



Conflict and Cooperation

Psychology 320
Social Psychology

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Social Dilemma

- common good vs. individual good
- Prisoner's Dilemma
 - Tit-for-tat strategy
- Public Goods Dilemma (Contribute to pool)
- Commons Dilemma (Overuse → gone)

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Resolving Conflict

- Threats
 - Trucking Study from the text (often referred to as the Acme Trucking Game on the Subject GRE)
 - Communication is NOT the key
 - Especially for the bilateral threat/no threat
 - Communication must be used for trust

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Integrative Solutions

- Each party makes trade-offs or compromises on the points they care least about.
- Know what you care about and what you don't.
- Caring about 'winning' is not likely to lead anywhere.
- Best negotiation strategy is to find an integrative solution.

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