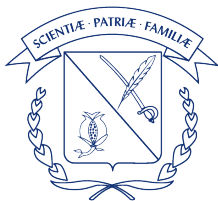


Debriefing

Luis Francisco Gómez López

FAEDIS

2025-05-29



UNIVERSIDAD MILITAR
NUEVA GRANADA

Table of contents I

- 1 Please Read Me
- 2 Purpose
- 3 Resource imbalances and the relationship among the parties
- 4 Types of agreements
- 5 Stability of coalitions
- 6 Fairness criteria
- 7 Acknowledgments



- 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 A¹

¹Less common agreement

- Possible states

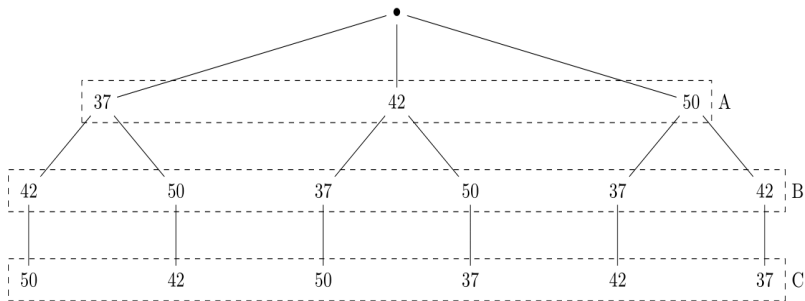


Figure 1: Scenarios in the game

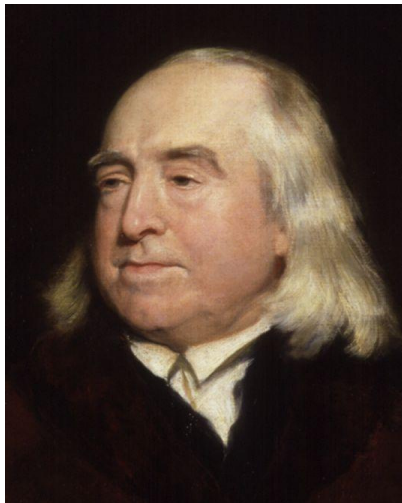


Figure 2: Jeremy Bentham

- 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

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

- 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.