

## LABORATORY ASSIGNMENT #8 SIMULATION

I have attached two "scripts" to be played out in a pure-person simulation by two subjects whom you choose for the purposes of this assignment. Your role in this exercise is observer/reporter. You will be present while the two people you have chosen to observe attempt to negotiate a solution to the problem with which they have been presented. At the end of the exercise, you'll report a brief summary of the results of the negotiation. More on this later.

The role descriptions given to the two role players cast them as biological researchers employed by two bitterly competitive pharmaceutical firms. Briefly, one firm does biological warfare research for the Government, and needs the skins of 3000 rare calypso cactus plants to neutralize nerve gas in leaky containers which is threatening thousands of lives. The other firm seeks the pulp, or interior, of 3000 calypso cactus plants to produce an emergency batch of serum to stop the unexpected outbreak among several thousand pregnant women of a disease which causes serious damage to unborn children. Only 4000 of the calypso cactus plants are known to exist this year, however. A Mr. Cardoza has 3000 in his possession at this time, and these two doctors have each been authorized by their firms to bid up to \$250,000 to obtain the plants from him. Neither doctor is aware that sharing the plants will solve the problem for both of them.

Dr. Roland and Dr. Jones are to negotiate on their apparent impasse for 15 minutes. You are not to participate in any way. Simply observe the session.

After you have listened to the entire negotiation, submit a one-page summary of the results reached by the two parties: (1) How long did the negotiation last? (2) What is the result? What do they plan to do? (3) If an offer for the cactus plants is to be made, what is the price, and to whom and how will the plants be delivered?

Also, please indicate your responses to the following three questions on the accompanying scales.

1. To what extent did both sides disclose their entire situations?

Full Disclosure    6    5    4    3    2    1    Very Little Disclosure

2. To what extent did the two parties trust each other?

Much Trust        6    5    4    3    2    1    Very Little Trust

3. How complicated was the final arrangement?

Quite Complex    6    5    4    3    2    1    Rather Simple

### Questions:

1. Would you consider this a zero-sum or non-zero sum situation?
2. Was there a relationship between trust and disclosure of information?
3. How does mistrust affect the creativity or complexity of a bargained agreement?
4. In a bargaining situation such as this, before competing against or collaborating with the other person, what should you do first?