BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

6. What role will you play?

   ○ Nelson
   ○ Amstore

7. If you are Nelson Contracting: Josh White
   Construct two proposals that you would be indifferent to if the other party (Amstore: Charles Logic) accepted either one. Payoffs can be equal or +/- one point.

   If you are Amstore: Charles Logic
   Construct two proposals that you would be indifferent to if the other party (Nelson: Josh White) accepted either one. Payoffs can be equal or +/- one point.

8. For Proposal #1, enter the contract price:

   | $10.0 |
   | $10.5 |
   | $11.0 |
   | $11.5 |
   | $12.0 |

9. For Proposal #1 enter a Design Type:

```
Basic
Enhanced
```

10. For Proposal #1 Enter a Targeted Completion Time:

```
20
21
22
23
24
25
26
```

11. For Proposal #1, who will do the Installation?

```
Amstore
Nelson
```

12. Proposal #1: Enter the total of all valuation points that you generated on the four issues (Price, Design, Targeted Completion Time, Installation):
(Entry format: 20)

```

```

13. For Proposal #2, enter the contract price:

```
$10.0
$11.5
$11.0
$11.5
$12.0
```

14. For Proposal #2 enter a Design Type:

```
Basic
Enhanced
```

15. For Proposal #2 Enter a Targeted Completion Time:

```
20
21
22
23
24
25
26
```

16. For Proposal #2, who will do the Installation?

Amstore
Nelson

17. Proposal #2: Enter the total of all valuation points that you generated on the four issues (Price, Design, Targeted Completion Time, Installation):
(Entry format: 20)

18. What would be the first question you would ask your counterparty?

15.067 Competitive Decision-Making and Negotiation
Spring 2011