BASE 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) Jacques' portrait of you, Marlene, is claimed by you and (b) You, Marlene, get AT LEAST 50% of the $1 Million inheritance. Did you and Jacques 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 Jacques' Artwork?

   ○ Marlene
   ○ Jacques
   ○ Neither

12. What fraction of the joint checking account did you, Marlene, claim?

   ○ 100% claimed
   ○ 75% or more claimed
   ○ 50% or more claimed
   ○ 25% or more claimed
   ○ 10% or more claimed
   ○ Less than 10% claimed

13. What percent of the $1 million inheritance did you, Marlene claim?

   ○ 100% claimed
   ○ 90% or more claimed
   ○ 80% or more claimed
   ○ 70% or more claimed
   ○ 60% or more claimed
   ○ 50% or more claimed
   ○ Less than 50% claimed -- NO MARRIAGE

14. What percent of the California real estated did you, Marlene, claim?

   ○ 100% claimed
   ○ 50% or more claimed
   ○ 25% or more claimed
   ○ 10% or more claimed
   ○ Less than 10% 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, Marlene, claim?

○ 100% claimed
○ 51% or more claimed
○ 25% or more Claimed
○ Less than 25% claimed

18. Enter the sum of all points received by you, Marlene, from your share of each of the ten tangible items up for negotiation.

[ ]

THIS SECTION IS FOR THE PROCESS POINTS PART OF THE NEGOTIATION (FOLDED PIECE OF PAPER).

19. MARLENE'S EVALUATION OF JACQUES:
The following five questions bear on your personal 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 do you believe Jacques RESPECTS you?

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

20. MARLENE'S EVALUATION OF JACQUES: Trustworthiness
How much do you, 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

21. MARLENE'S EVALUATION OF JACQUES: Understanding of others
How interested was Jacques in understanding your 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

22. MARLENE'S EVALUATION OF JACQUES: Openness to Future Negotiations.
How open would you 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

23. MARLENE'S EVALUATION OF JACQUES: General Fondness.
How fond of Jacques are you 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

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

[   ]

25. TOTAL PROCESS POINTS AWARDED BY MARLENE TO JACQUES: Multiply the PROCESS OUTCOME TOTAL shown in question 24 above by the numerical factor assigned to you for this purpose (5) and enter the result below.

[   ]

26. JACQUES EVALUATION OF MARLENE:
Use the sheet your partner gave you to fill this in with their 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 does Jacques believe Marlene RESPECTS him?

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

27. JACQUES EVALUATION OF MARLENE: Trustworthiness
How much does 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

28. JACQUES EVALUATION OF MARLENE: Understanding of Others. How interested was Marlene in understanding Jacques' 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

29. JACQUES" EVALUATION OF MARLENE: Openness to Future Negotiations.
How open would Jacques 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

30. JACQUES' EVALUATION of MARLENE: General Fondness.
How fond of Marlene is Jacques 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

31. *PROCESS OUTCOME TOTAL: Sum the process points Jacques assigned to YOU (Marlene) in questions 26 through 30 and enter the results here:

[ ]

32. TOTAL PROCESS POINTS AWARDED BY JACQUES TO MARLENE: Multiply the PROCESS OUTCOME TOTAL shown in question 31 above by the numerical factor assigned to you for this purpose (4) and enter the result below

[ ]

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)

Powered by Opinio

15.067 Competitive Decision-Making and Negotiation
Spring 2011