

THE \$2 BARGAINING SIMULATION

General Instructions

This simulation is about win/lose bargaining. You and another person must divide \$2 between you today; what you get, the other person loses. There may not be any side deals, or "paybacks tomorrow," or circumventions of any other kind; this is straight, distributive (win/lose) bargaining. Please follow the instructions, just for today, even if they are distasteful to you. Many people like this kind of bargaining. Other people hate it. If you hate it, play it out anyway and please tell me in the discussion how you feel about it. Remember, please, no circumventions; please try very hard to follow your Secret Instructions in each iteration of this simulation.

You will have specific, personal instructions with each new partner; they will be different each time. You may not tell anyone else about these instructions until the bargaining is over. Again, please follow the instructions as precisely as possible.

You will have a few minutes to consider strategy and tactics; please make notes as to your plans and ideas about how you will bargain. Here are your questions:

* What do you want here? What is your most optimistic hope? Your realistic expectation? What will you settle for?

* What does the other person probably want? How will you find out?

* How will you persuade the other person?

* What will your moves be?

It is not possible to ask questions for more instructions; just do as well as you can.