

The Misrepresentation Game

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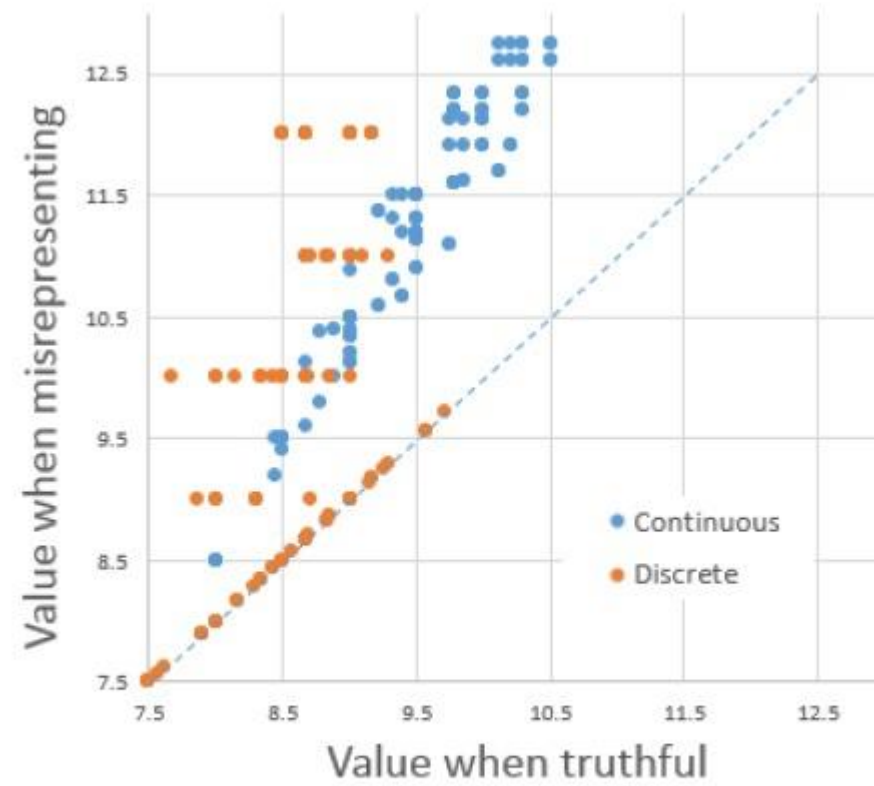


Figure 3: Shows relative advantage of lying for all possible 5-issue negotiations.

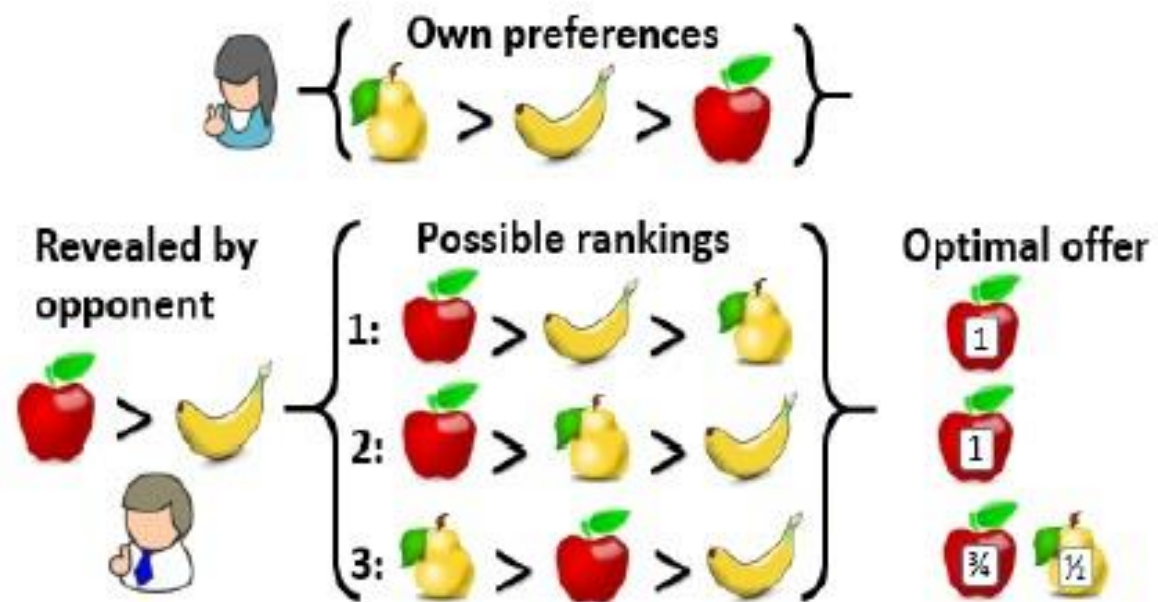
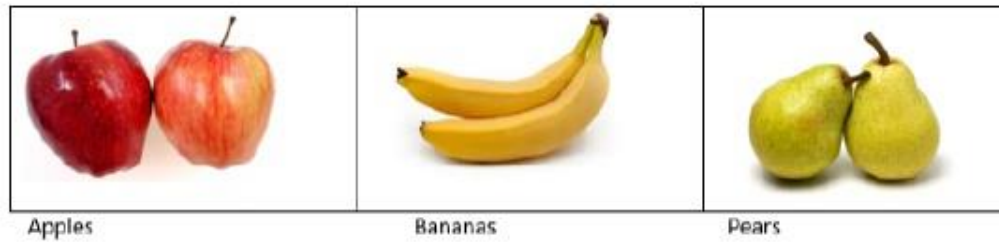


Figure 4: Example of preference elicitation



Imagine you are negotiating over the six items shown above (2 apples, 2 bananas and 2 pears) with another person. Apples are worth \$3 each, bananas \$2 each and pears are \$1 each. Thus, your preference is Apples > Bananas > Pears and you don't know your partner's preference. Below is a dialog between a partner and yourself. Based on your preference and the dialog provided, please decide if you would accept the partner's offer:

Condition 2:	
Partner:	Do you like apples more than bananas?
You:	Yes
Partner:	I like bananas more than apples
Partner:	Do you like bananas more than pears?
You:	Yes
Partner:	I like pears more than bananas
Partner:	How about this, I give you both apples and I get the rest?

Figure 6: An illustration of the “truthful” condition

	% Ac- cept	Satisfied	Trust in partner	Fairness of offer
Fixed-pie Lie	0.88*	3.73+	3.15	3.73*
Honest	0.58	3.12	3.04	2.81
No information	0.56	3.26	3.19	3.04

Table 1: Experimental Results (* $p \leq 0.05$; + $p \leq 0.10$)