

It may be thought that such situations are artificial and rare, that ‘we should be so lucky!’ But Hi-Los are very prevalent in our lives. It is just that the Hi-Lo structure of the payoffs is often not transparent. I first give examples of Hi-Los, of varying transparency, in varied human activities. Next I describe what is known about the choices people make. As we might expect, the evidence is that in cases in which the structure is transparent, people are overwhelmingly successful in coordinating on (A,A), and that we have great facility in Hi-Lo. It appears, too, that there is a strong intuition that choosing A is the only rational thing to do.

Example 1. Running a single. In the game of cricket two batsmen—the striker and nonstriker—stand at two ‘wickets’, one at each end of a twenty-two-yard strip. The striker tries to hit a ball projected towards his end of the pitch far enough that each batsman can get to the wicket at the other end before the other side retrieves the ball and strikes one of the wickets with it, in which case one of the batsmen is said to be ‘run out’, a serious setback for his side. If the batsmen succeed their side’s score goes up by one ‘run’. If they don’t run, both sides’ scores are unaltered. If one runs and the other doesn’t, it’s likely that the runner will find himself run out. If the striker hits the ball only a short distance, then even if both run, one of them is likely to be run out, but if he makes a good hit and they both run, they are likely to add one run to their side’s score. Suppose the hit is good enough. Each batsman may either run or stay; so the payoff matrix has the form of figure 1.2.

Example 2. Focal coordination. As we have seen, Schelling games in option form are typically Hi-Lo. [MB is referring to material that would have been in the unwritten chapter III. The material is discussed by the editors in section 4 of the introduction.]

Example 3. Who fetches which? Lizzie and I fail to talk in the morning about who is going to fetch Julian from his school and who will fetch Emily from hers; and it’s now too late to get in touch. It is common knowledge between us that I have a meeting near Emily’s school, that she will be near Julian’s, and that we share the objectives of fetching

		Nonstriker	
		<i>run</i>	<i>stay</i>
Striker	<i>run</i>	1, 1	-20, -20
	<i>stay</i>	-20, -20	0, 0

Figure 1.2. Running a single

