**The Job Negotiation Outcome Form**

Negotiation group number:

Student name (Recruiter**)**:

Student name (Candidate**)**:

Is Duarte joining the company? Yes No

What specific options (not numeric scores) did you agree on for each issue?

Base pay and bonus:

Holidays:

Office location:

Health insurance coverage:

Team size:

Start date:

Subsidy for MBA/training:

Flex time:

Recruiter total points adding across all 8 issues: points

*Note. These are the total points adding up across all issues: Base pay and bonus + Holidays + Office location + Health insurance coverage + Team size + Start date + Subsidy for MBA/training + Flex time, using your payoff structure.*

Candidate total points adding across all 8 issues: points

*Note. Please ask the candidate for this number, do NOT use your own points table to calculate her/his score.*

Recruiter, on a scale from 1 (very negatively) to 7 (very positively), how did the negotiation affect your relationship with the candidate? 1 2 3 4 5 6 7

Candidate, on a scale from 1 (very negatively) to 7 (very positively), how did the negotiation affect your relationship with the recruiter? 1 2 3 4 5 6 7