## The Silent Bargaining Quiz

1. Someone is going to toss a coin. You have to call it. What do you call:
Heads or Tails?
2. Choose one of the following boxes:

3. a. You're supposed to meet someone in Paris. You know the day and the time, but not the place. Where would you go?
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b. The same question, but this time it's London.
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b. The same question, but this time it's London.
c. The same question, but this time it's New York.
6. A distinguished attractive gentleman (who al so looks wealthy) presents you with a proposition. He says that he is willing to pay everyone responding to this quiz a sum of money. If you all independently ask for the same amount of money, then that's what he will pay each of you. If people independently ask for different amounts, then no-one gets anything.
What will you ask for?
7. The first ballot in a political election has been tabulated. These are the results:

| Brown | 15 |
| :--- | ---: |
| Jones | 28 |
| Robinson | 19 |
| Smith | 29 |
| White | 9 |

Your only interest in this election is purely political: you do not care who's elected, so long as you vote for the winner. In the second ballot, whom will you vote for?
(Circle the name of your choice.)
6. Divide $\$ 100$ into two piles. If everyone divides the $\$ 100$ the same way, then everyone will win $\$ 100$. (Hypothetically.)
7. a. You are in the market for a second-hand car. You've been looking around for some time and have now found just the car you'd like to buy. It's the right colour; it has the right options; it will suit your needs just fine. When you ask about the price, the first price the sellers quote is $\$ 20,650$.
What do you think the final price of the car will be - exactly?
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What do you think the final price of the car will be - exactly?
b. Change the story slightly. Now you're buying a used car for your daughter. It also fills the bill just fine. The first quoted selling price is $\$ 6,650$.
What do you think the final price of the car will be - exactly?
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What do you think the final price of the car will be - exactly?
b. Change the story slightly. Now you're buying a used car for your daughter. It also fills the bill just fine. The first quoted selling price is $\$ 6,650$.
What do you think the final price of the car will be - exactly?
c. Same question as $b$, but now the first mentioned price is $\$ 6,450$.

Again, what do you think the final price of the car will be exactly?

What do our answers as a class tell us about

- the price the seller should first ask, and
- the price the potential buyer should counter with?

Do you see some patterns emerging? - are there focal points where agreement is more likely?

Would you change your answers with the wisdom of hindsight (now you know how other participants answered)?

## Envelopes and Money

1. Everyone gets an empty, blank envelope.
2. You can put any amount of money you wish into your envelope. (No IOUs.)
3. We will give each participant $\$ 10$ if the group as a whole puts a total of $\$ 250$ into the envelopes.
4. Don't talk about this to other participants.
5. Simply put whatever amount you choose into the envel ope and seal it.
6. Write on the back of the envel ope how much you think the group will contribute, and add any comments you wish. Names are not needed.

## The Card Game 1

I keep fifteen black cards and distribute one red card to each of the fifteen participants. I magine that the AGSM's Dean has put up $\$ 1,500$ in prize money: he has offered to pay $\$ 100$ to anyone-either me or one of the participantswho turns up with a pair of cards, one black and one red.

The only stipulation is that the participants can't get together and bargain as a group with me. They have to bargain on an individual basis.
Rule 1: only I can make offers of money for participants' cards. It's a oneshot, takeit-or-leaveit negotiation-an "ultimatum" game, as it were
As a participant, you can either accept or reject my offer. If you accept, then the deal is done. If you reject, then your game is over: you can't make a counteroffer, and I can't come with a higher offer. Either the deal is done or it's lost forever. I have only one chance with each of you, and vice versa.

To analyse this game, put yourself in the participant's shoes: recognise that the participant is likely to accept an offer so long as he or she gets some money. The take-it-or-leave-it rule confers all the power to the person making the offer, and none to the person accepting or rejecting it.

