

WASHplus Cookstove Willingness to Pay Assessment - Bargaining

Household unique ID#

Village #

Interviewer:

[Stove types and prices must be filled out prior to assessment]

- *Select the ROW of the stove being used by your respondent.*
- *Begin by repeating that they have the opportunity to buy the stove they've been using or one of the others they've seen, but are under no obligation at all. This includes a replacement model if the stove they've been using is damaged or not functioning.*

Then say:

1. *This stove is worth _____ [insert the value in column A]*
2. *But because you've participated in the study, and because there is only limited servicing available on the stove at this point, we can offer it to you for _____ [insert the value in column labeled B; this should be a discount]*
3. *Would you like to buy the stove? Record in column C [check X if yes, make – if no and proceed if no]*
4. *We can offer installment payments if easier. Are you interested in the stove if you could buy it for 12 payments of [say the amount in column D] _____ RECORD response in column E [check X if yes, make – if no and proceed if no]*
5. *You know, here, we never buy for the asking price, of course we bargain. So please, I invite you to bargain with me and tell me what you are wanting to pay.*
6. *Note amount in column F, then accept if above the minimum, or bargain using columns G and H*
7. *Note if they accept that price in column I*
8. *Give last chance to counter-bargain. Note in J*
9. ***If still no***, go back to the thank you and close the questionnaire.
If yes, make the financing/ payment arrangement.

WASHplus Cookstove Willingness to Pay Assessment - Bargaining

STOVE TYPE	A	B	C		D	E		F	G	H	I	J	K	L	
	Value	Offer price	2.1. Accept?		Offer Payments (calculate at 14% interest)			Invite bargaining... Note below the price they offer	IF they offer ... (circle which)	Your counter offer	2.3. They Agree Offered price	2.4. They make final offer? (note) IF NO, PUT 'X'	Agree to anything this amount or above	2.7. They request installment payments for your counter offer? Note& accept if above min	Cash
Stove 1:	___	___	1	2	12x_	1	2		___	___			___ Or 12x_	1	2
Stove 2:	___	___	1	2	12x_	1	2		___	___			___ Or 12x_	1	2
Stove 3:	___	___	1	2	12x_	1	2		___	___			___ Or 12x_	1	2
Stove 4:	___	___	1	2	12x_	1	2		___	___			___ Or 12x_	1	2
Stove 5:	___	___	1	2	12x_	1	2		___	___			___ Or 12x_	1	2
	A	B	C		D	E		F	G	H	I	J	K	L	

Final question for those who bought: "What made you decide to buy this stove?"

Final question for those who did not: "What is the main reason you decided not to buy this stove?"