

BASE SURVEY

1. Your email address:

2. Your First name:

3. Your Last name:

4. Your MIT ID:

5. Team number:

6. Name(s) of your negotiation counterpart(s):

Counterpart(s)

7. Did you reach agreement?

- Yes
 No

8. Your assigned role

- Baxter - Mel Mackenzie
 Baxter - Lee Lewis
 Baxter - Pat Penny
 Apex - Terry Taylor
 Apex - Sandy Stokes
 Apex - Chris Cashman

9. Overhead Rate

- 120%
 125%

- 130%
- 135%
- 140%
- 145%
- 150%

10. Profit

- 12% base
- 12% base +3% incentive
- 12% base +1% surplus sales
- 12% base +2% surplus sales
- 15% base
- 15% base +/-3% incentive
- 18% base

11. Billable Hours Denominator

- 1600
- 1700
- 1800
- 1900
- 2000

12. Tom Talent

- Keep Tom on the account
- Remove Tom from the account

13. Capped?

- Yes
- No

14. Administrative Reporting

- Quarterly summary
- Monthly summary
- Quarterly detailed
- Monthly detailed

15. Payment Schedule

- pro-rated monthly
- 60% up front
- 75% up front

16. Out-Clause

- 90 days
- 120 days
- 180 days

17. TOTAL COST / VALUE OF THE DEAL FOR YOU

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15.067 Competitive Decision-Making and Negotiation
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