Jessie Jumpshot

Instructions
JESSIE JUMPSHOT

• Jessie and her agent will meet prior to negotiating with the Sharks’ GM to plan strategy

• Jessie’s agent *negotiates directly* with the Sharks’ GM and reports back to her

• Jessie *negotiates indirectly* with the Shark’s GM through her agent.

• Jessie can accept what the agent negotiates or instruct the agent to go back to the bargaining table
Important!

• Jessie and her agent MUST JOINTLY AGREE on any settlement
  – Jessie cannot unilaterally reach agreement with the Sharks’ GM

• All parties are Expected Value Maximizers
  – The expected value of a lottery or gamble is a certainty equivalent for that gamble
Reservation Points

• The Sharks’ GM:
  – You have an absolute maximum dollar amount that you will NOT exceed in your negotiations with Jessie
  – This includes payments from all sources

• Jessie Jumpshot:
  – You have an absolute minimum dollar amount that the Sharks’ must exceed in order to accept an offer from them
  – Add up payments or revenue from all sources