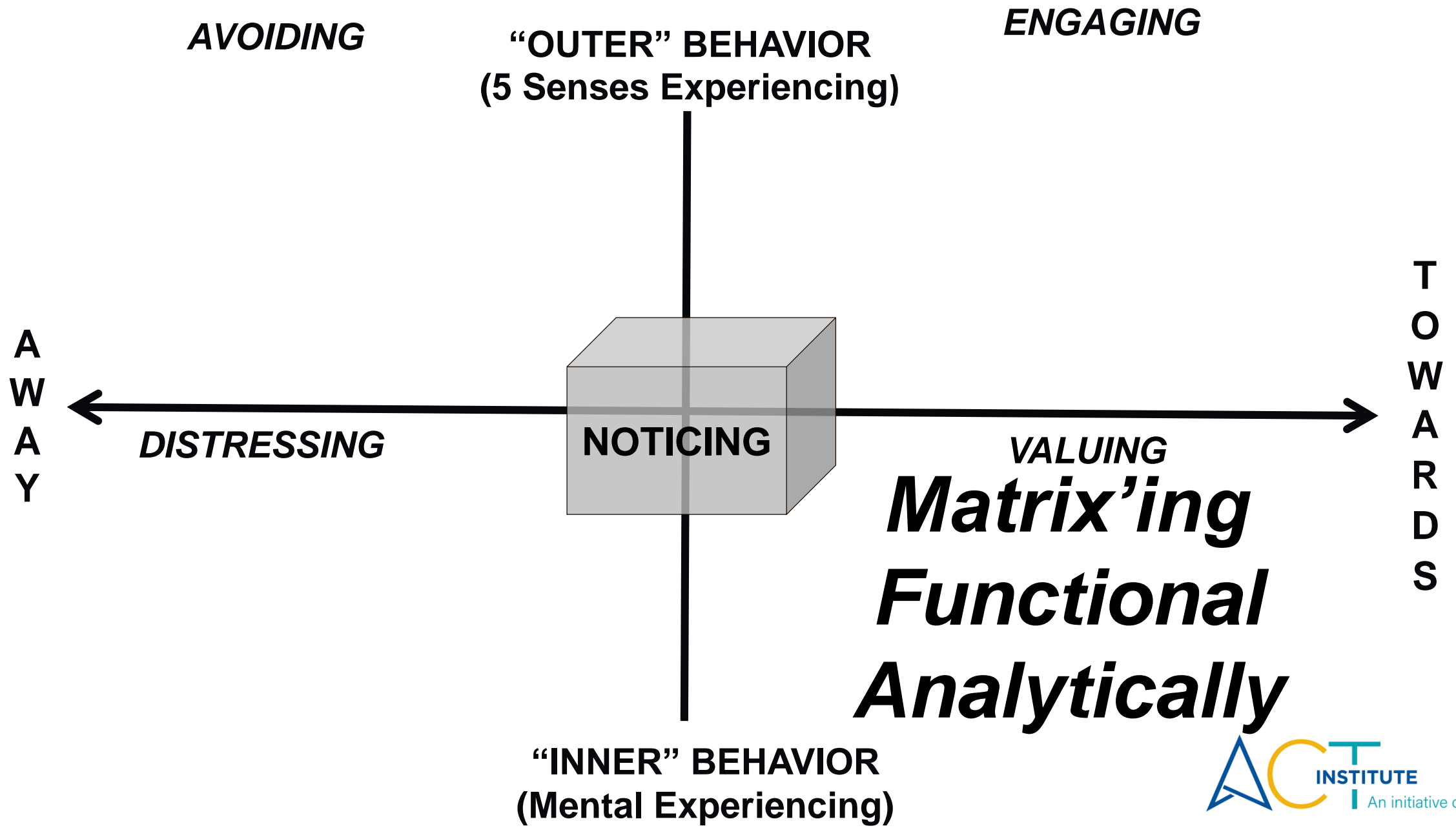
*What can you do to move towards who or what matters to you (even with distress)?*

**Selection  
& Retention**

T  
O  
W  
A  
R  
D  
S

**VALUING**

*Who/What is important to you?*



# Functional Analysis with the ACT Matrix

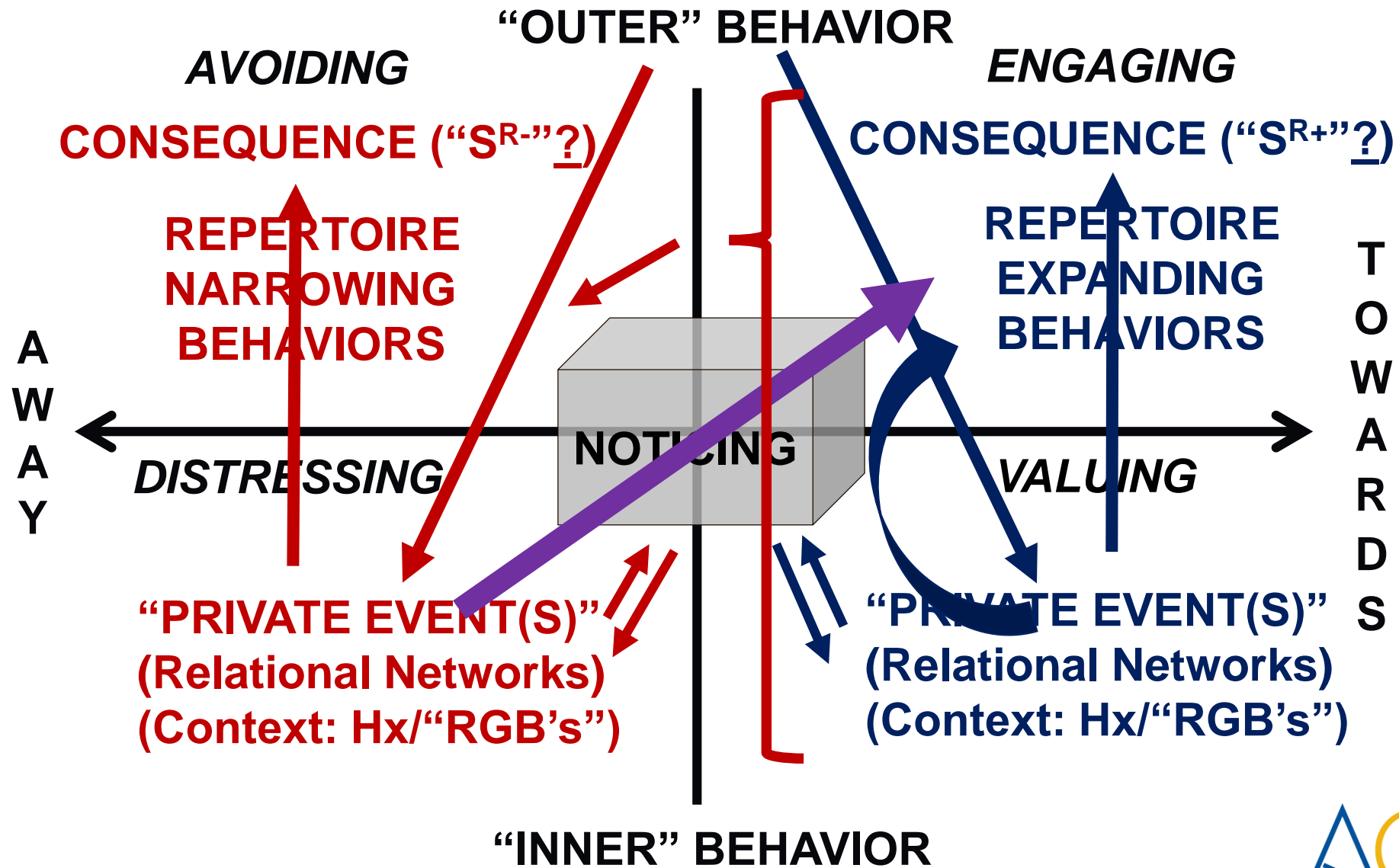
Behavior: Anything an individual can do (externally or internally)

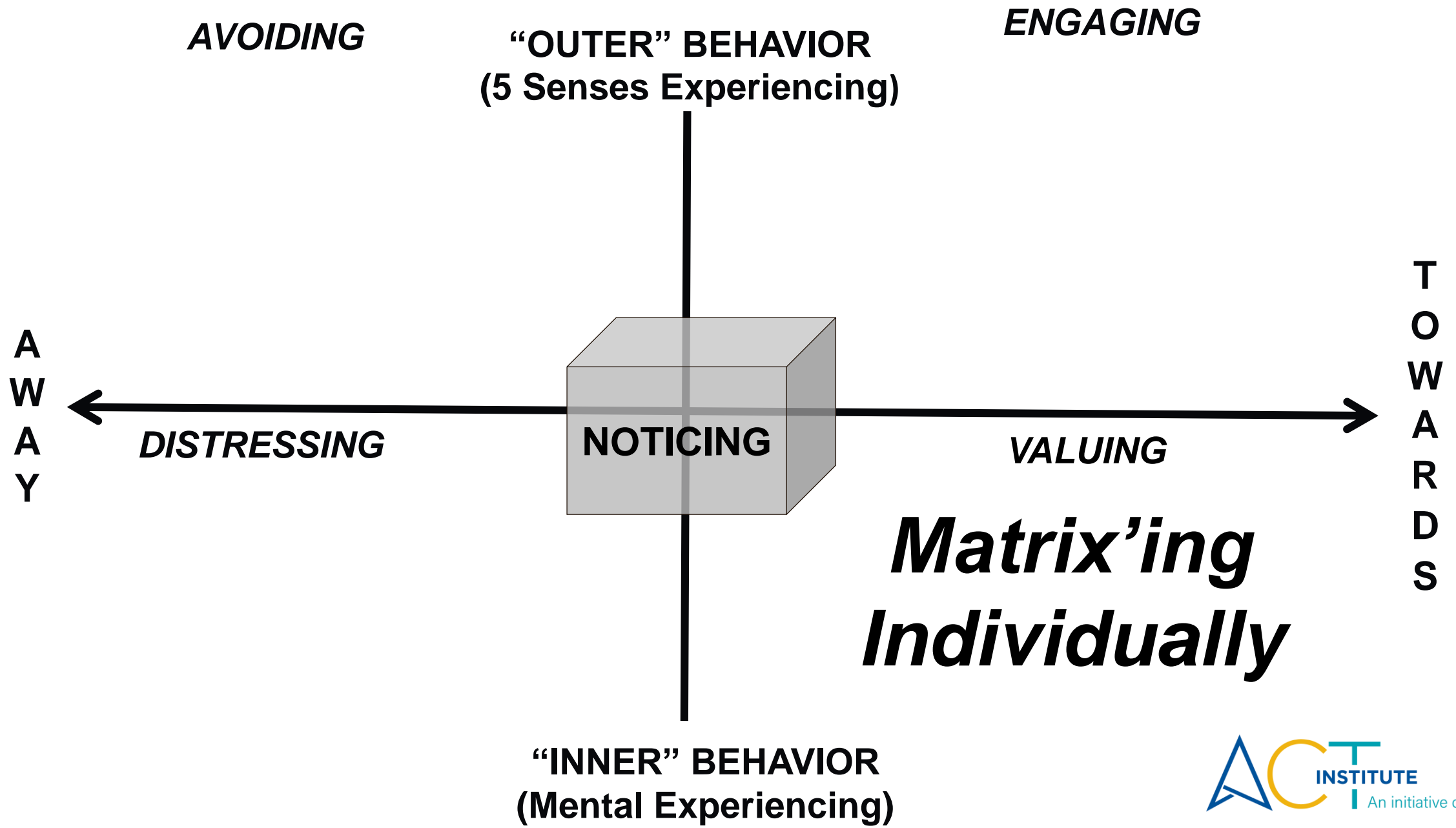
Context: Anything that can happen to an individual (externally or internally)

Functional Analysis: Exploring the purpose (function) of behaviors of interest in relation to relevant contextual factors (antecedents and consequences)... in the service of understanding, predicting and influencing behavior

Now please settle back in your chair, take a ....**s**....**l**....**o**....**w**.... breath, and notice how you are reacting to this “definition”...

# ANTECEDENT



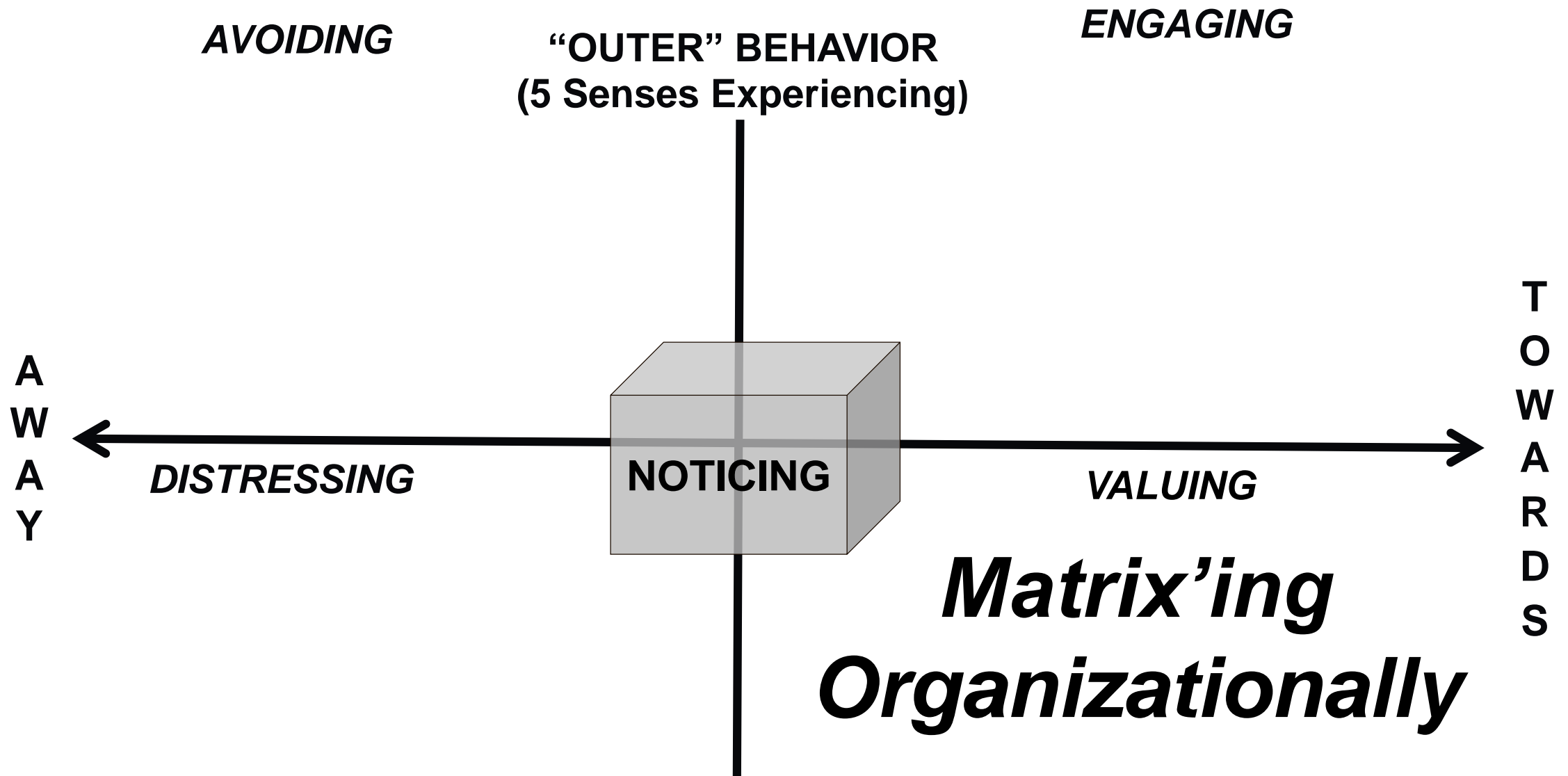


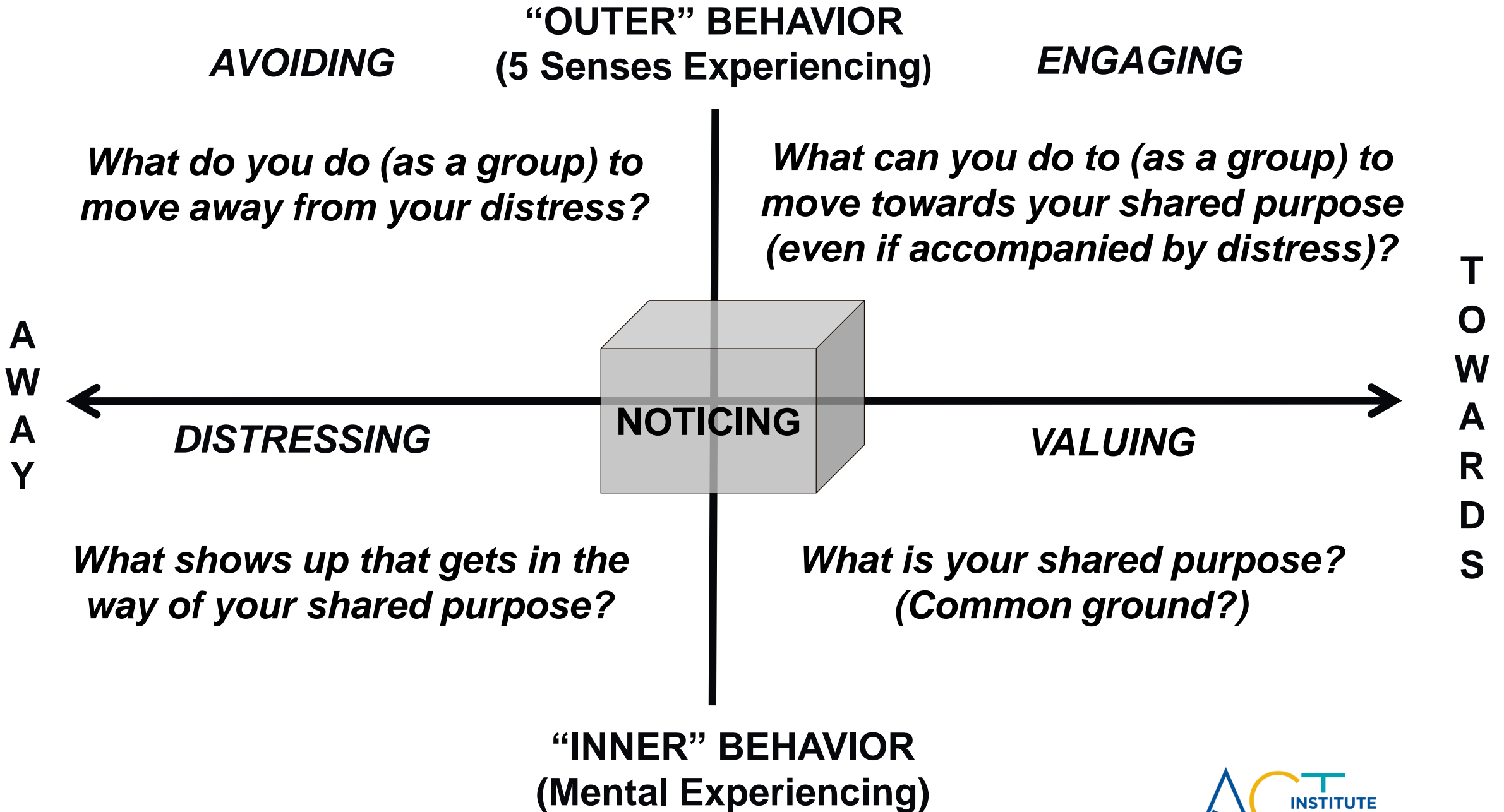


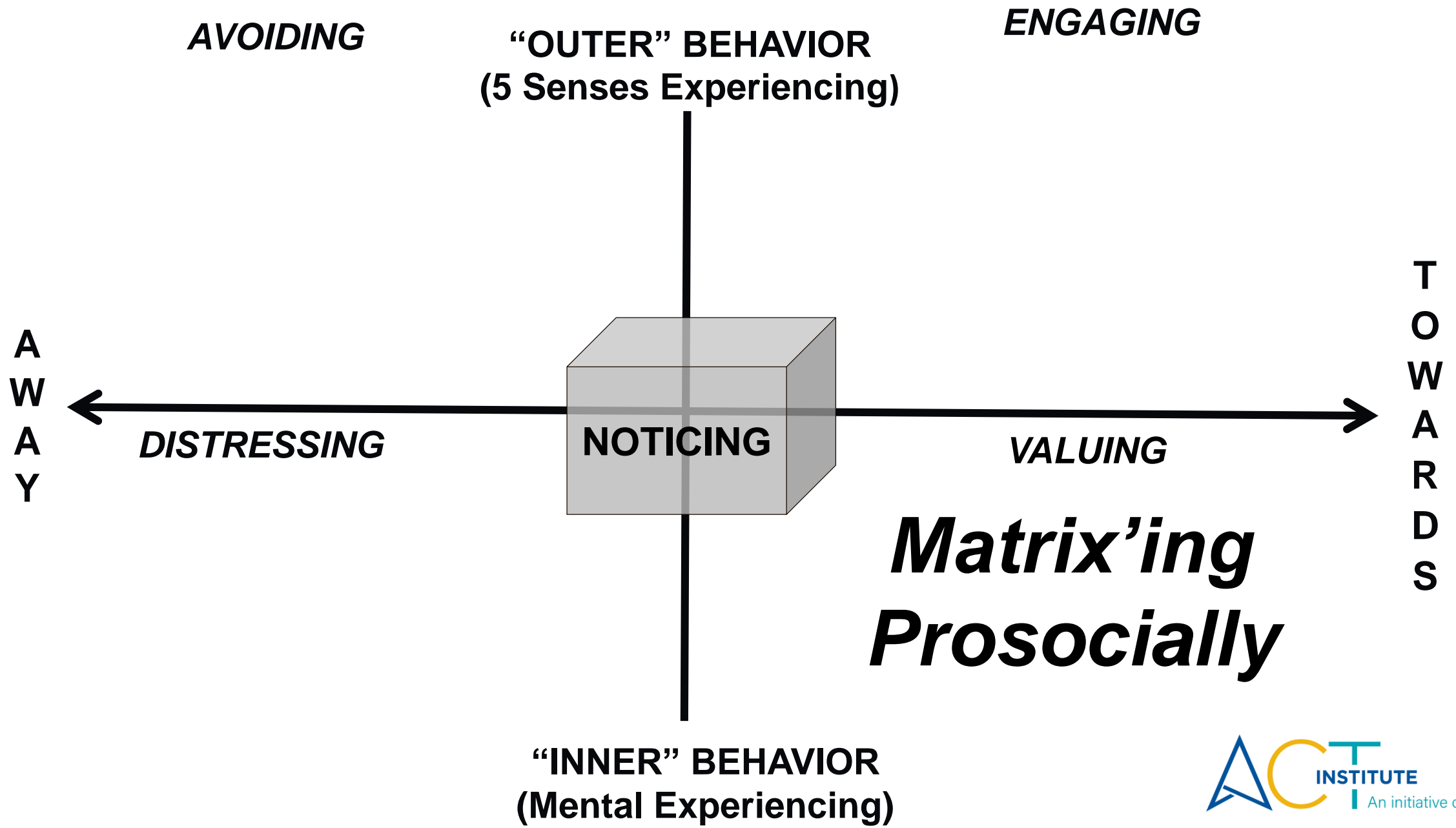
Outer Behavior

A w a y	<b>Avoiding</b> How might you go about undermining your efforts to achieve this change (observable behaviors)?	<b>Engaging</b> If you could be 3-5% more the professional you aspire to be in 1 year, how would you be behaving differently? <i>In 1 month? In 1 week?</i>	T o w a r d s
	<b>Distressing</b> What is likely to “show up” and get in the way of your professional aspirations (thoughts, feelings, inner dialogues, excuses)?	<b>Valuing</b> What qualities are central to your view of yourself professionally?	

Inner Behavior









Elinor Ostrom received the 2009 Nobel Prize in Economic Sciences for her groundbreaking research demonstrating how successful groups create rules that allow for the sustainable and equitable management of shared resources, or what she called “Common Pool Resources.”



Contents lists available at [SciVerse ScienceDirect](#)

## Journal of Economic Behavior & Organization

journal homepage: [www.elsevier.com/locate/jebo](http://www.elsevier.com/locate/jebo)



# Generalizing the core design principles for the efficacy of groups

David Sloan Wilson<sup>a,b,\*</sup>, Elinor Ostrom<sup>c</sup>, Michael E. Cox<sup>d</sup>

<sup>a</sup> Department of Biology, Binghamton University, Binghamton, NY 13902, United States

<sup>b</sup> Department of Anthropology, Binghamton University, Binghamton, NY 13902, United States

<sup>c</sup> The Vincent and Elinor Ostrom Workshop in Political Theory and Policy Analysis, Indiana University, 40475, United States

<sup>d</sup> Environmental Studies Program, Dartmouth College, 03755, United States

# Evolving the future: Toward a science of intentional change

**David Sloan Wilson**

*Departments of Biology and Anthropology, Binghamton University,  
Binghamton, NY 13903*

[dwilson@binghamton.edu](mailto:dwilson@binghamton.edu)

<http://evolution.binghamton.edu/dswilson/>

**Steven C. Hayes**

*Department of Psychology, University of Nevada, Reno, NV 89557-0062*

[stevenchayes@gmail.com](mailto:stevenchayes@gmail.com)

<http://stevenchayes.com/>

**Anthony Biglan**

*Oregon Research Institute, Eugene, OR 97403*

[tony@ori.org](mailto:tony@ori.org)

<http://promiseneighborhoods.org/about/people.html>

**Dennis D. Embry**

*PAXIS Institute, Tucson, AZ 85751*

[dde@paxis.org](mailto:dde@paxis.org)

<http://www.paxis.org/content/DennisBio.aspx>



Prosocial is the first change method based on evolutionary science to enhance cooperation and collaboration for groups of all types and sizes that's effective at a global scale.

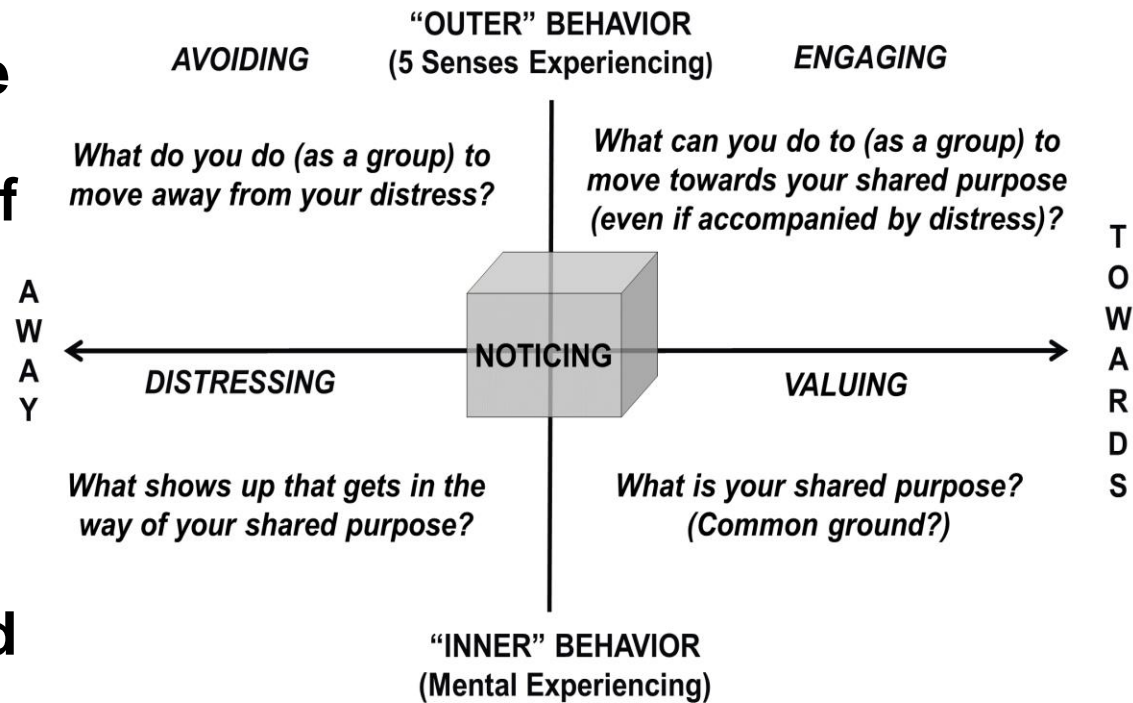




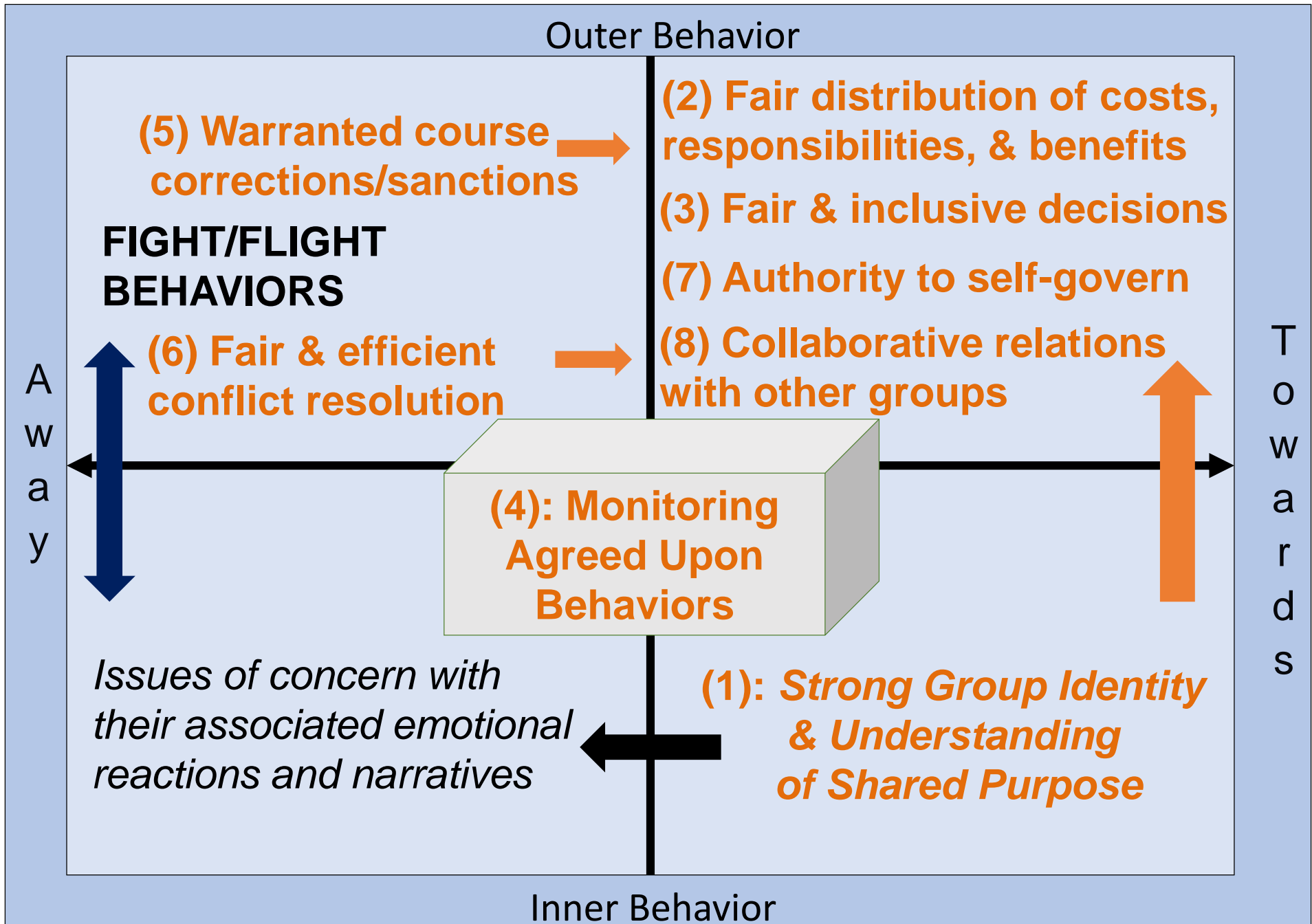
# CORE DESIGN PRINCIPLES For Successfully Managing Groups and Organizations



- 1) Strong group identity & understanding of shared purpose
- 2) Fair distribution of responsibilities, costs & benefits
- 3) Fair & inclusive decision making
- 4) Monitoring agreed upon behaviors



- 5) Warranted course-corrections (Including indicated sanctions)
- 6) Fair & efficient conflict resolution
- 7) Authority to self-govern
- 8) Collaborative relations with other groups



# PROSOCIAL Core Design Principles Report (Sample)

INTRODUCE participating group members to the Core Design Principles

SURVEY participants on rating CDP's along three dimensions (using a 1-5 scale):

- Understanding
- Importance
- Effectiveness

REQUEST examples of current implementations as well as suggestions for improvement

GENERATE 2 reports:

- By Measurement Domain (Understanding, Importance, Effectiveness)
- By Core Design Principles

# PROSOCIAL Core Design Principles Report (Sample)

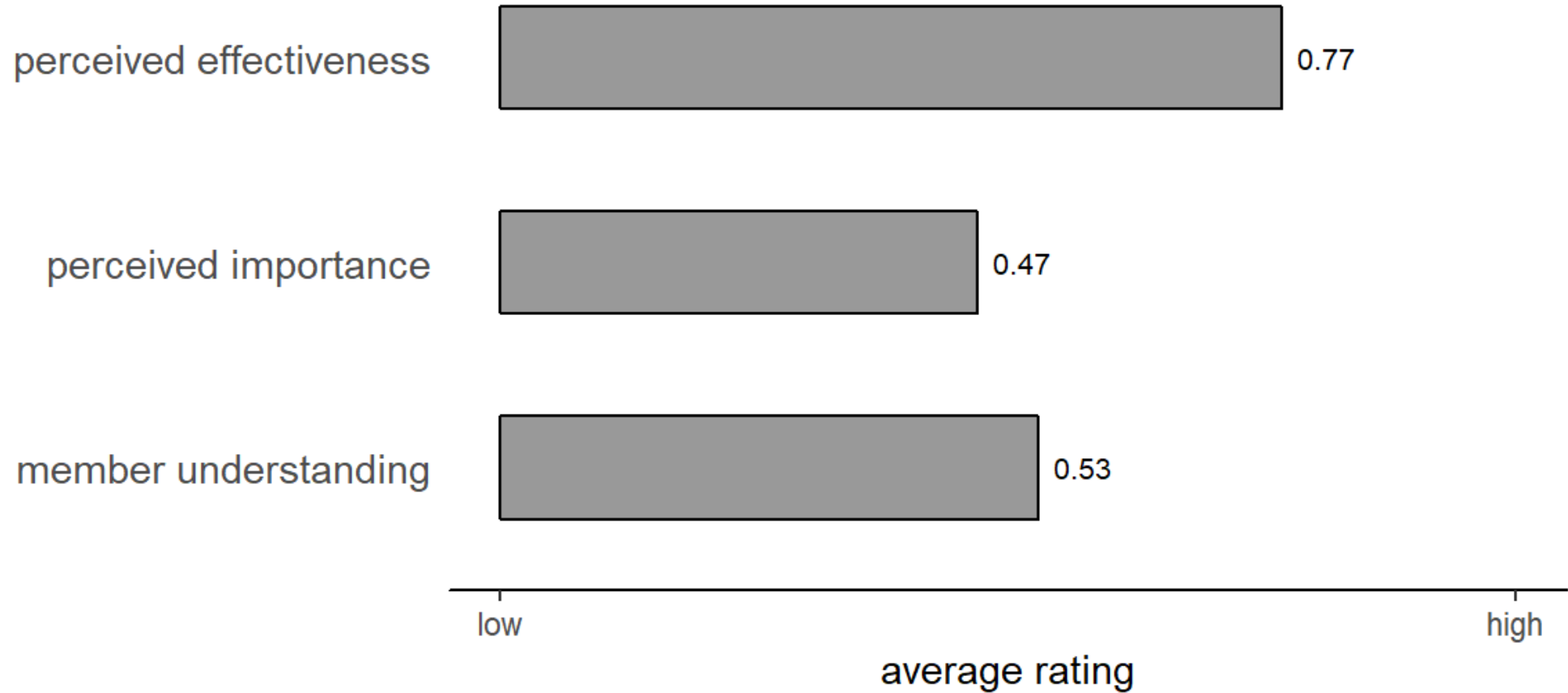
Responses by Measurement Domain: Understanding, Importance, Effectiveness

<b>cdp</b>	<b>description</b>	<b>n</b>	<b>mean</b>	<b>sd</b>
cdp1	Shared identity and purpose	15	0.53	0.41
cdp2	Equitable distribution of contributions and benefits	15	0.6	0.32
cdp3	Fair and inclusive decision making	15	0.37	0.33
cdp4	Monitoring behavior	15	0.35	0.36
cdp5	Graduated response to unhelpful behaviors	15	0.67	0.4
cdp6	Fast and fair conflict resolution	15	0.63	0.3
cdp7	Authority to self-govern	15	0.67	0.41
cdp8	Collaborative relations with other groups	15	0.55	0.32

# PROSOCIAL Core Design Principles Report (Sample)

## Responses by Design Principles

### •CDP1: Shared identity and purpose



*AVOIDING*

*ENGAGING*

**“OUTER” BEHAVIOR  
(5 Senses Experiencing)**

**Context**

**Variation**

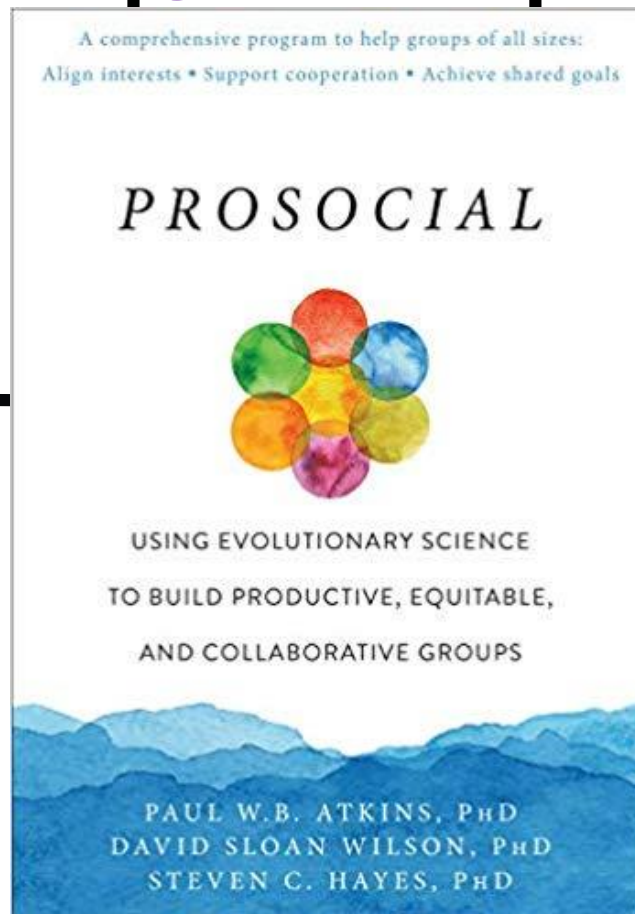
**Selection  
& Retention**

**A  
W  
A  
Y**

**T  
O  
W  
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R  
D  
S**

*DISTRESSING*

*VALUING*



**“INNER” BEHAVIOR  
(Mental Experiencing)**