



Keio Business School

Game Matrix for Setting the Price of a Special Mixed Gas

Orient

Matrix with 5-yen increments

Occident

Unit within cells: annual profit (millions of yen)

	130 yen	125 yen	120 yen	115 yen	110 yen	105 yen	100 yen	95 yen	90 yen	85 yen	80 yen
130 yen	130	100	400	350	300	250	200	150	100	50	0
125 yen	45	90	360	315	270	225	180	135	90	45	0
120 yen	80	120	320	280	240	200	160	120	80	40	0
115 yen	40	140	40	280	245	210	175	140	105	70	40
110 yen	0	150	70	245	210	175	140	105	70	40	35
105 yen	0	180	90	210	175	140	105	70	40	30	60
100 yen	0	150	100	150	120	90	60	30	0	25	80
95 yen	0	120	120	120	90	60	30	0	20	15	75
90 yen	0	90	140	90	60	30	0	15	10	10	60
85 yen	0	60	160	60	30	0	10	5	5	10	35
80 yen	0	30	180	30	0	0	0	0	0	0	0

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Matrix with 1-yen increments

	Occident												
106 yen	106 yen	105 yen	104 yen	103 yen	102 yen	101 yen	100 yen	99 yen	98 yen	97 yen	96 yen	95 yen	94 yen
116 yen	104	105	105.6	105.8	105.6	105	104	102.6	100.8	98.6	96	93	89.6
115 yen	216	208.8	201.6	194.4	187.2	180	172.8	165.6	158.4	151.2	144	136.8	129.6
114 yen	98.8	100	100.8	101.2	101.2	100.8	100	98.8	97.2	95.2	92.8	90	86.8
113 yen	217	210	203	196	189	182	175	168	161	154	147	140	133
112 yen	93.6	95	96	96.6	96.8	96.6	96	95	93.6	91.8	89.6	87	84
111 yen	217.6	210.8	204	197.2	190.4	183.6	176.8	170	163.2	156.4	149.6	142.8	136
110 yen	88.4	90	91.2	92	92.4	92.4	92	91.2	90	88.4	86.4	84	81.2
109 yen	217.8	211.2	204.6	198	191.4	184.8	178.2	171.6	165	158.4	151.8	145.2	138.6
108 yen	83.2	85	86.4	87.4	88	88.2	88	87.4	86.4	85	83.2	81	78.4
107 yen	217.6	211.2	204.8	198.4	192	185.6	179.2	172.8	166.4	160	153.6	147.2	140.8
106 yen	78	80	81.6	82.8	83.6	84	84	83.6	82.8	81.6	80	78	75.6
105 yen	217	210.8	204.6	198.4	192.2	186	179.8	173.6	167.4	161.2	155	148.8	142.6
104 yen	72.8	75	76.8	78.2	79.2	79.8	80	79.8	79.2	78.2	76.8	75	72.8
	216	210	204	198	192	186	180	174	168	162	156	150	144
	67.6	70	72	73.6	74.8	75.6	76	76	75.6	74.8	73.6	72	70
	214.6	208.8	203	197.2	191.4	185.6	179.8	174	168.2	162.4	156.6	150.8	145
	62.4	65	67.2	69	70.4	71.4	72	72.2	72	71.4	70.4	69	67.2
	108 yen	212.8	207.2	201.6	196	190.4	184.8	179.2	173.6	168	162.4	156.8	151.2
	57.2	60	62.4	64.4	66	67.2	68	68.4	68.4	68	67.2	66	64.4
	107 yen	210.6	205.2	199.8	194.4	189	183.6	178.2	172.8	167.4	162	156.6	151.2
	52	55	57.6	59.8	61.6	63	64	64.6	64.8	64.6	64	63	61.6
	106 yen	208	202.8	197.6	192.4	187.2	182	176.8	171.6	166.4	161.2	156	150.8
	46.8	50	52.8	55.2	57.2	58.8	60	60.8	61.2	61.2	60.8	60	58.8
	105 yen	205	200	195	190	185	180	175	170	165	160	155	150
	41.6	45	48	50.6	52.8	54.6	56	57	57.6	57.8	57.6	57	56
	104 yen	201.6	196.8	192	187.2	182.4	177.6	172.8	168	163.2	158.4	153.6	148.8

Unit within cells: annual profit (millions of yen)

Orient

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