

# The “OFFER GAME” 1.0 (White)

## PLAYER 2 Gameset

### Single instruction sheet for both Players for this Game

PLAYER #1 is the DEALMAKER in this first game (Game 1). **You, as Player #2, are the RATIFIER in this first game (Game #1).** Follow the appropriate instructions below for your role. Player #1 (DEALMAKER) completes the offer and hands to PLAYER #2. For Game #1, PLAYER #2 (RATIFIER) gets an original (blank) copy of this game sheet for information purposes only (see below). In this first game, Player #2 (RATIFIER) 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 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) 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 (Yellow)

### Instruction Sheet for PLAYER #2 (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 #2 (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 #1. The range of the offer can be from you keeping the \$1,000 (i.e. your offer is \$0) to you offering PLAYER #1 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 (and ONLY) number you put on the offer sheet below is what you are offering PLAYER #1, you plan on keeping the rest. PLAYER #1 DOES NOT KNOW the total amount of money involved (i.e. they do not know that there is \$1,000 on the table). Hence, you only enter the “offer” and not a “balance you’d keep” number; otherwise, the ratifier could figure out how much total money is on the table for this game. 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 #1.

PLAYER #1 (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 #1 marks “yes”, then the money is divvied up according to the offer on the sheet. If PLAYER #1 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 #2 (DEALMAKER) am offering you \_\_\_\_\_. You have the option of accepting the offer by saying “yes” or rejecting it by saying “no”

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PLAYER #1 (RATIFIER) – YOUR RESPONSE IS:

\_\_\_\_ Yes

\_\_\_\_\_ No

## The "OFFER GAME" 3.0 (Blue)

### Instruction Sheet for PLAYER #2 (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 (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 #1 has been given \$1,000 with a condition 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 FIRST number you see on the offer sheet is what you are being offering by the Dealmaker, and the SECOND number is what the Dealmaker proposes to keep for themselves.

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 #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"

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PLAYER #2 (RATIFIER) – YOUR RESPONSE IS:

\_\_\_\_ Yes

\_\_\_\_\_ No

## The "OFFER GAME" 4.0 (Green)

### Instruction Sheet for PLAYER #2 (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 #2 (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 #1. The range of the offer can be from you keeping the \$1,000 (i.e. your offer is \$0 - \$1,000) to you offering PLAYER #1 the entire amount (i.e. your offer is \$1,000 – \$0). Any other offer in this range is also ok to make (i.e. offering them \$1.00 - \$999.00; or \$500.00 - \$500.00; etc.)

The FIRST number you put on the offer sheet is what you are offering PLAYER #1. 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 #1.

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PLAYER #1 (RATIFIER): 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 Player #1 marks "yes", then the money is divided up according to the offer on the sheet. If Player #1 marks "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 #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"

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PLAYER #1 (RATIFIER) – PLAYER #1 RESPONSE IS:

\_\_\_\_ Yes

\_\_\_\_\_ No