
Informed Consent Form

Tutorial Video



Terms and conditions

- This task is designed to be attractive to people interested in the topic and is not suited for earning income. On average, it will take you about 40 minutes, yielding 2.00USD.
- By accepting this task, you agree that we may publish parts of your answers as part of our research study. We will NOT publish any information that could identify you as an individual. We do NOT use any information that links could identify you as an individual during data analysis, storage, or publication.
- You may expect to be treated with respect and dignity at all times.
- You may withdraw your participation and data at any point during the experiment without having to offer any explanation to us. Payment will be provided for a complete task, pending a check for reliability.

Any comment or questions



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Traning Video

Please watch this training video carefully before you move on. **Your comprehension will be tested later.**

Note: The next button will appear after the video is finished.

Training Video



[\(View the knowledge and strategies mentioned in the training video.\)](#)

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The knowledge and strategies mentioned in the training video

First of all, a successful negotiation usually consists of four major stages. They are: **private preparation, joint exploration, bidding, and closing.**

In the first stage of negotiation, **private preparation**, you should do some preparation work for the upcoming negotiation, such as gathering relevant information about the meeting and the other party, figuring out your own thoughts and desires.

What's more, **you need to create a BATNA before entering any negotiation.** BATNA stands for a best alternative to a negotiated agreement. It is the most advantageous alternative course of action people can take if negotiations fail.

In the second stage, **joint exploration**, you should share information with the other party, learn more about them, what they want and more importantly why they want it. You should not simply focus on the issues but try to find the underlying reason and value behind them.

Something that you should keep in mind is that, **a good atmosphere or relaxed climate** is quite important for a negotiation. You should try to create a positive climate for the negotiation and make the other party feel free and relaxed in the negotiation.

In the third stage, **bidding**, you should develop multiple options for the other party to choose from. Do not only insist on one proposal.

What's more, you should keep the BATNA in mind all the time and **compare each new proposal with your BATNA.** If the proposal is worse than your BATNA, you should reject it.

In the last stage, **closing**, a clear closure of the negotiation is needed. The agreement should be formalized in a way that makes it totally clear for everyone what the agreement is. For example, you could ask the other party to clearly repeat the agreement you have worked out.

Remember: During a negotiation, **you should go through the four negotiation stages one by one instead of starting the bidding immediately.**

Additionally, during a negotiation, **you should separate the person from the problem.** The maxim is be soft on the people, hard on the problems.

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What is the correct order for the stages of a successful negotiation?

Bidding

Private preparation

Closing

Joint exploration

Imagine you want to sell your car. You had a written offer from a dealership to buy your car for 9000 euro. Last week, a seller in an online car store agreed to offer you 8000 euro for the car. What's more, a new guy called you just now to buy your car for a price of 8800 euro.

Which of the following is your BATNA when dealing with other potential purchasers?

- Selling your car for 8000 euro.
- Selling your car for 9000 euro.
- Selling your car for 8800 euro.
- Not to sell the car.

Your answers for both questions are wrong, we are very sorry that we have to ask you to stop here and leave the test. Your data will also not be stored.

Gender

Age

Gender

- Male
- Female

Informed_One_Male

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Scene 1



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Scene 1

Scene1_Video1_M



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1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

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How many people are there in this video?

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- 3
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Scene 2



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Scene2_Video1_M



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Scene 3

Scene3_Video1_M



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Scene 3

Scene3_Video1_M

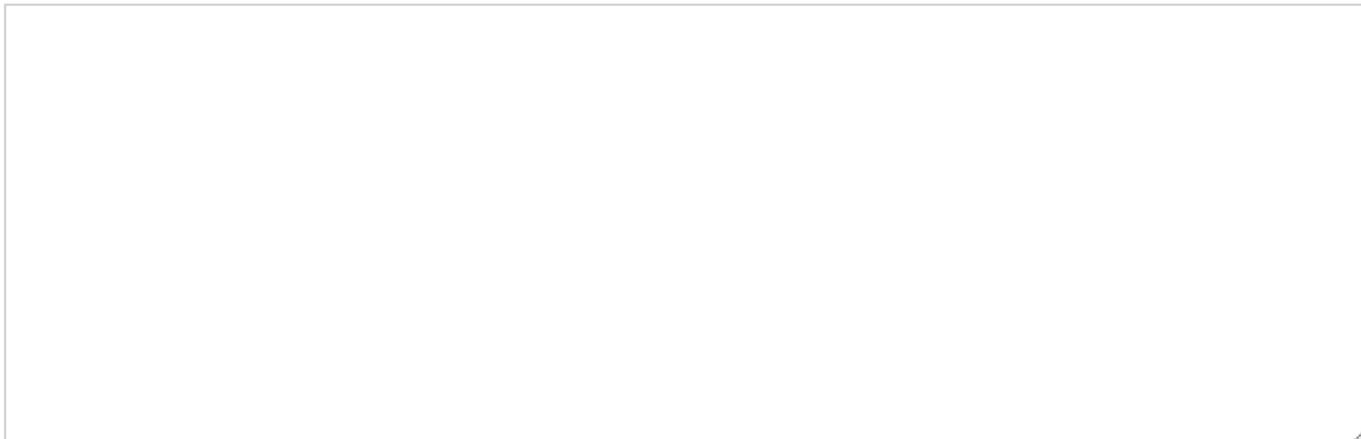


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What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

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Scene 4

Scene4_Video1_M



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Scene 4

Scene4_Video1_M

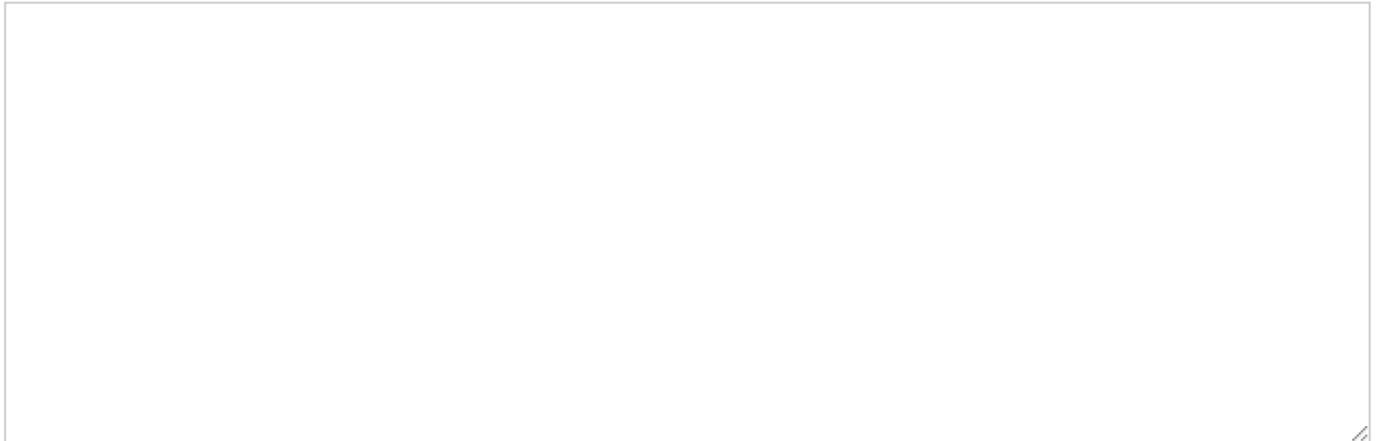


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Scene 6



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Scene 6



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Informed_Second_Male

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Scene 1

Scene1_Video2_M



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Scene 1

Scene1_Video2_M

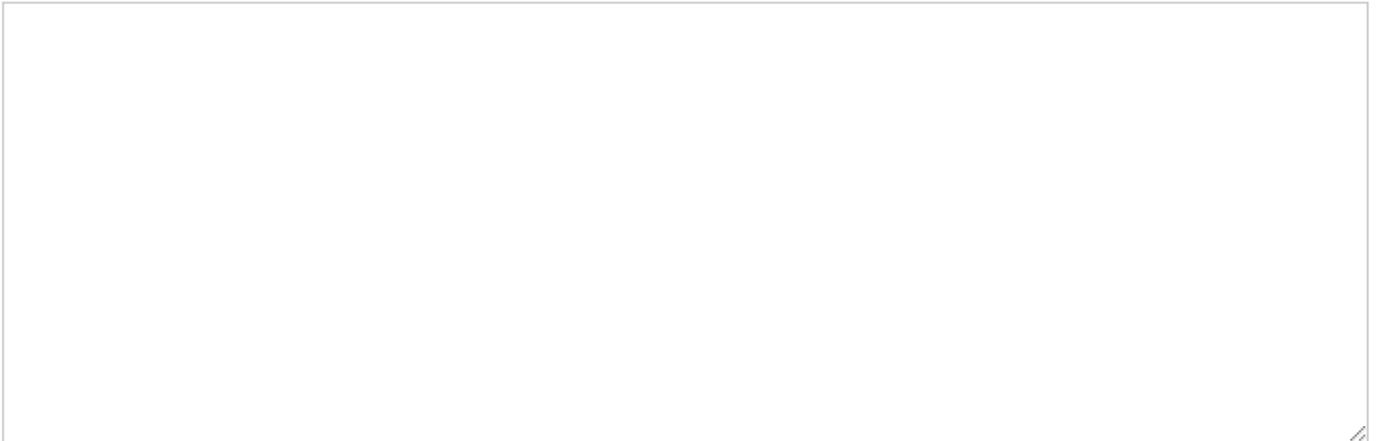


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Scene 2

Scene2_Video2_M



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Scene 2

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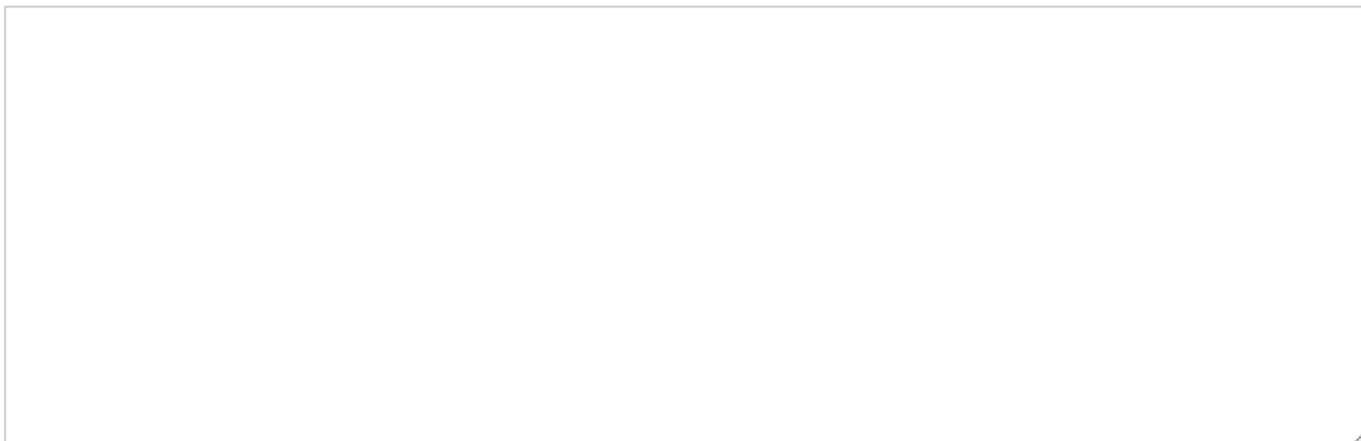


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Scene 4

Scene4_Video2_M



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Scene 5

Scene5_Video2_M



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Scene 5

Scene5_Video2_M

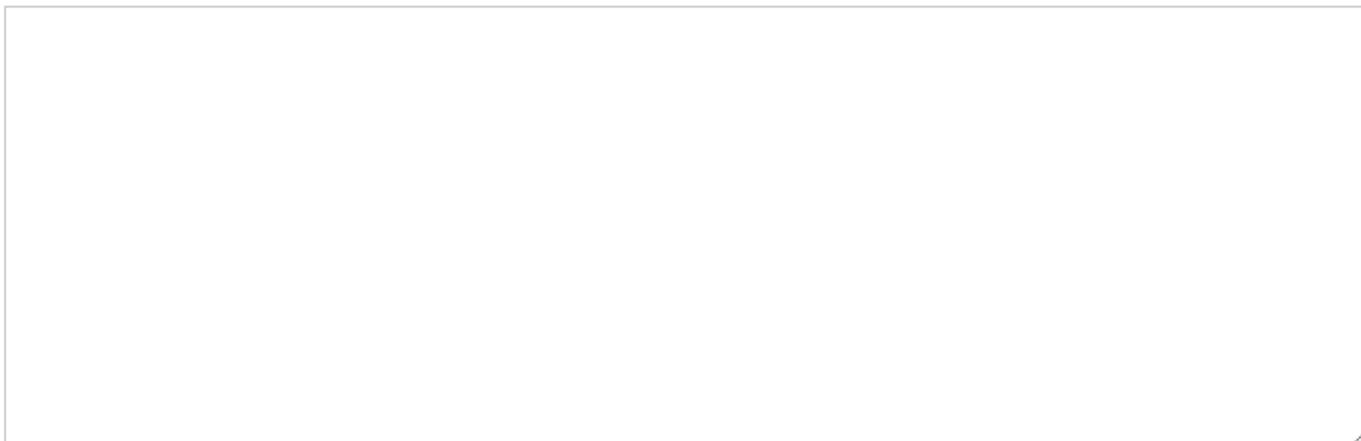


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Scene 6



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Scene 1



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Scene 1

Scene1_Video3_M



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Scene 2



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Scene3_Video3_M



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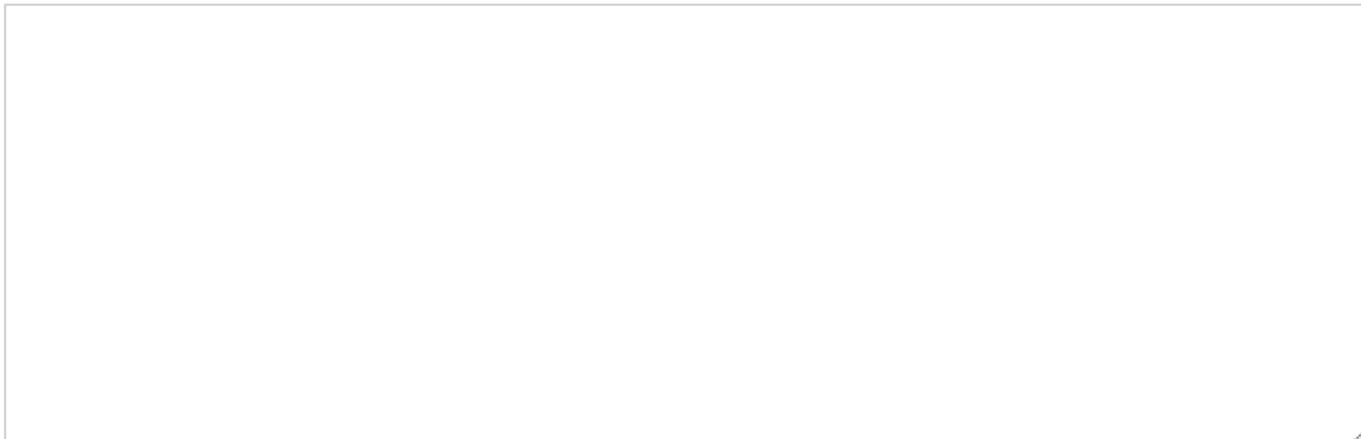


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Scene 4

Scene4_Video3_M



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Scene 4

Scene4_Video3_M

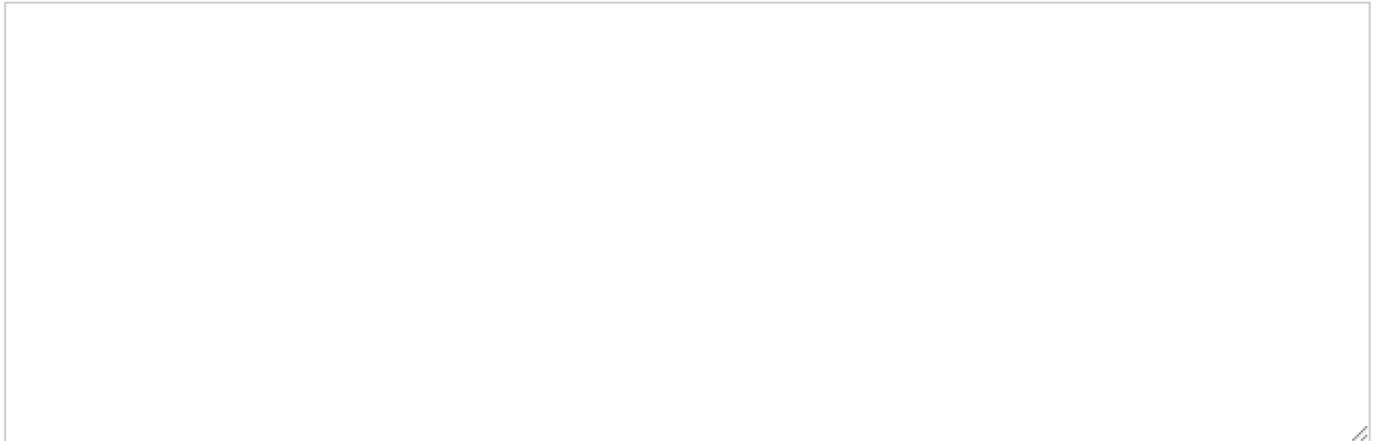


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Scene 1

Scene1_Video4_M



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Scene1_Video4_M

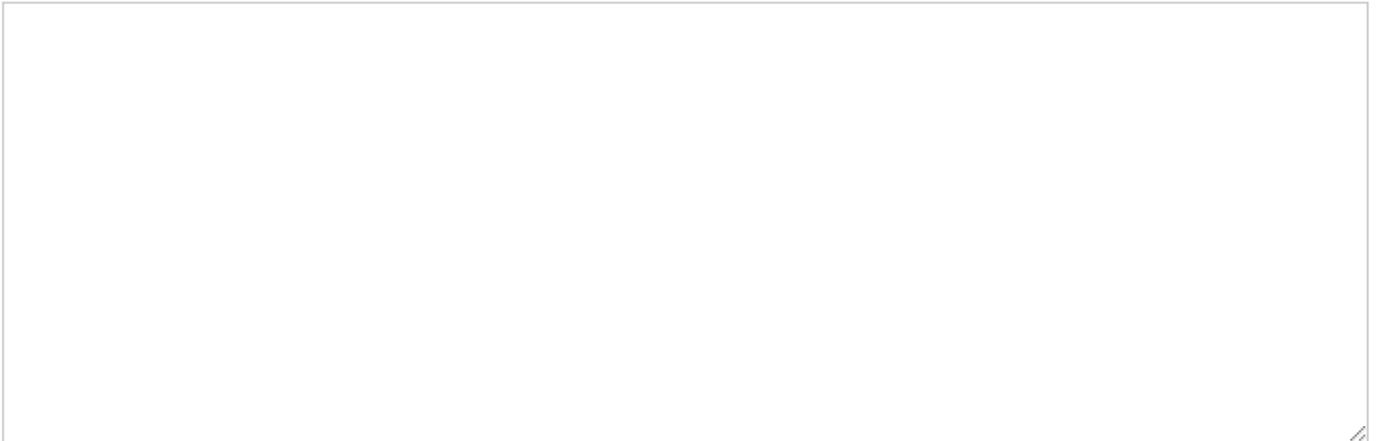


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Scene 2

Scene2_Video4_M



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Scene2_Video4_M

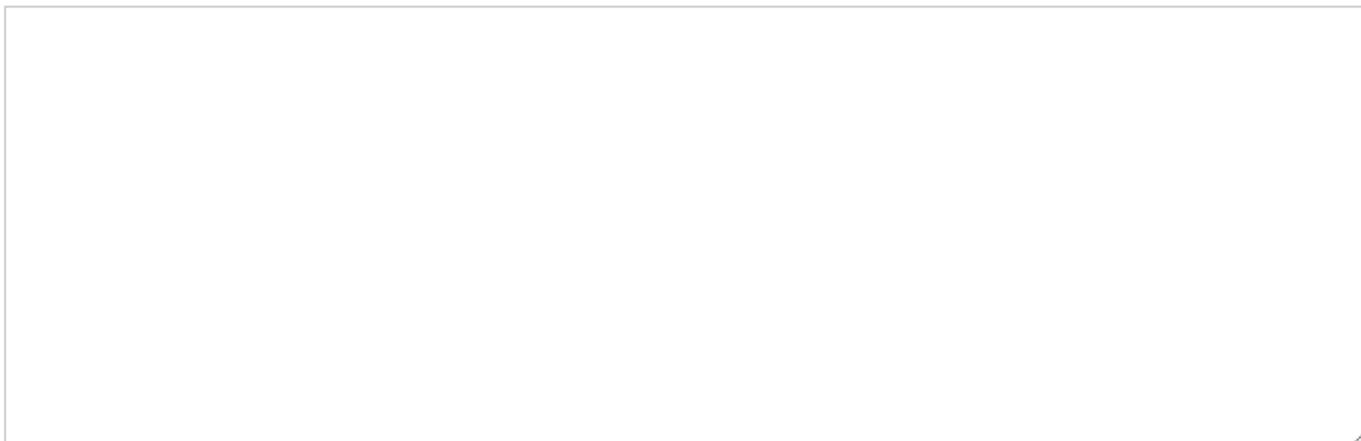


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Scene 4

Scene4_Video4_M



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Scene5_Video4_M



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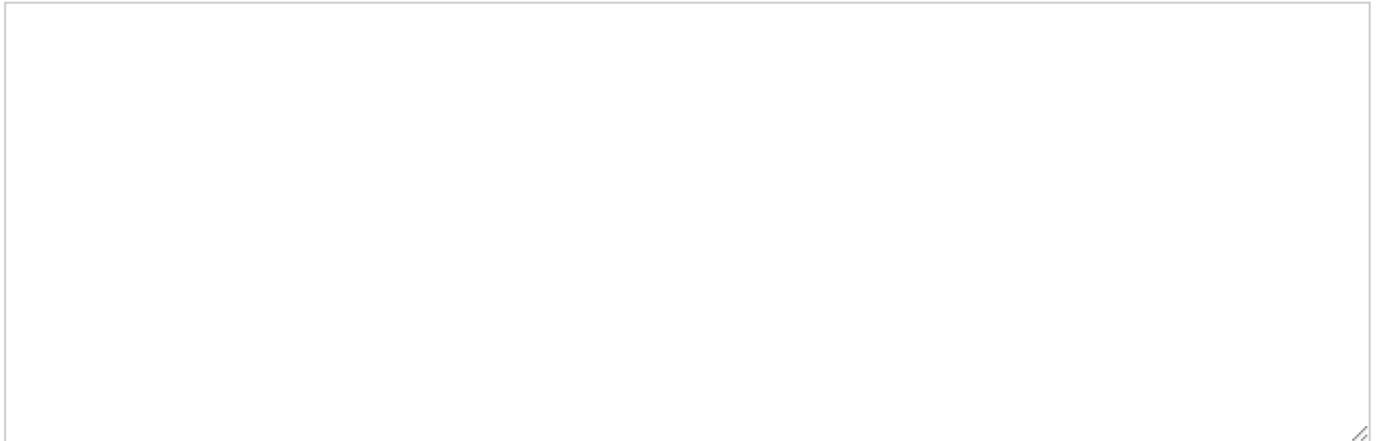


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Informed_One_Female

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Scene 1



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Scene 1

Scene1_Video1_F



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Scene 2



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Scene2_Video1_F



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Scene3_Video1_F



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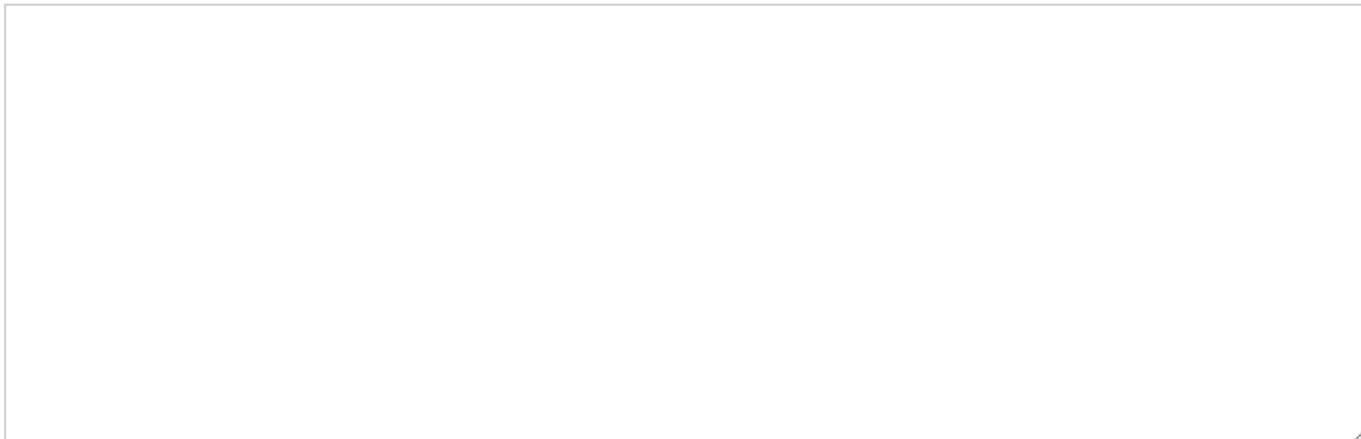


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Scene 4

Scene4_Video1_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

(View the knowledge and strategies mentioned in the training video.)

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 5



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Scene 5



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)

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After finishing watching this video, you will be asked to answer a question.

Scene 6



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Scene 6

Scene6_Video1_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

Informed_Second_Female

In the following session, you will take on the role of an advisor for the employer(the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 1



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Scene 1

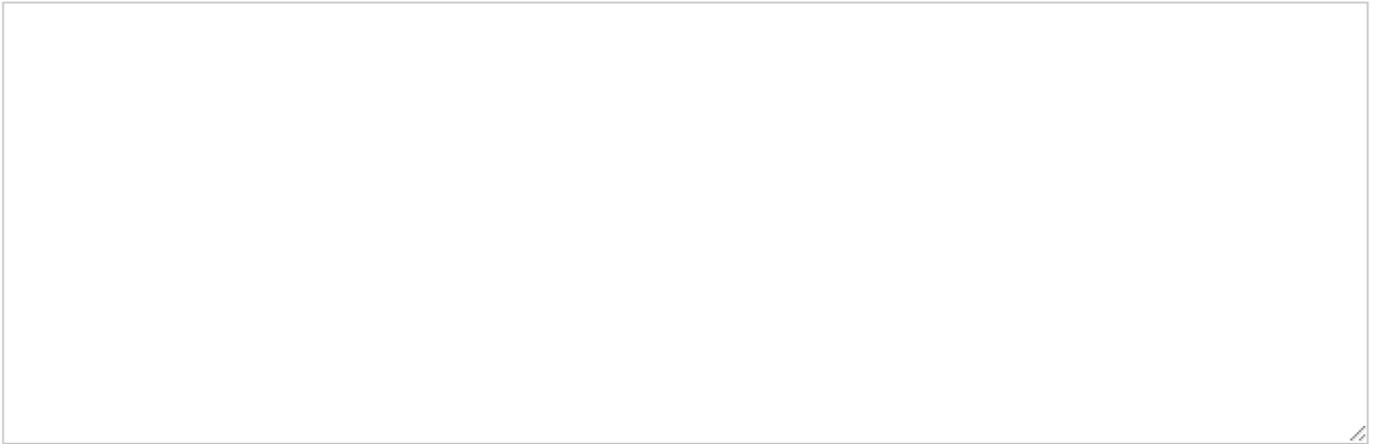


With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)



How many people are there in this video?

- 1
- 2
- 3
- 4

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 2

Scene2_Video2_F



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Scene 2

Scene2_Video2_F

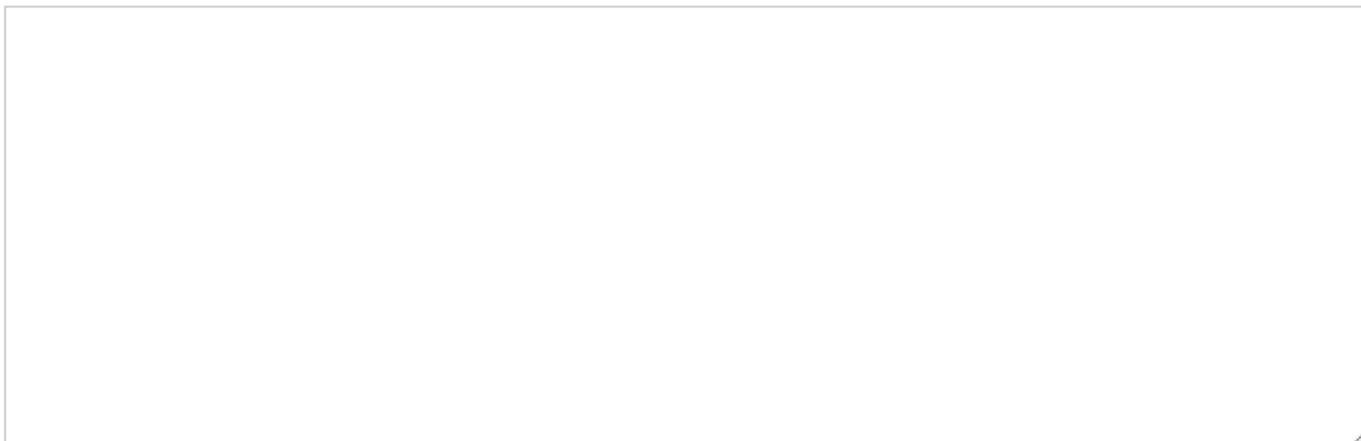


With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)



In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. Please watch the videos carefully and focus on the content of the dialogues.

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Scene 3



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Scene 3



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)

What topic are they talking about in the above videos?

- Quit the job
-

Transfer to another team

- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. Please watch the videos carefully and focus on the content of the dialogues.

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Scene 4



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Scene 4

Scene4_Video2_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. Please watch the videos carefully and focus on the content of the dialogues.

After finishing watching this video, you will be asked to answer a question.

Scene 5

Scene5_Video2_F



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Scene 5

Scene5_Video2_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

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Scene 6



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Scene 6



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)

Informed_Third_Female

In the following session, you will take on the role of an advisor for the employer(the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 1



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Scene 1

Scene1_Video3_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

How many people are there in this video?

- 1
- 2
- 3
- 4

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 2



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Scene 2

Scene2_Video3_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 3

Scene3_Video3_F



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Scene 3

Scene3_Video3_F

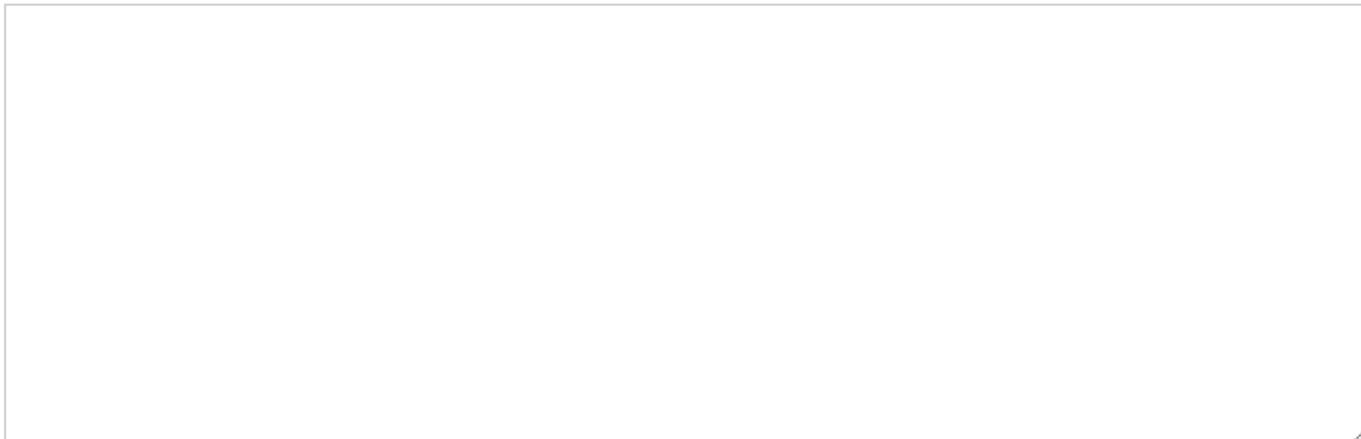


With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)



What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 4

Scene4_Video3_F



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Scene 4

Scene4_Video3_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

(View the knowledge and strategies mentioned in the training video.)

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Scene 5



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Scene 5



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

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(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)

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Scene 6



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Scene 6

Scene6_Video3_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

Informed_Fourth_Female

In the following session, you will take on the role of an advisor for the employer(the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 1



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Scene 1

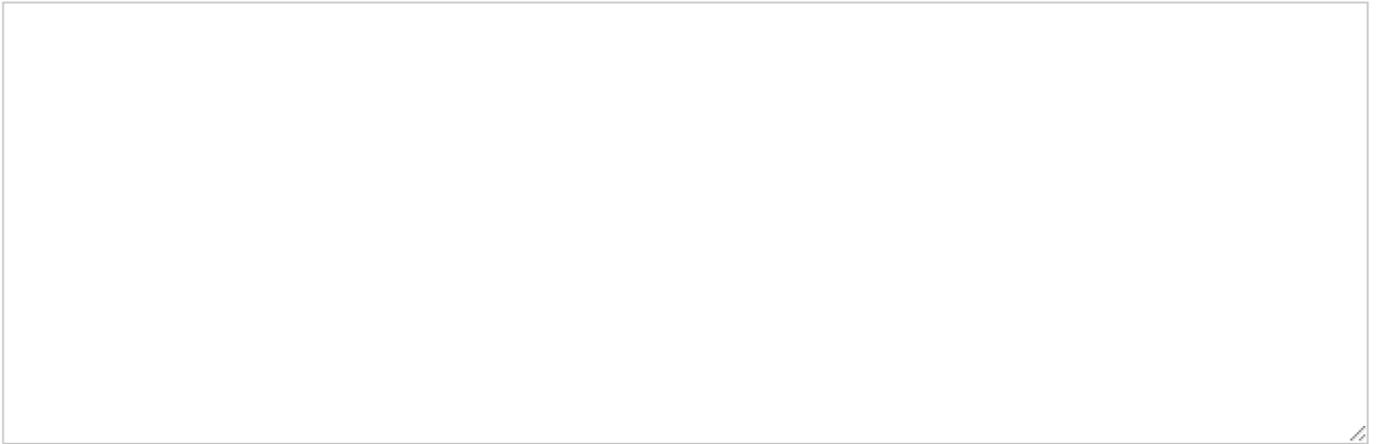


With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)



How many people are there in this video?

- 1
- 2
- 3
- 4

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 2

Scene2_Video4_F



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Scene 2

Scene2_Video4_F

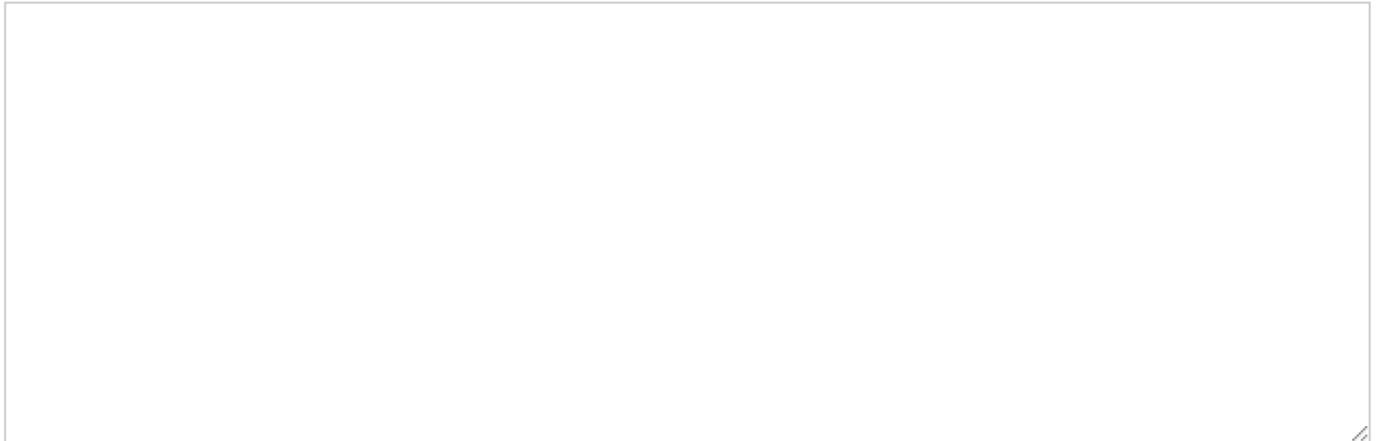


With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)



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Scene 3



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Scene 3



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)

What topic are they talking about in the above videos?

- Quit the job

- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 4



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Scene 4

Scene4_Video4_F



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 5



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Scene 5



With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video \)](#)

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 6



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Scene 6



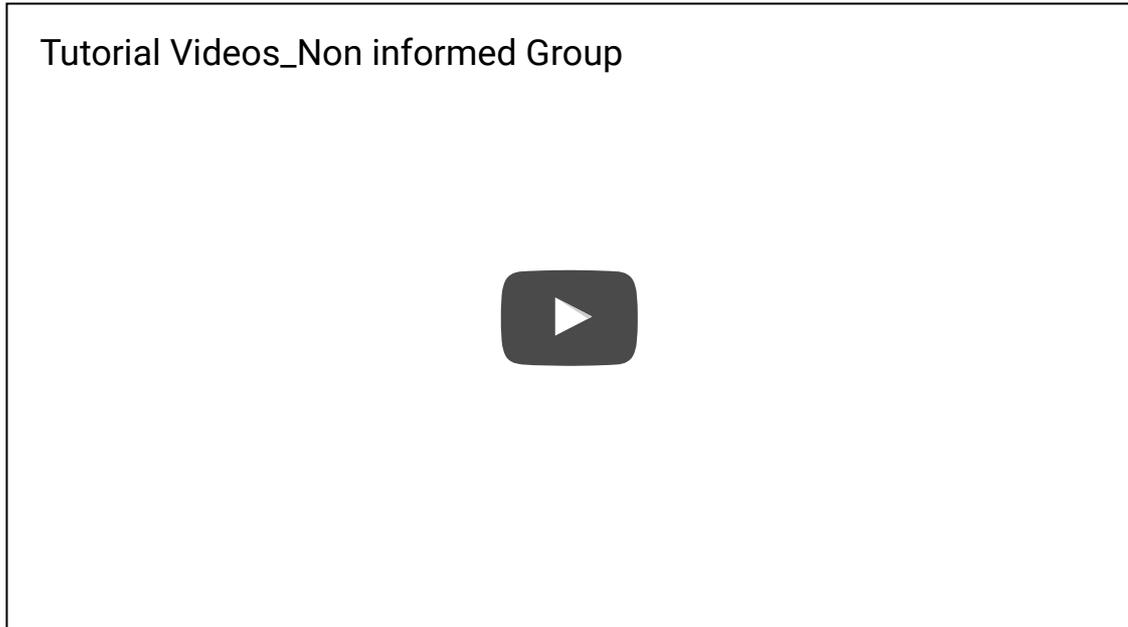
With the respect to the employer (the female), keeping in mind the knowledge and strategies mentioned in the training video, please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

[\(View the knowledge and strategies mentioned in the training video.\)](#)

Informed Consent Form_Non

Tutorial Video



Terms and conditions

- This task is designed to be attractive to people interested in the topic and is not suited for earning income. On average, it will take you about 40 minutes, yielding 2.00USD.
- By accepting this task, you agree that we may publish parts of your answers as part of our research study. We will NOT publish any information that could identify you as an individual. We do NOT use any information that links could identify you as an individual during data analysis, storage, or publication.
- You may expect to be treated with respect and dignity at all times.
- You may withdraw your participation and data at any point during the experiment without having to offer any explanation to us. Payment will be provided for a complete task, pending a check for reliability.

Any comment or questions



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Non-informed_One_Male

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Note: The next button will appear after the video is finished.

Scene 1



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Scene 1



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve the situation? Did the employer do anything wrong?)

How many people are there in this video?

- 1
- 2
- 3
-

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 2



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Scene 2

Scene2_Video1_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve the situation? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 3

Scene3_Video1_M



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Scene 3

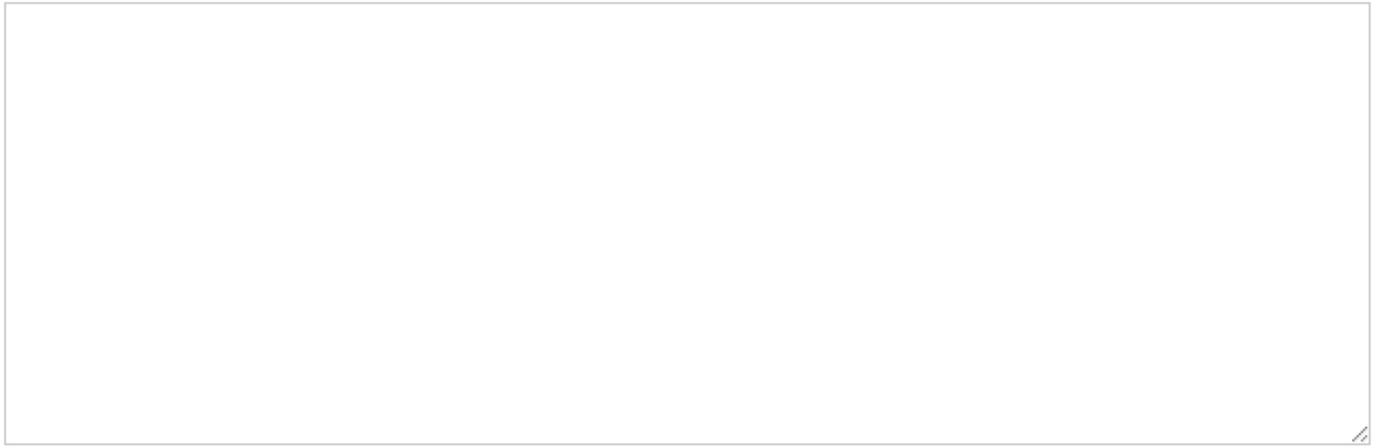
Scene3_Video1_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve the situation? Did the employer do anything wrong?)



What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. Please watch the videos carefully and focus on the content of the dialogues.

After finishing watching this video, you will be asked to answer a question.

Scene 4

Scene4_Video1_M



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Scene 4

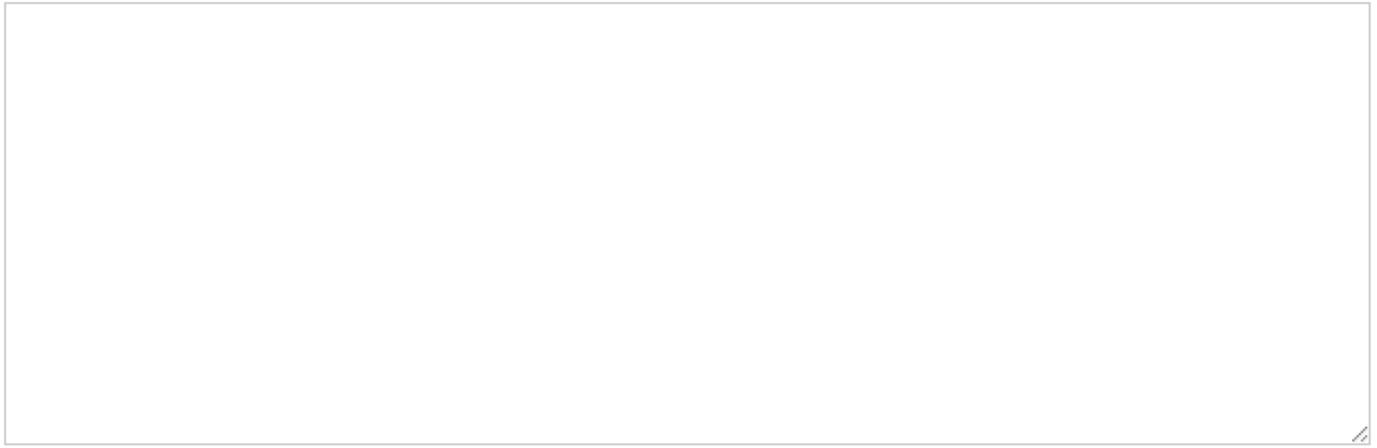
Scene4_Video1_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve the situation? Did the employer do anything wrong?)



In the following session, you will take on the role of an advisor for the employer (the male) in the videos. Please watch the videos carefully and focus on the content of the dialogues.

After finishing watching this video, you will be asked to answer a question.

Scene 5



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Scene 5

Scene5_Video1_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve the situation? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 6

Scene6_Video1_M



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Scene 6

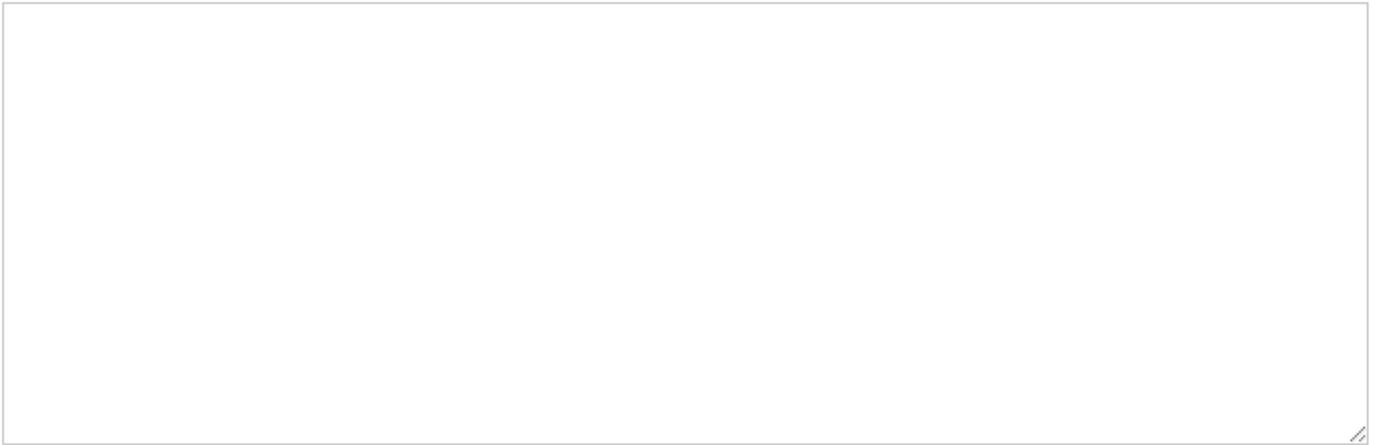
Scene6_Video1_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve the situation? Did the employer do anything wrong?)



Non-informed_Second_Male

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Note: The next button will appear after the video is finished.

Scene 1



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Scene 1



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

How many people are there in this video?

- 1
- 2
- 3
- 4

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

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After finishing watching this video, you will be asked to answer a question.

Scene 2



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Click Count: 0 clicks

Scene 2

Scene2_Video2_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 3

Scene3_Video2_M



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Scene 3

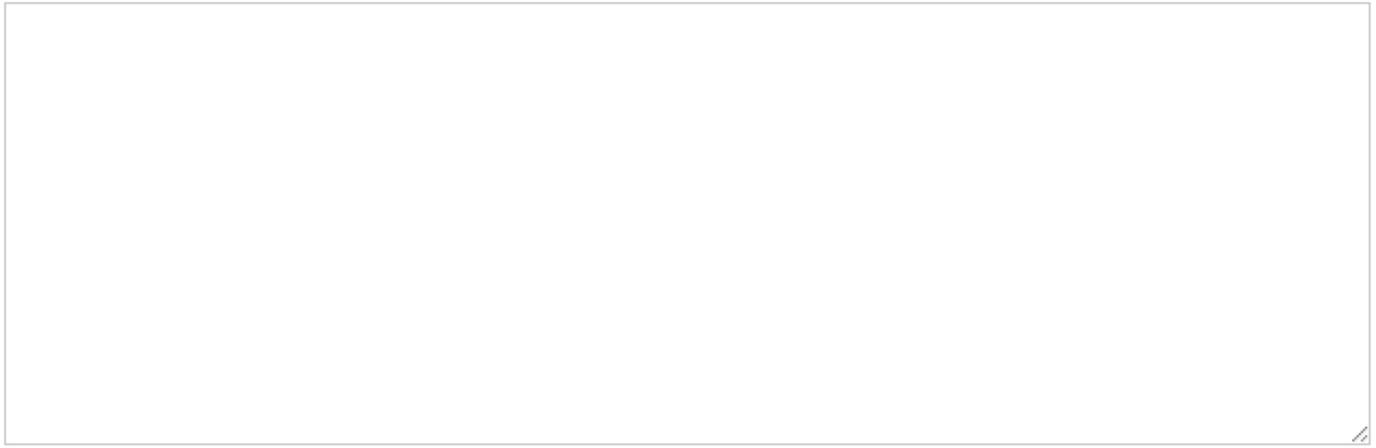
Scene3_Video2_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 4

Scene4_Video2_M



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Scene 4

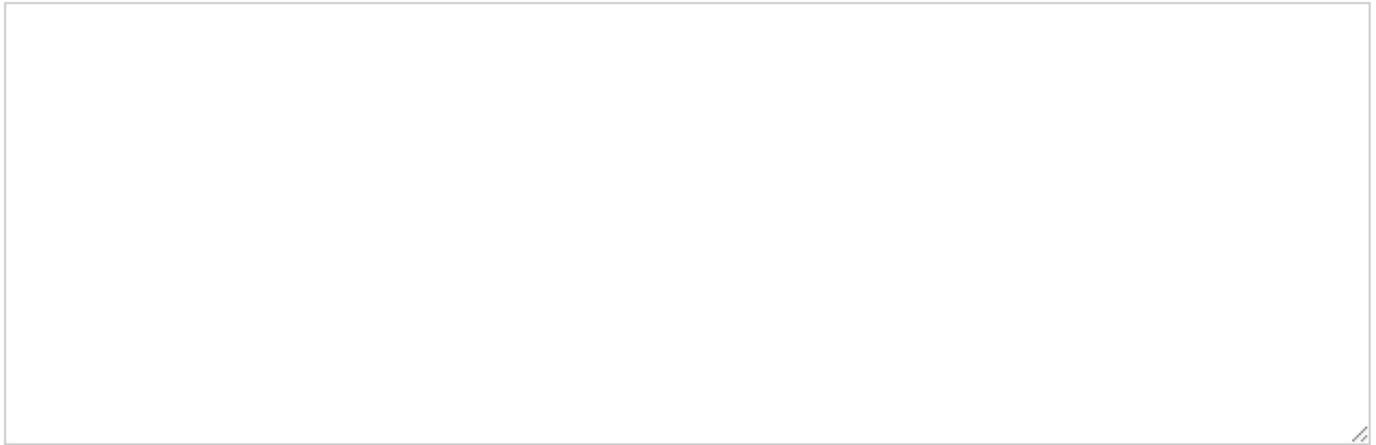
Scene4_Video2_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 5



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Scene 5

Scene5_Video2_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

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Scene 6

Scene6_Video2_M



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Scene 6

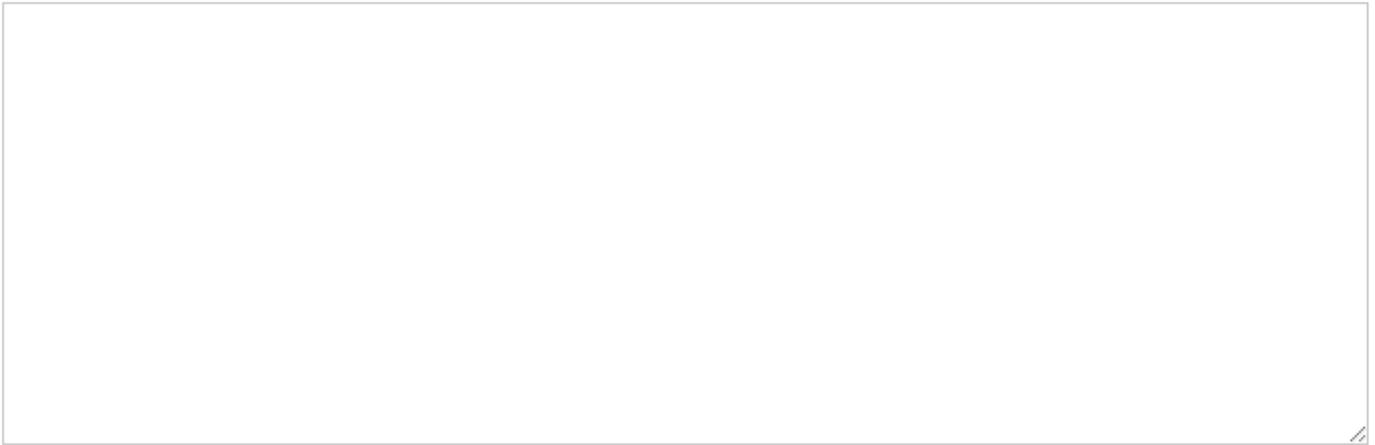
Scene6_Video2_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



Non-informed_Third_Male

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

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Scene 1



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Scene 1



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

How many people are there in this video?

- 1
- 2
- 3
- 4

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

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After finishing watching this video, you will be asked to answer a question.

Scene 2



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Scene 2

Scene2_Video3_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 3

Scene3_Video3_M



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Scene 3

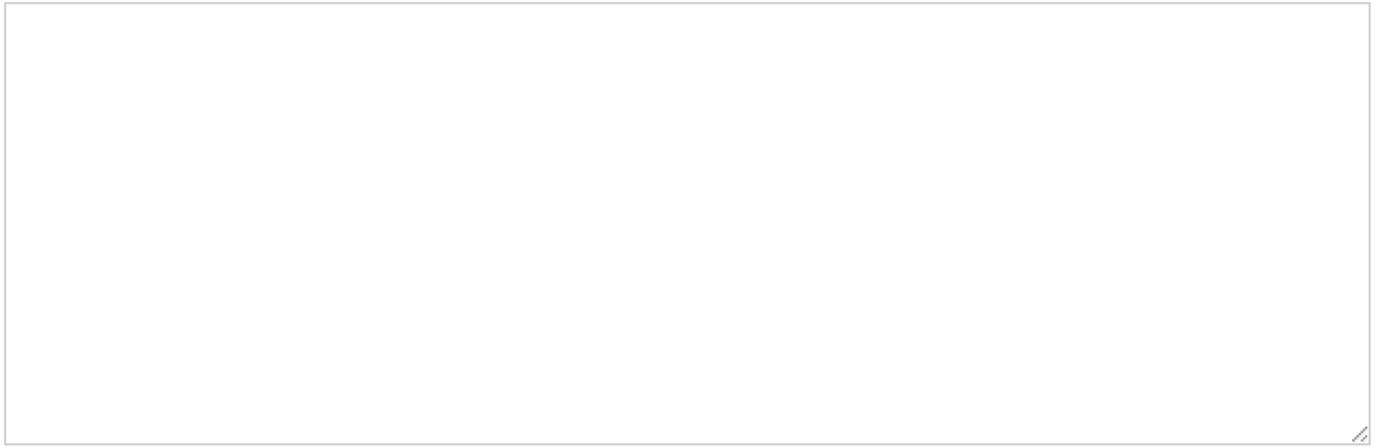
Scene3_Video3_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 4

Scene4_Video3_M



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Scene 4

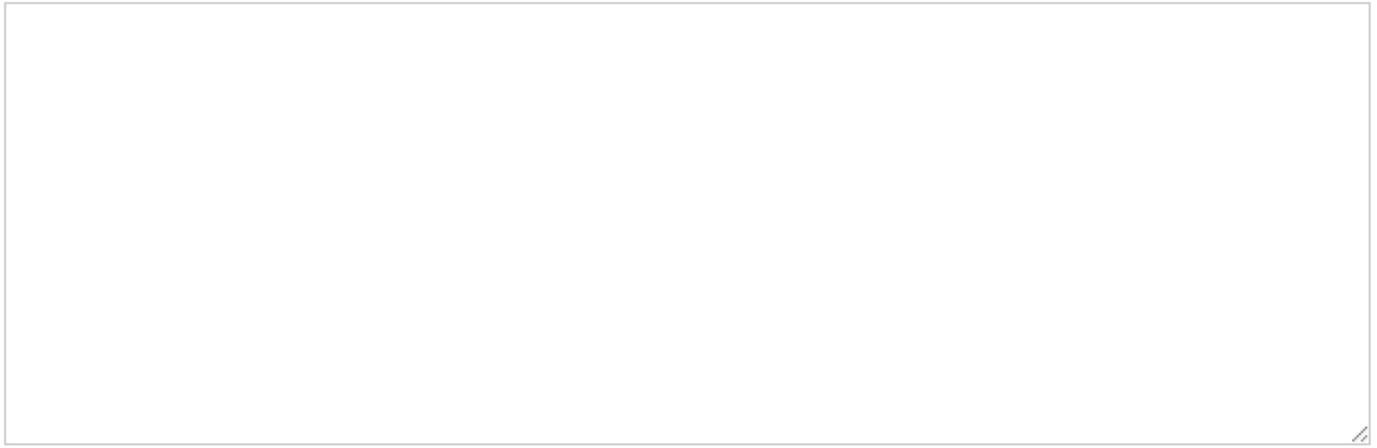
Scene4_Video3_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 5



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Scene 5

Scene5_Video3_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 6

Scene6_Video3_M



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Scene 6

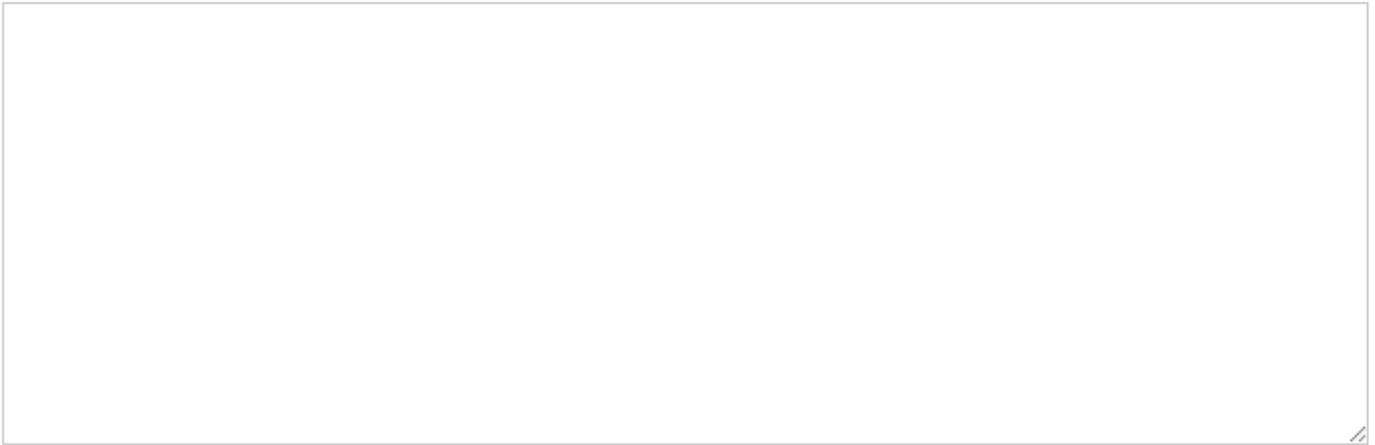
Scene6_Video3_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



Non-informed_Fourth_Male

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 1



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Scene 1



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

How many people are there in this video?

- 1
- 2
- 3
- 4

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Scene 2



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Scene 2

Scene2_Video4_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 3

Scene3_Video4_M



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Scene 3

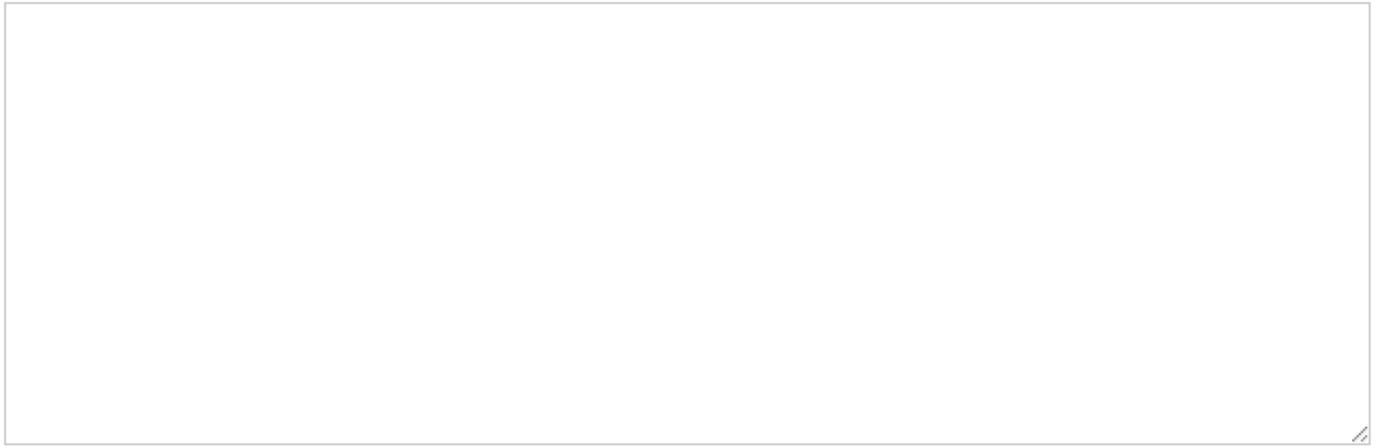
Scene3_Video4_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 4

Scene4_Video4_M



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Scene 4

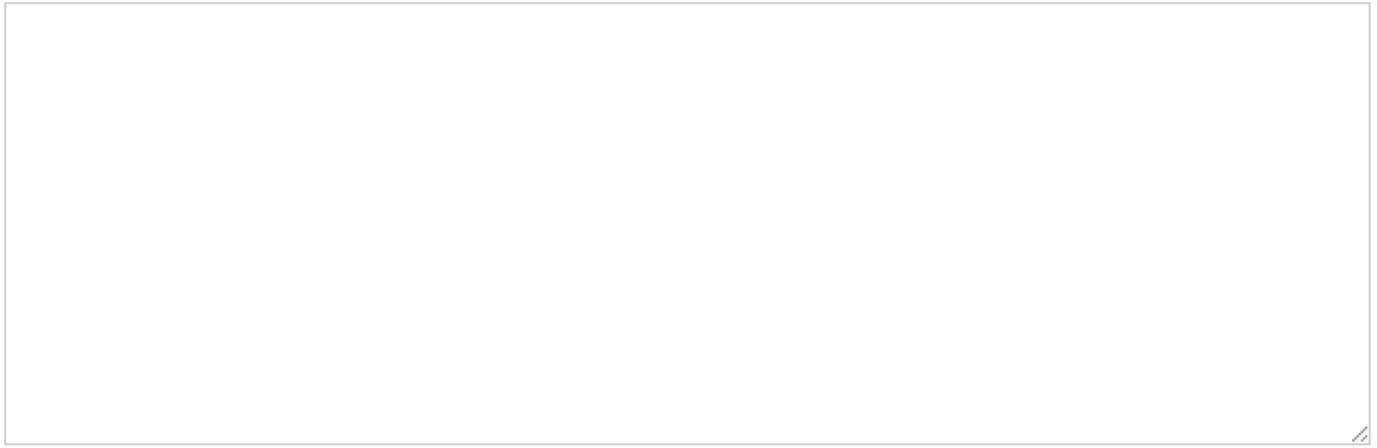
Scene4_Video4_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 5

Scene5_Video4_M



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Click Count: 0 clicks

Scene 5

Scene5_Video4_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

In the following session, you will take on the role of an advisor for the employer (the male) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 6

Scene6_Video4_M



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Scene 6

Scene6_Video4_M



With the respect to the employer (the male), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

Non-informed_One_Female

In the following session, you will take on the role of an advisor for the employer(the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

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Scene 1



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Scene 1



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

How many people are there in this video?

- 1
- 2
- 3
- 4

Your answer is wrong, but you will have the last one chance to continue. Please watch the videos carefully and focus on the content of the dialogues.

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 2



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Scene 2

Scene2_Video1_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

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After finishing watching this video, you will be asked to answer a question.

Scene 3

Scene3_Video1_F



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Scene 3

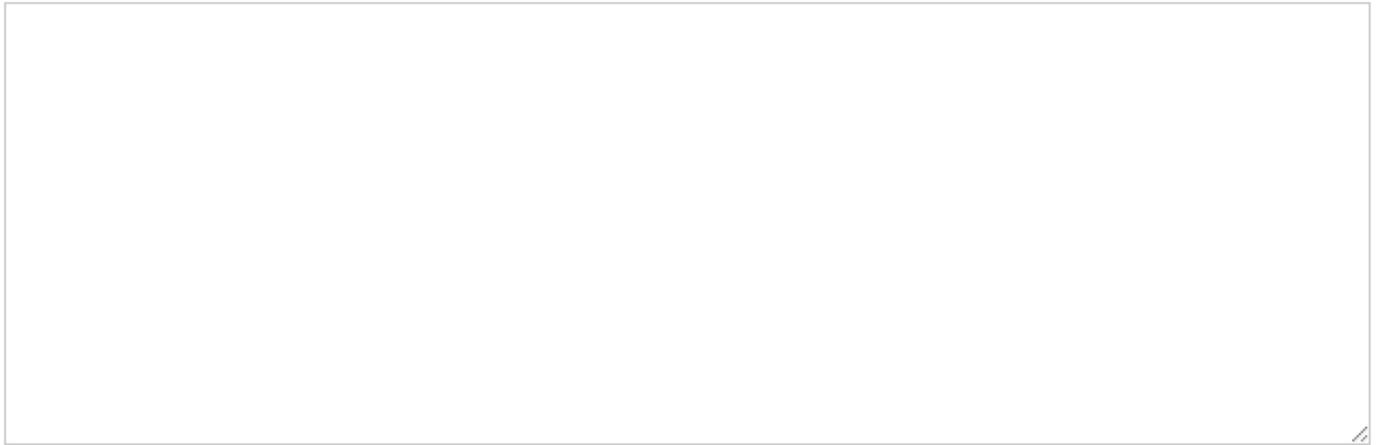
Scene3_Video1_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



What topic are they talking about in the above videos?

- Quit the job
- Transfer to another team
- Get a promotion
- Have a raise

Your answer is wrong again, we have to ask you to stop here and leave the test. Thanks for your participation anyway!

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Scene 4

Scene4_Video1_F



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Scene 4

Scene4_Video1_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

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Scene 5



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Scene 5



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

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In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 6



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Scene 6



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

Non-informed_Second_Female

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Scene 1



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Scene 1



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

How many people are there in this video?



1

2

3

4

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Scene 2



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Scene 2

Scene2_Video2_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
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Scene 3

Scene3_Video2_F



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Scene 3

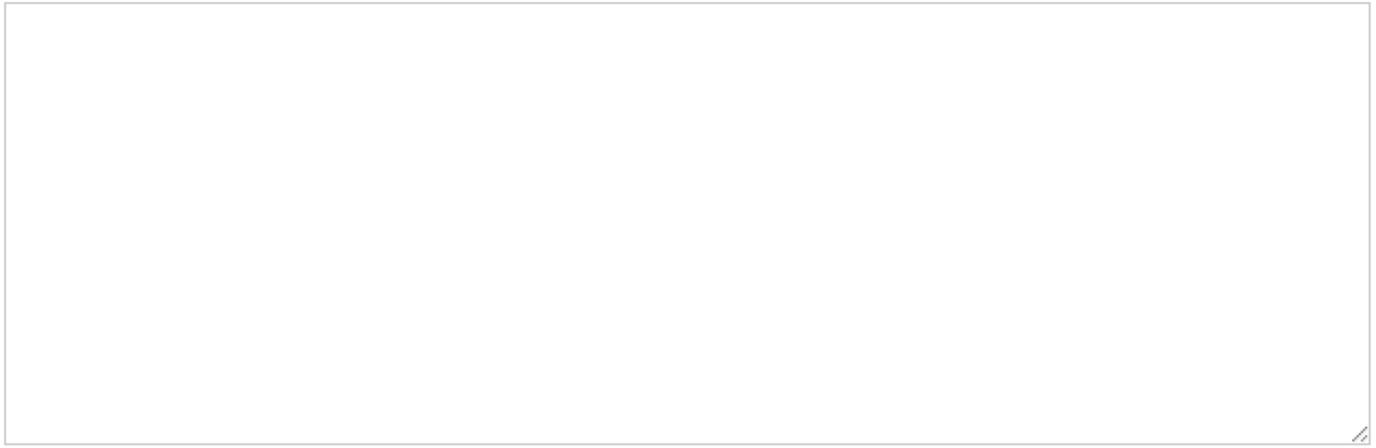
Scene3_Video2_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



What topic are they talking about in the above videos?

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Scene 4

Scene4_Video2_F



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Scene 4

Scene4_Video2_F



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Scene 5



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Scene 5



With the respect to the employer (the female), please comment on this video.

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Scene 6



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Scene 6



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

Non-informed_Third_Female

In the following session, you will take on the role of an advisor for the employer(the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 1



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Scene 1



With the respect to the employer (the female), please comment on this video.

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Scene 2



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Scene 2

Scene2_Video3_F



With the respect to the employer (the female), please comment on this video.

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Scene 3

Scene3_Video3_F



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Scene 3

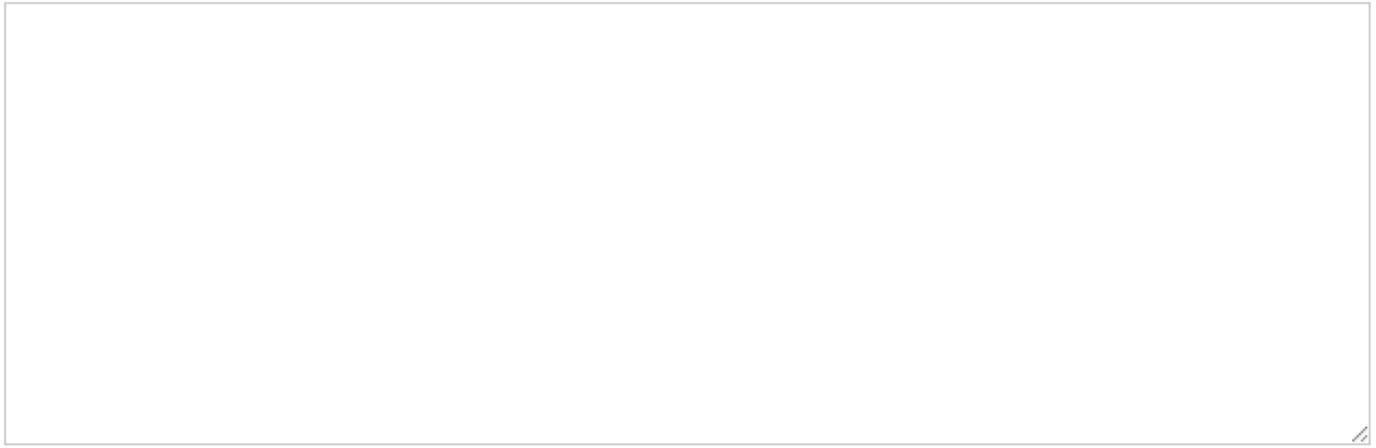
Scene3_Video3_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



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Scene 4

Scene4_Video3_F



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Scene 4

Scene4_Video3_F



With the respect to the employer (the female), please comment on this video.

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Scene 5



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Scene 5



With the respect to the employer (the female), please comment on this video.

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Scene 6



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Scene 6



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

Non-informed_Fourth_Female

In the following session, you will take on the role of an advisor for the employer(the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 1



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Scene 1



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)

How many people are there in this video?



1

2

3

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Scene 2



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Scene 2

Scene2_Video4_F



With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

After finishing watching this video, you will be asked to answer a question.

Scene 3

Scene3_Video4_F



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Scene 3

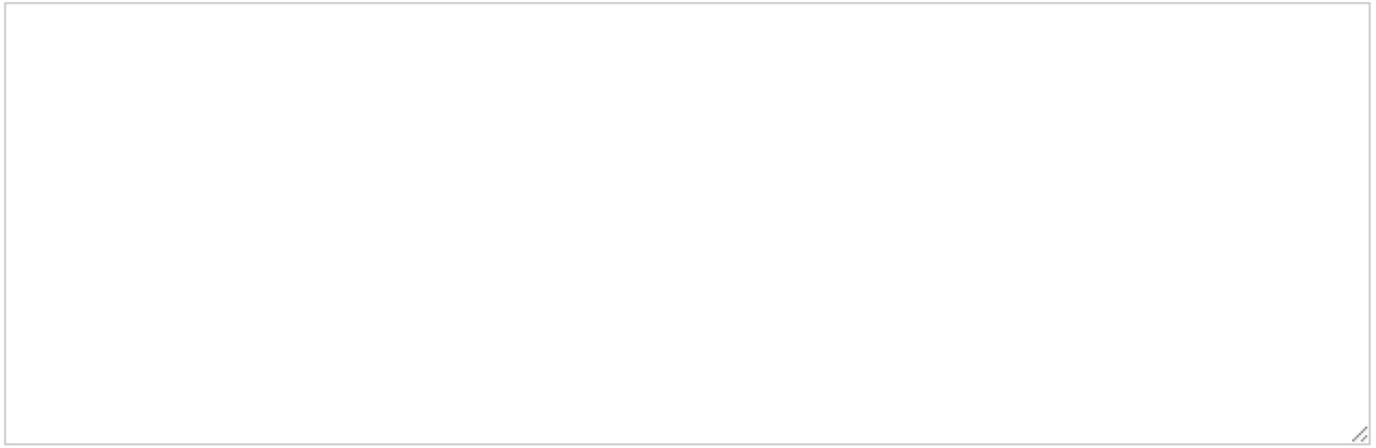
Scene3_Video4_F



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1. What is your advice for the employer?

(How could the employer improve? Did the employer do anything wrong?)



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Scene 4

Scene4_Video4_F



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Scene 4

Scene4_Video4_F



With the respect to the employer (the female), please comment on this video.

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Scene 5



With the respect to the employer (the female), please comment on this video.

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In the following session, you will still take on the role of an advisor for the employer (the female) in the videos. **Please watch the videos carefully and focus on the content of the dialogues.**

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Scene 6

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Scene 6

With the respect to the employer (the female), please comment on this video.

1. What is your advice for the employer?
(How could the employer improve? Did the employer do anything wrong?)

Self-efficacy

Supposing that now you, as an employer, need to negotiate with your employee about a topic at the workplace, please rate how certain you are that you can successfully negotiate with him\her.

Highly certain
cannot do

highly certain
can do

Confidence

Below are some statements expressing various beliefs about the confidence as a negotiator.

Read all the statements carefully first, then drag the statements into the corresponding group.

Items

- I am extremely frightened to negotiate.
- I am a little bit afraid to negotiate.
- I am a little nervous to negotiate.

One statement which is most suitable to you now.

I have some knowledge about negotiation.

I find it is not difficult to negotiate.

I am an great negotiator.

No one can beat me in a negotiation.

Any other statement or statements which are also suitable to you now.

The statement or statements which are neither suitable or unsuitable to you now.

Any other statement or statements which are also unsuitable to you now.

One statement which is most unsuitable to you now.

End

Any comment or suggestion about our study.

Survey Powered By [Qualtrics](#)