A

Is A a conservative?
$strategy_A == 1X$

A advertises status quo move:
$adv_A == status\ quo$

A advertises highest-payoff move:
$adv_A == pref_A$

Did both players advertise the same thing?
$adv_A == adv_B$

Players get payoffs of advertised moves:
$\pi_A = matrix_A[adv_A, adv_A]$
$\pi_B = matrix_A[adv_B, adv_B]$

Are both players negotiators?
$strat_A == X1\ \&\ strat_B == X1$

Does A have more bargaining power?
$power_A > power_B$

Both players get nothing:
$\pi_A = \pi_B = 0$

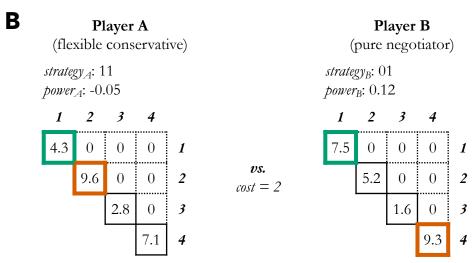**Players get payoff from A's move minus the negotiation cost:**
$\pi_A = matrix_A[adv_A, adv_A] - cost$
$\pi_B = matrix_B[adv_A, adv_A] - cost$

Players get payoff from B's move minus the negotiation cost:
$\pi_A = matrix_A[adv_B, adv_B] - cost$
$\pi_B = matrix_B[adv_B, adv_B] - cost$

B

Player A
(flexible conservative)

$strategy_A$: 11
$power_A$: -0.05

	1	2	3	4	
	4.3	0	0	0	1
		9.6	0	0	2
			2.8	0	3
				7.1	4

vs.
$cost = 2$

Player B
(pure negotiator)

$strategy_B$: 01
$power_B$: 0.12

	1	2	3	4	
	7.5	0	0	0	1
		5.2	0	0	2
			1.6	0	3
				9.3	4

1. A is a conservative, so they advertise the status quo move (default: 1). B is not a conservative, so they advertise their preferred move (highest payoff: 4). These do not match, so play continues.
2. Both players are negotiatiors, but B has more bargaining power than A. Both players play B's preferred move and get the corresponding payoff from the matrix minus the negotiation cost.
3. Outcome: $\pi_A = 7.1 - 2 = 5.1$ and $\pi_B = 9.3 - 2 = 7.3$.