

Rocky's Legacy (Confidential Instructions for Sharptooth):

All your life you have had a close relationship with your grandmother's brother, Rocky. You would usually stay alone with him for a month each year during summer vacation. Over ninety years old, he recently disappeared while flying his small plane down to Martha's Vineyard. Uncle Rocky left his considerable wealth to the university where he taught economics (he specialized in negotiation theory). However, his will contained a curious provision:

My ten most prized possessions are to be divided between my sister's grandchildren, Longneck & Sharptooth. Each of the ten items must go to one of them – items may not be shared, divided, sold, or donated to charity. If they cannot agree on the division, then all of the items are to be destroyed.

You went to Rocky's house and looked at the things in the office. Following Rocky's usual negotiation advice, you prioritized your valuations on the items by allocating 100 points among them. The list of items with weighted values is on this page. You don't know your cousin Longneck very well, and you can't say that that bothers you. You understand that Longneck and Rocky spent time together, but surely Rocky was closer to you. You don't know what Longneck did to weasel into Rocky's will. Prepare for the meeting with Longneck. When you have finished negotiating, total up the amount of points that you were able to get for yourself. Your goal is to maximize the benefit to you and get the most points that you can for yourself.

Item	Pts
1. An oak roll-top desk, with little drawers and slots for letters. You remember Rocky sitting at the desk all the time. You loved it and always hoped someday it would be yours.	13
2. A clunky old laptop computer, from about 1988. It has a 286 chip, and must weigh 20 pounds. Most of the software is old, but it has a new version of Excel loaded on it. Rocky used it to solve economic equations.	3
3. A dingy looking brown rug, with some kind of pattern. Has some holes in it, but the colors are sort of pretty.	2
4. The real treasure of the lot is Rocky's beloved banjo – a prewar Gibson Mastertone. An avid bluegrass player, Rocky would sit and pick for hours. You think this instrument is extremely valuable. Rocky taught you how to play the banjo on it – and it is much nicer than the banjo you currently have. This is the item that you definitely want to obtain.	32
5. The scrap book that Rocky kept during his service in World War I. It is full of pictures of Rocky and his buddies, newspaper clippings, descriptions of places he was stationed and poems about life in the military.	22
6. A newish, barely used catcher's mitt. Not even well broken in. You're an avid baseball fan and have a real interest in this item.	10
7. Rocky paid a great deal of money to commission this gigantic oil painting, 6-feet high and 9-feet wide. It is a series of small portraits of his face in fluorescent colors. You've always admired this painting.	5
8. Large aquarium full of dirt and crawling bugs. It's nasty but could easily be fixed up.	3
9. A graceful gold pocket watch, manufactured by the Waltham Watch Co. in 1862. Rocky had it from his grandfather, and always wore it.	10
10. A tall floor lamp with an ornate wrought iron base. You have no interest in this item.	0

Rocky's Legacy (Confidential Instructions for Longneck):

All your life you have had a close relationship with your grandmother's brother, Rocky. You would usually stay alone with him for a month each year during summer vacation. Over ninety years old, he recently disappeared while flying his small plane down to Martha's Vineyard. Uncle Rocky left his considerable wealth to the university where he taught economics (he specialized in negotiation theory). However, his will contained a curious provision:

My ten most prized possessions are to be divided between my sister's grandchildren, Longneck & Sharptooth. Each of the ten items must go to one of them – items may not be shared, divided, sold, or donated to charity. If they cannot agree on the division, then all of the items are to be destroyed.

You went to Rocky's house and looked at the things in the office. Following Rocky's usual negotiation advice, you prioritized your valuations on the items by allocating 100 points among them. The list of items with weighted values is on this page. You don't know your cousin Sharptooth very well, and you can't say that that bothers you. You understand that Sharptooth and Rocky spent time together, but surely Rocky was closer to you. You don't know what Sharptooth did to weasel into Rocky's will. Prepare for the meeting with Sharptooth. When you have finished negotiating, total up the amount of points that you were able to get for yourself. Your goal is to maximize the benefit to you and get the most points that you can for yourself. /

Item	Pts
1. An oak roll-top desk, with little drawers and slots for letters. You remember helping Rocky fix one of the drawers. You remarked that the desk could be refinished and he said, "Well, when it's yours, you can do whatever you want with it."	17
2. A clunky old laptop computer, from about 1988. It has a 286 chip, and must weigh 20 pounds. Most of the software is old, but it has a new version of Excel loaded on it. Rocky used it to solve economic equations.	3
3. A dingy looking brown rug, with some kind of pattern. Has some holes in it, but the colors are sort of pretty.	2
4. The real treasure of the lot is Rocky's beloved banjo – a prewar Gibson Mastertone. An avid bluegrass player, Rocky would sit and pick for hours. You think this instrument is extremely valuable. Rocky taught you how to play the banjo on it – and it is much nicer than the banjo you currently have.	25
5. The scrap book that Rocky kept during his service in World War I. He was a pilot in the Army and stationed all over the world. It is full of pictures of Rocky and his buddies, newspaper clippings, descriptions of places he was stationed and poems about life in the military.	25
6. A newish, barely used catcher's mitt. Not even well broken in.	3
7. Rocky paid a great deal of money to commission this gigantic oil painting, 6-feet high and 9-feet wide. It is a series of small portraits of his face in fluorescent colors. You never wanted to say anything, but you have never seen anything uglier.	0
8. Another clunker – this is a large aquarium full of dirt and crawling bugs. It's nasty and has a bad smell to it.	0
9. A graceful gold pocket watch, manufactured by the Waltham Watch Co. in 1862. Rocky had it from his grandfather, and always wore it.	12
10. A tall floor lamp with an ornate wrought iron base. The shade is stained glass in a geometric pattern with beautiful tones of red, orange and blue.	13