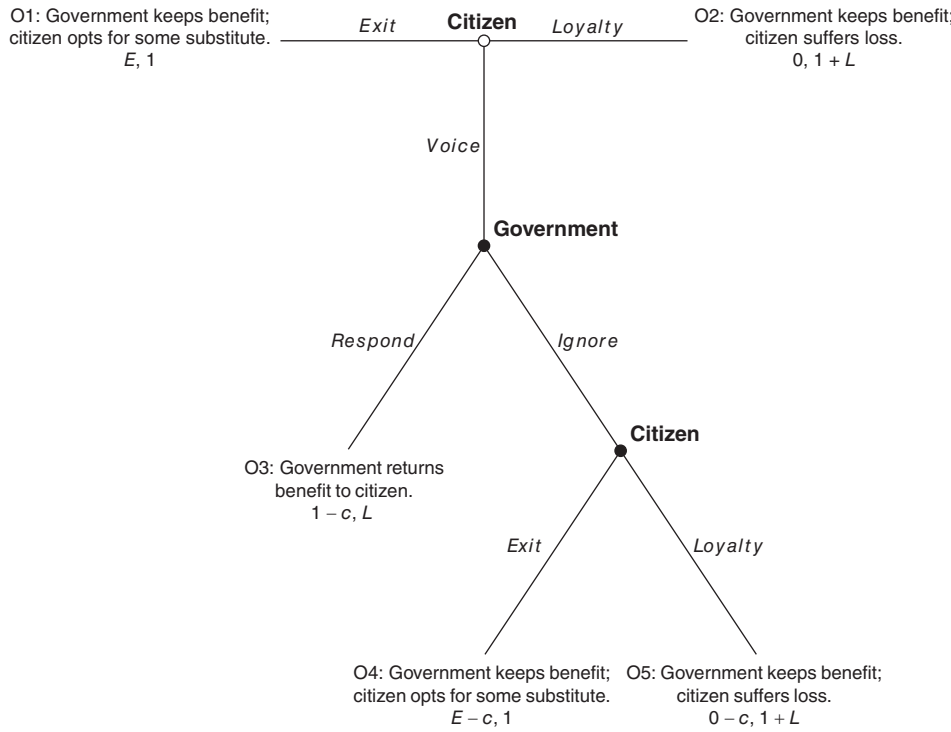
FIGURE 3.2 ■ The Game Tree for the EVL Theory With Payoffs



Note: E = citizen's exit payoff; 1 = value of benefit taken from the citizen by the government; L = government's value from having a loyal citizen who doesn't exit; c = cost of using voice. It's assumed that c, $L > 0$, and that $E < 1 - c$. The citizen's payoffs are shown first because they're the first player to make a choice; the government's payoffs are shown second. A comma separates the payoffs for the two actors.