**Pivot Bank: Outcome Form**

Negotiation group number:

Name of participant (Kenneth):

Name of participant (David):

4. Did Kenneth obtain a promotion to VP this September cycle?

Yes

No

5. By how much, if at all, was Kenneth’s salary increased? %

6. Did David obtain a verbal commitment from Kenneth to stay at the firm for the long term?

Yes

No

7. Did Kenneth tell David that he is leaving the firm this coming December year to do an MBA?

Yes

No

8. **Kenneth**, did you tell David the real reasons why turnover is so high at the firm?

Yes

No

9. **David**, during the negotiation did you believe that Kenneth had an outside offer from

Straightforward Bank?

Yes, I believed he had an outside offer

I wasn’t sure whether he had an outside offer or not

No, I didn’t believe there was any outside offer

10. Please describe any further aspects of the negotiation outcome: