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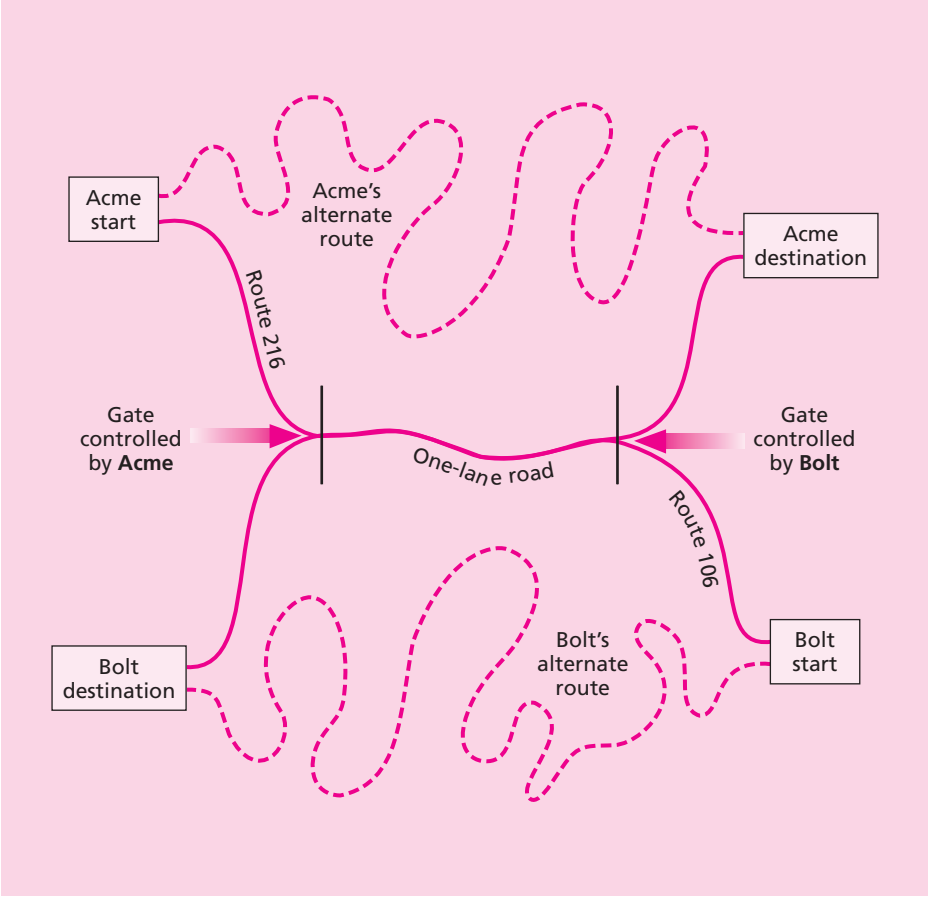
FIGURE 9.9

The Acme–Bolt Trucking Game

Playing the role of a trucking company executive, participants earn points by driving their truck from a starting point to their destination as quickly as possible. The quickest route is the one-lane road in the middle, but only one truck can pass on the road at any time. To maximize their profits, each company must cooperate with the other. In some versions of the study, some of the participants were given gates they could use to block the other company's progress on the one-lane road.

Source: Deutsch and Krauss (1960).