# Review by negotiation scholars

Table 1

Suggestions for additional codes

|  |  |
| --- | --- |
| Proposed additional codes | Implementation |
| Positional commitments | We added “positional commitments” to our coding scheme |
| Asking for values (as counterpart to stating values) | We added “asking for positional information” to our coding scheme |
| MESOS as addition to offers | We decided to code every multi-issue offer separately as “multi-issue activity” |
| Conditional offers as addition to offers | We decided to code conditional offers as “multi-issue activity” |
| Partially accepting and rejecting multi-issue offers | We added “requesting for offer modification” to our coding scheme |
| Paltering as addition to lying and omission | We added “avoiding” to our coding scheme |
| Time preferences | We decided to code time preferences as “providing preference-related information” |
| Expectations of the future | We added “future-related communication” to our coding scheme |
| Existence of potential additional issues | We added “additional issue” to our coding scheme |
| Acts such as using a white board | We added “change of mode” to our coding scheme |
| Statements referring to the role and context of the negotiation | We added “facts” to our coding scheme |

Table 2

Suggestions for aggregation or higher distinction of codes

|  |  |
| --- | --- |
| Proposed changes | Implementation |
| Active listening might overlap with empathy | We excluded empathy from our coding scheme |
| Splitting up negative and positive affective reactions | We decided to offer more fine-grained codes in a customization feature |
| Separate Humor and Laughter | We decided to offer more fine-grained codes in a customization feature |
| Separating lying from using extreme anchors | We decided to add one additional code for “using extreme anchors” |
| Separate procedural suggestions from comments | We decided to add “procedural discussion” in addition to “procedural suggestion” |
| Too many different clarification codes | We decided to only have one “clarification” code for all clarification questions |
| Aggregate Rejecting substantiation and questioning substantiation | We decided to keep both codes but to relabel questioning substantiation to “asking for substantiation” |
| Code different substantiations/arguments | We decided to offer more fine-grained codes in a customization feature |

Table 3

Comments regarding difficult codes

|  |  |
| --- | --- |
| Comments | Implementation |
| Difference between unethical behaviors and persuasive communication | We decided to refine definitions for both categories for a better distinction |
| Overlap between mutuality and providing priority information or preference information | We decided to exclude mutuality from our coding scheme and to use either one of the two codes |
| Overlap between positive affective reaction, stressing appreciation, relationship building | We decided to distinguish between “positive affective reaction” and “positive relationship remark” and to exclude stressing appreciation |
| Difficulty to code inaction and interruption | We decided to code act of “interrupting” with one very short unit (5 milliseconds); the code “inaction” should be assigned when a statement is aborted without interruption and the content of the statement is not (yet) clear |
| Positional information is often not true | We decided to code the provision of false positional information as “lying” |
| Difference between coding that an offer was made and what kind of offer was made (respective issues) | We decided to implement a comment function to record what the offers comprise |

Table 4

Minor comments

|  |  |
| --- | --- |
| Comments | Implementation |
| Change every code to statements instead of behaviors or acts | We followed the suggestion |
| Include “expressing” for definitions of Apologizing | We followed the suggestion |
| Add internal issues as causes for disruptions | We followed the suggestion |
| Shift Apologizing to socio-emotional statements | We followed the suggestion |