

BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

6. Name(s) of your negotiation counterparty:

7. Your assigned role:

8. Negotiation medium:

9. Who extended the first offer?

10. Quantity Discounts?

-10%
no change
+10%
+20%

11. Terms of payment?

30 days
45 days
60 days

12. Promotional discounts?

none
5%
10%
15%

13. Cooperative advertising?

none
\$0.25 million
\$0.50 million
\$0.75 million
\$1.00 million

14. Shelf space?

-10%
no change
+10%
+20%

15. Lush accepted?

Yes
No

16. Compensation?

none
10%
20%

17. End-of-aisle displays? (Only if "Lush" accepted)

Not applicable (Lush not accepted)
Yes
No

18. What is your final score?

Entry example: 1500

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15.067 Competitive Decision-Making and Negotiation
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