Important Tips for Negotiating an Energy Bill

- This exercise introduces a role-specific scoring system to help you better understand your relative priorities across the issues and options. There is a confidential summary of your "points" for all potential options for all 6 issues at the end of your instruction packet—please use this to compare the relative value to you of possible options within different issues. Any option that will benefit your interests has been assigned positive points; any option that will hurt your interests has been assigned negative points. You may accept an option with negative points on some issues, as long as your net point total is positive. **Note: Senator Adams and Senator Brown have each created their own scoring system, using different metrics and scales, so <u>you should not attempt to compare points across negotiators.</u>**

- Your goal is to negotiate a package that will yield the highest possible net positive point total for yourself, while still being acceptable to the other negotiator. **You should not agree to any package with a negative net point total.**

- Please stick with the assigned issues and points, and **do not invent additional issues or scoring systems**; assume that the given scoring system represents your true preferences.

- For simplicity, **please assume all issues are independent**, i.e. the option chosen for one issue will not affect the point value of potential options for another issue.

- You may share as much information as you wish with the other negotiator, **but you may not show your instructions to the other negotiator at any time before or during the negotiation. This is a negotiation simulation, not a math exercise, so make sure you discuss the actual issues and your priorities (do not reveal your points to the other negotiator).**

- Please use the provided results survey to record your agreement (or lack of agreement). If you come to an agreement, you must jointly agree on a package including one option from within each of the 6 issue areas.

- If you have any questions, please ask your instructor for clarification.

Good luck!