

Over 80 direct quotes from over 200 times of running the reds and blues activity

Andrew Gibbons

“Both teams are trying to deny each other, and bring down the other”.

“We’re a bit disappointed in you really”. *Comment made at start of negotiation.*

“The contest was going nowhere, so we took a chance”.

“At least we’re not losing”.

“Is it important to you to get a higher score than us?”.

“If we went blue for all 10 rounds, we can’t lose. We might not win, but we can’t lose”.

“We don’t have to beat them”.

“I’m not going in there telling lies”. *Comment in team pre negotiation meeting.*

“If we’re going to win, we’ve got to change tactics”.

“We can’t win now that they’ve cheated on us”. *Comment following broken agreement.*

“We can still win”.

“If you want to win the game, you have to go blue”.

“Bloody told you” *Comment made following broken agreement made during negotiation meeting.*

“They think they’re in competition with us”.

“We don’t want them to win”.

“They’re nasty people, aren’t they?”. *Comment made following breaking of negotiation agreement.*

“Even if we win we haven’t achieved anything”.

“Now we know they play dirty it’s our turn”.

“You’ve got to get in first, there’s no trust”.

“We both want the same thing, so there can’t be a winner”.

“I thought we agreed to go red/red – you’re trying to win”. *Comment made during second negotiation.*

“You twisting shits”. *Comment made at start of second negotiation following broken agreement.*

“As long as we don’t come lower we don’t care”.

“They are going to be so cross with us”. *Comment in advance of reneging on agreed position.*

“We’ve won guys, we’ve won!”.

“Because we’re all intelligent people, we ought to go red/red”.

“You’re not doing very well, are you?” *Deliberate hot button comment made as a negotiation starts.*

“The little bastards”. *Comment in reaction to a broken agreement following negotiation.*

“I know it’s not the aim of the exercise to win, but that would be great wouldn’t it?”.

“You don’t trust us, and we don’t trust you, that’s the bottom line”. *Comment during negotiation.*

“I just want to win, regardless of the outcome”.

“Going red/red all the way sounds incredibly boring, but it’s ok”

“The objective of this is to win”.

“We’ve so pissed them off”. *Comment on return from negotiation.*

“If we play blue every time we can’t lose”.

“I don’t see the point of negotiating – we’re winning”.

“We’ve got to stop them getting a positive score – that’s the aim of the game”.

“It’s not about winning”.

“Oh not again...they’ve got the upper hand now haven’t they, so it’s shit or bust”.

“We could negotiate, but then some bastard could bugger it up”.

“It’s not the right thing to do, but that way we win”.

“The objective is not to win the game – it’s not necessary to win is it?”.

“They’re going to try and shaft us on the last round”.

“What if we changed the scoring and got rid of the minus points?”. *Brilliant flash of creativity and reframing.*

“Why should we negotiate, we’re winning”.

“The more complicated we make things, the harder it will be to get agreement”.

“We started off thinking we’ve got to win, and it’s not about that!”.

“I just want to get one over on them, I just want to beat them”.

“They’re going to try and shaft us on the last round”.

“We just want to be the winners”.

“They need more from us than we need from them”.

“They are going to be so cross with us” *Comment made before breaking negotiation agreement.*

“They’re dirty buggers aren’t they?”. *Irritation at agreement made being broken.*

“The objective isn’t to beat the other team”.

“It’s about working together, not against each other”.

“Whatever you say, don’t tell the truth”. *Advice to solo negotiator by team member.*

“Sometimes you have to give something to get something back”.

“Your natural instinct is to want to win”.

“Sod ‘em, if they can cheat so can we”.

“If you’d listened to me from the start, we’d be kicking their ass by now”.

“Is the objective to win?”.

“I’d prefer us both to lose than for us to lose and not them”.

“Two blues...oh, they’ve sussed it”.

“We’ve got nothing to gain from going red have we?”.

“Without their co-operation we can’t go anywhere with this”.

“We won’t negotiate because we want to win”.

“Ideally, if you could negotiate from the start, you’d go red/red”. *Insightful, as this leads to the highest scoring at 36/36.*

“It’s all about talking to each other”.

“Oh my God, I didn’t expect them to do that – so now we just have to stop them from winning”.

“We need to call their bluff – they’re not gamblers are they – they’re safe people”.

“So why are you sticking to blue all the time?”. Question asked *during negotiation*.

“We’ve got to stop them getting a positive, because that’s the aim of the game”.

“Our outcome may have changed from getting a positive, to getting you a negative”.

“I’d rather be minus 3 than minus 15 – wouldn’t you?”. *Provocative question during negotiation*.

“Can you do that – can you give ground to gain ground?”.

“It’s not about getting their score down, it’s about getting our score up”.

“I think blue makes you look like a very bad person”.

“I’d interpreted the rules as us needing to get more than you”.

“Oh look it says get a positive score, not highest score – I’ve just read that”.

“They could be crafty – they could throw in a blue at the end”.

“If they pull a fast one, then shame on them”.

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