



## Poker face or perfect bluff!?

The passion for poker is spreading across our country like a virus, which spares no social class. Everybody is talking about it and one simply cannot abscond from this game. Even on television it is ever present. And, what can I say – I also caught the Texas Hold'em virus.

What an absolutely fascinating game this is. Three to eight players face each other at a table and they all keep their cards close to their chests, consider their options, check, call, raise and bluff as best as they can in order to maximise their own benefits / gains. The viewer keeps an overview of the entire situation at the poker table and can, thus, question the decisions of one player or the other.

This somehow reminds me of the everyday practise in companies. Consider, for example, the “players” purchasing, production, store and sales.

Sales enters the game as the clear “chip leader” with a poker face and, consequently, pulls the strings. The other departments fully concentrate on the sales department, who shows its cards only very reluctantly. The purchasing department opts for “all in” and fills the store to the limits of its capacity. The store department “calls” (wants to see the cards / the goods) and enters the next poker round with a loss of chips / capital.

But who is the true winner of this game? Does bluffing pay in this type of “enterprise game”? Would it not be sensible for all participants to close ranks in order to achieve a synergic effect and maximise the company's profits?

The history of poker is marked by a continuous change of rules so that the most different versions of poker have emerged. Maybe now, at the beginning of the New Year, it is time to consider the company policy and develop a new set of rules. Why not let someone from outside the company check the situation, who puts the cards of all players openly on the table and ensures that bluffing will be punished with a red card the in the future?

Yours,  
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