

INSTRUCTOR'S SCRIPT for RED-BLACK SOCIAL DILEMMA EXERCISE

"We are going to do an exercise. I am going to read the instructions once. Please listen carefully.

The object of the exercise is to win. The way to win is to accumulate the maximum possible positive points.

There will be two groups: Group A and Group B. Group A will stay in this room.
Group B will go into the other room.

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The way to participate in the exercise is as follows:

- Choose a leader using whatever method you want.
- Count the total number of people in your group, including the leader.
- Obtaining a vote and scoring take place by group members voting either red or black.
- The group's vote is determined by the largest number of red or black votes.
- The majority prevails.
- Each group member must vote either red or black for the vote to be accepted.
- The vote must tally, which means the total number of red votes and the total number of black votes must add up to the total number of members in the group, or the vote will not be accepted.
- Each frame must be voted separately. There are 4 frames.
- Vote one frame at a time.
- The group vote for each frame will be reported to the runner. (___ is/I am) the runner.
- The runner will report the status of the exercise, frame by frame, one frame at a time, after both groups have voted that frame.
- Once both groups have voted in the 4th frame, and the vote is reported and accepted, the exercise is over.

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Scoring is done cumulatively across all frames.

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SCORING IS DONE AS FOLLOWS (*Put combinations on board, & a scoring example*).

If Group A votes	and Group B votes;	Group A score	Group B score
Red	Black	+ 5	- 5
Black	Red	- 5	+ 5
Red	Red	-3	-3
Black	Black	+3	+3

4 Frames (Note: scores are cumulative from one frame to the next.)

Scoring example

Group	Frame 1	2**	3	4***
A	B/-5	R/+5	R/+2	B/+11
B	R/+5	B/-5	R/-8	B/+1

(* Each group's score for this individual frame is multiplied by the number of asterisks.)

Does someone in Group A/B understand how to score the exercise?

Has anyone done the exercise before? (If yes, please see me when we divide up groups.) [*Instructor may choose to allow the person to participate but not give too much information; or ask the person to simply observe; or select this person as runner.*]

I need a signaler in each room to let me/runner know that the participants have all voted and the vote tallies.

The object of the exercise is to win. The way to win is to accumulate the maximum possible positive points. May you all win.

Group B, you may go into the other room.

STOP reading here, separate the groups, and wait in the hall until you get signal from signaler. After ten minutes or so, look in and say,

Have you voted? (if no, leave. If yes,) Does the vote tally? (if yes, take the vote, as follows).

What is your vote?

Group (A/B) votes ____ in the ____ frame. Is that correct? *THEN LEAVE THE ROOM.*

Once both groups have voted, then put the appropriate scores on the board. It is helpful to do the calculations in the hall, to reduce the probability of error when putting the information on the board. Be sure to keep track of which group is which! (A/B)

SCORECARD: (for each frame, place the vote in one corner of the box, & the appropriate score in the other; then transfer the information to the blackboard in each room). (Multiply each group's score by the number of asterisks.)*

Group	Frame 1	2 **	3	4 ***
A				
B				

OPTIONAL -- AT THE END OF THE THIRD ROUND

Do you wish to send a negotiator to the other group? What would you want to negotiate?
I will pose the same question to the other group.

*AFTER 4th FRAME IS VOTED & SCORED, REUNITE GROUPS
(Note: It is important to set a non-judgmental context.)*

WHEN THEY COME BACK TOGETHER IN THE ROOM ASK:

If you think you won, please stand. (Give them a moment -- they'll likely be uncertain).

Who can tell me the object of the exercise?

["The way to win is to accumulate the maximum possible positive points" (repeated 5x)]

What is the maximum? [42] How do you get 42? [If both groups vote black in every frame.]