

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)? Given the information in the case, what is the absolute most you will pay for the land? That is, if Brims were to insist on one dollar more than that amount, you would reluctantly abandon negotiations and pursue your legal challenge in court. Entry Format 100000 for \$100,000

Walkaway Price \$

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15.067 Competitive Decision-Making and Negotiation
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