

THE \$2 BARGAINING SIMULATION

Secret Instructions

This is zero-sum bargaining and you should get as much of the \$2 as you can, with any story you like.

However, you are a well-known public figure, with a reputation for fairness, decency and graciousness. Your reputation is extremely important to you and you should bear in mind that your colleague is likely to make public anything you say (and how you say it). So--do as well as you can, use any arguments or story you wish, but keep your reputation!