

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