**The Scholarship Negotiation
Outcome Form**

Group Number:

Student Name (prospective MBA candidate):

Student Name (Head of the scholarship committee):

What was the first offer made by the prospective MBA candidate? €

What was the first offer made by the head of the scholarship committee? €

What was the final agreement on the scholarship amount? (If you did not reach an agreement, please write “impasse” instead of a number) €

If there was a deal, were there additional elements beyond money in the final agreement?

Did the MBA student decide to attend Vandelans?  Yes No