Verallgemeinerte Nash-Verhandlung

$$N = (q - d_1)^{\theta}(1 - q - d_2)^{1-\theta}$$

q = Anteil des 1 am „Kuchen“ $(0 \leq q \leq 1)$

d_i = Fallback Position des i $(i = 1, 2)$

θ = Indikator der Verhandlungsmacht von 1 $(0 \leq \theta \leq 1)$

$$\frac{\partial N}{\partial q} = \theta(q - d_1)^{\theta-1} \cdot 1(1 - q - d_2)^{1-\theta} +$$

$$+ (q - d_1)^{\theta} \cdot (1-\theta)(1 - q - d_2)^{-\theta} \cdot (-1) \overset{!}{=} 0$$

$$\frac{\theta(1-q-d_2)}{q-d_1}-1+\theta=0$$

$$\theta(1-q-d_2)-(1-\theta)(q-d_1)=0$$

$$\theta-\theta q-\theta d_2-q+d_1+\theta q-\theta d_1=0$$

$$\left.\begin{aligned} q &= d_1+\theta(1-d_1-d_2) \\ 1-q &= d_2+(1-\theta)\underbrace{(1-d_1-d_2)}_{\text{"Surplus"}} \end{aligned}\right\} \text{"splitting the surplus"}$$

weil: $q+(1-q)\overset{!}{=}1$