The data was collected in a physical offline mode. So informed consent of each participants available physically in paper pencil formate.

TITLE OF THE STUDY -Valence, Archetypes, And Reciprocity in Wise Negotiation.

Investigator: Prarthana Saikia and Dr. Ankita Sharma

Department: Humanities and Social Sciences

Fund Source: None

PURPOSE OF THE STUDY

This is a study on how people negotiate in real-life situations. You are invited to take part in a research study. Before you accept, we would like to help you understand the research and what you will be involved in. Please read through this informed consent and feel free to let us know if you need some clarifications.

STUDY PROCEDURES

Should you wish to participate, the study will be conducted in two seating for a few of you. In the first phase, we will be conducting an interview with you on negotiation and will ask you to nominate the best negotiator for your branch/team/workgroup. You also have to rate this best negotiator on a few dimensions. Once the best negotiator of your work setting is identified, the rest of the study will be conducted with him or her. We will also be taking a few of your demographic details.

The 2nd phase of the study will be conducted after a week or two. This best negotiator (maybe one of your colleague or yourself) have to fill up a number of questionnaires and play a computerized negotiation game with a hypothetical opponent.

You need not worry about privacy as we will not share the information we have gathered from this study other than statistical and non-identifiable personal information. No information of the bank will be shared with anyone. You are free to withdraw at any time from your participation in the study without giving any reason.

DURATION

Since there will be two phases in this study, not all of you have to be part of both the phases. The first phase will take around 20 to 30 mins. The people who will be selected for the second phase, will take around 1 to 2 hours to complete the entire study. It is not compulsory to seat for

entire duration together. Its upto the convenience of the person to complete the process in one to 3 session.

VOLUNTARY PARTICIPATION

Please understand that your participation here is purely voluntary. You will decide whether you will participate or not. In case you decide to participate, you will be required to fill out the fields below for your consent as an affirmation of your participation. Should you decide to withdraw during the study, please do inform us. Your withdrawal will not affect your relationship with us. In case you withdraw from this study before the completion of the data collection, all information, including the consent will be deleted.

CONTACT INFORMATION

This study is part of the Prarthana Saikia Ph.D. study. If you have questions or concerns about this study, you can get in touch with her. Her contact details are as:

email id: saikia.1@iitj.ac.in

Phone no.: 9401961868, 7637874025

CONSENT

I voluntarily give my consent to participate in this study. I have read the information above, or the said information was read to me. I was given the opportunity to ask questions,/*-0 and these were answered satisfactorily and to my contentment.

Name-

Name of the bank with branch-

Signature-

Name of the researcher-

Signature of the researcher-