

Lecture 9 Outline

- Part I: Winemaster.com debrief:
 - BATNA analysis
 - Assumptions
 - Cost/Benefit of Vesting
 - Relative Value of Board Seat
- Part II: Contingent Contracts
 - Examples and discussion
- Part III: Negotiate Jesse Jumpshot
 - Instruction

***Handout Confidential Information for
Flagship. Two teams of three each***

Jesse Jumpshot Instructions

- Both Jesse *and* her agent must *both* agree to any deal struck with the Boston Sharks
- If the agent balks at a deal, Jesse cannot take it
- If Jesse balks at a deal, the agent cannot force Jesse to agree
- The Sharks will not consider a bonus larger than what they project Jesse will add to merchandising profits if the Sharks win the Championship.