Prof. Mary P. Rowe

THE \$2 BARGAINING SIMULATION

Secret Instructions

Try to get as much of the \$2.00 as you can. Bargain as effectively as possible; make up any story you wish.

It is extremely important to you that you at least get bus money to get home tonight: 50 cents. If you do not get at least 50 cents, you will be walking for more than an hour and it will be dark and cold, out where you live. Actually, get more if you can; be as effective as possible.