

## Roberts-Gomez – Zone of Possible Agreement (ZOPA)

Thousands of Dollars

Figures assume there are no extra legal fees or costs for going to trial.

The ZOPA is the space between the two “bottom lines”: \$400-\$500.

Note that bottom lines (and thus ZOPAs) often change during negotiation because of evolving estimates of MLATNAs, among other reasons.

	Gomez's (D) Perspective	Roberts's (P) Perspective
WATNA		0
BATNA	0	
First Offer	150	
Aspiration	250	
MLATNA	50-250	
Bottom Line	500	400
MLATNA		500-1000
Aspiration		1000
First Offer		2000
BATNA		> 2000
WATNA	> 2000	