

# DOWNLOAD PDF THE WAR OF ATTRITION : THE FIRST PAYMENT FOR ARROGANCE

## Chapter 1 : War of Attrition: Understanding the Battle of Aleppo

*The War on Attrition. Jane Adler. High attrition rates are likely to continue as the economy finds its footing and competition among acquirers for merchants remains fierce.*

Before the Presidential Election, and both before and after the inauguration, I wrote specifically about how important the midterm election would be, and the results if the President should lose even one House of Congress. Nothing could be further from the truth, on either count. The Democrats intend to mount a non-stopping offensive against the President. First, they are going to demand that Mueller go on the attack again. Consular Outpost of the United States was destroyed, and the U. Ambassador and four of his staff murdered. Everybody was hidden, because at the time we were under Obama. Their plan should be obvious: All of this I have written about before, and it came to pass with the Midterm elections. Here they come again! All of the legislatorsâ€¦with armed protectors paid for by you, mind youâ€¦clamoring for the guns. Democrats say they will pass the most aggressive gun-control legislation in decades when they become the House majority in January, plans they renewed this week in the aftermath of a mass killing in a California bar. Nothing was accomplished when the Republicans held both houses of Congress, and the Reds and Blues counter one another, and more: Gun control, coming at us once again, and once more, a quote from Lenin for you: There will be no wars in socialist society; consequently, disarmament will be achieved. But whoever expects that socialism will be achieved without a social revolution and the dictatorship of the proletariat is not a socialist. Dictatorship is state power based directly on violence. And in the twentieth century â€” as in the age of civilization generally â€” violence means neither a fist nor a club, but troops. There is still another way, though: I mentioned it in the last article that I wrote. Margaret Thatcher used this technique when she was about to be shown the door, and turned it around, remaining in office. Remember this last quote from Lenin, and let it sink in good: The winners are the brokers, who pocket their commissions on every tradeâ€¦a sell or a buy. The same exists here. The blue donkeys versus the red elephants. All the while, the paradigm shifts almost imperceptibly, until before you know itâ€¦. It took the blood of heroes to form and defend this nation. The downfall is precipitated by traitors from withinâ€¦bleeding the nation white by circumventing existing laws and replacing them with the greatest injustice and threat to personal liberty of all. What is that greatest threat? A spontaneous collapse of everything? Such a mentality pervades our society today. In order to save the United States, we have to return to our fundamental values and become an ass-kicking, straight-shooting people who fear God and care for their families, neighbors, and nation once more. If we do this, we may emerge from the coming night as a nation once more. He lives in a cabin in the mountains of Western Montana with his wife and three cats. Take a second to support The Duran on Patreon!

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## Chapter 2 : War of attrition (game)

*War Of Attrition. 1. Opinion () Originally written as the intro to this site when it first went online in January Now I pay the price with regret.*

War of attrition game For general use of this term, see War of attrition. In game theory , the war of attrition is a dynamic timing game in which players choose a time to stop, and fundamentally trade off the strategic gains from outlasting other players and the real costs expended with the passage of time. Its precise opposite is the pre-emption game, in which players elect a time to stop, and fundamentally trade off the strategic costs from outlasting other players and the real gains occasioned by the passage of time. In Combat sports, an all-out brawl between the two competitors is often called a War of Attrition. Examining the game To see how a war of attrition works, consider the all pay auction: Assume that each player makes a bid on an item, and the one who bids the highest wins a resource of value  $V$ . Each player pays his bid. In other words, if a player bids  $b$ , then his payoff is  $-b$  if he loses, and  $V-b$  if he wins. Finally, think of the bid  $b$  as time, and this becomes the war of attrition, since a higher bid is costly, but the higher bid wins the prize. The premise that the players may bid any number is important to analysis of the game. The bid may even exceed the value of the resource that is contested over. This at first appears to be irrational, being seemingly foolish to pay more for a resource than its value; however, remember that each bidder only pays the low bid. There is a catch, however; if both players bid higher than  $V$ , the high bidder does not so much win as lose less. This situation is commonly referred to as a Pyrrhic victory. Luce and Raiffa referred to the latter situation as a "ruinous situation"; both players suffer, and there is no winner. The conclusion one can draw from this pseudo-matrix is that there is no value to bid which is beneficial in all cases, so there is no dominant strategy. Also, there is no Nash Equilibrium in this game indicated as follow: If there is a lower bidder and a higher bidder, the rational strategy for the lower bidder is to bid zero knowing that it will lose. The higher bidder will bid a value slightly higher and approaches zero in order to maximize its payoff, in which case the lower bidder has the incentive to outbid the higher bidder to win. With the two cases mentioned above, it can be proved that there is no Nash Equilibrium for the game since either player has the incentive to change its strategy in any reasonable situation. Dynamic formulation and evolutionarily stable strategy Another popular formulation of the war of attrition is as follows: The value of the object to each player is  $V$ . Time is modeled as a continuous variable which starts at zero and runs indefinitely. Each player chooses when to concede the object to the other player. In the case of a tie, each player receives utility  $V/2$ . Time is valuable, each player uses one unit of utility per period of time. This formulation is slightly more complex since it allows each player to assign a different value to the object. Its equilibria are not as obvious as the other formulation. The evolutionarily stable strategy is a mixed ESS, in which the probability of persisting for a length of time  $t$  is: The evolutionarily stable strategy below represents the most probable value of  $a$ . This strategy does not guarantee the win; rather it is the optimal balance of risk and reward. It has also been shown that even if the individuals can only play pure strategies, the time average of the strategy value of all individuals converges precisely to the calculated ESS. In such a setting, one can observe a cyclic behavior of the competing individuals. This result has led to the prediction that threat displays ought not to evolve, and to the conclusion in that optimal military strategy is to behave in a completely unpredictable, and therefore insane, manner. Neither of these conclusions appear to be truly quantifiably reasonable applications of the model to realistic conditions.

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## Chapter 3 : War of attrition (game) - Wikipedia

*Login when prompted. Israel University of Michigan Press en The Israeli security puzzle: conceptions, approaches, paradoxes -- The Sinai War: the making of the second round -- The Six Day War: playing with fire -- The War of Attrition: the first payment for arrogance -- The Yom Kippur War: the war that shouldn't have been -- The.*

Dec 29, Steven rated it it was amazing Political and economic changes are happening like fast moving hurricanes, obliterating everything in their paths. Nothing will remain the same. It will be an unrecognizable landscape. The entire planet will have a new identity. For years the people clamored that the government should take care of them, supply their every need. Be careful what you ask for, Charlotte, because the end result may not be very pretty. Thirty eight years from now residents of the Chicago Metroplex are faced with the ho Political and economic changes are happening like fast moving hurricanes, obliterating everything in their paths. Thirty eight years from now residents of the Chicago Metroplex are faced with the horrors of this clamoring. The world is now run by the One State. They are in control, they supply and run everything. However, there are those who would oppose the One State, who would stand up for Truth. Bible believing Christians are considered terrorists of the most dangerous kind. Calamity Kid, has risen to the number two most wanted of the Federal Bureau of Terrorism since he and his sister, a. The new girl is apparently on the run from the One State and branded a traitorâ€™or is she in fact a double agent? Pull on a pair of kevlar spandex and prepare for the ride of your life. Put away your Wiis, PlayStations and Xboxes. Frank Creed has again spun another verbal masterpiece of Biblical Spec Fiction. Creed creates a world so real you can envision every word, sense every scene as though reality. Yes, Charlotte, this is worth every coin you may spend for this blazing adrenalin pumping adventure. Gamer junkies will howl at this one as the ride gets high octane right from the get go. Frank is a master of word-play and a genius of the analogy. I found myself laughing out loud on several occasions. I call that a good time. The price on his head rings up faster than the National Debt The One State stays hot and heavy on his tail. What crime is he guilty of? The Word of God is though. One State has One Church, and it is believe like they do worship the government or be tagged a Fundi-Terrorist. The Bible has been outlawed and only the Body of Christ has a copy. That is wrinkled into their brains of course by reformation. Want to know what that is? Calamity is accompanied by his sister- hacker extraordinaire- e-girl, wise and proper Grandpa, grumpy and lovable Tinker and a whole cast of new and cool characters. My favorite new character and possible love interest for Calamity Kid in the series is that Latino lovely named Heartbreaker. Is she the real deal or a spy for One State? What I came away with from reading War of Attrition and is a constant theme in Franks writing HE is capable of anything if we just allow HIM to work. I have a serious issue with Mr. Creed that may see him with a few anvil-related knots. I have to wait for the next book. He assures me he is trying. I guess I could give him a break considering he did use the mighty anvil on page That is nearly the end of the book. He better thank his cheesecake he was so wise. How can a gal not love the anvil?

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## Chapter 4 : Wars of attrition and all-pay auctions with stochastic competition - Munich Personal RePEc Archive

*Contents PART I. FOUNDATIONS 1 The Israeli Security Puzzle 4 The War of Attrition The First Payment for Arrogance 5 The Yom Kippur War The War That Shouldn.*

Speece The rationality of strategic thought leading up to and during the conduct of the First World War continues to be a subject of much debate among scholars of military history. Taylor accuses military leadership of belligerent states, obsessed with the idea of quick, decisive and limited war, of committing to full mobilization of nations by railroad timetable. This left political leaders, entangled by treaties, powerless to curb brinkmanship and resolve matters through diplomacy. Keegan instead squares blame on political and military leaders of failing to foresee the changing nature of total war foreshadowed by Clausewitz, leading to unnecessary losses of human life and pyrrhic outcomes. Clausewitz famously described the fundamental nature of war as a duel in which one party seeks to impose their will on the other. Game theorists commonly use the notion of a pistol duel or battle to illustrate games of preemption. Although each combatant may possess different levels of skill, their accuracies increase the more time spent aiming. Each can fire at any time once the duel begins, however if one combatant fires early and misses, the other combatant is free to advance and hit his opponent with certainty. Because the probability that your shot will hit equals one minus the probability of your opponent to hit you, there is no improvement to your survival odds by delaying further. For either combatant to fire later than time 4 yields no advantage in survival probability over standing fast and hoping for the other combatant to miss. The German General Staff in perceived themselves to be at time 2 of an escalating arms race. Furthermore, French and British obstruction to German colonial expansion threatened to choke German industry of the resources needed to sustain its rate of economic growth. The Schlieffen Plan was in this context the ultimate expression of the preemptive duel in strategic thought. The assumption that Clausewitz would recognize this game of preemption as a duel may in fact be an error and misinterpretation of the analogy through a distinctively Anglo-centric lens. The actual word Clausewitz uses for duel is *Zweikampf*, which in his contemporary lexicon implies juridical combat by sword unique to Germanic peoples rather than the more often fatal single combat with firearms which characterized contemporary duels in the British Empire and early United States. Modern *Zweikampf* entails fencing in a confined space while wearing protective equipment until one combatant draws blood from the other, often leaving a visible scar as a badge of honor. Evading your opponent is typically disallowed. The Scandinavian equivalent and perhaps precursor to *Zweikampf* is *holmganga*, which specifies a limited number of shields per each combatant who take turns exchanging blows until blood is drawn. Both combatants have prepared a number of wooden shields at a cost of 1 each and have battleaxes equally capable of cleaving a shield with one blow. Blue has slightly more shields than Red and therefore can expect to endure more blows, but this is not apparent to either party. Furthermore, either combatant would be capable of bartering for an additional barrel of beer if they relinquished their claim to this one and traded 5 shields to the Saxon down the street. Although the Schlieffen Plan called for a decisive victory and avoiding a protracted war of attrition, miscalculated operational friction and underestimated endurance of the Allied Powers led to stalemate. German reputation for perseverance following the First World War contributed to a reputation that deterred conflict throughout the period of rearmament and the Anschluss later in the 20th century. The ordeal is perhaps an even simpler reduction of the war of attrition whereby the prospect of suffering forces the revelation of true convictions of the accused. An accused adulterer might be asked to retrieve a stone from a pot of boiling water or else face the consequences of their alleged crime, which might be less severe than the ordeal. A prudent judge could rig the ordeal to save the accused from harm should they insist on their innocence and attribute the miracle to divine intervention according to structured beliefs. While potentially yielding results biased against the physically weak, trial by ordeal still assists in delivering justice by revealing relative conviction to the arbiter before any suffering occurs. But now consider that Germany as the Red combatant expects a lower value of 10 for retaining this

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prize than France as the Blue combatant who expects. If counter-balancing alliances give both combatants equivalent levels of endurance as envisioned by Realpolitik, Germany should negotiate a settlement before this ordeal even begins. The asymmetry in expected value of the disputed object has a similar effect on expected outcome as an asymmetry in relative endurance. Zenith Press, , How the First World War Began. The First World War. Theory of Games and Economic Behavior. Princeton University Press, , Dixit and Barry J. The Art of Strategy: Norton, , The Art of Strategy, Yale University Press, History of the German General Staff Barnes and Noble Books, ,. The Eve of War. Endeavour Press, , Loc Maney Publishing, , The Art of Strategy, Da Capo Press, , Makers of Modern Strategy: War, Clausewitz and the Trinity.

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## Chapter 5 : War of Attrition (Books of the Underground, #2) by Frank Creed

*a war of attrition was fought between Israel and This was the first time ever that the war with Israel was rather arrogant and euphoric mood of the post.*

Instead, she says she could be sent bankrupt. Debbie Schipp debbieschipp news. Amber Harrison went public with her affair with Seven boss Tim Worner seven months ago. How did it come to this? GOING PUBLIC Harrison came to national attention in December , when, just before Christmas she sensationally emailed news organisations details of an extramarital affair with Worner, including claims of cover-ups, credit card misuse and bullying within the organisation. The affair had begun in and lasted about two years. When it ended, things got messy. It was never about love. AAP She claimed she suffered from distress, shame and panic attacks after she was forced to work out of the same office as Worner. Seven West Media acknowledged the affair, but subsequently launched an investigation into some of the other allegations against Worner, including drug use at company events. Seven said Harrison had been exited from the company over credit card misuse. As the negative publicity continued, it was reported several women at the AFL club had questioned the Swans board over Worner continuing to hold the position. After missing the first home match of the season, he stepped down. Dave Hughes took aim at the scandal as he opened the Logies. It was going really well, but they thought it was too expensive and they tried to cancel it. She then apologised via Twitter to the four women she had named. But a clean break for us all. It was seeking six declarations and orders, including one that Harrison pay their legal costs and another that she declare she was in breach of several confidentiality agreements she signed back in Harrison was not in court, followed proceedings via social media. She said Seven was chasing money that did not exist, and costs would force her into bankruptcy: The cost of this trial was unnecessary. I agreed on Sunday to the court orders Seven seek. Seven choose to run this trial and they should pay for it. On Monday at 2pm, Harrison and Seven, will find out " in dollar terms at least " just what this messy battle has cost them. In the court of public opinion, the jury remains out. News Limited trending in national.

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## Chapter 6 : War Of Attrition -War Of Attrition

*Defensive war of attrition, forcing the Union to spend its resources until it became tired of the war and agreed to negotiate The civil war was the first war that.*

War of Attrition There are many famous wars of attrition that occurred in the last century, the most famous being the western front in WWI the most famous example. But at its heart, the cold war between the USA and the USSR also was a war of attrition, who could keep on spending the most on his military apparatus. The most famous business example is between Skyteam and British Satellite Broadcasting who compete over the U. Pindyck, Wars of attrition are wars between countries or in modern life between countries in which here are 2 players, each period they choose to fight or to quit, simultaneously. The game end when someone decides to quit. If the other player wins first, you win a price:  $V$  can contains a lot of things, not only the victory over the other player, but also your pride and reputation. Each period in which both players fight, they both have a cost of  $C$  per period. If both quit at once, there is no winner and the pay-off is zero. Radhakrishnan, There are three psychological observations Morgan, within war of attrition that cause them to last very long at extremely high costs: So they both will signal they will going to fight the next round. The costs that occurs each period accumulate over the time when the game is played. With all the costs accumulation it is possible that in the end the costs of winning exceeds the price of winning. Escalation of commitment When facing a war of attrition, some players will increase their use of resources to force a victory. While in a game theory setting, the other player will just do the same and increases the costs for both player. Overconfidence bias When in a war of attrition, players are tend to attach a lot to their pride and are inclined to believe they will win the next period and the other player will quit. But even with these psychological observations you can get long and costly wars of attrition, even if everybody is rational and there is no pride or reputation at stake. This paper will show how that will happen. Two Period Dynamic Game with Simultaneous Moves For simplicity we will analyze only a two-period simultaneous move game with incomplete information. The game will consists of two periods in which players A and B both decide to Fight  $F$  or to Quit  $Q$ , in period 1 and in period 2. Player B does not know if player A has choose to fight or to quit. The costs of fighting per period are  $C$  and the pay-off of winning, so fight when the other quits is  $V$ . If one of the players quits in the first period, the game will end and will not be continued in the second period. With  $C$  and  $V$  for both players being the same, makes this example a game with complete information. In a game tree Polak, this will look as follows: They are there but should not be taken into consideration when choosing fight or quit in period 2. They are there anyway and are not retrievable. Subgame-Perfect Nash Equilibria Backward induction can be applied in any infinite-horizon game of complete information in which the players move one at a time and all the previous moves are common knowledge to find the Nash Equilibrium. Gibbons, In dynamic games with simultaneous moves players do not move one at a time, so we cannot apply backward induction directly to find the Nash Equilibrium. In dynamic games, Nash Equilibria can be found in certain pieces of the game, called subgames. A subgame is the piece of an original game that remains to be played beginning at any point at which the complete history of the game thus far is common knowledge. Gibbons, Second Subgame When analyzing the game we can identify two subgames, period one and period two. We will first analyze the second subgame of the game, should you end up in period 2. War of Attrition, Zuiddam  $V$ . The pay-off matrix of the second subgame, ignoring the sunk costs, looks as follows: There are two pure strategy Nash Equilibria in the second subgame: The sunk costs of period 1 are irrelevant. Polak, Now we will determine the Nash Equilibrium in mixed strategies. For player A to be mixing strategies, player A must be indifferent between fight and quit. So we are going to determine the mix of player B to make player A indifferent. We set  $p$  as the probability that player B will fight and  $1-p$  the probability player B will quit. Swank, If A choses fight his pay-off is: Knowing that player B will be mixing strategies with respect to probability  $p$ , in a way to make player A indifferent. If both decide to fight with this probability the pay-off of this subgame perfect Nash Equilibrium will be 0 for

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both players. Now we got the Nash Equilibrium in the second subgame we can backward induct the first stage of the game to continue with the backward induction. First Subgame The first stage of the game now looks as follows: To determine the subgame perfect Nash Equilibrium in mixed strategies for the first subgame, we do exactly the same probability analysis as we did for the second subgame. Because the pay-offs matrixes are identical. Player B does the same thing, because it is a symmetric game. The expected pay-off for each player when they play this mixed subgame perfect equilibrium. Rational players are able to keep on fighting. Conclusion As we have seen in the mixed subgame perfect equilibrium, even rational players are both fighting in both period. This conclusion shows how dangerous wars of attrition can be for both the players. As rational players can get into wars of attrition the eventual costs can be much greater than ever expected and will eventually give losses to all involved. This is why immense costly events like, the BSB-Skyteam price war, the trench warfare in WWI and the arms race in cold war occurred, even when both sides take a rational approach on their mixed strategies. An Introduction to Applicable Game Theory. Supplemental Notes on Wars of Attrition. Lecture Notes on Game Theory. Equilibria in the War of Attrition. College 2, Opgaven Game Theory.

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## Chapter 7 : New Phyrexia/Event decks - MTG Wiki

*the war of attrition outperforms the all-pay auction and thus yields higher revenue than all known sealed bid auctions. Our reasons for examining these alternative, "non-standard" auction forms are three-*

Song linked at title. He must have forgot how to find me. He used to hang around my family. But he never really did understand me. Too many murders on TV. Too many babies in poverty. The Devil comes walking softly. He always stands right behind me. I try to run away but he finds me. I wish that God would talk to me. Music, books, BMX, clothing, cookies, not enough money, too many lazy, self-loathing employees, the end. June 3, They were equal every which way. Nobody was smarter than anybody else. Nobody was better looking than anybody else. Nobody was stronger or quicker than anybody else. All this equality was due to the th, th, and th Amendments to the Constitution, and to the unceasing vigilance of agents of the United States Handicapper General. April for instance, still drove people crazy by not being springtime. And George, while his intelligence was way above normal, had a little mental handicap radio in his ear. He was required by law to wear it at all times. It was tuned to a government transmitter. Every twenty seconds or so, the transmitter would send out some sharp noise to keep people like George from taking unfair advantage of their brains.

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## Chapter 8 : What does attrition mean? | Yahoo Answers

*supported by 23 fans who also own "War of Attrition" I got to see Origin a lot when they first started out. Even when their recordings were a bit slower, they always nearly double timed the songs live.*

Jane Adler February 1, The War on Attrition Jane Adler High attrition rates are likely to continue as the economy finds its footing and competition among acquirers for merchants remains fierce. After being rocked by recession and weak recovery for several years, merchant acquirers may have felt like they turned the corner in December as shoppers finally hit the malls in force. Despite the recent upturn, retail sales generally have been slow. Numerous stores have gone bankrupt. And merchant attrition rates have remained relatively high. Added to that, unemployment stands at a crushing 9. Plus, the housing market remains very weak. Amid the uncertainty, acquirers wonder whether high attrition rates will continue, and whether business formation will pick up. Margin compression is a major concern in a fight for market share that continues to intensify amid changing payments models and new government regulations. And, as discount rates soften for many merchants, new product add-ons are becoming even more important to acquirers as a way to boost profits, hang on to merchants, or attract new ones. Meanwhile, acquirers have cleaned house. The New Norm The industry certainly faces a changed landscape. In other words, acquirers each year need to replace merchants generating about a fifth of their volume just to stay even. Fortunately, business bankruptcies, a big source of attrition, have slowed. Business bankruptcies hit a year high of 60, in , according to The American Bankruptcy Institute. But the 43, business bankruptcies recorded during the first three quarters of Jan. Business filings during the three-month period ending Sept. But entrepreneurs are forming fewer new businesses. Labor Department data, said business formations are not keeping up with business closures. The number of companies with at least one employee fell by , for the 12 months ended March 31, , the second lowest such pace in 18 years. No wonder that acquirers, while feeling slightly more positive, are still quite guarded in their predictions for But card-processing volume is substantially better than it was a year ago, according to Baldwin. Same-store sales started to improve in This uptick helped to offset merchant attrition, says Baldwin. November same-store dollar-volume growth, excluding automobile sales, was 8. Consumers remained concerned about the overall economy. However, they were willing to spend when the price was right, the report says. Noble, chief executive at the North Kansas City, Mo. Noble declined to provide current processing figures, but he notes that volume has been increasing. At Moneris Solutions U. Merchant attrition has leveled off, but remains high in certain geographic regions and business segments, according to Greg C. Cohen, president of the Schaumburg, Ill. Regional retail chains and businesses tied to the real-estate market, such as furniture stores, saw huge card-processing volume drops during the recession. Some retail segments, such as sporting goods and auto parts, have shown improvement. But attrition rates also have been hurt by the fact that acquirers, as the recession deepened, pushed to increase sales among very small, risky merchants. While these new signings raised volumes and merchant counts, the effect was short-lived as many of these businesses failed or were pruned by their acquirers. An effort to sign so-called micro-merchants, those that generate as few as one card transaction a month, also impacted attrition. Prior to the recession, acquirers typically conducted annual reviews of the financial health of their merchants. But now acquirers are more likely to review merchants semiannually, or even quarterly. Moneris changed its review process of so-called future-delivery merchants. These are merchants that sell a product, such as furniture or airline tickets, that is delivered well after the purchase. That opens acquirers to a loss risk if the order is cancelled since they could be liable for the purchase. Moneris now reevaluates these merchants every three or six months. Merchants are contacted frequently. Analytics help flag accounts that may be attrition candidates. For example, a merchant that requests a statement could be sending a warning that it might switch acquirers. BCC Merchant Solutions has tightened its underwriting standards. The ISO no longer gives troubled merchants a second chance. Some workers were laid off. In , Merchant Warehouse purged 4, merchants from its rolls. To streamline operations,

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low-revenue-producing merchants were given 60 days notice of a fee increase. Alternatively, a notified merchant could close its account. The opt-in type approach resulted in back-end savings on the cost of servicing the merchants that closed their accounts. Accounts that were kept open produced more fees. New Products The weak economy did accelerate the introduction of new products by acquirers. Popular offerings include mobile-commerce capabilities, card-not-present features, new analytics and reporting tools, loyalty and gift card programs, and security products. In , First Data plans to introduce more mobile-payment products. Its trusted-service-manager platform allows any card account to be put on a mobile handset. Heartland reconfigured the Chockstone platform to also handle small and mid-size gift card programs. Chockstone now accounts for a meaningful portion of new merchant installations each month, says Baldwin. Acquirers also are offering more joint promotions with banks and the card networks in order to retain and attract customers. Since then, Discover has enlisted all of the top U. Discover also offers a number of programs to spur sales at its merchants. The network ran a yearlong sweepstakes in for cardholders who used their Discover cards. Merchants also were eligible for prizes. Thin Margins Pricing remains a key attrition factor since merchants often leave an acquirer because another supplier offers a better price. In the last 18 months, pricing has generally risen slightly for small merchants and declined for large ones, industry observers say. Nor, because of intense competition, are prices for small merchants likely to rise. Contardi at First Data believes merchants are aware that the point-of-sale experience involves more than card acceptance and its attendant costs. Loyalty and security programs also play a role. The key to lower attrition rates is not pricing, but good customer service, says Savant at The Strawhecker Group. Sales reps need to be aware of equipment issues and special programs, he says. The Fed is still drafting its rules, and no one knows how they ultimately will affect merchant attrition. Heartland Payment Systems, however, does plan to pass price reductions through to merchants. They admit the industry will remain somewhat volatile. But as Helgeson at Merchant Warehouse says:

### Chapter 9 : War of Attrition, Zuiddam V.S. War of Attrition | Victor Zuiddam - racedaydvl.com

*World War I demonstrated to subjugated peoples that the civilized Europeans were capable of barbarity. True Woodrow Wilson was the only major Western leader who supported the rights of self-determination for colonized people, no matter their race.*