Jessie Jumpshot

Instructions

JESSIE JUMPSHOT

- Jessie and her agent will meet prior to negotiating with the Sharks' GM to plan strategy

- Jessie's agent ***negotiates directly*** with the Sharks' GM and reports back to her

- Jessie ***negotiates indirectly*** with the Shark's GM through her agent.

- Jessie can accept what the agent negotiates or instruct the agent to go back to the bargaining table

Important!

- Jessie and her agent MUST JOINTLY AGREE on any settlement
  - Jessie cannot unilaterally reach agreement with the Sharks' GM

- All parties are Expected Value Maximizers
  - The expected value of a lottery or gamble is a ***certainty equivalent*** for that gamble

Reservation Points

- The Sharks' GM:
  - You have an absolute maximum dollar amount that you will NOT exceed in your negotiations with Jessie
  - This includes payments from all sources

- Jessie Jumpshot:

  - You have an absolute minimum dollar amount that the Sharks' must exceed in order to accept an offer from them
  - Add up payments or revenue from all sources

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