

The “OFFER GAME” 1.0 (White)

PLAYER 1 GAMESET

Single instruction sheet for both Players for this Game

You, as PLAYER #1, are the DEALMAKER in this first game (Game 1). Player #2 is the RATIFIER in this first game (Game #1). Follow the appropriate instructions below for your role (see below). Player #1 (DEALMAKER) completes the offer and hands to PLAYER #2. PLAYER #2 (RATIFIER) gets an original (blank) copy of this first game sheet for information purposes only. In Game #1, Player #2 will get an “offer” from Player #1, mark up the offer sheet, and then hand it back to Player #1 (DEALMAKER)

1. No talking at all, no body language.
2. Assume this is a “one shot” deal – you will never see this person again

Instructions to PLAYER #1 (DEALMAKER): You are the deal-maker. You have been given \$100 with a condition. You must make a written offer (any offer) to PLAYER #2. The range of the offer can be from you keeping the \$100 (i.e. your offer is \$0 - \$100) to you offering PLAYER #2 the entire amount (i.e. your offer is \$100 – \$0). Any other offer in this range is also ok to make (i.e. offering them \$1.00 - \$99.00; or \$50.00 - \$50.00; etc.)

The FIRST number you put on the offer sheet is what you are offering PLAYER #2. The SECOND number on the offer sheet is what you are proposing to keep. The offer sheet is below – tear it off and fill out as you see fit. Then, hand this “torn off” part of the offer sheet to PLAYER #2.

Instructions to PLAYER #2 (RATIFIER): You may either accept the offer by marking the “yes” block or reject the offer by marking the “no” block. There is no follow-on – this is a one-shot deal. If you mark “yes”, then the money is divided up according to the offer on the sheet. If you mark “no”, then neither you nor the Dealmaker get ANY of the money (i.e. it disappears) There is only 1 round in this game.

=====TEAR OFF HERE=====

I, PLAYER #1 (DEALMAKER) have \$100 – I am offering you _____ and I plan on keeping _____ (the two amounts must add up to \$100). You have the option of accepting the offer by saying “yes” or rejecting it by saying “no”

PLAYER #2 (RATIFIER) – YOUR RESPONSE IS:

_____ Yes

_____ No

The "OFFER GAME" 2.0 (Blue)

Instruction Sheet for PLAYER #1 (RATIFIER)

1. No talking at all, no body language.
2. Assume this is a "one shot" deal – you will never see this person again

PLAYER #1(RATIFIER): You are the ratifier for the deal – i.e. you can accept it or turn it down.
The below is for your information only.

PLAYER #2(DEALMAKER) has been given some money and will make you an offer.

You will get the offer sheet after the Dealmaker has torn off the "offer" portion of their sheet,
and completed the amount of the offer.

The number you see on the offer sheet is what you are being offering by PLAYER #2.

You may either accept the offer by marking the "yes" block or reject the offer by marking the
"no" block. There is no follow-on – this is a one-shot deal. If you mark "yes", then the money is
divvied up according to the offer on the sheet. If you mark "no", then neither you nor the
Dealmaker get ANY of the money (i.e. it disappears)

===== FOR ILLUSTRATION PURPOSES, this is what the offer sheet looks like =====

I, PLAYER #2 (DEALMAKER) am offering you _____. You have the option of accepting the
offer by saying "yes" or rejecting it by saying "no"

PLAYER #1 (RATIFIER) – YOUR RESPONSE IS:

____ Yes

_____ No

The “OFFER GAME” 3.0 (Yellow)

Instruction Sheet for PLAYER #1 (DEALMAKER)

1. No talking at all, no body language.
2. Assume this is a “one shot” deal – you will never see this person again

PLAYER #1 (DEALMAKER): You are the deal-maker. You have been given \$1,000 with a condition. You must make a written offer (any offer) to PLAYER #2. The range of the offer can be from you keeping the \$1,000 (i.e. your offer is \$0) to you offering PLAYER #2 the entire amount (i.e. your offer is \$1,000). Any other offer in this range is also ok to make (i.e. offering them \$1.00 or \$50.00, etc.)

The first number you put on the offer sheet is what you are offering PLAYER #2 (RATIFIER). The SECOND number is what you plan to keep for yourself. After you write down the offer numbers, tear it off and hand it to your Ratifier.

PLAYER #2 (The Ratifier) will either accept the offer by marking the “yes” block or reject the offer by marking the “no” block. There is no follow-on – this is a one-shot deal. If PLAYER #2 marks “yes”, then the money is divided up according to the offer on the sheet. If PLAYER #2 marks “no”, then neither PLAYER #1 nor PLAYER #2 get ANY of the money (i.e. it disappears)

There is only 1 round in this game.

=====TEAR OFF HERE=====

I, PLAYER #1 (DEALMAKER) have \$1,000 – I am offering you _____ and I plan on keeping _____ (the two amounts must add up to \$1,000). You have the option of accepting the offer by saying “yes” or rejecting it by saying “no”

PLAYER #2 (RATIFIER) – YOUR RESPONSE IS:

____ Yes

_____ No

The "OFFER GAME" 4.0 (Green)

Instruction Sheet for PLAYER #1 (RATIFIER)

1. No talking at all, no body language.
2. Assume this is a "one shot" deal – you will never see this person again

Player #2 is the deal-maker. They have been given \$1,000 with a condition. They will make a written offer (any offer) to you, PLAYER #1. The range of the offer can be from them keeping the \$1,000 (i.e. the offer is \$0 - \$1,000) to them offering you, PLAYER #1, the entire amount (i.e. their offer is \$1,000 – \$0). Any other offer in this range is also ok to make (i.e. offering \$1.00 - \$999.00; or \$500.00 - \$500.00; etc.)

The FIRST number they put on the offer sheet is what they are offering you. The SECOND number on the offer sheet is what they propose to keep. The offer sheet is below and is for you information only. They will tear off and fill out as their offer sheet and hand it to you, PLAYER #1.

PLAYER #1 (RATIFIER): You may either accept the offer by marking the "yes" block or reject the offer by marking the "no" block. There is no follow-on – this is a one-shot deal. If you mark "yes", then the money is divided up according to the offer on the sheet. If you mark "no", then neither you nor the Dealmaker get ANY of the money (i.e. it disappears). There is only 1 round in this game.

=====FOR ILLUSTRATION PURPOSES, this is what the offer sheet looks like=====

I, PLAYER #2 (DEALMAKER) have \$1,000 – I am offering you _____ and I plan on keeping _____ (the two amounts must add up to \$1,000). You have the option of accepting the offer by saying "yes" or rejecting it by saying "no"

PLAYER #1 (RATIFIER) – YOUR RESPONSE IS:

_____ Yes

_____ No