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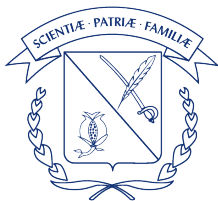
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- This presentation is based on (Program on Negotiation 2008)

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
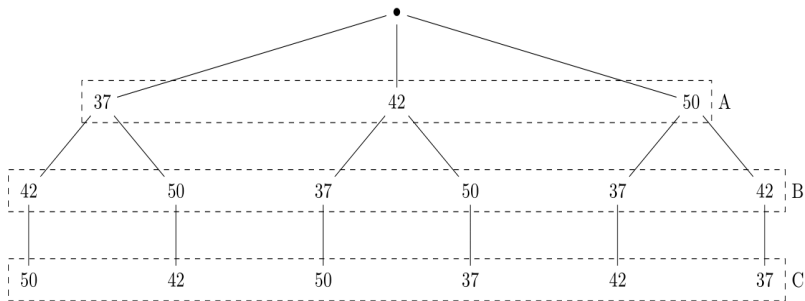
- Possible states

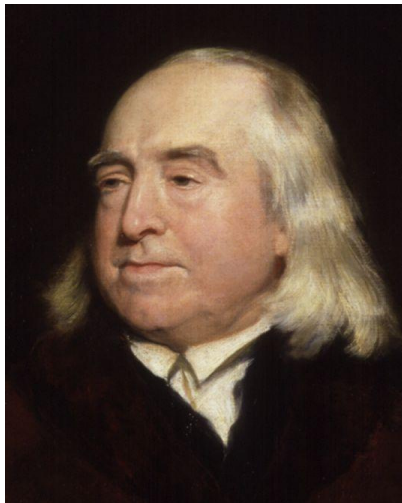

Figure 1: Scenarios in the game

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

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

- 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.