

## **APPLETON V. BAKER**

Full materials for the scenario are available from the Harvard Law School Program on Negotiation [Clearinghouse](#).

**SCENARIO:** The Appletons and Bakers own homes on adjacent parcels of land. The Appleton's are selling their house, and they also want to sell the half-lot which rests between their home and the Bakers'. The purchasers of their home are not interested in buying the lot. The Bakers are interested in the lot. There is a large bargaining zone (\$5,000 to 20,000), but neither party knows of the other party's interests.

Note: After debriefing, it is an option to have a five-minute re-negotiation once everyone knows the actual constraints placed on the other party.

### **MAJOR LESSONS:**

- When several pairs negotiate simultaneously, the sale prices vary dramatically, which provides for a good discussion of the results of different strategies.
- The advantages and disadvantages of making the first offer can be explored, as well as techniques for doing so.
- Advantages and disadvantages of disclosure are also illustrated.