

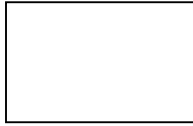


**0,1 (lose, win)**  
 Your accomplice turns you  
 In, and you remain in jail  
 for the maximum sentence

**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

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

• **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?
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 other side “loses.” Just because one side wins, however, doesn’t mean that the other side suddenly agrees whole-heartedly with the winners.
What different skills do you need when you are cooperating (in negotiations) rather than competing (as in a debate)?