

TABLE 9.5 Payoff Schedules and Agreements in a Simulated Integrative Bargaining Situation between a Prospective Tenant and Landlord

Move-In Date	Tenant		Landlord		Rent	Tenant		Landlord		Security Deposit	Tenant		Landlord		Furniture	Tenant		Landlord																													
	Tenant	Landlord	Tenant	Landlord		Tenant	Landlord	Tenant	Landlord		Tenant	Landlord	Tenant	Landlord		Tenant	Landlord																														
Immediately	<i>100</i>	<i>500</i>	<i>500</i>	<i>100</i>	\$700	None	<i>300</i>	<i>100</i>	<i>100</i>	<i>300</i>	Unfurnished	<i>100</i>	<i>300</i>																																		
Two weeks	<i>200</i>	<i>200</i>	<i>200</i>	<i>200</i>	\$800	1 month's rent	<i>200</i>	<i>200</i>	<i>200</i>	<i>200</i>	Partially furnished	<i>200</i>	<i>200</i>																																		
One month	<i>500</i>	<i>100</i>	<i>100</i>	<i>500</i>	\$900	1½ months' rent	<i>100</i>	<i>300</i>	<i>100</i>	<i>300</i>	Fully furnished	<i>300</i>	<i>100</i>																																		
<table border="0" style="width: 100%;"> <tr> <td colspan="8" style="text-align: center;">COMPROMISE AGREEMENT</td> <td colspan="8" style="text-align: center;">INTEGRATIVE AGREEMENT</td> </tr> <tr> <td colspan="4" style="text-align: center;">Tenant</td> <td colspan="4" style="text-align: center;">Landlord</td> <td colspan="4" style="text-align: center;">Tenant</td> <td colspan="4" style="text-align: center;">Landlord</td> </tr> </table>																COMPROMISE AGREEMENT								INTEGRATIVE AGREEMENT								Tenant				Landlord				Tenant				Landlord			
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Tenant				Landlord				Tenant				Landlord																																			
Move in two weeks	200				200				Move in immediately	100				500																																	
\$800 rent	200				200				\$700 rent	500				100																																	
1 month's security	200				200				1 month's security	200				200																																	
Partially furnished	200				200				Partially furnished	200				200																																	
Total points won	800				800				Total points won	1,000				1,000																																	

Note: Payoff schedules are in italics. Bargainers see only their own payoff schedule, and are told to earn as many points for themselves as possible.