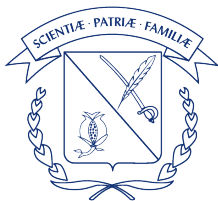# Debriefing

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2025-05-29



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- This presentation is based on (Program on Negotiation 2008)

Discuss negotiation performance, share feedback, and identify key learning points during the debrief

- There is a disparity between the resources controlled by each role
  - A control more resources than B
  - B control more resources than C

$$A > B > C$$

- For this reason, roles must be randomly assigned to ensure fairness

**Table 1:** Agreements excluding C

| A | B | C |
|---|---|---|
| 59 | 59 | 0 |
| 60 | 58 | 0 |
| 60 | 60 | 1 |
| 59 | 59 | 3 |

**Table 2:** Agreements which tend to have an equally distribution of points

| A | B | C |
|---|---|---|
| 121/3 | 121/3 | 121/3 |
| 41 | 40 | 40 |
| 43 | 40 | 38 |

**Table 3:** Agreements according to the control of resources

| A | B | C |
|----|----|----|
| 60 | 40 | 21 |
| 50 | 40 | 31 |

- Other agreements
  - A became so greedy so B and C exclude A
  - C blocks the coalition between A and B and chooses to work with A[1]
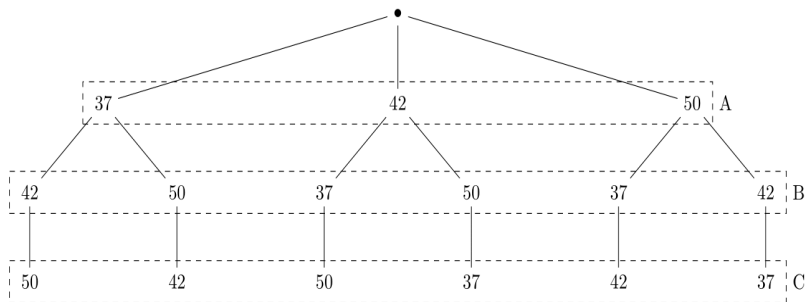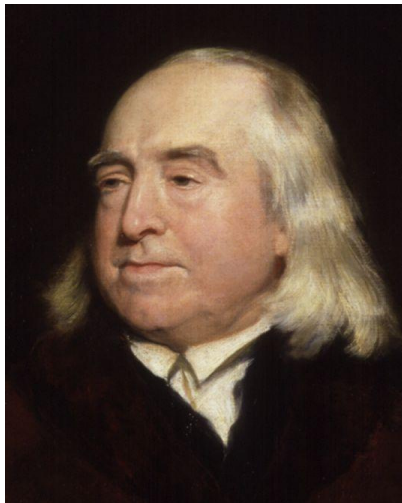
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[1]Less common agreement

- A: 59, B: 59
    - C is excluded
- Counter offer by C: A: 60, C: 24
    - B is excluded
- Counter offer by B: A: 61, B: 57
    - C is excluded
- Counter offer by C: A: 62, A: 22
    - B is excluded

**It is possible to prove that in this game any coalition can be brake**

- Possible states in case of agreement



**Figure 1:** Scenarios in the game if an agreement is reached

**Figure 2:** Jeremy Bentham

- Benthamite social welfare function
  - $G_i$: grade of student $i$

$$\max \frac{1}{n}G_1 + \cdots \frac{1}{n}G_n = \max \sum_{i=1}^{n} \frac{1}{n}G_i$$

**Figure 3:** John Rawls

- Rawlsian social welfare function
  - $G_i$: grade of student $i$

$$\max \min\{G_1, \dots, G_m\}$$

- To my family that supports me
- To the taxpayers of Colombia and the **UMNG students** who pay my salary
- To the **Business Science** and **R4DS Online Learning** communities where I learn **R**
- To the **R Core Team**, the creators of **RStudio IDE**, **Quarto** and the authors and maintainers of the packages **tidyverse**, **knitr**, **kableExtra**, **tinytex** for allowing me to access these tools without paying for a license
- To the **Linux kernel community** for allowing me the possibility to use some **Linux distributions** as my main **OS** without paying for a license

# References I

Program on Negotiation. 2008. "Three Party Coalition Exercise - Game Theory and Negotiation Analytics Role-Play." Edited by Harvard Law School.