**The Art Case: Outcome Form**

Negotiation group number: ………………

Name of student with role of Gallery Owner: …………………………………………………

Name of student with role of Museum Director: …………………………………………………

Did you reach an agreement? (*Please highlight one*) YES / NO

If yes, please indicate your agreed-upon price: ………………….……

If yes, please describe your final agreement (including all aspects of the deal) below. Please write clearly.

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Gallery Owner, on a scale of 1 (extremely negative) to 7 (extremely positive), how did the negotiation affect your relationship with the Museum Director?

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Museum Director, on a scale of 1 (extremely negative) to 7 (extremely positive), how did the negotiation affect your relationship with the Gallery Owner?

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*Please provide one copy of this outcome form to the course instructor*