

BASE SURVEY

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

- 25% or less
- 26% to 34%
- 35% to 39%
- 40% to 45%
- 46% to 49%
- 50%
- 51% to 59%
- 60% to 69%
- 70% or more

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

- Common
- Convertible Preferred
- Redeemable Preferred

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

- No dividends
- 1% to 3%
- 4% to 7%
- 8% to 9%
- 10% or more

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?

- 0 members
- 1 member
- 2 members
- 3 members
- More than 3 members

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

- 4 years
- Less than 4 years
- 5 years
- More than 5 years

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

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

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

- Provision NOT included
- Provision 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?

- 25% or less
- 26% to 34%
- 35% to 39%
- 40% to 45%
- 46% to 49%

- 50%
 - 51% to 59%
 - 60% to 69%
 - 70% or more
16. For Proposal #2: What type of stock?
- Common
 - Convertible Preferred
 - Redeemable Preferred
17. For Proposal #2: What level of dividends?
- No dividends
 - 1% to 3%
 - 4% to 7%
 - 8% to 9%
 - 10% or more
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?
- 0 members
 - 1 member
 - 2 members
 - 3 members
 - More than 3 members
20. For Proposal #2: What is the vesting schedule for the founder's shares?
- Less than 4 years
 - More than 5 years
 - 5 years
 - 4 years
21. For Proposal #2: What CEO replacement provision is included?
- No provision
 - Conservative Projections
 - Moderate Projections
 - Aggressive Projections
22. For Proposal #2: Is a No Shop Provision included?
- Provision NOT included
 - Provision 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:

24. What will be the first question you will ask the Founder?

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15.067 Competitive Decision-Making and Negotiation
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