

### Understanding Game Play

1. How many people were able to complete a negotiated agreement? Provide details.
2. How many people failed to negotiate an agreement? Why not?
3. Did either person try to understand the other person's interests or did you stay focussed on positions?
4. Did either person try to bring FAIRNESS into the negotiations? If yes, what happened? If no, why not?
5. Describe how BATNA and ZOPA played a part in this negotiation.

### Analysis of Bigger Issues

1. This case is a good example of how **shared information** can affect the negotiations. Describe how sharing affected the outcome.
2. Describe how this case is a good example of ***expanding the pie***.
3. This case is a good example of how **interests** can be different from **positions**. Explain.