PacRim CA Cheat Sheet

**Parties**

* **Fuji**
  + Regional power, large island country w/ pop of 68mil
  + Importer of rice but can only buy from one country in agreement
  + Facilitative role, capable of brokering agreement between Indocarta and Hawani
  + **Culture context:** Understand both high- and low-context cultures
* **Indocarta**
  + Religious and homogeneous
  + Main export is rice, economy is dependent on rice export
  + **Culture context**: Emphasis on emotion and personal relationship; may sign agreements but not uphold them unless trust is present; must “save face”; expresses discontent non-verbally
* **Hawani**
  + Secular nation
  + Produces rice and receives 50% of export income from rice
  + Stormy historical relations between Hawani and Indocarta
  + **Culture context:** “Time is money”; formal and professional; impatient if conversations digress from negotiations

**Negotiation Dynamics**

* Fuji can only buy rice from **one country**, although mutual side-agreement can result in both countries providing rice together
* Starting price is $10/bushel; Recession causes price drops of $1 in Rounds 4, 7, and 10
* Indocarta and Hawani negotiate together **first** before meeting Fuji

**Main Themes \*\*look out for videoing\***

* Unspoken preference of a joint agreement but Fuji cannot suggest it; how does a cooperative agreement take form? Look for **non-verbal signals**
* Cultural contexts:
  + Valuing relationship vs. valuing time
  + Collectivist/community-oriented mindset vs. individualist mindset
  + Emotional vs. professional handling
  + Informal vs. formal
* Using uncertainty to build time pressure
* Building trust **and** momentum

**GENERAL INSTRUCTIONS (Given to negotiators)**

1. We have designated rooms for each team on your role matrix.
2. This is a multi-round exercise with **10 rounds.** In certain rounds only two parties will meet and the other party will remain out of earshot. With the exception of Round 1, odd number rounds will consist of two, 7-minute sessions in which Indocarta and Hawani each get an opportunity to meet privately with Fuji. **An agreement may be reached in any round.**
3. Rounds will be based on the following schedule:

Round 1: Indocarta and Hawani (15min)

Round 2: All three parties (15min)

Round 3:

*Session 1: Indocarta and Fuji (7 min)*

*Session 2: Hawani and Fuji (7 min)*

Round 4: All three parties (15 min)

Round 5:

*Session 1: Hawani and Fuji (7 min)*

*Session 2: Indocarta and Fuji (7 min)*

Round 6: Indocarta and Hawani (15 min)

Round 7:

*Session 1: Indocarta and Fuji (7 min)*

*Session 2: Hawani and Fuji (7 min)*

Round 8: All three parties (15 min)

Round 9:

*Session 1: Hawani and Fuji (7 min)*

*Session 2: Indocrta and Fuji (7 min)*

Round 10: All three parties (15 min)

1. Only two parties are required for an agreement. Written agreements should be submitted to the CAs. Signed agreements should include who is selling rice and at what price.
2. **Written and signed agreements must be submitted to the Course Assistant by the end of Round 10** or it will be considered a no deal. After you have turned in agreements you should visit the online fast results form to submit the details and specifics of your agreement. Please make sure to note in which round you reached agreement.

**Schedule:**

9:30-10:15 Individual prep (Land Hall)

10:15-10:30 Break to transit to rooms

Schedule:

1:45-2:15 Individual prep (Land Hall)

2:15-2:30 Break to transit to rooms

2:30-2:45 Round 1

2:45-3:00 Round 2

3:00-3:15 Round 3

3:15-3:30 Round 4

3:30-3:45 Round 5

3:45-4:00 Round 6

4:00-4:15 Round 7

4:15-4:30 Round 8

4:30-4:45 Round 9

4:45-5:00 Round 10

5:00 Return results to Land Hall; Receive Hot Debrief Forms

5:00-5:30 Hot Debrief

5:30-5:45 Transition to Land Hall

5:45-6:30 Plenary Debrief in LAND Hall

**ALL STUDENTS SHOULD BE IN LAND HALL NO LATER THAN 1:45PM!**

**CA SPECIFIC INSTRUCTIONS**

1. Players who are not participating in a round should be asked to wait outside. They should not speak with anyone about the negotiation during this time.
2. Follow the round schedule strictly and be strict with time limits. In order for their agreement to count in that round it must be handed in before the designated end time of the round.
3. There are updates that must be **announced** to all negotiators and written delivered confidential updates for some parties right **before** **rounds 4, 7, and 10.** (see below)
4. A result can be reached in any round.
5. Part of the learning for this exercise is creative deal design, reading between the lines, and side deals. This is an unscored simulation.
6. They are required to submit signed agreements to you. If they only hand you one, you can then ask if there were any additional side deals (there might not be). **As soon they hand in results to you they should open their emails to submit the online fast results form** (this will take them through the details on side deals etc).

**Announcements and Handouts:**

**Before Round 4:**

Make the following announcement:

*The worldwide recession has deepened. This has sent stock markets tumbling and caused fear in many agricultural markets, including the rice market. Because of this speculation, the price of rice has fallen by $1 per bushel. This is a significant blow to any country producing rice.*

(NOT TO BE SAID UNLESS ASKED: The market price of rice is now $9/bushel)

**Then give the Green Handout Marked Round 4 to Hawani and the Yellow Handout Marked Round 4 to Indocarta.**

**Before Round 7:**

Make the following announcement:

*The weather has been absolutely perfect for rice growing this year. Both Hawani and Indocarta have had bumper crops. Due to this surplus, countries producing rice have been forced to drop their price by another $1 per bushel.*

(NOT TO BE SAID UNLESS ASKED: The market price of rice is now $8/bushel)

**Then give the Green Handout Marked Round 7 to Hawani and the Yellow Handout Marked Round 7 to Indocarta.**

**Before Round 10:**

Make the following announcement:

*There has been a downturn in many agricultural sectors of Hawani and Indocarta because the people fear that there may be no agreement forthcoming. The price of rice has again dropped by $1 per bushel.*

(NOT TO BE SAID UNLESS ASKED: The market price of rice is now $7/bushel)

**There are no handouts for this round**