BASE SURVEY

1. Your email address:

2. First name:

3. Last name:

4. Your MIT ID:

5. Team number:

Construct two prenuptial proposals that you would be indifferent to based on TANGIBLE POINTS ONLY (same points awarded). Please note that in the actual negotiation, you will also be evaluated based on your behavior and treatment towards your partner (PROCESS POINTS).

6. For Proposal #1: Who receives the Car?

   ○ Marlene
   ○ Jacques

7. For Proposal #1: Who claimed the Apartment?

   ○ Marlene
   ○ Jacques

8. For Proposal #1: Who claimed Jacques artwork?

   ○ Marlene
   ○ Jacques

For Proposal #1: You must receive the portrait of yourself, otherwise no marriage happens. Assume you receive the portrait (18 points).

9. For Proposal #1: What fraction of the joint checking account did you, Marlene, claim?

○ 100% claimed
○ 75% or more claimed
○ 50% or more claimed
○ 25% or more claimed
○ 10% or more claimed
○ Less than 10% claimed

10. For Proposal #1, What percent of the $1 million inheritance did you, Marlene, claim?

○ 100% claimed
○ 90% or more claimed
○ 80% or more claimed
○ 70% or more claimed
○ 60% or more claimed
○ 50% or more claimed
○ less than 50% claimed

11. For Proposal #1, what percent of the California real estate did you, Marlene, claim?

○ 100% claimed
○ 50% or more claimed
○ 25% or more claimed
○ 10% or more claimed
○ less than 10% claimed

12. For Proposal #1, who claimed the Dog?

○ Marlene
○ Jacques

13. For Proposal #1, Who claimed the furniture?

○ Marlene
○ Jacques

14. For Proposal #1, What percent of the Gallery did you, Marlene, claim?

○ 100% claimed
○ 51% or more claimed
○ 25% or more claimed
○ less than 25% claimed

15. For Proposal #1, *TOTAL POINTS FOR TANGIBLE ITEMS: Sum the points that you received for your share of each of the ten tangible items in play and enter this sum below:

[   ]

PLEASE CONSTRUCT PROPOSAL #2

16. For Proposal #2: Who receives the Car?

○ Marlene
○ Jacques

17. For Proposal #2: Who claimed the Apartment?

    ○ Marlene
    ○ Jacques

18. For Proposal #2: Who claimed Jacques artwork?

    ○ Marlene
    ○ Jacques

For Proposal #2: You must receive the portrait of yourself, otherwise no marriage happens. Assume you receive the portrait (18 points).

19. For Proposal #2: What fraction of the joint checking account did you, Marlene, claim?

    ○ 100% claimed
    ○ 75% or more claimed
    ○ 50% or more claimed
    ○ 25% or more claimed
    ○ 10% or more claimed
    ○ Less than 10% claimed

20. For Proposal #2, What percent of the $1 million inheritance did you, Marlene, claim?

    ○ 100% claimed
    ○ 90% or more claimed
    ○ 80% or more claimed
    ○ 70% or more claimed
    ○ 60% or more claimed
    ○ 50% or more claimed
    ○ less than 50% claimed

21. For Proposal #2, what percent of the California real estate did you, Marlene, claim?

    ○ 100% claimed
    ○ 50% or more claimed
    ○ 25% or more claimed
    ○ 10% or more claimed
    ○ less than 10% claimed

22. For Proposal #2, who claimed the Dog?

    ○ Marlene
    ○ Jacques

23. For Proposal #2, Who claimed the furniture?

    ○ Marlene
    ○ Jacques

24. For Proposal #2, What percent of the Gallery did you, Marlene, claim?

    ○ 100% claimed
    ○ 51% or more claimed
    ○ 25% or more claimed

○ less than 25% claimed

25. For Proposal #2, *TOTAL POINTS FOR TANGIBLE ITEMS: Sum the points that you received for your share of each of the ten tangible items in play and enter this sum below:

26. List one potential question you might ask Jacques to find out how much he values the dog.

Powered by Opinio

4

15.067 Competitive Decision-Making and Negotiation

Spring 2011