

Principles of Economics I - Classroom Experiment (14): Labor Market Bargaining

兩人一組，各組兩兩配對，一組為面試官，另一組為應徵者。成對兩組共有十張彩券，可抽神秘禮物乙份。面試官提議如何分配十張彩券：可能的提議有 10-0, 9-1, 8-2, 7-3, 6-4, 5-5,...，第一個數字是「給對方多少」，第二個數字是「留下多少」。應徵者只能選擇接受與否。如果接受，則按照該提議分配，如果不接受，則兩組都得到零張彩券。Form groups of 2. One group is the Proposer, paired with a Respondent. Each pair has 10 lottery tickets (to draw a prize). Proposers decide how many tickets to give Respondents (1<sup>st</sup> number) and keep the rest (2<sup>nd</sup> number), so possible proposals are 10-0, 9-1, 8-2, 7-3, 6-4, 5-5, etc. Respondents can either accept the split, or reject so that both get nothing.

Name \_\_\_\_\_ Major/Year \_\_\_\_\_ Student ID# \_\_\_\_\_  
姓名：\_\_\_\_\_ 系級：\_\_\_\_\_ 學號：\_\_\_\_\_

姓名：\_\_\_\_\_ 系級：\_\_\_\_\_ 學號：\_\_\_\_\_

- 這是  一對一：一位面試官、一位應徵者 1-1: One Proposer, One Respondent  
This is  狀況 A：兩位面試官、一位應徵者 Case A: Two Proposers, One Respondent  
 狀況 B：兩位應徵者、一位面試官 Case B: Two Respondents, One Proposer

我是面試官，我的提議是 I am Proposer, and my proposal is

給對方(give them)          _____  給應徵者 gives Respondent	我留下(I keep)          _____  面試官留下 Proposer keeps	被接受與否(Accepted or not)          <div style="border: 2px solid black; width: 100%; height: 100%; display: flex; align-items: center; justify-content: center;"> </div>
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This is  狀況 A：兩位面試官、一位應徵者 Case A: Two Proposers, One Respondent  
 狀況 B：兩位應徵者、一位面試官 Case B: Two Respondents, One Proposer

我是應徵者，我願意接受的最少分配是 I am Respondent, and my MAO (minimum acceptable offer) is

我至少拿到(I get at least)          _____  應徵者至少拿 Respondent gets at least	對方留下(they keep at most)          _____  面試官最多留下 Proposer keeps at most	接受與否(Accepted or not)          <div style="border: 2px solid black; width: 100%; height: 100%; display: flex; align-items: center; justify-content: center;"> </div>
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