

Guidelines For Analysis/Feedback Statements

Format

- Try to keep it under 500 words (but if you have more to say, by all means say it!).
- Always begin each analysis/feedback statement with the following information *in the following order* at the top:

EXERCISE:	"Sally Soprano"
MY NAME/ROLE:	Theodore Roosevelt (Buyer)
OPPONENT/ROLE:	Woodrow Wilson (Seller)

Content

- Avoid excessive narrative of what actually happened; hone in on what was important to the bargaining process and outcome and *why*.
- Help the reader understand what happened here by reflecting on what you would do differently in a similar encounter in the future (especially if things didn't go very well)
- In feedback/critique of your opponents, don't just comment on their bargaining style; give your reactions to and analysis of their strategy as well. How did you perceive their actions, and how did that affect how things went from there?
- Take critique of opponent's style beyond politeness. Avoid platitudes about how "friendly" or "congenial" the opponent was. We're all friendly and congenial (or at least most of us). Provide honest and constructive feedback, supported where possible by specific examples from the encounter.
- Use principles and concepts developed in class discussions and readings where appropriate to frame your analysis and feedback. The best writeups are grounded conceptually rather than just off-the-cuff commentary.

Delivery

- Send by e-mail, to your opponent
- E-mail a copy to Professor Barry (bruce.barry@owen.vanderbilt.edu).
- Please provide the paper within email message text, not as attachment.
- Put the following in the SUBJECT line: last name of opponent followed by a slash (/) followed by name of simulation. For example:

Subject: Berkowitz / Sally Soprano