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)

[   ]

15.067 Competitive Decision-Making and Negotiation

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