

## Subjective Evaluation Survey

Please answer the following set of questions for each negotiation counterpart. Comment boxes are available for each question to provide additional feedback.

1. Your first name

2. Your last name

3. Your MIT ID

### Counterpart # 1

4. Negotiation counterpart name #1

5. Did your counterpart treat you fairly?

- Not at all
- Only marginally
- Marginally
- To a large degree
- Perfectly

6. Did your counterpart(s) consider your interests when proposing solutions to reach an agreement?

- Not at all
- Only marginally
- Marginally
- To a large degree
- Perfectly

7. How would you rank your counterpart in terms of "tough" vs. "soft"?

- Extremely tough
- Marginally tough
- Neither tough nor soft
- Marginally soft
- Extremely soft

8. What kind of "overall" impression did your counterpart(s) make on you?

- Extremely negative
- Negative
- Neither positive nor negative
- Positive
- Extremely positive

9. Did this negotiation engender trust in your counterpart(s)?

- Not at all
- Only marginally
- Moderately
- To a large degree
- Perfectly

10. Did this negotiation enhance the possibility of a future relationship with your counterpart(s)?

- Not at all
- Only marginally
- Moderately
- To a large degree
- Perfectly

11. Would you want to have this person as your business partner?

- Definitely not
- Possibly
- Yes

12. If you were considering whether or not to join a firm, and you found out that this person worked there, would that make you more or less likely to join?

- Less Likely to join
- Makes no difference
- More Likely to join

13. If your friend asked your advice about whether to engage in a business transaction with this person, would you recommend doing so?

- I would strongly recommend against it
- I would recommend against it
- I would state that I am indifferent
- I would endorse it
- I would strongly endorse it

14. Provide a short description of your counterpart's negotiating style.

15. If you were asked by your counterpart, what advice about how to improve her/his negotiating style would you give?

**Counterpart #2**

16. Negotiation counterpart name #2

17. Did your counterpart treat you fairly?

- Not at all
- Only marginally
- Marginally
- To a large degree
- Perfectly

18. Did you counterpart(s) consider your interests when proposing solutions to reach an agreement?

- Not at all
- Only marginally
- Marginally
- To a large degree
- Perfectly

19. How would you rank your counterpart in terms of "tough" vs. "soft"?

- Extremely tough
- Marginally tough
- Neither tough nor soft
- Marginally soft
- Extremely soft

20. What kind of "overall" impression did your counterpart(s) make on you?

- Extremely negative
- Negative
- Neither positive nor negative
- Positive
- Extremely positive

21. Did this negotiation engender trust in your counterpart(s)?

- Not at all
- Only marginally
- Moderately
- To a large degree
- Perfectly

22. Did this negotiation enhance the possibility of a future relationship with your counterpart(s)?

- Not at all
- Only marginally
- Moderately
- To a large degree
- Perfectly

23. Would you want to have this person as your business partner?

- Definitely not
- Possibly
- Yes

24. If you were considering whether or not to join a firm, and you found out that this person worked there, would that make you more or less likely to join?

- Less Likely to join
- Makes no difference
- More Likely to join

25. If your friend asked your advice about whether to engage in a business transaction with this person, would you recommend doing so?

- I would strongly recommend against it
- I would recommend against it
- I would state that I am indifferent
- I would endorse it
- I would strongly endorse it

26. Provide a short description of your counterpart's negotiating style.

27. If you were asked by your counterpart, what advice about how to improve her/his negotiating style would you give?

**Counterpart #3 (only applicable if you negotiated against 2 Boston Sharks managers)**

28. Negotiation counterpart name #3

29. Did your counterpart treat you fairly?

- Not at all
- Only marginally
- Marginally
- To a large degree
- Perfectly

30. Did your counterpart(s) consider your interests when proposing solutions to reach an agreement?

- Not at all
- Only marginally
- Marginally
- To a large degree
- Perfectly

31. How would you rank your counterpart in terms of "tough" vs. "soft"?

- Extremely tough
- Marginally tough
- Neither tough nor soft
- Marginally soft
- Extremely soft

32. What kind of "overall" impression did your counterpart(s) make on you?

- Extremely negative
- Negative
- Neither positive nor negative
- Positive
- Extremely positive

33. Did this negotiation engender trust in your counterpart(s)?

- Not at all
- Only marginally
- Moderately
- To a large degree
- Perfectly

34. Did this negotiation enhance the possibility of a future relationship with your counterpart(s)?

- Not at all
- Only marginally
- Moderately
- To a large degree
- Perfectly

35. Would you want to have this person as your business partner?

- Definitely not
- Possibly
- Yes

36. If you were considering whether or not to join a firm, and you found out that this person worked there, would that make you more or less likely to join?

- Less Likely to join
- Makes no difference
- More Likely to join

37. If your friend asked your advice about whether to engage in a business transaction with this person, would you recommend doing so?

- I would strongly recommend against it
- I would recommend against it
- I would state that I am indifferent
- I would endorse it
- I would strongly endorse it

38. Provide a short description of your counterpart's negotiating style.

39. If you were asked by your counterpart, what advice about how to improve her/his negotiating style would you give?

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