

經濟學原理一課堂實驗(九)：談判與完全競爭市場

Principles of Economics I - Classroom Experiment (9): Bargaining and Perfect Competition

本實驗每兩位同學組成一組。實驗一共進行兩回合，每回合 15 分鐘。兩回合的交易方式相同、報酬表也相同。第一回合實驗中，所有人在時限內只能跟指定的「隔壁組」談判交易（交易次數不限）；第二回合實驗則可以跟任何其他組談判交易。自由談判沒有任何既定規則，但是交易不得強迫，交易後亦不得反悔（雖然可以馬上談判下一筆交易）。每組將會拿到一張實驗說明，其背面為交易紀錄表，右上角寫有各組組別（例如 A1 組，代表 A 組的第 1 組）。所有組別不是 A 組，就是 B 組。**請注意：第一回合的「隔壁組」指的是英文字母和你不同、但號碼相同的那一組。**舉例來說，如果你是「A3」組，那你的「隔壁組」就是「B3」組。如果你是「B1」組，那「隔壁組」為「A1」組，依此類推。每回合開始前，每個 A 組都各自擁有 44 枚黑色棋子（8 顆大黑棋子與 4 顆小黑棋子）和 9 枚白色棋子（大顆棋子代表「5 枚棋子」）；B 組則擁有 6 枚黑色棋子和 41 枚白色棋子（8 顆大白棋子與 1 顆小白棋子）。持有不同棋子組合的報酬如報酬表所示。橫軸為黑色棋子顆數，縱軸為白色棋子顆數，表內的數字即為各組的報酬。舉例來說，A1 組擁有 5 枚黑色和 2 枚白色棋子，則報酬為 69。假如其與 B1 組用 1 枚黑色棋子去交換 2 枚白色棋子，則此時該組有 4 枚黑色和 4 枚白色棋子，報酬變成 80。同樣地，B2 組若擁有 3 枚黑色棋子和 3 枚白色棋子，則報酬為 60。假如其與 A2 組用 1 枚白色棋子去交換 2 枚黑色棋子，則此時該組有 5 枚黑色和 2 枚白色棋子，報酬變成 83。**每完成一筆交易，請交由與你達成交易的對方組員填寫實驗記錄，實驗者將會比對每筆交易，若有紀錄不實者將不計分！**（紀錄表如不敷使用，請增畫表格繼續填寫。）最後總分除以一百即為您的實驗分數。

2 students form a group. There are two 15-minute rounds. Each round has the same trading rules and earnings table. In round 1, you can only trade with your partner group (multiple times); in round 2, you can trade with any other group. This is free form bargaining without set rules, but you cannot force others to trade, or renege a deal (though you can make a new trade to reverse it). Each group will receive a set of instructions. The record sheet is at the back of the instructions. Your group number (say, A1 for the first A-group) is written on its upper right corner. You are either an A-group, or a B-group. **Note: Your partner group is the one in the “other” type, but with the same number.** E.g., A3's partner group is B3, B1's partner is A1, etc. At the beginning of each round, each A-group has 44 black pieces (8 big, 4 small) and 9 white pieces (1 big piece = 5 small pieces); each B-group has 6 black pieces and 41 white pieces (8 big, 1 small). Earnings for holding different combinations of pieces are shown in the earnings sheet. The horizontal axis is the number of black pieces; the vertical axis is the number of white pieces. The number in the corresponding cell is your earnings. E.g. If group A1 has 5 black pieces and 2 white pieces, its earnings are 69. If it trades 1 black piece to B1 for 2 white pieces, then it now has 4 black pieces and 4 white pieces, and its earnings become 80. Similarly, if group B2 has 3 black pieces and 3 white pieces, its earnings are 60. If it trades 1 white piece to A2 for 2 black pieces, then it has 5 black pieces and 2 white pieces, and B2's earnings become 83. Final earnings divided by 100 is your score for this experiment.

***每筆交易成交後，請交由與你達成交易的對方組員填寫！ Let your trading partner record this sheet after each deal!**

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