Wed before sim:

2 HW parts: due before next class

Situation:

1. 3 companies
   1. IN Bev: Buy one or the other, or neither
   2. Bel Vino: sell to IN Bev, buy the other
   3. Starship: sell to IN Bev, buy the other
2. Get your companies strengths and weaknesses,
3. What you have to do
   1. Calc valuation for Bel Vino and Starshine: everyone: Same conclusion as everyone else
   2. “Reservation Prices”: indicates what ranges you are willing to sell or buy for: range of prices, Each company worth on their own,
   3. Negotiation: in class on Monday