

HBT Merger  
Case Questions

Choose **either** the team of Addison Ames and Alex Fay, **or** Sydney Lee and Dominique Pan.

In class we will have two teams of negotiators conduct meetings.

To prepare for the session, prepare a list of the objectives for your team to achieve in the negotiation. Anticipate objections from the other side. How would you approach the negotiations? It should not take more than a page or two to do this.

These is additional information for the two teams that will be distributed next week.