

THE \$2 BARGAINING SIMULATION

Secret Instructions

This person you are dealing with probably will not want to tell you about it but he or she has had a terribly hard month. This past month was full of disaster: money troubles, family difficulties, and none of it your colleague's fault. Through it all, your colleague has been bearing up.

Nevertheless, this is zero-sum bargaining, so get all you can. Make up whatever story you wish, and get as much of the \$2.00 as possible. (Just remember that your colleague has been having a very hard time.)