

BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. MIT ID

5. Which party are you?

- Buyer
 Seller

6. Name of your negotiating counterpart:

7. What is your TARGET PRICE at the outset? Entry Format: 1000 for \$1000.

Target Price \$

8. What is your WALKAWAY PRICE (BATNA)? Entry Format: 1000 for \$1,000.

BATNA \$

9. Did you want to make the first offer?

- Yes
 No

10. Who made the first offer?

- Buyer
 Seller

11. What was the first offer? Entry Format: 1000 for \$1,000

First Offer \$

12. What was the immediate counteroffer? Entry Format: 1000 for \$1,000

Immediate Counteroffer \$

13. Did you reach agreement?

- Yes
- No

14. A ROUND is defined to be an offer plus a counter-offer. How many rounds did you and your partner negotiate?

Number of Rounds

15. If you reached agreement what is the SETTLEMENT PRICE? Entry Format: 1000 for \$1,000

Settlement Price \$

16. How well do you think you did RELATIVE TO CLASSMATES WHO PLAYED THE SAME ROLE?

- 0 to 25th Percentile
- 26th to 50th Percentile
- 51st to 75th Percentile
- 76th to 100th Percentile

17.

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15.067 Competitive Decision-Making and Negotiation
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