

# Lecture 8 Outline

- Part I: Debrief:
  - Alphexco versus Betonn
- Part II: Winemaster vs Homebase.com
  - Negotiation format?
  - Exploding Offers?
  - BATNAs?
  - Negotiate in class
- ***Handouts: Confidential information for Jesse Jumpshot=> Three Roles: Jesse, Jesse's Agent, The Sharks***

# Winemaster.com

- No offers will “explode” during this negotiation
- Both sides are Expected Value maximizers
- Partners share equally