

## BASE SURVEY

**USE THIS SURVEY ONLY IF YOUR ROLE IS THE FOUNDER.** (If your role is the VC, please go back and click on the link for the VC survey.)

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

Construct two deal proposals that you would be indifferent to based on **SUBSTANTIVE POINTS ONLY** (same points awarded). Please note that in the actual negotiation, you will also be evaluated based on your behavior and treatment towards your partner (**PROCESS POINTS**).

6. For Proposal #1: What is the VC Equity Percentage?

- 60% or more
- 56% to 59%
- 50% to 55%
- 47% to 49%
- 42% to 46%
- 36% to 41%
- 31% to 35%
- 30% or less

7. For Proposal #1: What type of stock?

- Redeemable Preferred
- Convertible Preferred
- Common

8. For Proposal #1: What level of dividends?

- 8% or more
- 5% to 7%
- 3% to 4%
- 1% to 2%
- No dividends

9. For Proposal #1: Are antidilution rights included?

- No Antidilution Rights
- VC Right of First Refusal

10. For Proposal #1: How many VC appointed board members?

- More than 2 members
- 2 members
- 1 member
- 0 members

11. For Proposal #1: What is the vesting schedule for the founder's shares?

- 3 or less years
- No vesting
- 4 or 5 years
- 6 or more years

12. For Proposal #1: What CEO replacement provision is included?

- Aggressive Projections
- Moderate Projections
- Conservative Projections
- No provision

13. For Proposal #1: Is a No Shop Provision included?

- Provision included
- Provision NOT included

14. For Proposal #1: TOTAL POINTS FOR SUBSTANTIVE ITEMS: Sum the points that you received for your share of each of the eight substantive terms in play and enter this sum below:

NOW PLEASE CONSTRUCT PROPOSAL #2

15. For Proposal #2: What is the VC Equity Percentage?

- 60% or more
- 56% to 59%
- 50% to 55%
- 47% to 49%
- 42% to 46%
- 36% to 41%

- 31% to 35%
  - 30% or less
16. For Proposal #2: What type of stock?
- Redeemable Preferred
  - Convertible Preferred
  - Common
17. For Proposal #2: What level of dividends?
- 8% or more
  - 5% to 7%
  - 3% to 4%
  - 1% to 2%
  - No dividends
18. For Proposal #2: Are antidilution rights included?
- No Antidilution Rights
  - VC Right of First Refusal
19. For Proposal #2: How many VC appointed board members?
- More than 2 members
  - 2 members
  - 1 member
  - 0 members
20. For Proposal #2: What is the vesting schedule for the founder's shares?
- 4 or 5 years
  - No vesting
  - 3 or less years
  - 6 or more years
21. For Proposal #2: What CEO replacement provision is included?
- Aggressive Projections
  - Moderate Projections
  - Conservative Projections
  - No provision
22. For Proposal #2: Is a No Shop Provision included?
- Provision included
  - Provision NOT included
23. For Proposal #2: TOTAL POINTS FOR SUBSTANTIVE ITEMS: Sum the points that you received for your share of each of the eight substantive terms in play and enter this sum below:
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24. What will be the first question you will ask the VC?

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15.067 Competitive Decision-Making and Negotiation  
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