

#####Self-motivation cognitions: validation data and questionnaires#####

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General Introduction

This dataset is the result of a study of creating an ordered list of self-motivational statements that form the self-motivational virtual cognitions, conducted in Interactive Intelligence Group, Department of Intelligent Systems, Faculty of Electrical Engineering, Mathematics and Computer Science, TU Delft. It included three types of files: the data collected in this study, questionnaires used in this study, and a readme file.

Description of the files in this document#####

Beside this readme file, this dataset included another three files: 1) The data file (the data collected in the study), 2) Questionnaires used in this study

1. The data file (the data collected in the study)

The dataset presents the rating score that each participant rated on each statement and the mean score and the standard deviation (SD) of each statement.

2. Questionnaires used in this study

These included two questionnaires: 1) the demographic questionnaire, 2) the questionnaire used to ask participants to rate the statements that describe specific attitude people might hold towards negotiation that reveals people's self-efficacy about negotiation.