Gender and Negotiation: Some Experimental Findings from an International Negotiation Simulation

Replication Materials

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The following documentation explains the replication files assembled for *International Studies Quarterly*. Replication files are provided in Stata file format. To replicate results requires that the Rare Events Logistic Regression (reLogit) software for Stata be installed. This software is available from Gary King's website at http://gking.harvard.edu/files/relogit.zip

Four Stata .dta files and four Stata .do files are included. The .do files labeled "MS OLS.do" and "HS OLS.do" replicate the analysis of message volume. The .do files labeled "MS ReLogit.do" and "HS ReLogit.do" replicate the results related to the use of different negotiation styles.

Any questions related to results replication can be sent to brian.urlacher@mail.business.und.edu. Any questions related to the GlobalEd simulation more generally should be directed to Mark.Boyer@uconn.edu

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