

Lecture 6 Outline

- Part I: Mixed Motive Bargaining Tactics
- Part II: Introductory review of Riggs vs Vericomp
- Part III: Negotiate Riggs vs. Vericomp
 - First of three mixed motive bargaining exercises
 - Single negotiators, teams of two, teams of three

Handouts today=> confidential information:

- **Alphexco versus Betonn**—A team of two negotiators each for Alphexco and for Betonn
- **Email Negotiation**— Negotiating partners assigned by email! Either Mega Market USA or CP Hong Kong