

BASE SURVEY

USE THIS SURVEY ONLY IF YOUR ROLE IS JACQUES PARKER. (If your role is Marlene, please go back and click on the link for the Marlene survey.)

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

6. Name(s) of your negotiation counterparty:

7. No marriage takes place unless (a) Marlene gets your portrait of her and (b) You, Jacques, get 100% ownership of BOTH the gallery and your artwork.

Did you and Marlene arrive at a prenuptial agreement that meets both of these requirements?

- Yes
 No

8. Who claimed Jacques' portrait of Marlene?

- Marlene
 Jacques
 Neither claimed it

9. Who claimed the car?

- Marlene
 Jacques
 Neither

10. Who claimed the apartment?
- Marlene
 - Jacques
 - Neither
11. Who claimed (your) Jacques' Artwork?
- 100% to you, Jacques
 - Marlene gets a fraction of Jacques' artwork
12. What fraction of the joint checking account did you, Jacques, claim?
- 100% claimed
 - 80% or more claimed
 - 60% or more claimed
 - 40% or more claimed
 - 20% or more claimed
 - Less than 20% claimed
13. What percent of the \$1 million inheritance did you, Jacques, claim?
- 100% claimed
 - 90% or more claimed
 - 80% or more claimed
 - 70% or more claimed
 - 60% or more claimed
 - 50% or more claimed
 - 40% or more claimed
 - 30% or more claimed
 - 20% or more claimed
 - 10% or more claimed
 - less than 10% claimed
14. What percent of the California real estate did you, Jacques, claim?
- 100% claimed
 - 80% or more claimed
 - 60% or more claimed
 - 40% or more claimed
 - 20% or more claimed
 - less than 20% claimed
15. Who claimed the Dog?
- Marlene
 - Jacques
 - Neither
16. Who claimed the furniture?
- Marlene
 - Jacques
 - Neither

17. What percent of the Gallery did you, Jacques, claim?

- 100% claimed
- less than 100% claimed by Jacques

18. *TOTAL POINTS FOR TANGIBLE ITEMS: Sum the points that you received for your share of each of the ten tangible items in play and enter this sum below:

THIS SECTION IS FOR PROCESS POINTS (FOLDED PIECE OF PAPER):

19. JACQUES EVALUATION OF MARLENE:

The following five questions bear on your personal evaluation of Marlene as seen through the lense of this negotiation. Each possible response to a question is assigned a point value. Point range from 0 to 5.

The first question is about attribute RESPECT: How much do you, Jacques, believe Marlene RESPECTS you?

- No respect whatsoever - > 0
- Very little respect - > 1
- Not quite enough respect - > 2
- Sufficient respect - > 3
- Very respectful - > 4
- She deeply respects me - > 5

20. JACQUES EVALUATION OF MARLENE: Trustworthiness

How much do you, Jacques, trust Marlene?

- I do not trust her at all - > 0
- She is hiding a lot- > 1
- I do not fully trust her - > 2
- have no reason not to trust her - > 3
- She is very trustworthy- > 4
- I would trust her with anything- > 5

21. JACQUES EVALUATION OF MARLENE: Understanding of Others. How interested was Marlene in understanding your needs?

- She only cared about her own needs - > 0
- She only seemed interested in my needs as a front- > 1
- She considered my needs when convenient for herself - > 2
- She was fairly interested in understanding my needs - > 3
- She often attempted to understand my needs - > 4
- She was greatly concerned with my needs - > 5

22. JACQUES" EVALUATION OF MARLENE: Openness to Future Negotiations.

How open would you be to future negotiations with Marlene?

- I never want to negotiate with her again! - > 0
- Only if it could not be avoided- > 1
- I'd prefer not to negotiate with her - > 2
- I don't mind negotiating with her - > 3
- I enjoyed negotiating with her - > 4
- I would love to negotiate with her all the time! - > 5

23. JACQUES' EVALUATION of MARLENE: General Fondness.
How fond of Marlene are you at this point?

- I really hate her! - > 0
- I dislike her - > 1
- Indifferent - > 2
- We got along well - > 3
- I really enjoyed negotiating with her - > 4
- She's the greatest! - > 5

24. *PROCESS OUTCOME TOTAL: Sum the process points you assigned to Marlene in questions 19 through 23 and enter the results here:

25. TOTAL PROCESS POINTS AWARDED BY JACQUES TO MARLENE: Multiply the PROCESS OUTCOME TOTAL shown in question 24 above by the numerical factor assigned to you for this purpose (4) and enter the result below

26. MARLENE'S EVALUATION OF JACQUES:

Use the sheet your partner gave you to fill this in with their evaluation of Jacques as seen through the lens of this negotiation. Each possible response to a question is assigned a point value. Point range from 0 to 5.

The first question is about the attribute RESPECT: How much does Marlene believe Jacques RESPECTS her?

- No respect whatsoever - > 0
- Very little respect - > 1
- Not quite enough respect - > 2
- Sufficient respect - > 3
- Very respectful - > 4
- He deeply respects me - > 5

27. MARLENE'S EVALUATION OF JACQUES: Trustworthiness
How much does Marlene trust Jacques?

- I do not trust him at all - > 0
- He is hiding a lot - > 1
- I do not fully trust him - > 2
- I have no reason not to trust him - > 3
- He is very trustworthy - > 4
- I would trust him with anything - > 5

28. MARLENE'S EVALUATION OF JACQUES: Understanding of others
How interested was Jacques in understanding Marlene's needs?

- He only cared about his own needs - > 0
- He seemed interested in my needs as a front - > 1
- He considered my needs when convenient for himself - > 2
- He was fairly interested in understanding my needs - > 3
- He often attempted to understand my needs - > 4
- He was great concerned with my needs - > 5

29. MARLENE'S EVALUATION OF JACQUES: Openness to Future Negotiations.
How open would Marlene be to future negotiations with Jacques?
- I never want to negotiate with him again! - > 0
 - Only if it could not be avoided - > 1
 - I'd prefer not to negotiate with him - > 2
 - I don't mind negotiating with him - > 3
 - I enjoyed negotiating with him - > 4
 - I would love to negotiate with him all the time - > 5
30. MARLENE'S EVALUATION OF JACQUES: General Fondness.
How fond of Jacques is Marlene at this point?
- I really hate him! - > 0
 - I dislike him - > 1
 - Indifferent - > 2
 - we got along really well - > 3
 - I really enjoyed negotiating with him - > 4
 - He's the greatest! - > 5
31. PROCESS OUTCOME TOTAL: Sum the process points Marlene assigned to YOU in questions 26 through 30 and enter the results here::
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32. TOTAL PROCESS POINTS AWARDED BY MARLENE TO JACQUES: Multiply the PROCESS OUTCOME TOTAL shown in question 31 above by the numerical factor assigned to you for this purpose (5) and enter the result below.
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33. 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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