

## BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. MIT ID

MIT ID

5. Name of your negotiating counterpart:

6. What is your role?

- Easterly: Salt Harbor Owner  
 Brim's Manager

7. Do you want to make the first offer?

- Definitely yes  
 Probably yes  
 Don't care  
 Probably no  
 Definitely no

8. What is your WALKAWAY PRICE (BATNA)? the information in the case, what is the absolute most you will pay for the land? That is, if Easterly were to insist on one dollar less than that amount, you would reluctantly abandon negotiations and pursue other alternatives. Entry Format 100000 for \$100,000

Walkaway Price \$

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15.067 Competitive Decision-Making and Negotiation  
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