Online Appendices for "Information transparency, location, and stakeholder pressure on the socially responsible partner selection" published by RAC-Revista de Administração Contemporânea.

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Appendix A: Buyer's Manipulations and Instrument

Cover Page

Thank you for being a part of this research. Your participation is very important to the success of this study. All information collected about you in the questionnaire is anonymous and confidential.

There are no right or wrong answers, only answers that are true for you.

This experience will take 3 to 5 minutes.

A.1. Common module

Imagine yourself as the buyer in the following situation:

You are a buyer at Funny Company, a famous clothing brand, which is recognized worldwide. A few minutes ago, your boss called and said:

"I need your help with a new challenge; you have a few days to find a supplier to develop a new collection. This collection is unique in that we are developing a sustainable concept for it. You must pay attention to the origin of materials used in the purchased products, the environment and the way in which they are manufactured. Of course, price, quality and time are very important as well".

So, you go back to your office to start looking for a supplier that has the following characteristics:

1) They buy from small local producers

2) They buy from producers located in developing countries;

3) They respect human rights (i.e., they do not use child and slave labor, pay fair wages, and provide adequate working conditions);

4) They adopt environmentally sustainable work practices.

A.2 Experimental-cues modules for *Transparency and the supplier location*

A.2.1 Module for *"supplier without information transparency and located in developing country - Brazil"*

You need to find suppliers with these features, but this may not be as easy as it sounds. After much searching, you have found Star Clothes. This supplier is located in São Paulo, Brazil (South America), and it claims to practice the 4 characteristics that you are looking for. In order to proceed with the negotiation, you ask the supplier to prove that it really does these practices,

but, unfortunately, the supplier cannot provide evidence that these practices are being done by the company.

A2.2 Module for *"supplier with information transparency and located in developing country - Brazil"*

You need to find suppliers with these features, but this may not be as easy as it sounds. After much searching, you have found Star Clothes. This supplier is located in São Paulo, Brazil (South America), and it claims to practice the 4 characteristics that you are looking for. In order to proceed with the negotiation, you ask the supplier to prove that it really does these practices. After a couple of days, it presents several documents which show indicators that these practices have been developed and implemented by the company.

A2.3 Module for *"supplier without information transparency and located in developed country - Germany"*

You need to find suppliers with these features, but this may not be as easy as it sounds. After much searching, you have found Star Clothes. This supplier is located in Dusseldorf, Germany (Europe), and it claims to practice the 4 characteristics that you are looking for. In order to proceed with the negotiation, you ask the supplier to prove that it really does these practices, but, unfortunately, the supplier cannot provide evidence that these practices are being done by the company.

A2.4 Module for "*supplier with information transparency and located in developed country - Germany"*

You need to find suppliers with these features, but this may not be as easy as it sounds. After much searching, you have found Star Clothes. This supplier is located in Dusseldorf, Germany (Europe), and it claims to practice the 4 characteristics that you are looking for. In order to proceed with the negotiation, you ask the supplier to prove that it really does these practices. After a couple of days, it presents several documents, which show indicators that these practices have been developed and implemented by the company.

Based on the scenario presented, please answer the following questions:

Q1) Based on the case described, how likely are you to select this supplier?

Very Unlikely	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very likely**

Q2.1) How realistic is this scenario?

Not at all Realistic	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Realistic**

Q2.2) How interesting is the scenario?

Not at all Interesting	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Interesting**

Q3) *Who are you in this context?*

( ) Buyer at Funny Company ( ) Representative of Star Clothes

Q4) What is your major concern/issue?

( ) Sale of the products ( ) Finding a supplier company

Regarding the case presented, how much do you agree with the following statements?

Q5	The supplier is from a developing country.	**Strongly Disagree**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Strongly Agree**
Q6	The supplier really uses the 4 practices you are looking for	**Strongly Disagree**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Strongly Agree**

We have a few questions about you (not about the case):

Q7) In your perception, how much each of the following stakeholders puts pressure on companies to implement social responsible practices:

Q71	Clients	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.2	Government	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.3	Shareholders	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.4	Employees	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.5	NGOs	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.6	Society	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**

Q8) What is your age?

( ) 25 or less ( ) 26-30 ( ) 31-35 ( ) 36-40 ( ) More than 40

Q9) What is your gender?

( ) Male ( ) Female ( ) Other

B

Appendix B: Supplier's Manipulations and Instrument

Cover Page

Thank you for being a part of this research. Your participation is very important to the success of this study. All information collected about you in the questionnaire is anonymous and confidential.

There are no right or wrong answers, only answers that are true for you.

This experience will take 3 to 5 minutes.

A.1. Common module

Imagine yourself as the supplier in the following situation:

You are a sales manager at 4U Company, a garment manufacturing company. You are going through your activities on an ordinary day when your cell phone rings.

Caller: Hello. Are you a sales manager for 4U Company?

You: Yes. I am Paul, the sales manager. How can I help you?

Caller: Let me introduce myself. I am Doug, and I am a buyer at Zar Company. We are developing a new collection that is unique, and we are using the sustainable concept. I am looking for a supplier that can provide sustainable materials to our new collection. I need a supplier that has 4 characteristics:

1) Buys from small local producers

2) Buys from producers located in developing countries as well;

3) Respects human rights (i.e., does not use child and slave labor, pays fair wages, and provides adequate working conditions);

4) Adopts environmentally sustainable work practices.

You: Ok, we have all those characteristics.

Caller/Doug: I know that 4U Company will be perfect for our next collection. I'll send you an email with my product requisitions. Please analyze them and get back with me. I hope we can make a deal. Bye.

You: Sure! (end of conversation)

After you receive an email from Doug, you decide to learn more about Zar Company.

A.2 Experimental-cues modules for *Transparency and the location*

A.2.1 Module for *"buyer without information transparency and located in developing country - Brazil"*

You know that Zar Company is located in São Paulo, Brazil (South America). Zar claims to practice the same 4 characteristics that were required of your company. In order to proceed with

the negotiation, you ask Doug to prove that Zar Company really does these practices, but, unfortunately, Doug cannot provide evidence that these practices are being done by Zar Company.

A.2.2 Module for *"buyer with information transparency and located in developing country - Brazil"*

You know that Zar Company is located in São Paulo, Brazil (South America). Zar claims to practice the same 4 characteristics that were required of your company. In order to proceed with the negotiation, you ask Doug to prove that Zar Company really does these practices. After a couple of days, Doug presents several documents that show indicators that these practices have been developed and implemented by Zar Company.

A.2.3 Module for *"buyers without information transparency and located in developed country - Germany"*

You know that Zar Company is located in Dusseldorf, Germany (Europe). Zar claims to practice the same 4 characteristics that were required of your company. In order to proceed with the negotiation, you ask Doug to prove that Zar Company really does these practices, but, unfortunately, Doug cannot provide evidence that these practices are being done by Zar Company.

A.2.4 Module for *"buyer with information transparency and located in developed country - Germany"*

You know that Zar Company is located in Dusseldorf, Germany (Europe). Zar claims to practice the same 4 characteristics that were required of your company. In order to proceed with the negotiation, you ask Doug to prove that Zar Company really does these practices. After a couple of days, Doug presents several documents that show indicators that these practices have been developed and implemented by Zar Company.

Main Question:

Q1) Based on the case described, how likely are you to sell to Zar Company?

Very Unlikely	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very likely**

Q2.1) How realistic is this scenario?

Not at all Realistic	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Realistic**

Q2.2) How interesting is the scenario?

Not at all Interesting	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Interesting**

Attention and Manipulation Check

Based on the scenario presented, please answer the following questions:

Q3) *What is your position in this context?*

( ) Buyer at Zar Company ( ) Sales Manager at 4U Company

Q4) *Who are you in the context presented*?

( ) Paul

( ) Doug

Regarding the case presented, how much do you agree with the following statements?

Q5	Zar Company is from a developing country.	**Strongly Disagree**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Strongly Agree**
Q6	Zar Company really does the same practices that are required to your company.	**Strongly Disagree**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Strongly Agree**

We have a few questions about you (not about the case):

Q8) In your perception, how much each of the following stakeholders puts pressure on companies to implement social responsible practices:

Q7.1	Clients	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.2	Government	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.3	Shareholders	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.4	Employees	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.5	NGOs	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**
Q7.6	Society	**Not at all**	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**Very Strongly**

Q8) What is your age?

( ) 25 or less ( ) 26-30 ( ) 31-35 ( ) 36-40 ( ) More than 40

Q9) What is your gender?

( ) Male ( ) Female ( ) Other

Correlation coefficients

Study 1

Correlations				
		Information Transparency	Location	Stakeholder pressure
Information Transparency	Pearson correlation	1	.081	.026
	Sig. (2-tailed)		.215	.689
	N	233	233	233
Location	Pearson correlation	.081	1	-.117
	Sig. (2-tailed)	.215		.074
	N	233	233	233
Stakeholder pressure	Pearson correlation	.026	-.117	1
	Sig. (2-tailed)	.689	.074	
	N	233	233	233

Correlations					
			Informatiop Transparency	Location	Stakeholder pressure
Spearman´s rho	Information Transparency	Correlation coefficient	1.000	.081	.031
		Sig. (2-tailed)	.	.215	.641
		N	233	233	233
	Location	Correlation coefficient	.081	1.000	-.123
		Sig. (2-tailed)	.215	.	.061
		N	233	233	233
	XSTP	Correlation coefficient	.031	-.123	1.000
		Sig. (2-tailed)	.641	.061	.
		N	233	233	233

Study 2

Correlations				
		Information Transparency	Location	Stakeholder pressure
Information Transparency	Pearson correlation	1	.099	-.037
	Sig. (2-tailed)		.160	.598
	N	204	204	204
Location	Pearson correlation	.099	1	.054
	Sig. (2-tailed)	.160		.443
	N	204	204	204
Stakeholder pressure	Pearson correlation	-.037	.054	1
	Sig. (2-tailed)	.598	.443	
	N	204	204	204

Correlations					
			Information Transparency	Location	Stakeholder pressure
Spearman´s rho	Informaytion Transparency	Correlation coefficient	1.000	.099	-.027
		Sig. (2-tailed)	.	.160	.706
		N	204	204	204
	Location	Correlation coefficient	.099	1.000	.060
		Sig. (2-tailed)	.160	.	.394
		N	204	204	204
	Stakeholder pressure	Correlation coefficient	-.027	.060	1.000
		Sig. (2-tailed)	.706	.394	.
		N	204	204	204