

FAIRNESS IS FLEXIBLE: A STUDY OF COMPETING FOCAL POINTS



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We report findings from an experiment on unstructured (dialogue-based) bargaining, in the presence of multiple focal points, each of which can be rationalized as a fair outcome. While several allocation rules in the cooperative bargaining literature, implicitly allow for various notions of fairness, there is no consensus about which fairness ideal exactly prevails in a situation involving a bargain. We look at three broad classes of fairness ideals and provide useful insights about which fairness ideal to expect in a given scenario. We generate a unique dataset through our experiment and show that the size of the divisible pie itself provides strong hints about which fairness solution to expect.



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