Example of Bargaining Situations

- (a) General bargaining situations: players have
 - a common interest in reaching an agreement but
 - conflicting interests with respect to what particular agreement to reach.
- (b) An actual chicken game
- (c) A hostage-holding situation
- (d) (Small) child-parent bargaining
- (e) Buyer-seller (e.g., of a house) bargaining
- (f) Labor-management collective bargaining
- (g) The first Berlin Crisis (blockade and airlift), 1948
- (h) The second Berlin Crisis (leading to Berlin Wall), 1959-61 =>
- The Cuban Missile Crisis (1962)
 - In his speech of October 22, 1962, President Kennedy declared that "our unswerving objective" is to get Soviet missiles removed from Cuba.
- (j) The general U.S.-S.U. cold war conflict and nuclear balance
- (k) Other international conflicts

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L Reisser

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