BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. MIT ID
   MIT ID

5. Name of your negotiating counterpart:

6. What is your role?
   ☐ Easterly: Salt Harbor Owner
   ☐ Brim's Manager

7. Do you want to make the first offer?
   ☐ Definitely yes
   ☐ Probably yes
   ☐ Don't care
   ☐ Probably no
   ☐ Definitely no

8. What is your WALKAWAY PRICE (BATNA)? the information in the case, what is the absolute most you will pay for the land? That is, if Easterly were to insist on one dollar less than that amount, you would reluctantly abandon negotiations and pursue other alternatives. Entry Format 100000 for $100,000
   Walkaway Price $