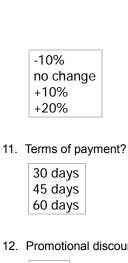
BASE SURVEY

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.	Your assigned role: Chris Smith James Wiley
8.	Negotiation medium: email instant messenger
9.	Who extended the first offer? Chris James
40	. Quantity Discounts?



12. Promotional discounts?

none 5% 10% 15%

13. Cooperative advertising?

none \$0.25 million \$0.50 million \$0.75 million \$1.00 million

14. Shelf space?

-10% no change +10% +20%

15. Lush accepted?

Yes No

16. Compensation?

none 10% 20%

17. End-of-aisle displays? (Only if "Lush" accepted)

Not applicable (Lush not accepted) Yes No

18. What is your final score?

Entry example: 1500

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15.067 Competitive Decision-Making and Negotiation Spring 2011

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