### First Assignments

<table>
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<th>Course:</th>
<th>Negotiation</th>
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<td>Professor:</td>
<td>Chong</td>
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| First Assignment:| Please read the following:  
- **Shell**: Introduction (p.xv-xx)  
- **Handout**: Negotiator’s Dilemma (Below)  
- **Shell**: #1: Bargaining Styles (p.3-25) |
| Additional Notes:| Please come to class prepared to do your first simulated negotiation. The password to the TWEN website will be provided on the first day of class. If you would like access earlier, then please email cschong@usfca.edu to request the password in advance. Thank you. |
The Negotiator's Dilemma: Cooperate or Compete?

This table illustrates the options and possible outcomes of the Negotiator's Dilemma.

Critics of principled negotiation say it's too soft. Negotiation, after all, is usually about conflict and competition. Particularly in a zero-sum, distributive situation, someone must come out ahead. For these reasons, some people say that principled negotiation isn't the best strategy in certain situations. Authors Lax and Sebenius came up with one way to think about strategy in what they call the **Negotiator's Dilemma**, which is similar to the famous Prisoner's Dilemma.

If you know anything about **Game Theory**, you've heard of the Prisoner's Dilemma. In this scenario, two prisoners who are isolated from each other must decide whether to confess to their captors or keep quiet. If one prisoner confesses and the other doesn't, the confessor gets freedom and the other gets 20 years imprisonment. However, if both confess, each of them gets 10 years behind bars. Finally, if both decide to keep quiet, each gets only 5 years of hard time. Each prisoner must choose between two options, but can't make a good decision without knowing what his cohort will do [source: Heylighen].