Name $\qquad$
Date $\qquad$

## Prisoner's Dilemma

| You and your cohort are in prison for a crime. A police officer takes you and your friend <br> aside separately for questioning. The officer gives you several options: <br> 1. Confess to the crime and turn in your accomplice. If you do this and your accomplice <br> does not, you will be set free. <br> 2. If you turn in your accomplice and he or she turns you in as well, you both will serve <br> reduced, but still long, sentences. <br> 3. Say nothing and hope your accomplice says nothing. If neither of you confess, they will <br> have only a small amount of evidence and you both will serve short sentences. <br> 4. Say nothing. If your accomplice confesses and turns you in, you will serve a maximum <br> sentence and he or she will go free. <br> What do you do? Why? <br>  <br>  <br>  <br>  <br>  <br>  <br>  |
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0,1 (lose, win)
Your accomplice turns you In, and you remain in jail for the maximum sentence


0,0 (lose, lose)
You both confess and turn in your accomplice. You both serve a substantial sentence in prison

## 1,1 (win, win)

Neither you nor your accomplice confesses or turns the other in. You both serve a drastically reduced

- sentence due to lack of evidence
- 1,0 (win, lose)

You turn in your accomplice and are allowed to go free.

We use the "Prisoner's Dilemma" as an example of cooperative rather than competitive work. If the prisoners work together they can ensure that they both get the best outcomes. If they compete, one will win and one will lose, or both will serve extended sentences. A debate is an example of a competitive discussion.
What is the goal of a debate?

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| What is the goal of a negotiation? |
| Usually, we practice debating skills. |
| In debates we usually have 1,0 (win, lose) results. One side "wins" the argument. The <br> other side "loses." Just because one side wins, however, doesn't mean that the other side <br> suddenly agrees whole-heartedly with the winners. |
| What different skills do you need when you are cooperating (in negotiations) rather than <br> competing (as in a debate)? |
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