

Study 1 - Questionnaire

לפניך סקר בנושא משא ומתן. נבקשך לקרוא היטב את ההוראות בכל מסך, ולענות ברצינות ובכנות על השאלות. הסקר הוא אנונימי לחלוטין, והתוצאות הן לצרכי לימוד ומחקר בלבד. בברכה _____.

1. כמה ניסיון תעסוקתי יש לך בהווה או בעבר בעבודות הדורשות יכולות של מכירות ו/או ניהול משא ומתן?

1. כלל לא
2. 0 - 3 חודשים
3. 3 - 6 חודשים
4. 6 - 12 חודשים
5. 12 - 24 חודשים
6. יותר מ- 24 חודשים

2. באופן כללי, במסגרת עבודתך בהווה או בעבר ו/או במסגרת חייך הפרטיים, עד כמה את/ה מעדיף/ה לתת את ההצעה הראשונה במשא ומתן בעצמך לעומת לחכות שהצד השני יגיש את ההצעה הראשונה?

- אני מעדיף/ה לתת את ההצעה הראשונה במשא ומתן בעצמי
- אני מעדיף/ה לחכות שהצד השני יגיש את ההצעה הראשונה

3. אנא הסבר/הסבירי בקצרה מדוע בחרת בתשובה שבה בחרת בשאלה הקודמת:

4. מה גילך?

5. מה מינך?
- זכר
 - נקבה

Study 2 – Manipulation & Questionnaire

1. Hello, this survey examines how people buy or sell old items or antiques. There are no right or wrong answers, we are merely interested in your honest opinion. To verify that you are carefully reading the instructions please choose option number two in the following question and ignore its content.

- 1 Completely disagree
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10 Completely agree

2. A relative who had no children has recently passed away. Being her only living relative, you inherited all of her belongings. She had no money or properties. In the rented house where she used to live, you have found a few old/antique items. You intend to sell these items to an antique shop. One of the items that you found in her house was a small sculpture of a duck (see the picture below). It seems rather old, but you don't know its worth. Now you are at the antique shop. Please answer the following questions: What do you prefer: to tell the shop owner the price you ask for the sculpture or to let him make the first offer?

- 1 - to tell him my price
- 2
- 3
- 4 - I don't care
- 5
- 6
- 7 - to let him make the first offer

3. The shop owner has asked you to say the price you demanded for the sculpture. How much do you ask for it?

Please write a whole number in US\$ here: _____.

4. You are the owner of an antique shop. A person enters your shop and tells you the following story: "A relative who had no children has recently passed away. Being her only living relative, I inherited all of her belongings. She had no money or properties. In the rented house where she used to live, I have found a few old/antique items. I intend to sell these items to an antique shop." One of the items that I found in her house was a small sculpture of a duck (see the picture below). Now he is at your antique shop. You know that it is a very expensive item, and that an identical item was estimated between 350,000\$ to 500,000\$, and has been recently sold for \$767,000 at Sotheby's. You don't know if the person knows anything about the sculpture or its true value. Please answer the following questions: What do you prefer: to tell the person the price you offer for the sculpture or to let him make the first offer?

- 1 - to tell him my price
- 2
- 3
- 4 - I don't care
- 5
- 6
- 7 - to let him make the first offer

5. The seller has asked you to make the first offer. How much do you offer for it? Please consider that sellers may not realize the true worth of such items. Please write a whole number in US\$ here: _____.

6. Timing

First Click (1)

Last Click (2)

Page Submit (3)

Click Count (4)

7. Age: _____

8. Gender:

- Male
- Female

Study 3 – Manipulation & Questionnaire

1. יצאת לנסיעת עבודה בנמיביה. נחתת עכשיו בשדה התעופה, ויצאת לחפש מונית. בדרך למלון עליך לעצור לפגישת עבודה וארוחת צהריים במקום שבו קשה למצוא מוניות. לכן, אתה מעוניין לבקש מנהג המונית להמתין לך שעתים, ואז להמשיך איתך למלון. מחיר הנסיעה נקבע על ידי מונה, והוא אינו נתון למשא ומתן. מצאת מונית, וכעת מתנהל מו"מ על עלות ההמתנה בת השעתיים.
2. מה האפשרות המועדפת עליך - להגיד לנהג/ת המונית מה המחיר שהיית רוצה לשלם או לשאול אותו/ה כמה הוא/היא מבקש/ת על ההמתנה?
 - 1- להגיד מה המחיר שאני רוצה לשלם
 - 2
 - 3
 - 4- לא משנה לי
 - 5
 - 6
 - 7- לשאול כמה הנהג/ת מבקש/ת על ההמתנה
3. נהג/ת המונית מבקש/ת לקבל ממך את המחיר שהיית רוצה לשלם עבור ההמתנה. מהי ההצעה שלך לנהג/ת המונית? יש לתת את הצעתך בשקלים.
4. מה העדיפות שלך באופן כללי במצבי משא ומתן?
 - להציע את ההצעה הראשונה בעצמי
 - לתת לצד השני להציע את ההצעה הראשונה
5. מדוע העדיפות שלך בשאלה הקודמת היא כפי שבחרת?
6. נבקש לקבל ממך הסבר לתשובותיך הנ"ל:
 - למה בחרת (כפי שבחרת) בתשובה לשאלה "מה האפשרות המועדפת עליך - להגיד לנהג/ת המונית מה המחיר שהיית רוצה לשלם או לשאול אותו/אותה כמה הוא מבקש על ההמתנה?"
 - למה הצעת אתהסכום שהצעת עבור ההמתנה?
7. מה גילך?
8. מין -
 7. זכר
 8. נקבה
9. האם ביקרת אי פעם באפריקה?
 9. כן
 10. לא

12. את/ה נהג/ת מונית בנמיביה. את/ה נמצא/ת עכשיו בשדה התעופה. כרגע נחתה טיסה, ומגיע/ה אליך נוסע/ת שמבקש/ת לנסוע למלון שלו/ה. בדרך למלון יש לנוסע/ת פגישה שתמשך שעתיים והנוסע/ת מבקש/ת ממך להמתין במשך השעתיים ולהמשיך אח"כ עד למלון. מחיר הנסיעה עצמה נקבע על ידי מונה, והוא אינו נתון למשא ומתן. את/ה יודע/ת שכל מחיר של מעל 6.83 ש"ח לשעה (13.66 ש"ח לשעתיים) הוא משתלם עבורך. כעת מתנהל מו"מ על עלות ההמתנה בת השעתיים.

13. מה האפשרות המועדפת עליך - להגיד לנוסע/ת מה המחיר שהיית רוצה לקבל או לשאול

אותו/ה כמה הוא/היא מציע/ה על ההמתנה?

- 1- להגיד מה המחיר שאני רוצה לקבל
- 2
- 3
- 4- לא משנה לי
- 5
- 6
- 7- לשאול כמה הנוסע/ת מציע/ה על ההמתנה

14. הנוסע/ת מבקש/ת לקבל ממך את המחיר שהיית רוצה עבור ההמתנה של השעתיים. כאמור, את/ה יודע/ת שכל מחיר של מעל 6.83 ש"ח לשעה (13.66 ש"ח לשעתיים) הוא משתלם עבורך. מהי ההצעה שלך לנוסע/ת? יש לתת את ההצעה בשקלים.

15. מה העדיפות שלך באופן כללי במצבי משא ומתן?

- להציע את ההצעה הראשונה בעצמי
- לתת לצד השני להציע את ההצעה הראשונה

16. מדוע העדיפות שלך בשאלה הקודמת היא כפי שציינת?

17. נבקש לקבל ממך הסבר לתשובותיך ה"ל":

- למה בחרת (כפי שבחרת) בתשובה לשאלה "מה האפשרות המועדפת עליך - להגיד לנוסע/ת מה המחיר שהיית רוצה לקבל או לשאול אותו/ה כמה הוא/היא מציע/ה על ההמתנה?"

- למה ביקשת את הסכום שביקשת עבור ההמתנה?

19. מה גילך?

20. מין -

- זכר
- נקבה

21. האם ביקרת אי פעם באפריקה?

- כן
- לא

Study 4 – Manipulation & Questionnaire

1. What is your serial number?

2. What role are you taking in the negotiation game (make sure you take one, and your partner takes the other):
 - Tourist (White sticker)
 - Taxi driver (Blue Sticker)

- **Tourist** – instructions- Please read the following information carefully before you start the negotiation.

You are in Namibia for a business trip. You have just landed and you are now looking for a taxi to take you to your hotel. On the way to your hotel you have a lunch meeting in an area where it is difficult to get a taxi. Therefore, you would like to ask the taxi driver to wait with you for 2 hours during the meeting, and then take you from the meeting to your hotel. The ride fare is fixed and calculated by a meter but you now need to negotiate on the cost of the 2 hour wait. You are going to start the negotiation yourself by presenting your first offer. Start by saying: I would be willing to pay _____ \$ for the 2 hour wait. From that moment on, the negotiation will continue naturally for a maximum of 10 minutes, until you reach an agreement or an impasse. After that, we ask you to continue to the next page and answer a few questions.

3. Have you completed the negotiation? If so, continue to the next page. If not please conclude the negotiation before you continue.

4. Who made the first offer in the negotiation?
 - Tourist
 - Taxi driver

5. What was the amount of first offer?

6. What was the amount of the counter offer (the response for the first offer)?

7. Did you reach an agreement?
 - Yes
 - No

If in the question "Did you reach an agreement?" Yes Is Selected:

8. What was the final price you agreed on?

9. To what extent do you feel...?

	A great deal (6)	A lot (5)	Quite (4)	A little (3)	Almost not at all (2)	None at all (1)
1. Satisfaction with your result	6.	5.	4.	3.	2.	1.
2. Satisfaction with your role in making the first or second offer	6.	5.	4.	3.	2.	1.

10. If it were up to you, what would be your preference in this negotiation?

- To make the first offer
- To make the offer second

11. What is your general preference in negotiations?

- To make the first offer
- To make the offer second

12. Have you ever been to Africa?

- Yes
- No

- **Tourist** - instructions Please read the following information carefully before you start the negotiation. You are in Namibia for a business trip. You have just landed and you are now looking for a taxi to take you to your hotel. On the way to your hotel you have a lunch meeting in an area where it is difficult to get a taxi. Therefore, you would like to ask the taxi driver to wait with you for 2 hours during the meeting, and then take you from the meeting to your hotel. The ride fare is fixed and calculated by a meter but you now need to negotiate on the cost of the 2 hour wait. The Taxi driver will make the first offer and after that you will make your counter offer. From that moment on, the negotiation will continue naturally for a maximum of 10 minutes, until you reach an agreement or an impasse. After that, we ask you to continue to the next page and answer a few questions.

1. Have you completed the negotiation? If so, continue to the next page. If not please conclude the negotiation before you continue.

2. Who made the first offer in the negotiation?

- Tourist
- Taxi driver

3. What was the amount of first offer?

4. What was the amount of the counter offer (the response for the first offer)?

5. Did you reach an agreement?
 - Yes
 - No

If in the question "Did you reach an agreement?" Yes Is Selected:

6. What was the final price you agreed on?

7. To what extent do you feel...?

	A great deal (6)	A lot (5)	Quite (4)	A little (3)	Almost not at all (2)	None at all (1)
1. Satisfaction with your result	6.	5.	4.	3.	2.	1.
2. Satisfaction with your role in making the first or second offer	6.	5.	4.	3.	2.	1.

8. If it were up to you, what would be your preference in this negotiation?

- To make the first offer
- To make the offer second

9. What is your general preference in negotiations?

- To make the first offer
- To make the offer second

10. Have you ever been to Africa?

- Yes
- No

- **Taxi driver** – instructions- Please read the following information carefully before you start the negotiation.

You are a Taxi driver in Namibia. You are waiting at the airport. A flight has just arrived, and a customer approaches you and asks for a ride to the hotel. On the way to the hotel the customer has a 2 hour lunch meeting and the customer would like you to wait there for those 2 hours and then continue from there to the hotel. The ride fare is fixed and calculated by a meter, but you now need to negotiate on the cost of the 2 hour wait. You know that any price above 1.5\$ per hour (3\$ for the entire wait) is worth your while. The tourist will make the first offer and after that you will make your counter offer. From that moment on, the negotiation will continue naturally for a maximum of 10 minutes, until you reach an agreement or an impasse. After that, we ask you to continue to the next page and answer a few questions.

11, Have you completed the negotiation? If so, continue to the next page. If not please conclude the negotiation before you continue.

12. Who made the first offer in the negotiation?

- Tourist
- Taxi driver

13. What was the amount of first offer?

14. What was the amount of the counter offer (the response for the first offer)?

15. Did you reach an agreement?

- Yes
- No

If in the question "Did you reach an agreement?" Yes Is Selected:

16. What was the final price you agreed on?

17. To what extent do you feel...?

	A great deal (6)	A lot (5)	Quite (4)	A little (3)	Almost not at all (2)	None at all (1)
1. Satisfaction with your result	6.	5.	4.	3.	2.	1.
2. Satisfaction with your role in making the first or second offer	6.	5.	4.	3.	2.	1.

18. If it were up to you, what would be your preference in this negotiation?

- To make the first offer
- To make the offer second

19. What is your general preference in negotiations?

- To make the first offer
- To make the offer second

20. Have you ever been to Africa?

- Yes
- No

- **Taxi driver** - instructions - Please read the following information carefully before you start the negotiation. You are a Taxi driver in Namibia. You are waiting at the airport. A flight has just arrived, and a customer approaches you and asks for a ride to the hotel. On the way to the hotel the customer has a 2 hour lunch meeting and the customer would like you to wait there for those 2 hours and then continue from there to the hotel. The ride fare is fixed and calculated by a meter, but you now need to negotiate on the cost of the 2 hour wait. You know that any price above 1.5\$ per hour (3\$ for the entire wait) is worth your while. You are going to start the negotiation yourself by presenting your first offer. Start by saying: I would like _____ \$ for the 2 hour wait. From that moment on, the negotiation will continue naturally for a maximum of 10 minutes, until you reach an agreement or an impasse. After that, we ask you to continue to the next page and answer a few questions.

1. Have you completed the negotiation? If so, continue to the next page. If not please conclude the negotiation before you continue.
2. Who made the first offer in the negotiation?
 - Tourist
 - Taxi driver
3. What was the amount of first offer?
4. What was the amount of the counter offer (the response for the first offer)?
5. Did you reach an agreement?
 - Yes
 - No

If in the question "Did you reach an agreement?" Yes Is Selected:

6. What was the final price you agreed on?

7. To what extent do you feel...?

	A great deal (6)	A lot (5)	Quite (4)	A little (3)	Almost not at all (2)	None at all (1)
1. Satisfaction with your result	6.	5.	4.	3.	2.	1.
2. Satisfaction with your role in making the first or second offer	6.	5.	4.	3.	2.	1.

8. If it were up to you, what would be your preference in this negotiation?

- To make the first offer
- To make the offer second

9. What is your general preference in negotiations?

- To make the first offer
- To make the offer second

10. Have you ever been to Africa?

- Yes
- No