

THE BALI TABLE NEGOTIATION

ROLE INFORMATION FOR ALEX (COMMON TO BOTH ALEX AND MORGAN)

Morgan and Alex were for 25 years the sole partners in a very successful law firm. Three months ago, they decided it was time to split the partnership and go their separate ways. During their partnership, they jointly acquired many items in the office, all of which they were able to easily split or throw away....except for the Bali Table.

This much revered desk had been part of the law firm from the start. Twenty-six years earlier, when Morgan and Alex were in law school together, they started their plans to have a shared practice. Morgan's fiancé (Chris), wanting to help this venture, found the Bali Table in the rear of an old antique store. It was scratched, dented and falling apart, but Morgan's fiancé, having a keen eye for these things, immediately realized its extrinsic value as well as its intrinsic worth. The Bali Table became the first piece of furniture for Morgan's and Alex's new law practice. Chris scrounged up what money she could and paid \$500 for the Bali Table. Once purchased, Chris had the table brought to Alex who was well known as having a long passion for woodworking. Over the first year of their practice, Alex spent many hours successfully restoring this table back to life. After several attempts by each, with both seated at the table, to argue, cajole and threaten the other for possession of the Bali Table, their mutual bitterness subsided to the point where they were willing to try one more time, for in two days the office would close and new tenants will move in.

INFORMATION EXCLUSIVELY FOR ALEX

You are prepared to offer Morgan \$10,000 for the Bali Table. It is an antique, century-old table and is clearly in need of repair. After some restoration work, you feel the table would bring approximately \$17,500 on the open market, and while you have invested your labor and love in it, of greater importance is to secure the cash from its sale to outfit the new office you will be opening in the next town, 50 miles away, in two weeks. Better yet, you have a client that has offered you \$20,000 for the Bali Table if you can deliver it to him before he moves to the coast in a week. After 7 days from now, the deal would be off. An added complication is the state of the relationship with Chris, Morgan's fiancé. Chris has great control over Morgan and even though you had dated Chris while back in Law School, your relationship over the years has been strained. You are convinced that you stand a better chance of getting the table if you bring Chris up in the negotiation and offer to settle any unresolved misunderstandings between Chris and you.

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INFORMATION EXCLUSIVELY FOR MORGAN

You are prepared to offer Alex \$10,000 for the Bali Table. You have rented another office space in town with a conference room where the table would fit perfectly. The office opens in a week with clients already scheduled for that day. You would accept an offer from Alex of no less than \$12,500 to take the table.

However, Chris, who originally purchased the table, strongly feels the table is worth at least \$5,000 more on the open market. Chris has had a long history of contentious relationship with Alex. Chris feels that Alex had been bullying you and forcing the breakup of the law office. Chris wants nothing to do with Alex but the Table has become a symbol to each one of you. It was at the Table that you proposed to Chris.

Blue Sheet (Rounds 1, 3, 5, 7)

	A	B
X	Blue gets 0 White gets +15	Blue gets -10 White gets +10
Y	Blue gets +5 White gets +5	Blue gets +20 White gets 0

Blue Sheet (Rounds 1, 3, 5, 7)

	A	B
X	Blue gets 0 White gets +15	Blue gets -10 White gets +10
Y	Blue gets +5 White gets +5	Blue gets +20 White gets 0

White Sheet (Rounds 2, 4, 6, 8)

	A	B
X	Blue gets +15 White gets 0	Blue gets +10 White gets -10
Y	Blue +5 White +5	Blue gets 0 White gets +20

White Sheet (Rounds 2, 4, 6, 8)

	A	B
X	Blue gets +15 White gets 0	Blue gets +10 White gets -10
Y	Blue +5 White +5	Blue gets 0 White gets +20

BLUE / WHITE BARGAINING TALLY SHEET

	Blue	White
Round		
1		
2		
3		
4		
5		
6		
7		
8		
Total:		

AX: _____

AY: _____

BX: _____

BY: _____

Blue _____

White _____