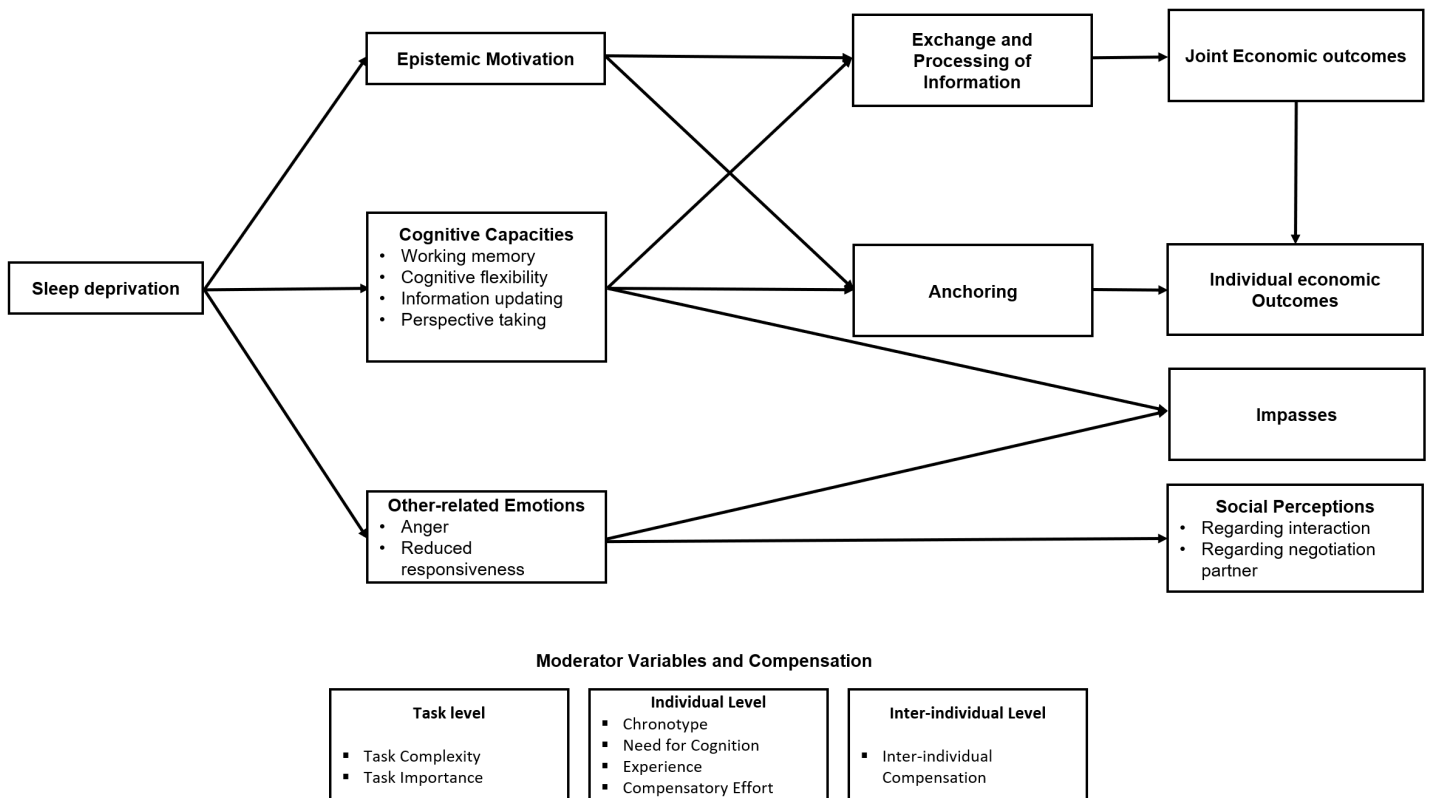


Figure 1
Conceptual Model of Proposed Links Between Sleep Deprivation and Negotiation Processes and Outcomes



Moderators and Compensation of Sleep Deprivation²

Although in general we expect negative effects of sleep deprivation on joint economic outcomes, we acknowledge that the occurrence and extent of these negative effects might not be uniform and robust, but is also a function of specific characteristics of (i) the negotiation task, (ii) the involved individual negotiator(s), and (iii) the interaction between the negotiators. To be clear here, we do not expect any positive effects of sleep deprivation on negotiation outcomes, but identify conditions under which sleep deprivation is *less* likely to produce negative effects, and thus, could be compensated for.

The idea that the negative effects of sleep deprivation on joint negotiation outcomes can be compensated for by different mechanisms is also reflected in the first empirical manuscript on the topic (Halfmann et al., 2022). In two experiments, in which participants performed a dyadic integrative negotiation task either well-rested or after a night of total sleep deprivation, sleep-deprived negotiators did not achieve worse joint outcomes than well-rested negotiators. Moreover, in a third experiment, using a sleep restriction manipulation, sleep-deprived individuals also did not propose inferior agreements after observing a videotaped negotiation. However, in these studies, there was consistent indication of compensatory efforts

² Note that some of the variables conceptualized in our model as a moderator (e.g., task complexity) likely have a direct effect on our proposed mediators (e.g., epistemic motivation), but also on some of the outcomes (e.g., economic outcomes). Although we acknowledge such potential relationships, we refrain from including them in our model for reasons of parsimony, because these relationships should occur independently of sleep deprivation and thus do not inform about our key research question, that is, how negotiation outcomes are influenced by sleep deprivation.

