BASE SURVEY

1. Your email address:

2. Your First name:

3. Your Last name:

4. Your MIT ID:

5. Team number:

6. Name(s) of your negotiation counterpart(s):

Counterpart(s)

7. Did you reach agreement?
   - Yes
   - No

8. Your assigned role
   - Baxter - Mel Mackenzie
   - Baxter - Lee Lewis
   - Baxter - Pat Penny
   - Apex - Terry Taylor
   - Apex - Sandy Stokes
   - Apex - Chris Cashman

9. Overhead Rate
   - 120%
   - 125%
10. Profit
   - 12% base
   - 12% base +3% incentive
   - 12% base +1% surplus sales
   - 12% base +2% surplus sales
   - 15% base
   - 15% base +/-3% incentive
   - 18% base

11. Billable Hours Denominator
   - 1600
   - 1700
   - 1800
   - 1900
   - 2000

12. Tom Talent
   - Keep Tom on the account
   - Remove Tom from the account

13. Capped?
   - Yes
   - No

14. Administrative Reporting
   - Quarterly summary
   - Monthly summary
   - Quarterly detailed
   - Monthly detailed

15. Payment Schedule
   - pro-rated monthly
   - 60% up front
   - 75% up front

16. Out-Clause
   - 90 days
   - 120 days
   - 180 days
17. TOTAL COST / VALUE OF THE DEAL FOR YOU


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