Subjective Evaluation Survey

Please answer the following set of questions for each negotiation counterpart. Comment boxes are available for each question to provide additional feedback.

1.	Your first name
2.	Your last name
3.	Your MIT ID
4.	Counterpart # 1 Negotiation counterpart name #1
5.	Did your counterpart treat you fairly?
	 Not at all Only marginally Marginally To a large degree Perfectly
6.	Did you counterpart(s) consider your interests when proposing solutions to reach an agreement? Not at all Only marginally Marginally To a large degree Perfectly

7.	How would you rank your counterpart in terms of "tough" vs. "soft"?	
	C Extremely tough	
	Marginally tough	
	Neither tough nor soft	
	O Marginally soft	
	© Extremely soft	
0	What kind of "overall" impression did your counterpart(s) make on you?	
0.		
	Extremely negative	
	Negative Neither positive nor negative	
	O Positive	
	© Extremely positive	
9.	Did this negotiation engender trust in your counterpart(s)?	
	O Not at all	
	Only marginally	
	O Moderately	
	To a large degree	
	C Perfectly	
10	. Did this negotiation enhance the possibility of a future relationship with you	ir counterpart(s)2
10		ar counterpart(3):
	Only requiredly	
	Only marginally Moderately	
	O To a large degree	
	O Perfectly	
		_
11.	Would you want to have this person as your business partner?	
	O Definitely not	
	O Possibly	
	O Yes	
		٦
		_

12.	If you were considering whether or not to join a firm, and you found out that this person worked there, would that make you more or less likely to join?		
	C Less Likely to join		
	Makes no difference		
	O More Likely to join		
13.	. If your friend asked your advice about whether to engage in a business trans	saction with this person,	
	would you recommend doing so?		
	O I would strongly recommend against it		
	I would recommend against it I would state that I am indifferent		
	O I would endorse it		
	O I would strongly endorse it		
	- Would strongly endorse it		
14.	. Provide a short description of your counterpart's negotiating style.		
15.	. If you were asked by your counterpart, what advice about how to improve he would you give?	er/his negotiating style	
	Counterpart #2		
16	Counterpart #2 . Negotiation counterpart name #2		
	. Hogoliation counterpart hamo n2		
17.	. Did your counterpart treat you fairly?		
	O Not at all		
	Only marginally		
	O Marginally		
	C To a large degree		
	C Perfectly		

18.	$\label{eq:decomposition} \mbox{Did you counterpart(s) consider your interests when proposing solutions to}$	reach an agreement?
	O Not at all	
	Only marginally	
	O Marginally	
	C To a large degree	
	O Perfectly	
19.	How would you rank your counterpart in terms of "tough" vs. "soft"?	
	C Extremely tough	
	O Marginally tough	
	Neither tough nor soft	
	Marginally soft	
	© Extremely soft	
	,	
20.	What kind of "overall" impression did your counterpart(s) make on you?	
	© Extremely negative	
	O Negative	
	O Neither positive nor negative	
	C Positive	
	C Extremely positive	
21.	Did this negotiation engender trust in your counterpart(s)?	
	Only magning live	
	Only marginally Moderately	
	C To a large degree	
	© Perfectly	
	Periectly	
22.	Did this negotiation enhance the possibility of a future relationship with your	counterpart(s)?
	O Not at all	
	Only marginally	
	C Moderately	
	C To a large degree	
	O Perfectly	

23.	Would you want to have this person as your business partner? O Definitely not O Possibly O Yes	
24.	If you were considering whether or not to join a firm, and you found out that would that make you more or less likely to join? C Less Likely to join Makes no difference More Likely to join	this person worked there
25.	If your friend asked your advice about whether to engage in a business tran would you recommend doing so? I would strongly recommend against it I would recommend against it I would state that I am indifferent I would endorse it I would strongly endorse it	nsaction with this person,
26.	Provide a short description of your counterpart's negotiating style.	
27.	If you were asked by your counterpart, what advice about how to improve h would you give?	ner/his negotiating style
28.	Counterpart #3 Negotiation counterpart name #3	

29.	Did your counterpart treat you fairly?	
	O Not at all	
	Only marginally	
	O Marginally	
	O To a large degree	
	O Perfectly	
30.	Did you counterpart(s) consider your interests when proposing solutions to	reach an agreement?
	O Not at all	· ·
	Only marginally	
	O Marginally	
	C To a large degree	
	C Perfectly	
31.	How would you rank your counterpart in terms of "tough" vs. "soft"?	
	© Extremely tough	
	Marginally tough Neither tough nor soft	
	Marginally soft	
	© Extremely soft	
32.	What kind of "overall" impression did your counterpart(s) make on you?	
	© Extremely negative	
	C Negative	
	O Neither positive nor negative	
	O Positive	
	© Extremely positive	
33.	Did this negotiation engender trust in your counterpart(s)?	
	O Not at all	
	Only marginally	
	O To a large degree	
	C Perfectly	

34.	Did this negotiation enhance the possibility of a future relationship with your control Not at all Only marginally Moderately To a large degree Perfectly	ounterpart(s)?
35.	Would you want to have this person as your business partner?	
	© Definitely not © Possibly © Yes	
36.	If you were considering whether or not to join a firm, and you found out that the would that make you more or less likely to join? C Less Likely to join Makes no difference More Likely to join	is person worked there,
37.	If your friend asked your advice about whether to engage in a business transa would you recommend doing so? I would strongly recommend against it I would recommend against it I would state that I am indifferent I would endorse it I would strongly endorse it	action with this person,
38.	Provide a short description of your counterpart's negotiating style.	

39.	If you were asked by your counterpart, what advice about how to improve he would you give?	er/his negotiating style

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