



Q: Can we extract the preferences from the criteria charts in combination with the alternative effects on partenrs? We have the preferences from each business adiministration student.

To observe the fitness&efficiency rating of each alternative per scenario

Alternative 3 gives uniformly fair change effects. Compared to #1 the Supplier gains less. Most teams choose this alternative, considering fairness. If an additive solution was chosen, 1 would be approriate.

> Scenario 1. All teams choose either Alternative 3 or none for this scenario. Closely following the RKS normative solution

Scenario 3. ALL teams choose ALternative 7 in this scenario. Supplier is actually not affected, thus it is a negotiation between the Assembler and manufacturer. The change initiator is the Assembler, as such alternative 8 is not an option for that role, due too higher cost for both partners.

Here the negotiation follows the additive scoring, where option 7 is ranked better than 9.

