

NEGOTIATIONS: INTRO TO GAME THEORY

March 19, 2010 – Federal Courthouse

9:00 a.m. – 12:15 p.m.

3 Hours CLE (including .5 ethics)

Presented by: Cynthia Hoover & Mark Lenz

What is Game Theory?

The study of winning strategies for parties involved in situations where their interests conflict. In short, game theory can provide strategies for negotiations.

Topics to be covered:

- **Rock Paper, Scissors Prisoner's Dilemma**
- **Nash Equilibrium**
- **Tic Tac Toe and Global Thermonuclear war**
- **Two-party bargaining**
- **Multi-party negotiations**
- **Multi-issue negotiations**
- **Repetitive games and Reputation**
- **Ethics**
- **How to Build a Game Tree**
- **Dollar Auction**
- **Schelling point**
- **Offers of judgment**