

Close preview

## BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

6. What was your assigned role?

- Pat Stiles - EUREKA
- Lou Atchison - EUREKA
- Alex Delling - EUREKA
- Sam Gordon - FLAGSHIP
- Lorin Ross - FLAGSHIP
- Marty Langton - FLAGSHIP

7. According to the case, what is your primary concern today? (Please keep this simple. A long answer is not required or expected.)

8. What was the original agreement on the table? Please refer to the white 'General Information Sheet'? Specifically,

- (1) What was the original \$ value of the agreement? And for how many planes?
- (2) What types of engines did Eureka agree to provide?

- (3) What was the value of the 100 "engine kits"?
- (4) What type of parts were included in the kit?

9. List one solid question that you would ask EACH of your teammates.

List one solid question that you would ask EACH of your counterparts.

You should list FIVE questions in total.

Start

Powered by [Opinio](#)

Close preview

MIT OpenCourseWare  
<http://ocw.mit.edu>

15.067 Competitive Decision-Making and Negotiation  
Spring 2011

For information about citing these materials or our Terms of Use, visit: <http://ocw.mit.edu/terms>.