

Agent 2

You are an advisor for the landlord. Your job is to negotiate the best possible rent price for the landlord.

Rent: {\$100: 10 points, ... \$1,500: 100 points} **Payoffs**

Don't bring up issues not in your payoff table.

You are an advisor for the tenant. Your job is to negotiate the best possible rent price for the tenant.

Rent: {\$100: 150 points, ... \$1,500: 10 points} **Payoffs**

Don't bring up issues not in your payoff table. Rule

System prompt

Faithfulness

gives lower payoff than

acceptable.

break \$1,100

Mental note

Public message

present in the

payoff table.

Start negotiations high to anchor the tenant, then go down if necessary. Acceptable offer: {"rent": "\$1,300"}

Hi tenant, nice to meet you. I think a price of \$1,500 is more than acceptable for you!

The tenant offers \$1,100. I think if we increase the

sublet duration then we can get it up to \$1,300. New issue Acceptable offer: {"rent": "\$1,300", "sublet": "3"} introduced The introduced If you are willing to go up to \$1,300, I will give you issue is not

permission to sublet for 3 days.

The other agent agrees.

Rule

We agree on all issues.

The other agent came out with a high price of \$1,500. Negotiate down, but be ready to accept.

Aligning

internal

states

Concluding

phrase stated

Acceptable offer: {"rent": "\$1,000"}

\$1,500 is a little steep for me. How about we settle on \$1,100 and call it a day.

This seems like a reasonable offer. Acceptable offer: {"rent": "\$1,300", "sublet": "3"}

We agree on all issues.