

## BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

6. Names of your negotiation counterparties (include both Flagship and Eureka counterparties):

7. What was your assigned role?

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

8. How much will Flagship prefer to spend on the reduced purchase (original - \$1 Billion)?

- \$850 Million
- \$800 Million
- \$750 Million
- \$700 Million
- \$650 Million

9. Which engines will Flagship purchase?
- JX5 engines only
  - Half each of JX5 and C-323s
  - C-323 engines only
10. What will be the new total dollar value of the upgrade to the Firebird fleet?
- \$150 Million
  - \$120 Million
  - \$100 Million
  - \$80 Million
11. What parts will be included in the Firebird upgrade?
- 4 - Full Kit
  - 3 - Fan, Frames and Compressor
  - 2 - Fan and LT Turbine
  - 1 - Frames and Compressor

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15.067 Competitive Decision-Making and Negotiation  
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