WALL STREET GAME
NEGOTIATION

Imagine that you will be one of four negotiators in this game.[1] Your goal will be to win as many value points as you can. The game will be played in ten rounds, with each round offering the opportunity to win or lose value points.

You will start with an X card and a Y card. Playing a round means that all players will simultaneously place an X card or a Y card on the table. The value points you will win or lose in each round are determined by your choice (whether to put down an X card or a Y card) and choices of the other players, as follows:

Combination of Choices	X or Y players win or lose
All 4 Ys	All Y players win 10 points each
3 Ys, 1 X	Y players lose 10 points each; X player wins 30 points
2 Ys, 2 Xs	Y players lose 20 points each; X players each win 20 points
1 Y, 3 Xs	Y player loses 30 points; X players each win 10 points
All 4 Xs	All X players lose 10 points each

Note: This game will be played over ten rounds, including three bonus rounds.
- In the fifth round, all gains and losses are multiplied by 3
- In the eighth round, all gains and losses are multiplied by 5
- In the tenth round, all gains and losses are multiplied by 10

Please consider and be prepared to discuss:

What will be your strategy to win at this game? If you have a chance to negotiate with the other three players at your table before the play begins, what would you say? How would you open the negotiation discussion to increase the likelihood that your strategy will be successful?

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[1] Adapted from *Win As Much As You Can* from the Program on Negotiation at Harvard Law School. Problem construction inspired by: Varda Liberman, Steven Samuels, Lee Ross, "The Name of the Game: Predictive Power of Reputations vs. Situational Labels in Determining Prisoner's Dilemma Game Moves, *Personality and Social Psychology Bulletin,* Vol. 30, No. 9 (September 2004): 1175-85.

Note: I am not inserting a copyright statement here because I cannot claim the idea for this type of game, and my format is hardly distinctive.