BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. MIT ID

5. Which party are you?
   ☐ Buyer
   ☐ Seller

6. Name of your negotiating counterpart:

7. What is your TARGET PRICE at the outset? Entry Format: 1000 for $1000.
   Target Price $

8. What is your WALKAWAY PRICE (BATNA)? Entry Format: 1000 for $1,000.
   BATNA $

9. Did you want to make the first offer?
   ☐ Yes
   ☐ No

10. Who made the first offer?
    ☐ Buyer
    ☐ Seller
11. What was the first offer? Entry Format: 1000 for $1,000
   First Offer $

12. What was the immediate counteroffer? Entry Format: 1000 for $1,000
   Immediate Counteroffer $

13. Did you reach agreement?
   ○ Yes
   ○ No

14. A ROUND is defined to be an offer plus a counter-offer. How many rounds did you and your partner negotiate?
   Number of Rounds $

15. If you reached agreement what is the SETTLEMENT PRICE? Entry Format: 1000 for $1,000
   Settlement Price $

16. How well do you think you did RELATIVE TO CLASSMATES WHO PLAYED THE SAME ROLE?
   ○ 0 to 25th Percentile
   ○ 26th to 50th Percentile
   ○ 51st to 75th Percentile
   ○ 76th to 100th Percentile

17. 

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