

Ethnic Conflict Simulation

Module 2: Bargaining

Simulation Goal: During the second module of the simulation, students will learn about the conflict bargaining process. Specifically, they will be able to understand under what conditions groups receive concessions from the government, how group size and goals influences bargaining, the effect of external actors on the bargaining process, and the effect of strategy choices (violent or nonviolent) on the bargaining process. Both sides will have imperfect information about their opponent's resolve, allowing them to also understand how the bargaining process and conflict are both tools for learning about one another.

Simulation Description: This simulation will take part in four phases: 1) Initial Bargaining; 2) Conflict or Protest; 3) Termination Bargaining; and 4) Debrief. The government will have inside information on who they are willing to provide concessions to and the level of concessions they are willing to offer. Each group will have inside information on what kinds of demands they will make and their willingness to engage in resistance. Unmobilized citizens will act as delegates of an international NGO that can decide, upon observing actions taken during Phase 2, to back an opposition group.

Following Module 1, the scores are as follows:

	Resources	Arrest/Bribe Behavior	Strategy and Frame Choice	Mobilization	TOTAL
Government	+11	+6 /- 2	+1		+16
Cederman	+37	+2	+1/-1	+3	+38
Sambanis		-2	-2		
Denny	+10	0	+2		+12
Wakanda Forever	+61	-4	+2	+6	+65

During the initial bargaining phase, each group will take turns bargaining with the government. Groups will make their demands known. The government will deliberate and decide what they are willing to offer the group. Following this offer, groups will deliberate and decide whether they plan to concede or move to the conflict phase.

During the conflict phase, the groups will first decide on their conflict strategy (protest or war). Each group will take turns facing the government. In each conflict, the government will roll a die to see if they are going to respond with violent repression or nonviolent conciliation. Then during each face-off, a die will be rolled by a mediator (the instructor) to determine if the conflict will result in a government victory or resistance victory. The number of possible rolls will depend on points from Module 1. Also, governments can have an advantage or disadvantage depending on the strategy of the group and their strategy:

- Group Nonviolent + Government Nonviolent = Govt. Advantage +1
- Group Nonviolent + Government Violent = Govt. Advantage -1
- Group Violent + Government Violent = Govt. Advantage +1
- Group Violent + Government Nonviolent = Govt. Advantage -1

During the final bargaining phase, each group will come to the bargaining table again and bargain with the government. Before the bargain, groups will have a moment to deliberate and decide if they want to adjust their demands. Note that now both sides have more information about the resolve of each side and their willingness to use violence. In this phase, groups make their demand and governments counter with an offer. Groups can accept or reject this offer. If they accept, the game ends in a negotiated settlement. If groups reject, they roll the die once more:

- 1-2 = Stalemate
- 3-4 = Group Victory
- 5-6 = Government Victory

During the debrief, teams will tally up and report their positive (green) and negative (red) points. Awards will be handed out based on these tallies. Teams will then discuss what worked and what didn't. Then we will discuss the simulation as a group and talk about what we learned about conflict bargaining.

Items Needed:

- Dice - One die required for the active phases.
- Instruction Cards - One for each group with a description of that group's starting attributes and demand range.
- Score Cards - Used to keep track of team debrief and positive and negative points.

Steps:

1. Students break up into their teams, read their instruction packets and deliberate about their demands/offers. Those without an opposition group will be assigned an INGO packet. (5 minutes)
2. The first round of bargaining will begin with each **Group** facing the **Government** one at a time. (15 minutes)
 - a. **Groups** will make their initial demand to the **Government**.
 - b. **Government** will then counter with an offer of concessions or nothing.
 - c. If the **Government** meets the demands, **Groups** will accept and peace will occur.
 - d. If the **Government** offers something short of the demands, **Groups** can either:
 - i. Accept/Concede
 - ii. Reject and Choose Conflict
3. The second phase begins. **Groups** that rejected the government offer will move on to this phase. (20 minutes)
4. Each team will deliberate. **Groups** will decide on their strategy (maintain nonviolence or change to violence).
5. The **Government** will not decide a strategy immediately. Before each face-off, they will roll a die to see their strategy.
 - a. A roll of 1-3 = Violent Repression
 - b. A roll of 4-6 = Nonviolent Conciliation
6. **Groups** will then face-off one at a time against the **Government**. They will roll a die to determine the conflict outcome. **Groups** can roll more than once, depending on their initial point from Module 1 (First place = 3 rolls, Second place = 2 rolls, Third place = 1 roll). The strategy combo determines **Government** advantages or disadvantages.
 - a. A roll of 1-3 = Government Victory
 - b. A roll of 4-6 = Resistance Victory
7. Points will be awarded based on the outcomes of each “battle” during the conflict phase.
8. The final bargaining phase will mirror the initial bargaining phase. However, **Groups** will have 5 minutes to update their demands if they so choose. During this time, the **Government** can decide if they want to update their concessions offers. The **INGO team** can decide to back one of the groups in the final bargain.
9. **Groups** each take turns making a new demand.
10. **Government** can counter with an offer of concessions.
 - a. If no concessions are offered, the round ends in an automatic Stalemate.
 - b. If the offer is accepted, the round ends in an automatic Negotiated Settlement.
 - c. If the offer is rejected, a final die roll will determine the conflict outcome:
 - i. A roll of 1-2 = Stalemate
 - ii. A roll of 3-4 = Group Victory
 - iii. A roll of 5-6 = Government Victory

11. Final scores are tallied, awards are offered, and we will end with a debrief (20-30 minutes).