

Lecture 1 Outline

Part I:

- How we will learn
- Course Content
- How you will be graded
- Course Administration
 - The Reader, the Texts
 - Confidential Information
 - Matching and handouts
 - Web site and time deadlines
 - Feedback Project

- Part II:
 - Distributive Bargaining: Principles and Key Ideas
 - The Zirconia ZT Sale: A Simple, Important Message
 - Anchoring— a Cognitive Bias
- Part III:
 - The Street Streaker—an introductory negotiation
 - Entering your results on Sloanspace web page
 - Pick up Confidential Info and matchups for Salt Harbor—*Brim's* versus *The Easterly* **before you leave class!**

Adopting a posture of:

- Uncoordinated
- Rational
- Self Interested
- Behavior

Results in an awful outcome!