

BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. MIT ID

MIT ID

5. Team number (Top right corner of Confidential Information)

Team Number

6. Name of your negotiating counterpart:

7. What was your role?

- Salt Harbor Owner
 Brim's Manager

8. What is your TARGET PRICE at the outset? Entry Format example 100000 for \$100,000.

Target Price \$

9. What is your WALKAWAY PRICE (BATNA)? Entry Format 100000 for \$100,000.

Walkaway Price \$

10. Did you want to make the first offer?

- Yes
 No

11. What was the first offer? Entry Format: 100000 for \$100,000

First Offer \$

12. By Whom?

- Salt Harbor Owner
- Brim's Manager

13. What was the immediate counteroffer? Entry Format: 100000 for \$100,000

Immediate Counteroffer \$

14. Did you reach agreement?

- Yes
- No

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

Number of Rounds

16. If you reached agreement what is the SETTLEMENT PRICE? Entry Format: 100000 for \$100,000

Settlement Price \$

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

- 0 to 25th Percentile (worst quartile)
- 26th to 50th Percentile
- 51st to 75th Percentile
- 76th to 100th Percentile (best quartile)

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15.067 Competitive Decision-Making and Negotiation
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