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. What role did you play?
   - Nelson
   - Amstore

8. Did you reach agreement?
   - Yes
   - No

9. If you reached agreement, enter the contract price that you agreed upon:
   - $10.0
   - $10.5
   - $11.0
   - $11.5
   - $12.0
   - No agreement
10. If you reached agreement, enter the number of valuation points that your agreed upon Price yielded:
   (Entry example: 20)

11. If you reached agreement, which Design Type did you agree to?
   - Basic
   - Enhanced
   - No agreement

12. If you reached agreement, how many valuation points did this Design Type yield to you?
   (Entry example: 20)

13. If you reached agreement, Targeted Completion Time is how many months after Start?
   - 20
   - 21
   - 22
   - 23
   - 24
   - 25
   - 26
   - No agreement

14. If you reached agreement, how many valuation points did this Targeted Completion Time yield for you?
   (Entry example: 20)

15. If you reached agreement, who will do the Installation?
   - Amstore
   - Nelson
   - No agreement

16. If you reached agreement, how many valuation points did this Installation decision yield for you?
   (Entry example: 20)

17. If you reached agreement, enter the total of all valuation points that you generated on the four issues
   (Price, Design, Targeted Completion Time, Installation):
   (Entry format: 20)