**Arancibia, Inc - Outcome Form**

***Do not read this outcome form until you have completed the negotiation,***

***since it contains spoilers for the case***

*Instructions: Cristobal and Vito should complete this outcome form together.*

1. Name of the participant with the role of Cristobal:

1. Name of the participant with the role of Vito:

1. Were you able to reach a deal? (*Please circle one*) Yes No

*Instructions: Only respond to questions 4-8 if you reached a deal.*

*If not, skip ahead to questions 9-13.*

1. Will the solar panel business be absorbed into the parent company? *(Please circle one)*

Fully absorbed

Remains separate

Something else *(Please describe)*:

1. What type and amount of compensation will Cristobal receive for his contribution to the solar panel business?

1. Will Cristobal continue to collaborate with Arancibia, Inc? *(Please circle one)*

Yes *(Please describe in what way)*:

No

1. Did Vito and Cristobal come to any arrangements regarding Francisco’s share of Arancibia, Inc or Cristobal’s inheritance? *(Please circle one)*

Yes *(Please describe)*:

No

1. Will Cristobal apologize to Vito in front of the extended family? *(Please circle one)*

Yes

No

Did not discuss/come to an agreement on

*Instructions: Complete remaining questions regardless of whether you reached a deal or not*

1. **Cristobal**, are you planning to start a competing business? *(Please circle one)*

Yes, in the same geography competing with the family firm

Yes, in a different geography

No *(Please provide details)*:

1. **Vito**, are you planning to get even with Cristobal by taking more of Francisco’s shares?

Yes *(What percentage of shares do you plan to leave Francisco with?)*: %

No

1. Are there any further aspects of your negotiation outcomes that you would like to describe?

1. **Cristobal**, how did this negotiation affect your relationship with Vito? *(Please circle one)*

**Very negatively** **Very positively**

**1 2 3 4 5 6 7**

1. **Vito**, how did this negotiation affect your relationship with Cristobal? *(Please circle one)*

**Very negatively** **Very positively**

**1 2 3 4 5 6 7**