**BASE SURVEY**

1. Your email address:  
   
2. First name:  
   
3. Last name:  
   
4. MIT ID  
   MIT ID  
   
5. Team number (Top right corner of Confidential Information)  
   Team Number  
   
6. Name of your negotiating counterpart:  
   
7. What was your role?  
   - Salt Harbor Owner  
   - Brim's Manager  
   
8. What is your TARGET PRICE at the outset? Entry Format example 100000 for $100,000.  
   Target Price $  
   
9. What is your WALKAWAY PRICE (BATNA)? Entry Format 100000 for $100,000.  
   Walkaway Price $  
   
10. Did you want to make the first offer?  
    - Yes  
    - No
11. What was the first offer? Entry Format: 100000 for $100,000
   First Offer $

12. By Whom?
   □ Salt Harbor Owner
   □ Brim's Manager

13. What was the immediate counteroffer? Entry Format: 100000 for $100,000
   Immediate Counteroffer $

14. Did you reach agreement?
   □ Yes
   □ No

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

16. If you reached agreement what is the SETTLEMENT PRICE? Entry Format: 100000 for $100,000
   Settlement Price $

17. How well do you think you did RELATIVE TO CLASSMATES WHO PLAYED THE SAME ROLE?
   □ 0 to 25th Percentile (worst quartile)
   □ 26th to 50th Percentile
   □ 51st to 75th Percentile
   □ 76th to 100th Percentile (best quartile)
15.067 Competitive Decision-Making and Negotiation
Spring 2011

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