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. Names of your negotiating counterparts:

   [   ]

7. What was your role?

   ○ Jessie Jumpshot
   ○ Agent for Jessie Jumpshot
   ○ Boston Sharks

8. How was the final deal negotiated? Sometimes, players decide to negotiate directly with their team (exclude their agent). Other times, agents are given full autonomy and discretion to develop a deal for their client player. In other cases, agents are required to get their clients final approval before signing a deal.

   What was your team's overall negotiating strategy?

   ○ Approval by Jessie required before signing deal
   ○ Negotiated directly without Agent
   ○ Full Autonomy

9. What is your BATNA?

   Please answer in millions. Entry Format 1.0 for $1.0 million.

   BATNA $[   ] million

10. Did your team reach agreement?

    ○ Yes
    ○ No

11. What is Jessie Jumpshot's Salary?

    Entry Format in millions: 1.0 for $1.0 million

    Salary $[   ] million

12. What is Jessie Jumpshot's Bonus if the Sharks WIN the Championship?

    Entry Format in millions: 1.0 for $1.0 million

    Bonus Win $[   ] million

13. What is Jessie Jumpshot's Bonus if the Sharks DO NOT WIN the Championship?

    Entry Format in millions: 1.0 for $1.0 million

    Bonus Lose $[   ] million

14. What is Jessie Jumpshot's share of the merchandising profits if the Sharks WIN the championship?

    Entry Format: 99 for 99%

    Merchandising Profit Share Win [   ] %

15. What is Jessie Jumpshot's share of the merchandising profits if the Sharks DO NOT WIN the championship?

    Entry Format: 99 for 99%

    Merchandising Profit Share Lose [   ] %

16. 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