PINS1

Please rate your agreement with each of the items on the next few screens. Some of the questions may seem general, but give your best response.

	Strongly disagree (1)	2	3	4	5	6	Strongly agree (7)
1_1 Most things are negotiable.	○	○	○	○	○	○	○
1_2 I think situations should be changed to fit my desires.	○	○	○	○	○	○	○
1_3 I feel anxious when I have to ask for something I want.	○	○	○	○	○	○	○
1_4 Asking someone for what I want creates harmful conflict.	○	○	○	○	○	○	○
1_5 It is possible to make things better for myself by simply asking for what I want.	○	○	○	○	○	○	○

PINS2

Again, please rate your agreement with the items below ...

	Strongly disagree (1)	2	3	4	5	6	Strongly agree (7)
2_1 I usually feel that I've earned the right to have things go my way.	○	○	○	○	○	○	○
2_2 It always takes me a long time to work up the courage to ask for things I want.	○	○	○	○	○	○	○
2_3 If I ask for what I want from someone it will put stress on our relationship.	○	○	○	○	○	○	○
2_4 Many interactions I have during the day can be opportunities to improve my situation.	○	○	○	○	○	○	○
2_5 Just because I want something, it doesn't mean I am entitled to get it.	○	○	○	○	○	○	○

PINS3

Again, please rate your agreement with the items below ...

	Strongly disagree (1)	2	3	4	5	6	Strongly agree (7)
3_1 I feel nervous when I am in situations in which I have to persuade others to give me things that I want.	○	○	○	○	○	○	○

3_2 Even if I don't get it, if I ask for what I want, others will think I am selfish.	○	○	○	○	○	○	○
3_3 There are many things available to people, if only people asked for them.	○	○	○	○	○	○	○
3_4 I deserve to have my interests taken care of.	○	○	○	○	○	○	○
3_5 I experience a lot of stress when I think about asking for something I want.	○	○	○	○	○	○	○

PINS4

Again, please rate your agreement with the items below ...

	Strongly disagree (1)	2	3	4	5	6	Strongly agree (7)
4_1 No one would think I'm selfish if I ask for something I want.	○	○	○	○	○	○	○
4_2 I often see chances to improve my circumstances.	○	○	○	○	○	○	○
4_3 I feel very awkward asking for things for myself.	○	○	○	○	○	○	○
4_4 Asking for what I want will give others reason to think I am greedy.	○	○	○	○	○	○	○
4_5 It always feels so unpleasant to have to ask for things for myself.	○	○	○	○	○	○	○

Stress Mindset Specific (SSM - S)

SSM_NegStressful

How stressful do you find negotiating?

Not at all stressful

Slightly stressful

Moderately stressful

Very stressful

Extremely stressful

In considering any stress you might have related to negotiating, please rate the extent to which you agree or disagree with the following statements.

	Strongly Disagree	Disagree	Neither Agree nor Disagree	Agree	Strongly Agree
SSM1 The effects of this stress are negative and should be avoided.	○	○	○	○	○
SSM2 Experiencing this stress facilitates my learning and growth.	○	○	○	○	○
SSM3 Experiencing this stress depletes my health and vitality.	○	○	○	○	○
SSM4 Experiencing this stress enhances my performance and productivity.	○	○	○	○	○

SSM5 Experiencing this stress inhibits my learning and growth.	○	○	○	○	○
SSM6 Experiencing this stress improves my health and vitality.	○	○	○	○	○
SSM7 Experiencing this stress debilitates my performance and productivity.	○	○	○	○	○
SSM8 The effects of this stress are positive and should be utilized.	○	○	○	○	○