Name_	 _
Date_	 _

## Prisoner's Dilemma

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

for the maximum sentence	You both serve a drastically reduced <ul><li>sentence due to lack of evidence</li></ul>	
<b>0,0</b> (lose, lose) •	• 1,0 (win, lose)	
You both confess and turn in your	You turn in your accomplice	
accomplice. You both serve a substantial sentence in prison	and are allowed to go free.	
r		
We use the "Prisoner's Dilemma" as an examp work. If the prisoners work together they can early If they compete, one will win and one will lose	ensure that they both get the best outcomes.	
debate is an example of a competitive discussi-	on.	
What is the goal of a debate?		
What is the goal of a negotiation?		
Usually, we practice debating skills.		
In debates we usually have 1,0 (win, lose) resu	alts. One side "wins" the argument. The	

**1,1** (win, win)

Neither you nor your accomplice

confesses or turns the other in.

**0,1** (lose, win)

Your accomplice turns you

In, and you remain in jail

suddenly agrees whole-heartedly with the winners.

competing (as in a debate)?

other side "loses." Just because one side wins, however, doesn't mean that the other side

What different skills do you need when you are cooperating (in negotiations) rather than