**The Football Transfer: Outcome Form**

*Instructions: This form is part of the CEO’s role materials. It should not be shown to the other negotiators until after you have reached an agreement and it is time to sign a deal.*

1. Negotiation group number:

2. Names of participants in each role

Participant with role of the Agent:

Participant with role of the Player:

Participant with the role of CEO:

Participant with role of Coach:

3. How many points did each counterpart receive? \*Important: You will need to collect their individual points totals from them, since their payoff structure is different from yours.

Agent’s total points:

Player’s total points:

CEO’s total points:

Coach’s total points:

4. Did you reach an agreement for David to stay at Greenpark? (*Please select one*)

Yes

No

5. At any point in the negotiation, did the agent negotiate with you and the coach without the player knowing what you were discussing? (*Please select one*)

Yes

No

*If yes, please provide some details:*

6. Did the agent get fired, quit, or stay as David’s agent? (*Please select one*)

Stayed as David’s agent

Fired

Quit

*If quit or fired, please provide some details:*