

BASE SURVEY

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

1. Your email address:

2. Your first name:

3. Your last name:

4. Your MIT ID:

5. Team number:

6. Enter names of negotiating PARTNER:

7. Enter names of negotiating OPPONENTS:

8. HomeBase Acquisition Cost: (calculation: Number of Shares x \$50 per share)
(Entry example: enter 1000000 for 1 million dollars)

\$

9. x Vesting Discount

10. = Present Value of Shares
(Entry example: enter 1000000 for 1 million dollars)

\$

11. + Cost of Board Seat

Board Seat Given
No Board Seat

12. + Cost of Liability

Liability remains with Winemaster.com partners
Liability goes to Homebase.com
Other (Calculate expected value to you)

13. If you chose "Other" for the liability, please explain your calculations to us.

14. = Total Cost of Acquisition
(Entry example: enter 1000000 for 1 million dollars)

\$

15. Enter your BATNA in millions of dollars.
(Entry example: enter 1.5 for 1.5 million dollars)

\$ million

16. In the space provided, describe how you calculated HomeBase.com's BATNA

17. In your judgment, how well did your negotiation counterparts prepare for this negotiation?

Well prepared
Adequately prepared
Poorly prepared

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