

**FIGURE 9.10****Threat as an Ineffective Way to Resolve Conflict**

In the Acme–Bolt trucking game, each company benefits by using the direct route to their destination, but doing so requires cooperative turn-taking. When either company had the potential to block the other's progress, both received poor outcomes. These findings establish that threat is not an effective way to resolve conflict.

Source: Deutsch and Krauss (1960).