**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: