

# WIN AS MUCH AS YOU CAN

## Approaches to Negotiation Revealed

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# INSTRUCTIONS

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- Game is played in 10 rounds
- Each round players select to play an “X” or “Y” on their card
- Points are won or lost in each round based upon the number of Xs and Ys that are played
  - See Scoring Key on Score Sheet
- **NO TALKING:** players cannot talk during the game or between rounds
  - **Exceptions:** players may talk for a limited time in advance of the 5th, 8th, and 10th rounds
    - *5th round = 3 min.*
    - *8th round = 2 min.*
    - *10th round = 1 min.*
- Scores (+/-) received in the 5th, 8th, and 10th rounds are multiplied by 3x
- After the conclusion of the 10th round, players add up their scores and record them on their Score Sheet

# GAME PLAY

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- Before each round, players confidentially select to play an “X” or “Y” on their card
- Once selections have been made, players will simultaneously play their cards
  - “Make your selection. Play your card in 3, 2, 1 . . . “
- Record your individual choice
- Record your individual result
- Multiply your result (if applicable)
- Record individual score
- Make selection for the next round

# PRACTICE ROUND

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# ROUND 1

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# ROUND 2

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# ROUND 3

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# ROUND 4

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ROUND 5

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**03:00**



# ROUND 6

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# ROUND 7

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ROUND 8

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**02:00**



# ROUND 9

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ROUND 10

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**01:00**



# RECORD & REPORT SCORES

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