**Outcome Form: A Game of Chicken**

*Instructions: All counterparts should complete this form together at the end of the negotiation and sign at the bottom.*

1. Negotiation group number:

2. Name(s) of the student(s) who played the CrediGro representative(s):

3. Name(s) of the student(s) who played the Chicken Farmer(s):

3. Did you reach an agreement on all 5 issues? (please circle one) Yes No

4. What specific option did you agree on for each issue?

Size of the Loan:

Loan Payback Time:

Business Partner Support:

Poultry Density:

Inspection Frequency:

5. Total points obtained by **CrediGro**: points

*Note: These are the total points adding up across all issues, Size of the Loan + Loan Payback Time + Business Partner Support + Poultry Density + Inspection Frequency, using CrediGro’s payoff structure.*

6. Total points obtained by the **Chicken Farmers**: points

*Note: These are the total points adding up across all issues, Size of the Loan + Loan Payback Time + Business Partner Support + Poultry Density + Inspection Frequency, using the Chicken Farmers’ payoff structure.*

7. Chicken Farmers, on a scale ranging from 0 (definitely not) to 5 (definitely yes) would you want to do business with your counterparts from CrediGro long-term?

1 2 3 4 5

8. CrediGro representatives, on a scale ranging from 0 (definitely not) to 5 (definitely yes) would you want to do business with these chicken farmers long-term?

1 2 3 4 5