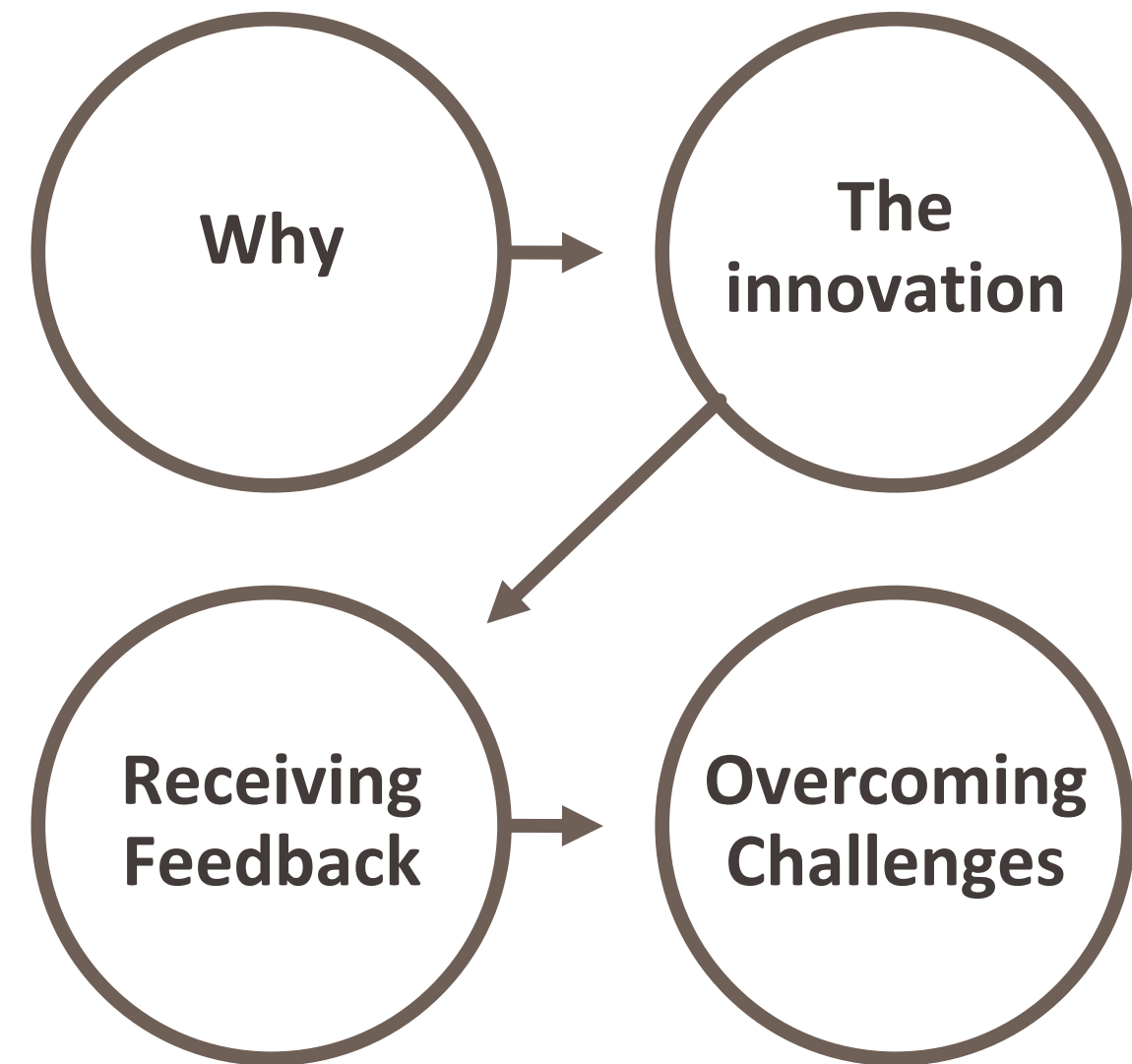# Learning Negotiation

With
iDecisionGames

Presented by:

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SMU Yong Pung How School of Law

Innovating with iDecisionGames

Why → **The innovation**

Receiving Feedback → **Overcoming Challenges**

TEACHING NEGOTIATION

A course for law students to learn practical negotiation concepts and skills that may be used in their future legal practice. This skills-based course relies heavily on practice, feedback and collective learning.

Win As Much As You Can

Payoff Schedule

4 Xs: Lose 1 Each
3 Xs: Win 1 Each 1 Y: Lose 3
2 Xs: Win 2 Each 2 Ys: Lose 2 Each
1 X: Win 3 3 Ys: Lose 1 Each
4 Ys: Win 1 Each

Round	Your Choice (circle one)	Group's Pattern of Choices	Your Payoff	Your Balance
1	X Y	__X___Y		
2	X Y	__X___Y		
3	X Y	__X___Y		
4	X Y	__X___Y		
5 (Bonus)	X Y	__X___Y	*3	
6	X Y	__X___Y		
7	X Y	__X___Y		
8 (Bonus)	X Y	__X___Y	*5	
9	X Y	__X___Y		
10 (Bonus)	X Y	__X___Y	*10	

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HOW THE INNOVATION BEGAN

- From necessity during the pandemic...

- To harnessing tools that facilitate:
  - Visualising of real-time trends
  - Receiving and giving feedback &
  - Collective learning

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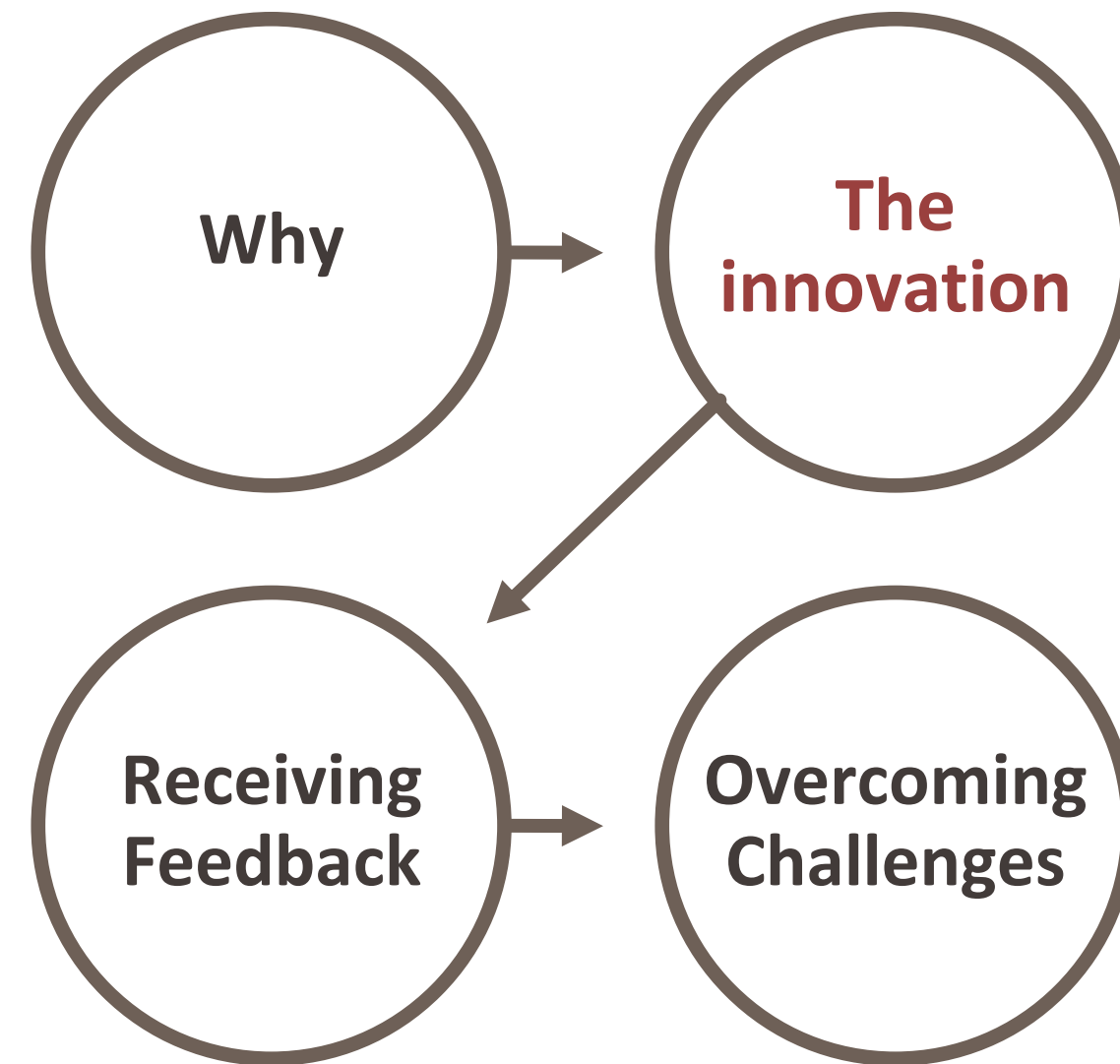
IDECISIONGAMES

- A platform for running group exercises and simulations by
  - Making it easy to group participants
  - Gathers specific information for purpose of post-exercise debrief
  - Provides real-time visualisation of results, trends and answers to questions

Distribution of instructions

Students have individual accounts in platforms to receive instructions according to allocated roles.
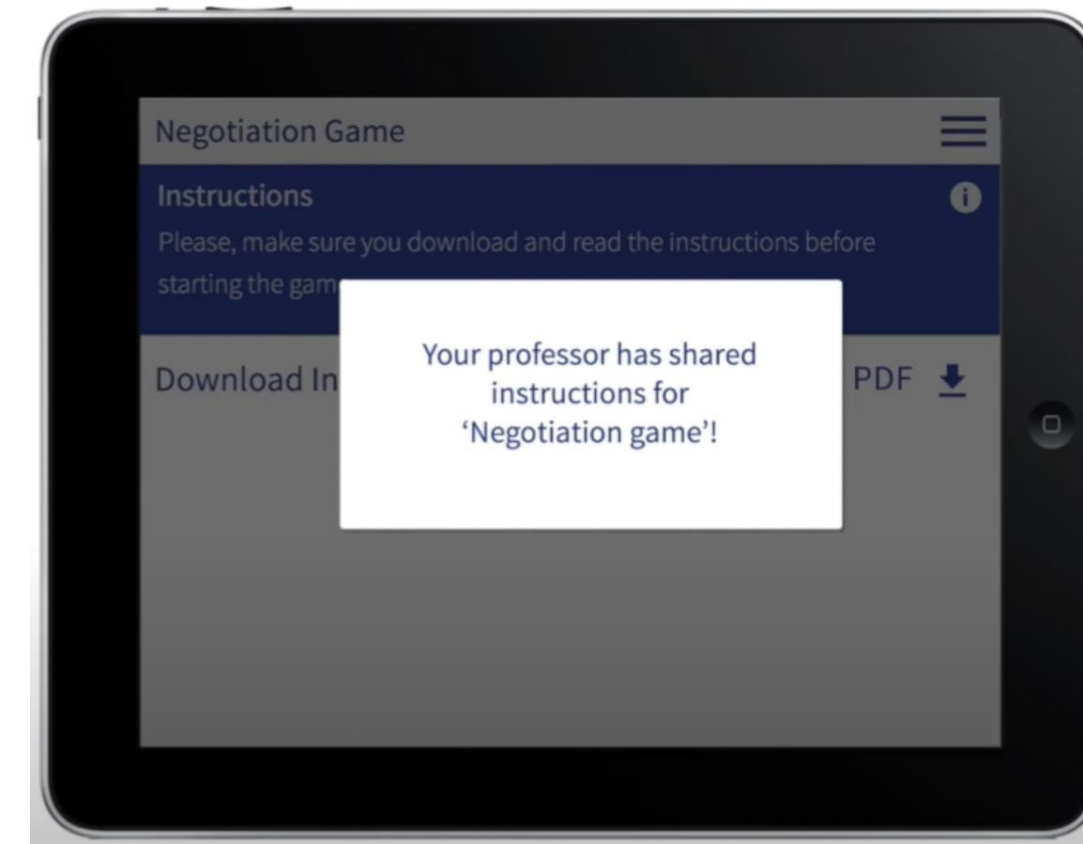
Formation of groups

Platform for instructor allows automated or customised formation of groups and making of quick changes

PROGRESS   **STUDENTS**   SUMMARY   DEBRIEF

	GROUPS/STUDENTS	ROLE	STATUS	PLAY THE GAME (ROUND 1)	PLAY THE GAME (ROUND 2)	PLAY THE GAME (ROUND 3)	
				ANSWER	ANSWER	ANSWER	
	Group 1						
MO	Megan Ong	Player1	◯ Offline	y	x	x	
JE	Jacob Eberil	Player2	◯ Offline	x	x	x	
YK	Yunice Kah guest	Player3	◯ Offline	y	y	x	
SC	Sharon Chu	Player4	◯ Offline	x	x	x	
	Group 2						

Monitoring multiple negotiations

Instructor and teaching assistant may monitor multiple groups' progress in the exercise

Customised questions for the purpose of debrief

Depending on specific learning outcomes, questions may be posed for students to answer on anonymous basis. The aggregate negotiation results and answers to these questions are then visually displayed during the post-simulation debrief.

PROGRESS   STUDENTS   **SUMMARY**   DEBRIEF

GROUPS	PLAY THE GAME (ROUND 1) ANSWER				PLAY THE GAME (ROUND 2) ANSWER			
	PLAYER1	PLAYER2	PLAYER3	PLAYER4	PLAYER1	PLAYER2	PLAYER3	PLAYER4
Group 1	y	x	y	x	x	x	y	x
Group 2	x	y	x	x	x	x	x	x
Group 3	y	x	x	y	x	x	x	y
Group 5	x	x	x	x	y	x	x	x
Group 6	x	y	x	x	x	x	x	x
Group 7	x	y	y	y	y	y	x	y
Group 8	y	y	x	x	x	x	y	x
Group 9	x	x	x	x	x	x	x	x
Group 10	x	x	y	x	y	y	y	x

PROGRESS   STUDENTS   SUMMARY   **DEBRIEF**

⌄ 1

ROLE	ROUND 1	ROUND 2	ROUND 3	ROUND 4	ROUND 5	ROUND 6	ROUND 7	ROUND 8	ROUND 9	ROUND 10	GAINS
Player1	y (-2)	x (1)	x (-1)	x (-1)	y (-6)	x (-1)	x (1)	y (-5)	x (-1)	x (20)	5
Player2	x (2)	x (1)	x (-1)	x (-1)	y (-6)	x (-1)	x (1)	x (15)	x (-1)	y (-20)	-11
Player3	y (-2)	y (-3)	x (-1)	x (-1)	x (6)	x (-1)	y (-3)	y (-5)	x (-1)	x (20)	9
Player4	x (2)	x (1)	x (-1)	x (-1)	x (6)	x (-1)	x (1)	y (-5)	x (-1)	y (-20)	-19
Total											**-16**

⌄ 2

ROLE	ROUND 1	ROUND 2	ROUND 3	ROUND 4	ROUND 5	ROUND 6	ROUND 7	ROUND 8	ROUND 9	ROUND 10	GAINS
Player1	x (1)	x (-1)	x (1)	x (-1)	x (9)	y (-3)	y (-3)	x (15)	x (-1)	x (-10)	7
Player2	y (-3)	x (-1)	x (1)	x (-1)	y (-3)	x (1)	x (1)	y (-5)	x (-1)	x (-10)	-21
Player3	x (1)	x (-1)	y (-3)	x (-1)	y (-3)	x (1)	x (1)	y (-5)	x (-1)	x (-10)	-21
Player4	x (1)	x (-1)	x (1)	x (-1)	y (-3)	x (1)	x (1)	y (-5)	x (-1)	x (-10)	-17
Total											**-52**

Presenting results of negotiation during the debrief

The Prisoner's Dilemma
SCIWORTHY

	Cooperate	Betray
Cooperate	Both get 3 years	Goes free / Gets 5 years
Betray	Gets 5 years / Goes free	Both get 1 year

⌄ 1

ROLE	ROUND 1	ROUND 2	ROUND 3	ROUND 4	ROUND 5	ROUND 6	ROUND 7	ROUND 8	ROUND 9	ROUND 10	GAINS
Player1	y (-2)	x (1)	x (-1)	x (-1)	y (-6)	x (-1)	x (1)	y (-5)	x (-1)	x (20)	5
Player2	x (2)	x (1)	x (-1)	x (-1)	y (-6)	x (-1)	x (1)	x (15)	x (-1)	y (-20)	-11
Player3	y (-2)	y (-3)	x (-1)	x (-1)	x (6)	x (-1)	y (-3)	y (-5)	x (-1)	x (20)	9
Player4	x (2)	x (1)	x (-1)	x (-1)	x (6)	x (-1)	x (1)	y (-5)	x (-1)	y (-20)	-19
Total											-16

⌄ 2

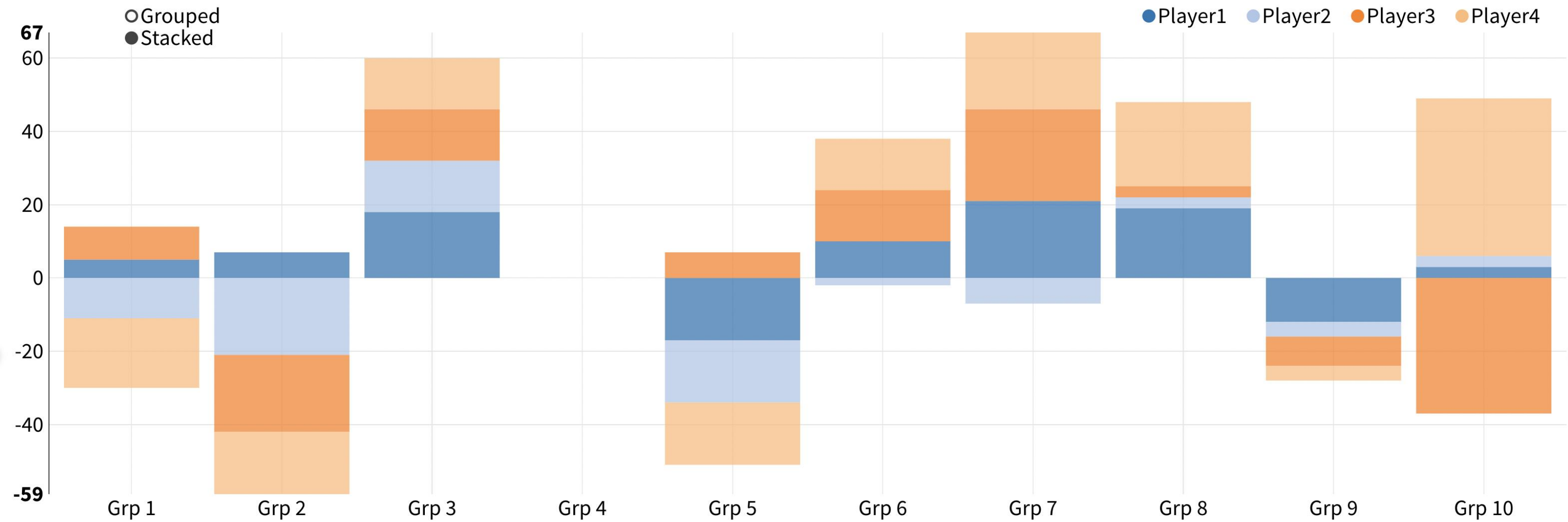| ROLE	ROUND 1	ROUND 2	ROUND 3	ROUND 4	ROUND 5	ROUND 6	ROUND 7	ROUND 8	ROUND 9	ROUND 10	GAINS
Player1	x (1)	x (-1)	x (1)	x (-1)	x (9)	y (-3)	y (-3)	x (15)	x (-1)	x (-10)	7
Player2	y (-3)	x (-1)	x (1)	x (-1)	y (-3)	x (1)	x (1)	y (-5)	x (-1)	x (-10)	-21
Player3	x (1)	x (-1)	y (-3)	x (-1)	y (-3)	x (1)	x (1)	y (-5)	x (-1)	x (-10)	-21
Player4	x (1)	x (-1)	x (1)	x (-1)	y (-3)	x (1)	x (1)	y (-5)	x (-1)	x (-10)	-17
Total											-52

WIN AS MUCH AS YOU CAN

Gains distribution

Presenting results of negotiation during the debrief

˅ Scores

Filter By: [TRH ▼]

Mean = 3,332 | Std. Dev. = 592.6 | Min = 2,200 | Median = 3,425 | Max = 4,300
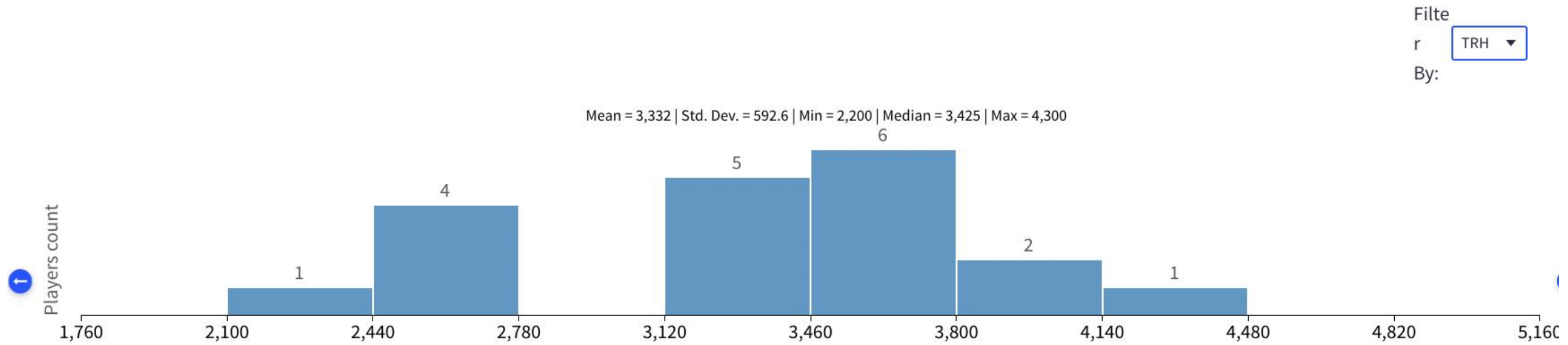
˅ Value Claimed (Percentage of Total Points)
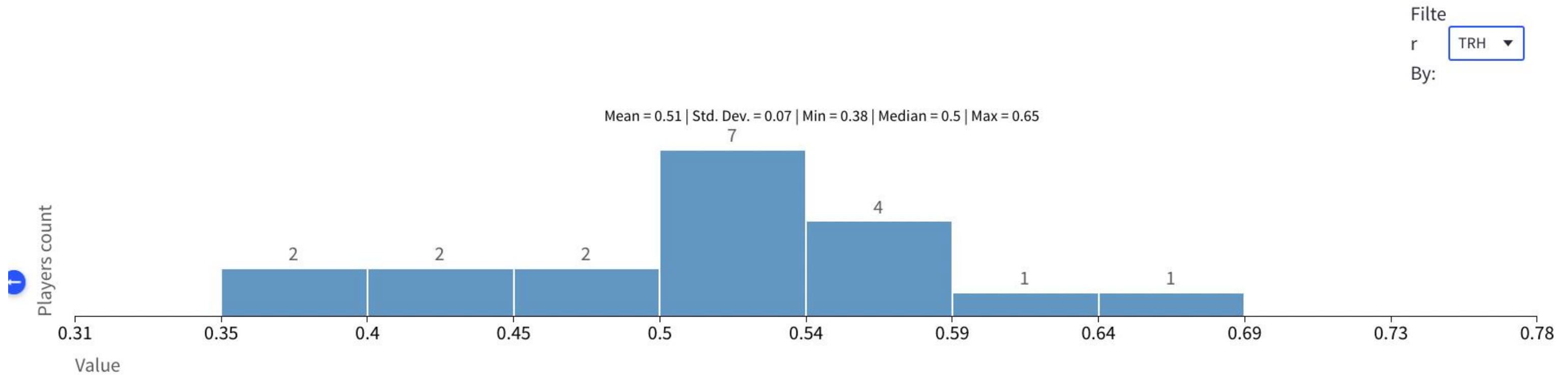
Filter By: [TRH ▼]

Mean = 0.51 | Std. Dev. = 0.07 | Min = 0.38 | Median = 0.5 | Max = 0.65

Presenting results of negotiation during the debrief
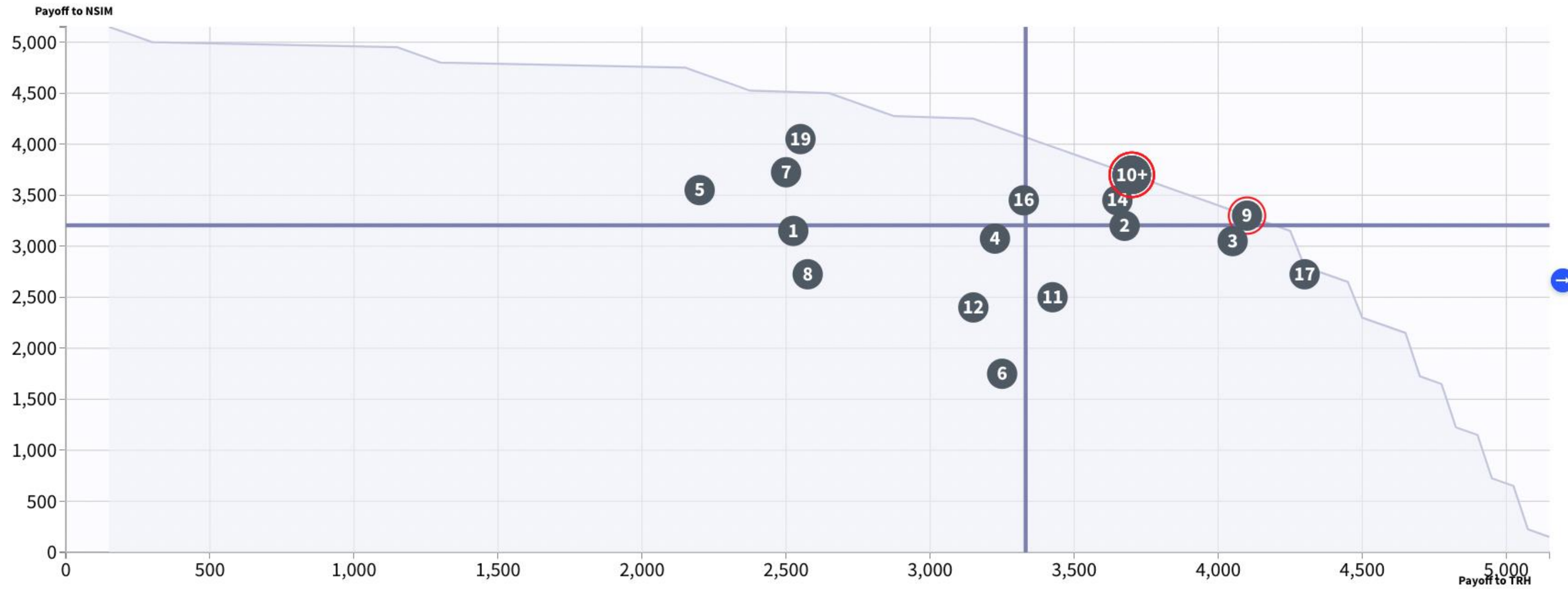
WIN AS MUCH AS YOU CAN

Value Created (Total Points)
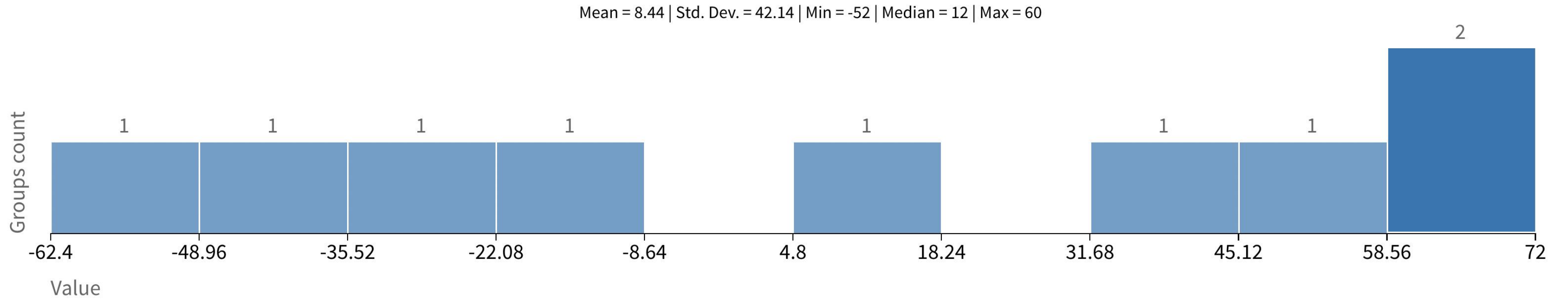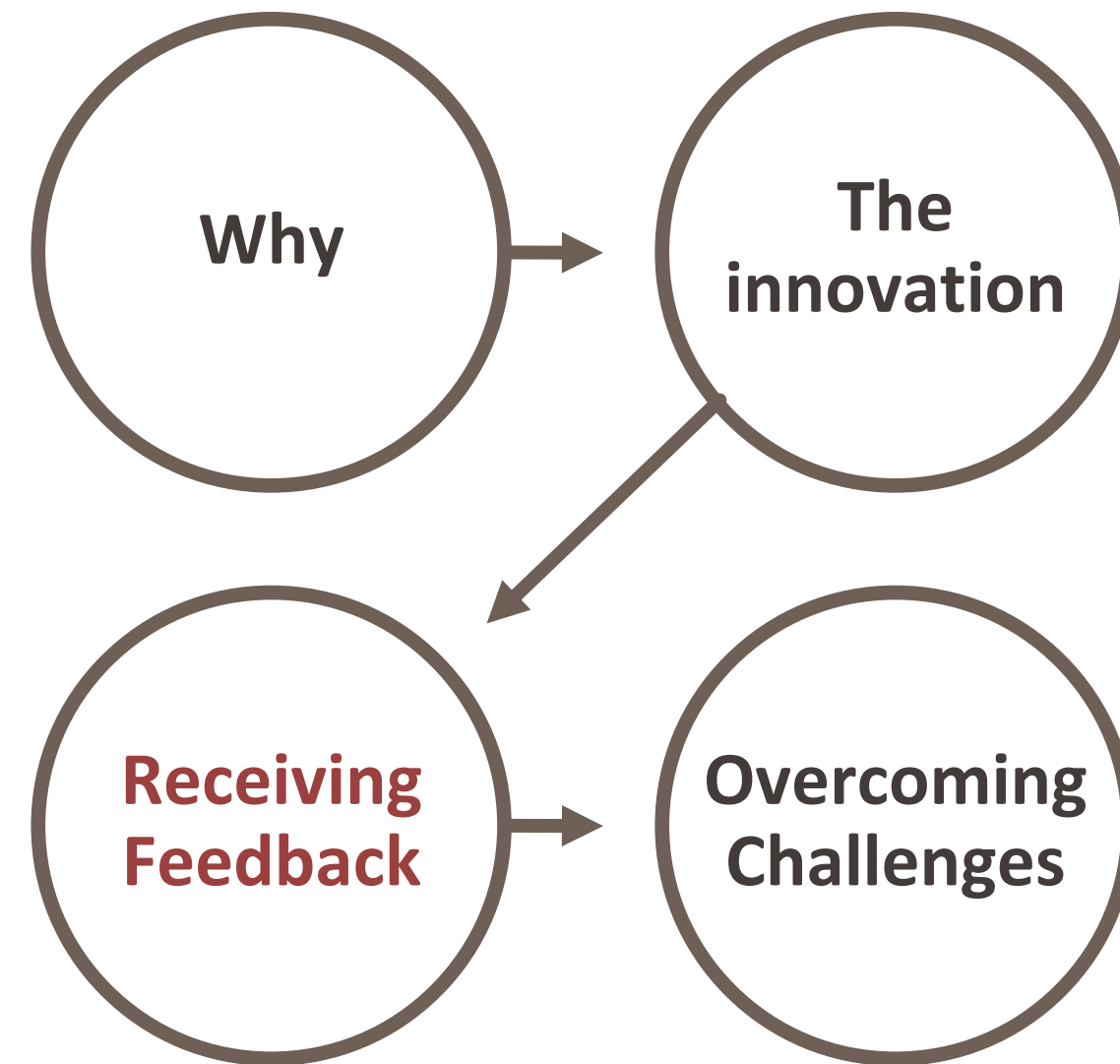
Mean = 8.44 | Std. Dev. = 42.14 | Min = -52 | Median = 12 | Max = 60

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GENERAL RESPONSE

Students found it useful to analyse own performance and learn from other classmates

RESPONDING TO FEEDBACK

Adapting use of platform to blended learning (instead of fully online learning)

The breakout rooms and the use of various online platforms that allow us to consolidate our discussions. I found IDecision Games helpful in analysing our performance for each simulation.

I think idecisiongames was a useful and intuitive platform to pair students and disseminate confidential facts. I also like the results of our peers that we were able to see on the online platform.
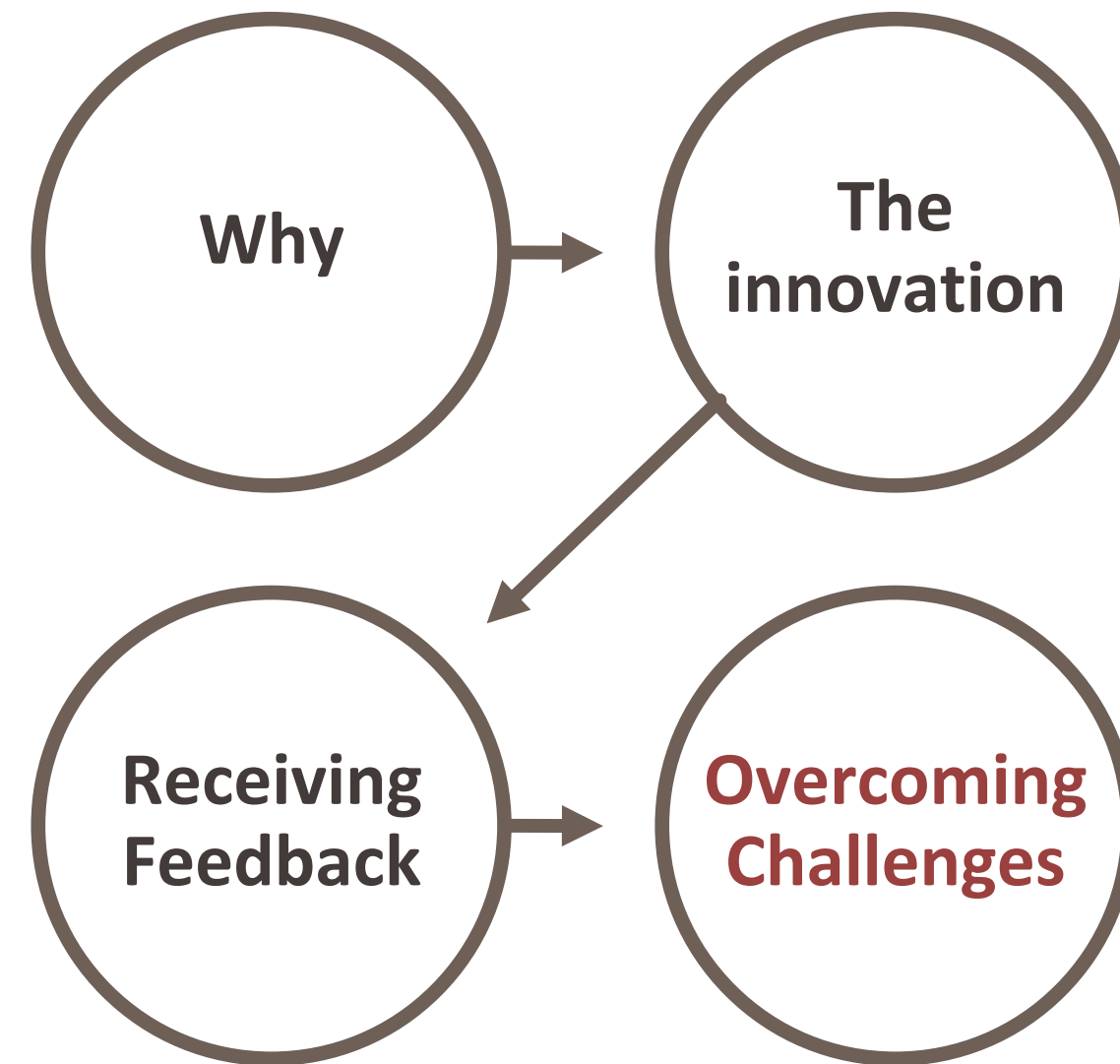
I think negotiation using idecision game's platform was actually quite easy and intuitive

I like the medium of Idecisiongames, it provided a useful online negotiation platform and also allowed us to view the negotiation results of the class, which provided innovative solutions

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OVERCOMING CHALLENGES

- Financial constraints and long-term sustainability

- Incorporating tool into blended learning mode

Thank you

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