

**\$2 Bargaining Secret Instructions
which tilt a simple negotiation away
from “splitting the difference”**

Time: 10 minute limit vs. Don't worry if no settlement—the effect of deadlines

Bargaining Range—the effect of expectations and anchoring

50¢ vs. 50¢
80¢ vs. \$1.30
\$1.30 vs. 50¢
\$1.40 vs. \$1.40

Constraints on Competitive/Distributive Behavior—the effect of long-term relationships

Possible tape recorder
You will be dependent on O
Public reputation
O has had a hard time

Tilting toward Competitive/Distributive Behavior—the effect of a tough style, lack of trust

You are a battle ax
O is untrustworthy - be careful
Say as little as possible - be silent
Create tension - be tough

Classroom Situation: repeating with the same person (the effect of prior negotiations on this negotiation)