Unit 1: 2 Dollar game

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| SCENARIO 1 |
| *Note for the trainer: Each participant is to only see their instructions. They will have 5 minutes to negotiate and you will then debrief the exercise.*  *Participant 1:*  *This exercise will be timed. Please do everything you can to reach a settlement within 5 minutes. You may make up any story you wish, to win as much of the $2 as possible. However keep in mind that it matters a lot that you are able to meet your deadline and actually reach a settlement; this is your most important priority.*  *Participant 2:*  *Try to get as much of the $2.00 as you can. Bargain as effectively as possible; make up any story you wish. It is extremely important to you that you at least get bus money to get home tonight: 50 cents. If you do not get at least 50 cents, you will be walking for more than an hour and it will be dark and cold, out where you live. Actually, get more if you can; be as effective as possible.*  *Suggestions for the trainer: Try to see how Participant 1 decided on the amount to ask for and what was his strategy in negotiating. For Participant 2, check if they attempted to obtain more than the minimum amount they needed, how they approached the task, how they decided on the amount to ask for and why.* |
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| SCENARIO 2 |
| *Note for the trainer: Each participant is to only see their instructions. They will have 5 minutes to negotiate and you will then debrief the exercise.*  *Participant 1:*  *Try to get as much of the $2.00 as you can; make up any story you want. Whatever else your objectives, you should be careful to get at least 80 cents of the $2.00 because you will have to make a toll call to your family and they will be terribly worried and upset if you do not make that call. So do as well as you can, and remember you must get at least 80 cents.*  *Participant 2:*  *Try to get as much of the $2.00 as you can; make up any story you want. It is really important that you should get at least $1.00 in this round.*  *Suggestions for the trainer: participants in this scenario should negotiate easily as each of their targets sum up to less than the 2 dollars. Try to see who attempted to obtain more than the minimum amount they needed, how they approached the task, how they decided on the amount to ask for and why.* |
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| SCENARIO 3 |
| *Note for the trainer: Each participant is to only see their instructions. They will have 5 minutes to negotiate and you will then debrief the exercise.*  *Participant 1:*  *You have been carefully chosen for a particular goal in this simulation. It is important that you should win at least $1.30. Feel free to make up any story you like; get as much of the $2.00 as you can.*  *Participant 2:*  *Try to get as much of the $2.00 as you can; make up any story you want. It is really important that you should get $1.60 in this round.*  *Suggestions for the trainer: In this case, the total amount participants need to get amounts to more than $2.00. Check how participants negotiated and who made concessions, as well as how they felt about not being able to fulfill the task of obtaining the minimum amount they were asked to. What were their arguments in yielding to the other participant, what future options did they consider, if any.* |
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| SCENARIO 4 |
| *Note for the trainer: Each participant is to only see their instructions. They will have 5 minutes to negotiate and you will then debrief the exercise.*  *Participant 1:*  *You are a well-known and consistent negotiator. You are known for always getting every penny out of every competitor. Please try to imagine that you will never see the other person again, but everyone else who matters to you is waiting to see if you can play this game effectively. Make up any story you want, as strong a case as you can. Get as much of the $2.00 as you can. This is a chance to live up to your formidable reputation as a really effective competitor; go to it!*  *Participant 2:*  *This person you are dealing with probably will not want to tell you about it but he or she has had a terribly hard month. This past month was full of disaster: money troubles, family difficulties, and none of it your colleague’s fault. Through it all, your colleague has been bearing up. Make up whatever story you wish, and get as much of the $2.00 as possible. (Just remember that your colleague has been having a very hard time.)*  *Suggestions for the trainer: This is a complex negotiation because of the instructions creating tension and pressure. Debrief on how the task was approached, elements considered, strategy used and other implications taken into account.* |

*Adapted from:*

[*http://www.bssve.in/StudyMaterials/MB030.pdf*](http://www.bssve.in/StudyMaterials/MB030.pdf) *and* [*http://ocw.mit.edu/courses/sloan-school-of-management/15-667-negotiation-and-conflict-management-spring-2001/lecture-notes/about\_game.pdf*](http://ocw.mit.edu/courses/sloan-school-of-management/15-667-negotiation-and-conflict-management-spring-2001/lecture-notes/about_game.pdf)