id

Please enter your subject ID

Please enter your name:

Please enter the email you used to sign up for the study:

Demographic information

Please write your age in the textbox below:

Please indicate your gender:

Male ○ Female ○

study overview

Today, you will engage in two studies.

The first study focuses on memory-based social comparisons. You will be presented with a series of pictures of people and will try to remember their facial features.

Next, you will engage in an unrelated study in order for some time to elapse before we test your memory. This task consists of negotiating with another participant in the lab based on a case you will read.

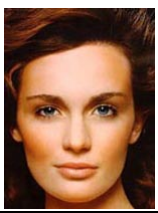
Finally, you will respond to a series of questions concerning your memory of the people you saw in the pictures.

You will now see 10 pictures of ordinary people in sequence.

Please examine the person's facial features carefully. Focus on the details as well as the overall form and appearance.

Note that you will not be able to skip forward for 15 seconds while you study each picture.

mating



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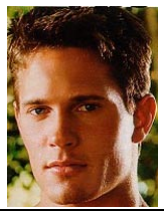

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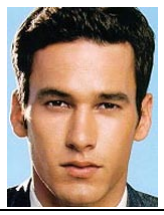

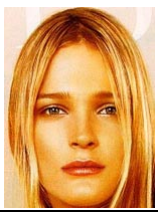

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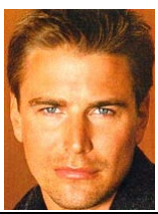

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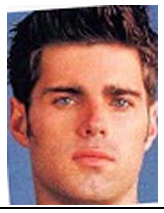

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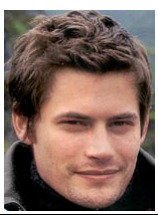

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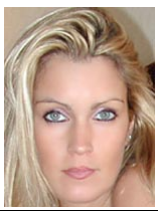

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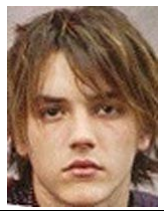

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panas & mcheck

Thank you for examining the pictures. Before engaging in the negotiation task, please report below how you feel right now.

Tick the response on the scale that indicates how well each adjective or phrase describes **your present mood**:

	Definitely do not feel	Do not feel	Moderately	Quite a bit	Extremely
Active	○	○	○	○	○
Alert	○	○	○	○	○
Attentive	○	○	○	○	○
Determined	○	○	○	○	○
Enthusiastic	○	○	○	○	○
Excited	○	○	○	○	○
	Definitely do not feel	Do not feel	Moderately	Quite a bit	Extremely
Inspired	○	○	○	○	○
Interested	○	○	○	○	○
Proud	○	○	○	○	○
Strong	○	○	○	○	○
Sexually aroused	○	○	○	○	○
Romantically aroused	○	○	○	○	○
	Definitely do not feel	Do not feel	Moderately	Quite a bit	Extremely
Afraid	○	○	○	○	○
Scared	○	○	○	○	○
Nervous	○	○	○	○	○
Jittery	○	○	○	○	○
Irritable	○	○	○	○	○
Hostile	○	○	○	○	○
	Definitely do not feel	Do not feel	Moderately	Quite a bit	Extremely
Guilty	○	○	○	○	○
Ashamed	○	○	○	○	○
Upset	○	○	○	○	○
Distressed	○	○	○	○	○

negotiation overview

You will now engage in an unrelated negotiation with another participant in the lab. This will allow for some time to elapse before we test your memory.

You and another participant will be assigned to represent different sides in a negotiation. On the following page, you will see what side you are assigned to. You will also see the profile of the participant who will represent the other side. Similarly, the other participant will be able to see your profile in an equivalent format based on the information you submitted when signing up for the study.

ma

You have been assigned to the role of:

BUYER

Below, you can review the profile of the participant you will be negotiating with.

Role:

SELLER

Name	Morgan Tomlinson
Age	21
Education	Undergraduate, King's College London
Work Experience	No
Negotiation Experience	No

---

mu

You have been assigned to the role of:

BUYER

Below, you can review the profile of the participant you will be negotiating with.

Role:

SELLER

Name	Morgan Tomlinson
Age	21
Education	Undergraduate, King's College London
Work Experience	No
Negotiation Experience	No

---

fa

You have been assigned to the role of:

BUYER

Below, you can review the profile of the participant you will be negotiating with.

Role:

SELLER

Name	Morgan Tomlinson
Age	21
Education	Undergraduate, King's College London
Work Experience	No
Negotiation Experience	No

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fu

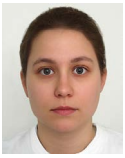
You have been assigned to the role of:

BUYER

Below, you can review the profile of the participant you will be negotiating with.

Role:

SELLER



Name	Morgan Tomlinson
Age	21
Education	Undergraduate, King's College London
Work Experience	No
Negotiation Experience	No

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dv

Negotiation goal:

You have been commissioned by a hotel group to purchase the historic "Bullard Houses" property.

The property, consisting of 51 attached brownstones, was built in 1884, and it originally housed members of the financial and political elite of the city. By 1950s, however, the property declined into decay and lost its luster. It has been purchased in its entirety 8 years ago by the descendents of James Bullard, the original owner. They intend to sell the property, but are only willing to consider buyers who would put the property to a use consistent with its history. They strongly disfavor commercial use of the property and prefer the brownstones to be refurbished and sold as luxury residences.

Your client's real intentions, however, are to tear down the existing houses and build a large hotel on the site.

The seller will first be interested in learning what your intended use of the property is. Depending on this step of the negotiation, you will later be given a chance to make the offer for the property.

Remember that you are not legally obligated to be truthful about the intended use. Of course, you are not obligated to lie either.

Please communicate to the seller what the intended use of the property is:

---

debrief

Thank you for participating, the study is now over. The negotiation will not actually take place. We were only interested in the initial information you provided in the negotiation.

You are free to leave and will be paid by the experimenter on your way out.

Debrief information:
Our hypothesis is that mating motives are associated with more unethical negotiation in men, but not women. We activated (vs. did not activate) mating motives using the pictures-memory task you engaged in prior to the negotiation. In addition, we manipulated whether the other party was a man or a women, and whether the other person was attractive or unattractive. We expected more unethical behaviour on the part of men only when negotiating with other men, but not in any other combination. We also expected this effect to be stronger when the other party was attractive.
Participants were randomly assigned to conditions, so any differences in performance reflect assignment to conditions, not your personal characteristics. Please note that the data collected in this study is completely anonymous and will only be reported in aggregate form. There will be no possibility to connect the data with any identifying information about yourself. To obtain any additional information about the research, please contact Marko Pitesa at mpitesa@london.edu.