



BARGAINING FOR ADVANTAGE



NEGOTIATION STRATEGIES
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G. RICHARD SHELL

Director of the
Wharton Executive Negotiation Workshop



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back more than thirty years e g Allais 1953 Davidson Suppes and Siegel 1957 Flood 1958 Friedman 1%3 Kalisch Milnor Nash and Nering 1954 Lieberman 1%0 Mosteller and Noguee 1951 Rapoport Chammah Dwyer and Gyr I %2 Siegel and Fouraker I %0 Stone 1958 However only in the last ten or fifteen years has laboratory experimentation in economics started its steady transformation from an occasional curiosity into a regular means for investigating various economic phenomena and examining the role of economic institutions Groups of researchers in the USA and abroad have used experimental methods with increasing sophistication to attack economic problems that arise in individual decision making under risk two person bargaining *Game Theory as a Theory of Conflict Resolution* Anatol Rapoport,1974-05-31 Game theory could be formally defined as a theory of rational decision in conflict situations Models of such situations as they are conceived in game theory involve 1 a set of decision makers called players 2 a set of strategies available to each player 3 a set of outcomes each of which is a result of particular choices of strategies made by the players on a given play of the game and 4 a set of payoffs accorded to each player in each of the possible outcomes It is assumed that each player is individually rational in the sense that his preference ordering of the outcomes is determined by the order of magnitudes of his and only his associated payoffs Further a player is rational in the sense that he assumes that every other player is rational in the above sense The rational player utilizes knowledge of the other players payoffs in guiding his choice of strategy because it gives him information about how the other players choices are guided Since in general the orders of magnitude of the payoffs that accrue to the several players in the several outcomes do not coincide a game of strategy is a model of a situation involving conflicts of interests

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