

Cooperation, Competition, and Conflict

CUSP 115 A

Winter 2007
Tuesdays and Thursdays, 11:00 AM – 1:05 PM
UW2 141

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Office Hours: Tuesdays and Thursdays, 10:00-11:00 AM, and by appointment

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Course Description

A number of pressing current problems, including, but not limited to maximization of group productivity, consumer protection, health care provision, economic development, budget allocation, democracy, protection of human rights, sustainable development, public education, international trade, international and ethnic conflict, as well as national security depend on our ability to cooperate. Under some conditions, humans manage to cooperate to foster the common good even though this may not be in their individual interest. This course develops an interdisciplinary approach to examine factors promoting cooperation, including altruism, natural selection, reciprocity, retaliation, power relationships, norms, rules, culture, social and psychological dynamics. While cooperation is often stereotyped as something good, competition and conflict are often seen as negative social phenomena. However, they can lead to development of skills, clarification of preferences and prioritization of goals, strengthening of group identity, and development of compromise. This course examines what mechanisms can be developed to foster cooperation and the positive aspects of conflict while mitigating the negative ones.

Course Objectives

The goal of this discovery core course is to provide an introduction to interdisciplinary approach to studying social phenomena. To accomplish this broad goal, the course will help students develop skills applicable across areas of social inquiry and problem solving to:

- (1) Employ theoretical insights from a number of academic disciplines (biology, economics, management, psychology, and political science) to foster interdisciplinary learning;
- (2) Productively engage in a collaborative research effort, examine its dynamics, identify potential barriers to achieving success in a team, and propose solutions;
- (3) Recognize patterns of behavior across social dilemma issues and levels of organization;
- (4) Apply multiple theoretical perspectives to identify the key factors impacting cooperation or lack thereof;

- (5) Identify interests of stakeholders using theoretical literature from a variety of disciplines, library sources and participatory research;

In addition to problem solving skills, students will develop academic research and presentation skills to:

- (6) Write clearly and concisely about social dilemmas, starting from identification of the problem, articulation of the thesis, presentation of the evidence, and proposal of a solution.
 (7) Productively use electronic academic sources of information and
 (8) Make effective oral presentations.

Readings

Readings will range between 50-70 pages a week. Readings will comprise mostly of journal articles and book chapters. Readings will be accessible through the Electronic Reserves at UWB/CCC Library or through the library electronic access to journals. UW Libraries restricted access electronic databases can be accessed off-campus using the proxy service. You can find instructions on off-campus access at <http://www.uwb.edu/library/computing/offcampus.html>

Students are expected to read all required readings prior to the class for which they are assigned.

Online Course Communication and File Exchange

I will use Blackboard site to post my announcements, share course documents with you, administer quizzes, post grades, and e-mail you. To be able to access the CUSP 115 Blackboard site (<http://bb.uwb.edu>), you will first have to enroll in this class on the UWB blackboard site. The guidelines on how to enroll in a Blackboard site are appended at the end of this syllabus. Please also read the note about Blackboard e-mails in the same Appendix. If you have any problems accessing Blackboard site, contact the UWB Help desk at helpdesk@uwb.edu or at 425-352-5275.

Assignments, Evaluation, and Grading

Evaluation and Grading

Your work in this class will be evaluated based on individual assignments and one group project. See the table below for a relative weight of each assignment. You will find detailed instructions for each assignment on the Blackboard. Please use the “Grade book” option in Blackboard to monitor your progress. You will be able to calculate your final grade by dividing the total number of points by 25.

Assignment	Points	Due in class
Group research Project: Draft	7	January 25 th
Group Research Project: Written report (15 points individual grade; 3	18	March 6 th .

points group grade)		
Group Research Project: Oral presentation	5	March 6 th or March 8 th ; please sign up
Journal of participation in the group project	10	March 6 th .
Community meeting report	15	February 22 nd .
Newspaper article in-class report	10	Please sign up.
Class Participation	15	
Quizes (two; 10 points each)	20	February 15 th , March 13 th
TOTAL	100	

Style Manual

American psychological association publication manual (5th ed.). (2001). Washington, DC: American Psychological Association. (available at the UWB/CCC library *writing* reference desk-library use only). Please put page numbers on all assignments.

Late Submission

Policy

Your work will be most productive if you adhere to the deadlines. Especially, make sure that you adhere to all self-negotiated deadlines on your group projects. However, I will accept your individual written assignments for a week after the deadline with a half-point penalty for each day the assignment is late. If you are not able to meet the deadline for medical reasons, please provide documentation from your physician indicating the duration of the incapacitation.

Students with Disabilities

If you have a documented disability and wish to discuss academic accommodations, please contact me as soon as possible. You also need to contact the Disability Support Services at 425.352.5307 or at rlundborg@uwb.edu.

Academic Integrity

I expect students to uphold the highest standards of academic conduct pursuant to the University of Washington Student Conduct Code, Section WAC 478-120-020-2(a). I expect that you are familiar with and adhere to the rules regulating academic conduct as outlined by the UW Bothell policies on maintaining academic integrity (<http://www.uwb.edu/students/policies/integrity.html>). I encourage you to review the information on Avoiding Plagiarism on UWB/CCC library home page <http://www.bothell.washington.edu/library/guides/style.html>.

Course Outline

Week 2

The Problem of Cooperation and Competition

Readings and discussions this week will provide the essential background information for understanding two key issues related to cooperation and competition. First, there is the issue of interdependence in accomplishing a common goal. For example, ensuring national security (nuclear non-proliferation, health care, high quality public education, continuous innovation) requires action of a number of individuals (communities, States, countries, firms). No one individual, no matter how generous her/his contribution to the common good is, can provide it by herself/himself. Cooperation is, therefore, essential for provision of certain goods and services in a society. Second, there is the issue of zero-sum games, an issue of dividing any scarce resource (a pie, an organizational or family budget, water from a river in an arid area, or fish stocks in Puget Sound) among all stakeholders that claim they have the right to a share. Clearly, stakeholders' intent to claim a share for themselves is in conflict with other stakeholders' claim to a share.

January 9th

(1) Axelrod, Robert. *The Evolution of Cooperation*, pp. 3-24; 27-39. Distributed in class.

(2) Hardin, Garret. 1968. *The Tragedy of the Commons*. *Science*, 162 (3859): 1243-1248. Available electronically at <http://www.sciencemag.org/cgi/content/full/162/3859/1243>

January 11th

(3) Peter Kollock. 1998. "Social Dilemmas: The Anatomy of cooperation." *Annual Review of Sociology*, 24:183:214.

Available electronically at the UWB/CCC library through JSTOR database.

Week 3

The Nature

Readings and discussions this week will examine non-human animal behavior to explore the impacts nature has on the occurrence of cooperation and conflict. In particular, we will study what factors shape an individual's interaction with others within the species. These factors include, but are not limited to competition for resources, kin selection, and reciprocal altruism.

January 16th :

Dugatkin, Lee Alan. 1997. "The Evolution of Cooperation." *Bioscience* 47:6, 355-362. Available electronically at the UWB/CCC library through JSTOR database.

Infrastructure and Technologies Fostering Cooperation

Modern technologies enable communication across distances and at speed not experienced before. This enables creation of new communities over the internet that can engage in a variety of activities, including production, such as open-source software. These technologies also enable higher involvement in democratic governance through

faster mobilization of interests. Of course, limited access to these technologies limits the ability of individuals to engage in these processes.

January 18th :

Von Krogh, Georg and Erick Von Hippel. 2006. "The Promise of Research on Open Source Software." *Management Science*, 52(7): 975-983.

Week 4

Values, Interests, Preferences, Perceptions

Readings and discussions this week will examine how preferences impact individuals' behavior. Students will identify circumstances in which values and interests, including self-interest, fairness, altruism and risk-aversion guided their behavior. We will then move from an individual to understand how interactions among individuals may impact the behavior. These interactions will include, for example, the role of culture, understood as both, a set of values (individualist vs. collectivist cultures) as well as well as art; the role of trust as a mechanism for reducing uncertainty about behavior of others involved in a cooperative effort; and the role of communication among individuals.

January 23rd :

Weber, Mark J, Shirli Kopelman, and David Messick. 2004. "A conceptual Review of Decision Making in Social Dilemmas: Applying a Logic of Appropriateness." *Personality and Social Psychology Review*, 8 (3): 281-307. Available electronically at the UWB/CCC library through "Business Source Premier" database.

January 25th :

Knack, Stephen and Philip Keefer. 1997. "Does Social Capital have an Economic Payoff? A Cross-Country Investigation." *The Quarterly Journal of Economics*, 112 (4): 1251-1288. Available electronically at the UWB/CCC library through JSTOR database.

Week 5

Firms and Markets

In Week 4, we will move from an individual to a group of individuals who engage in a cooperative effort with a particular goal of generating wealth. Cooperation among these individuals is essential for creation of a joint product to be sold in a market. Each individual was hired to participate in this effort because of a set of unique skills she/he possesses. However, even in this situation of contractually negotiated input of each individual, some are still able to free-ride on the efforts of others. Business managers have developed a set of mechanisms to address these problems. The discussion this week will explore whether, and if so, how these mechanisms could be adapted in other social choice dilemma settings. Further, success of such economic exchange is based on freely functioning markets. However, groups with power can attempt to change the rules of a free-functioning market to further their self-interests. As opposed to other areas of social interaction, cooperation in markets is perceived to be negative whereas competition is seen as a positive force.

January 30th :

Prendergast, Candice. 1999. "The Provision of Incentives in Firms." *Journal of Economic Literature*, 37 (1):7-63. Available electronically at the UWB/CCC library through JSTOR database.

February 1st :

Child, John and David Faulkner. "Chapter 4: Motives" in *Strategies of Co-operation: Managing Alliances, Networks, and Joint Ventures*. Available through the UWB/CCC Electronic Reserve Readings.

Viscusi, W. Kip, Joseph E. Harrington, and John M. Vernon. 2005. "Ch. 3: Introduction to Antitrust." In *Economics of Regulation and Antitrust*, 3rd ed. Pp. 61-75. Available through the UWB/CCC Electronic Reserve Readings.

Week 6:

Institutions (Rules)

This week's readings and discussions will address the impact of rules on the likelihood of cooperation, competition, and conflict. Rules prescribe what behavior is allowed or forbidden. One of the key rules in any society is the rule regulating property ownership. Private property regime gives the owner an almost un-restrained right to enjoy the property. The question then is what can be done when the enjoyment of one's private property is in conflict with another individual's enjoyment of her private property and/or in conflict with the benefit of the entire society. Again, rules are essential to understand whose interest will count in resolving such conflict. When rules are perceived to be unfair, a group of individuals may cooperate in an effort to change the rules. Most contemporary societies have clearly outlined processes to be followed for changing rules.

February 6th :

Demsetz, Harold. 2002. "Ownership and the Externality Problem." In *Property Rights: Cooperation, Conflict, and Law*, Terry L. Anderson and Fred S. McChesney, eds. Princeton University Press. Pp. 282-300. Available through the UWB/CCC Electronic Reserve Readings.

February 8th :

Fischel, William A. 2002. "Public Goods and Property Rights: Of Coase, Tiebout, and Just Compensation." In *Property Rights: Cooperation, Conflict, and Law*, Terry L. Anderson and Fred S. McChesney, eds. Princeton University Press. Pp. 343-364. Available through the UWB/CCC Electronic Reserve Readings.

Week 7:

Power and Resources

Asymmetry of power has historically been seen as the most important factor contributing to absence of a major international conflict during the second half of the 20th century. Those who have resources can offer negative (threat) and positive (inducements) incentives to others to cooperate. On the other hand, conflict often erupts when individuals and societies lack the most essential resources. This week's readings and discussions will examine the seemingly contradictory impact of power and resources on cooperation and conflict.

February 13th:

Hardy, Cynthia and Nelson Phillips. 1998. "Strategies of Engagement: Lessons from the Critical Examination of Collaboration and Conflict in an Interorganizational Domain." *Organization Science*, 9(2):217-230. Available electronically at the UWB/CCC library through JSTOR database.

Hauge, Wenche and Tanja Ellingsen. 1998. "Beyond Environmental Scarcity: Causal Pathways to Conflict." *Journal of Peace Research*, 35(3):299-317. Available electronically at the UWB/CCC library through JSTOR database.

February 15th:

Quiz. No readings assigned for this class session.

Week 8

Identity

This week's readings and discussion will examine the role of identity in fostering cooperation and leading to conflict within groups and across groups. We will examine in international conflict.

February 20th :

Gagnon, V.P., Jr. 1995. "Ethnic Nationalism and International Conflict." *International Security* 19(3) (Winter 1994/95), pp. 130-166. Available electronically at the UWB/CCC library through JSTOR database.

February 22nd :

Rothman, Jay and Marie L. Olson. 2001. "From Interests to Identities: Toward a New Emphasis in Interactive Conflict Resolution." *Journal of Peace Research*, 38(3):289-305. Available electronically at the UWB/CCC library through JSTOR database.

Week 9

Conflict Resolution

Based on our learning in weeks 3 (the role of interests), week 5 (the role of rules regulating interactions among humans and exchanges in the market), and 6 (the role of power), this week's readings and discussions will first identify sources of conflict and measure the extent of conflict. Once the issues in conflict are quantified, negotiation

strategies can be developed. We will examine how interpersonal skills, such as communication, relationship and trust building can be used to negotiate a solution.

February 27th :

Fisher, Roland J. 2006. "Chapter 8: "Intergroup Conflict." In The Handbook of Conflict Resolution: Theory and Practice, Deutsch, M. Coleman P, and Marcus E. (eds). 2nd edition. Jossey-Bass. Pp. 176-196.

March 1st :

Weitzman, Eben A. and Patricia Flynn Weitzman. 2006. "Chapter 9: The PSDM Model: Integrating Problem Solving and Decision Making in Conflict Resolution." In The Handbook of Conflict Resolution: Theory and Practice, Deutsch, M. Coleman P, and Marcus E. (eds). 2nd edition. Jossey-Bass. Pp. 197-222.

Week 10:

Student Conference

Presentation of Students' Group Research Projects

Groups sign-up for presentation on March 6th or on March 8th.

Week 11:

Final Quiz: March 13th, during regular class time.

Blackboard Course Sites: Enrolling and Receiving e-mail

Instructions for students who have not used Blackboard before and are enrolling as a new Blackboard user:

(Note: enrolling in a Blackboard course is a completely separate activity from student registration or the MyUW account)

1. Go to Blackboard at <http://bb.uwb.edu>.
2. Click on the **Create Account** button
3. Fill in only the information with the red asterisk. We recommend that your user ID be the same as your UW NetID. Click on the **Submit** button at the bottom of the page and then click on **OK**.
4. Click on the **Courses** tab. To find your course, type the course ID in the **Course Search** box. Scroll down the page to get to the title of your course.
5. Click on the **Enroll** button on the right side of your course. Click on the **Submit** button at the bottom of the screen and then on **OK**.

Instructions for students who have used Blackboard before and already have an account:

1. Go to Blackboard at <http://bb.uwb.edu>
2. Click on the **Login** button and put in the same login and password you had previously. If you don't remember your password, you can click on the **Forgot your password?** link to have your password emailed to you.
3. Click on the **Courses** Tab. To find your course, type the course ID in the **Course Search** box. Scroll down the page to get to the title of your course.
4. Click on the **Enroll** button on the right side of your course. Click on the **Submit** button at the bottom of the screen and then on **OK**.

Macintosh users - Blackboard 6 Note: Those using an Apple computer with OS 9 or older will not have access to the Virtual Classroom (chat), though the text-only chat called Lightweight chat is available for your use. To use the lightweight chat feature, you will need to download the patch at <http://docs.info.apple.com/article.html?artnum=120209>. Macintosh computers using OS 10.2 can use the Virtual Classroom.

PC users - Blackboard 6 Note: A java patch will be automatically installed the first time you access the Virtual Classroom.

E-mails from Blackboard:

Email systems (i.e. Hotmail, Yahoo, Comcast, etc.) may label Blackboard mail as junk, and send it to your junk or bulk mail folders. If this happens, you can designate that emails sent through Blackboard not go into your junk folders. For instance in Yahoo, if you find an email an instructor in the Bulk folder, you need to open the email and press the "Not Spam" button, and future emails will go into the regular inbox.

The best way for you to be sure you are getting all of your Blackboard email as well as any other mail coming from UW Bothell is to avoid forwarding your u.washington.edu mail. If you have difficulties with the above email issues, please contact the IS help desk at helpdesk@uwb.edu or 425-352-5275.