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

10. Quantity Discounts?
11. Terms of payment?
- 30 days
- 45 days
- 60 days

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
15.067 Competitive Decision-Making and Negotiation
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