

THE \$2 BARGAINING SIMULATION

**Secret Instructions**

This is zero-sum bargaining. You should get as much of the \$2.00 as you can; make up any story you like; be as effective as you can.

A warning: your colleague has been extraordinarily untrustworthy in all previous \$2 bargaining simulations. Be polite, but please be very much on your guard. Consider carefully anything you are told and be wary. Consider whether you can believe anything your colleague says.