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RATIO RANGE BARGAINING

Quick Reference — A Technique for Early Movement

One side moves within an agreed dollar range each round; the other responds at an agreed ratio. Either side can stop at any time after completion of a round.

How It Works

1. **Defendant proposes a move-size range** for the Defendant (e.g., \$25,000–\$50,000 per round) and parties agree.
2. **Plaintiff proposes a ratio** the Plaintiff will move (3:1) given a move in the range and the parties agree.
3. **Alternate moves:** Defendant moves within range, the Plaintiff responds at the agreed ratio.
4. **Stop at any time.** Once Defendant moves, the Plaintiff must respond, then either side may decline to continue.

Example — Gap of \$600,000

Plaintiff \$700,000 / Defendant \$100,000

Ratio	Plays Out To
1.5 : 1	\$340,000
2 : 1	\$300,000
3 : 1	\$250,000
4 : 1	\$220,000
5 : 1	\$200,000

Moves are visible to both sides as they happen — this is not a confidential or blind technique.