

# Smartsettle One Competition

## Rules & Strategy

### Cases and Preference Information

Many types of Smartsettle One cases are used in the exhibition. One or more of these cases are made available during a particular competition. Each case represents a negotiation involving one numerical issue, where one party prefers high values and the other party prefers low values.

Review the shared background information for the case that you will be playing. You must make an estimate of your walkaway, your opponent's walkaway and a fair outcome. Based on these estimates you will start your negotiations by inputting values for your "INITIAL PROPOSAL" and "WALKAWAY". You may also be given private information.

**INITIAL PROPOSAL:** Enter a value for your initial proposal that will be shown to the other party. Most negotiators set their initial proposal to a value that is better than they expect the outcome to be.

**WALKAWAY:** Make a realistic estimate of your walkaway. This value is only for your own reference and is hidden from the other party. Your walkaway should be related to what you think would be fair and also what would happen if no agreement were reached with Smartsettle. Consider also all the process costs of that alternative. The other party will never see your walkaway setting. You may change your walkaway reference during the negotiation.

### Arbitration

If the other party is too unreasonable, an outcome can still be guaranteed if both parties agree to the arbitration option provided in Final Session. Smartsettle will use the opinion of an "expert neutral" to determine "fair" and then arbitrate the case, favoring the player who ends up closest to fair. If both parties agree to prepare for arbitration, you will not actually need to do that work in the competition. The costs of preparation for arbitration are simulated by a penalty of 1% of your score in that case.

## **Scoring**

You must complete at least two negotiations to be eligible for scoring. In order to score well, you must reach agreement in more than half of your negotiations. Compete in as many cases as you like but be sure that you have time to finish them. Your final score will be normalized between zero and 100 with a sophisticated formula based on the inputs of all players. Remember that Smartsettle rewards those that exhibit collaborative behavior that values relationships.

## **Finishing**

When you are finished your negotiations, we would appreciate your feedback in the post-negotiation questionnaire.

Thanks for playing. Enjoy the competition.