

# Lecture 10 Outline

- **Part I: Jessie Jumpshot debrief**
  - Contingent Contracts to Consider
  - Outcomes
  
- **Part II: Email Negotiations**
  - What's different?

- **Part III: Flagship**
  - General Instructions
  - Scoring Protocol
  - Discussion of information gathering
  - Minor Corrections
  
- ***Handout confidential information for Welsh Water=>***
  - Harrington of Welsh Water
  - NALGO
  - SWAB
  - NUPE