

## Supplementary Materials

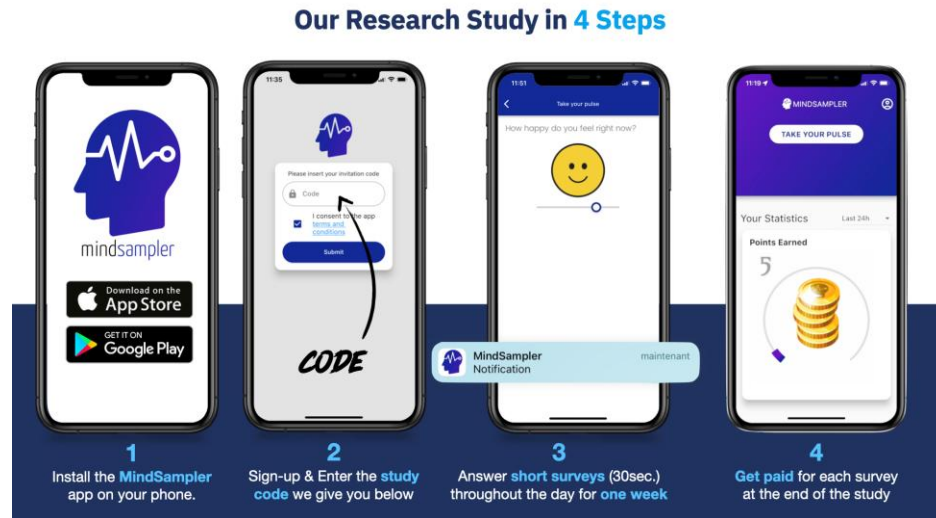
### Note 1: Negotiation Quotes

**Table S1** Illustrative Examples of Claims About the Pervasiveness of Negotiation in Everyday Life (in Alphabetical Order).

Quote	Reference
<i>“Bargaining, where self-interested parties with conflicting interests over the terms of trade negotiate to carve out a better deal for themselves, is one of the most basic economic activities.”</i>	Bhattacharya, 2023, p. 1 (1st sentence)
<i>“We negotiate daily with employers, coworkers, merchants, friends, romantic partners, children, and more.”</i>	Boothby, 2023, p. 3
<i>“We negotiate constantly, not just over big-ticket items, such as cars and job offers, but also over daily issues, such as who will do household chores, who will pay utility bills, who will care for elder family members, and even who needs to stay late at work.”</i>	Elfenbein, 2015, p. 131
<i>“Negotiation (...) is an important phenomenon woven throughout organizational life.”</i>	Elfenbein, 2021, p. 73
<i>“Like it or not, you are a negotiator. Negotiation is a fact of life. (...) Everyone negotiates something every day.”</i>	Fisher et al., 2011, p. 6
<i>“Negotiations are fundamental social interactions in which individuals seek to allocate or acquire resources (Thompson 1990), such as lower prices, increased pay, and promotions (Stuhlmacher and Linnabery 2013).”</i>	Leigh & Desai, 2023, p. 935
<i>“People negotiate all the time.”</i>	Lewicki et al., 2020, p. 1
<i>“Negotiation is an integral part of work life in business, government, and nonprofit organizations”</i>	Sharma et al., 2018, p. 145
<i>“All of us negotiate many times a day.”</i>	Shell, 2018, p. 6
<i>“One thing that business scholars and business people are in complete agreement on is that everyone negotiates nearly every day.”</i>	Thompson, 2015, p. 2
<i>“Everything in life is a negotiation.”</i>	Voss, 2018, 1st sentence

## Note 2: MindSampler App & Experience-Sampling Items

Participants were recruited on Prolific and presented with the following infographic upon accepting the task.



## Note 3: Negotiation Book Topic Analyses

**Goal.** We examined whether our theoretical framework of eight negotiation processes is reflected in how negotiation books describe their content. To do so, we assembled a corpus of negotiation-related books and quantified semantic alignment between process representations and book descriptions.

**Corpus construction.** We compiled a corpus by scraping English-language book titles and descriptions from negotiation-themed shelves and search results on four platforms: Amazon, Goodreads, Open Library, and StoryGraph. For each platform, we collected records from shelves, categories, or search results explicitly labeled as negotiation-related (e.g., “negotiation books” queries). For each book, we captured the title, author(s), and description when available. We merged records across platforms by matching on title and author(s), yielding 3,107 unique book records.

**Book filtering and curation.** We used the OpenAI Chat Completions API (GPT-4o-mini, Open AI, 2024) to classify each record along two dimensions: (1) whether the book is substantively about negotiation (e.g., business negotiation, conflict resolution, diplomatic negotiation) versus not (e.g., fiction or books where “negotiation” appears only as a keyword), and (2) the book’s primary language. We then applied additional data-quality filters, including removing residual duplicates, excluding entries with missing or invalid titles, normalizing encoding and formatting, and requiring non-missing descriptions. After these steps, the final corpus consisted of 472 English-language negotiation books with complete metadata and descriptions.

**Negotiation processes.** We defined eight theoretical negotiation processes:

1. Reach an agreement: Concluding a negotiation by settling on a defined set of terms accepted by all parties.
2. Resolve an issue acceptably: Addressing underlying problems so each party's core needs are met.
3. Convince someone to do something: Influencing another party to take a specific action they would not have chosen on their own.
4. Convince someone to see things my way: Shaping how another party interprets or understands the situation.
5. Navigate a conflict: Managing emotional tension and disagreement so interaction remains workable.
6. Make a joint decision: Reaching a shared decision by integrating preferences across multiple parties.
7. Bargain over something: Exchanging offers and concessions to allocate resources or determine terms.
8. Act as a mediator: Facilitating communication between disputing parties as a neutral third party.

Each process was operationalized using multiple paraphrases derived from its definition, capturing different ways the same process is commonly described in negotiation writing. Paraphrases were embedded using a sentence-transformer model (*all-mpnet-base-v2*; Reimers & Gurevych, 2019) and averaged to form a single prototype vector for each process.

Semantic alignment between processes and books. To assess whether each process was represented in the corpus, we computed cosine similarity between process prototype vectors and individual book-description embeddings. For each process, we examined both the highest similarity score across all books (best match) and the number of books that exceeded a similarity threshold of 0.50.

**Breadth of coverage.** All eight processes showed meaningful representation in the corpus (Table S2). Several processes showed broad coverage, including Reach an agreement (216 books), Bargain over something (201 books), and Act as a mediator (183 books). More specific processes also showed meaningful coverage, including Make a joint decision (58 books), Convince someone to see things my way (35 books), and Convince someone to do something (10 books). Overall, 274 of the 472 books with usable descriptions (58%) exceeded the 0.50 similarity threshold for at least one process, suggesting that a majority of the corpus emphasizes content aligned with one or more elements of the proposed framework. The remaining 42% consisted primarily of domain-specific application books (e.g., real estate, salary, car buying), parenting guides, and context-specific works on international or political negotiations—topics that, while related to negotiation, focus on particular settings rather than core negotiation processes.

**Table S2.** Process Coverage in the Negotiation Book Corpus

Process	N Books (similarity >0.5)	Example of top matches
Reach an agreement	216	<i>Getting to Yes</i> (Fisher et al., 2011); <i>The Art of Negotiation</i> (Wheeler, 2013)
Resolve an issue acceptably	149	<i>Solving Tough Problems</i> (Kahane, 2004); <i>Negotiating Outcomes: Expert Solutions to Everyday Challenges</i> (Corman & Aaron, 2011)
Convince someone to do something	10	<i>Pre-Suasion</i> (Cialdini, 2016); <i>The Art of Persuasion: Winning Without Intimidation</i> (Burg, 2011)
Convince someone to see things my way	35	<i>Persuasion: Convincing Others When Facts Don't Seem to Matter</i> (Carter, 2019); <i>Instant Persuasion</i> (Puhn, 2005)
Navigate a conflict	175	<i>Conflict Resolution Playbook</i> (Pollack, 2014); <i>Finding Confidence in Conflict</i> (Christian, 2019)
Make a joint decision	58	<i>Voting and Collective Decision-Making</i> (Laruelle & Valenciano, 2008); <i>Getting It Done: How to Lead When You're Not in Charge</i> (Fisher & Sharp, 1998)
Bargain over something	201	<i>Give and Take</i> (Karrass, 1993); <i>Bargaining for Advantage</i> (Shell, 2018)
Act as a mediator	183	<i>Peace Skills: Manual for Community Mediators</i> (Wilmot & Hocker, 2011); <i>The Mediator's Handbook</i> (Beer & Packard, 2012)

**Note 4: Original Pre-Registered Frequency of Negotiation in Everyday Life**

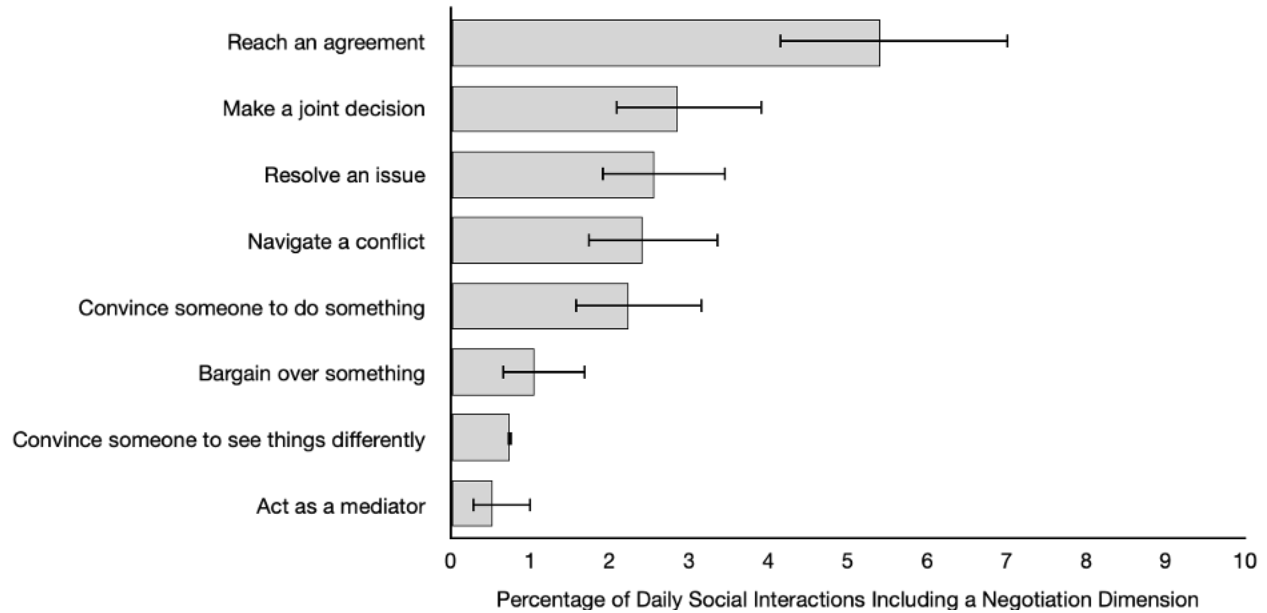
To estimate the population-level frequency of negotiation in everyday life, we analyzed all reported social interactions ( $N_{interactions} = 4384$ ). We fitted multilevel logistic regression models using the *lme4* package for R (Bates et al., 2015) with a random intercept to accommodate varying numbers of observations provided by each participant. We ran one overall model predicting the probability that a social interaction includes *any* negotiation dimension and eight specific models for each of the dimensions, respectively. Note that given the correlated and multilevel nature of the data, this approach may lead to estimates for individual dimensions that do not add up to the “any” overall frequency estimate.

**Results**

Our analyses revealed that 25.75% [95% CI 21.55%, 30.42%]. of all reported social interactions involved at least one process of negotiation. The frequency of each negotiation

dimension is depicted in Figure 2. There were no significant gender ( $b = -.425, z = -1.723, p = .085$ ) and age ( $b = .002, z = .011, p = .88$ ) differences in the prevalence of negotiation (see Supplementary Materials - Note 5 for a detailed breakdown).

**Figure S1** Frequency of Negotiation in Daily Interactions from the Original Pre-Registered Analysis.



*Note.* By definition, the "any negotiation" category is the union of all specific negotiation processes, so its prevalence cannot exceed the sum of the specific processes; rates for individual processes may sum to more than 25.75% because participants could endorse multiple processes per interaction.

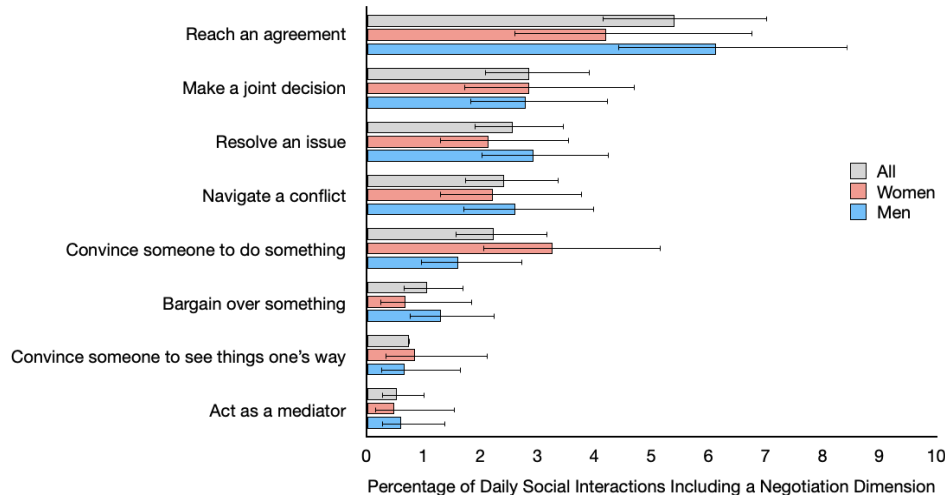
**Note 5: Gender and Age Effects**

**Table S3** Prevalence of Negotiation Dimensions as a Function of Age and Gender

Negotiation Dimension	Age		Gender	
	b	p	b	p
Act as a Mediator	.000	.991	.200	.603
Convince Someone to Do Something	.005	.682	.416	.115
Navigate a Conflict	-.020	.092	-.170	.525
Make a Joint Decision	.013	.265	-.081	.762
Resolve an Issue	.000	.993	-.440	.094
Reach an Agreement	-.005	.635	-.401	.117
Convince Someone to See My Way	-.013	<.001***	-.250	<.001***
Bargain Over Something	-.014	.353	-.137	.682

Asterisks indicate statistical significance:  $p < 0.001$ : \*\*\*,  $p < 0.01$ : \*\*,  $p < 0.05$ : \*.

**Figure S2** Prevalence of Negotiation Processes as a Function of Gender



**Note 6: Frequency Result Breakdown by Partner Types**

**Table S4** Generalized Linear Mixed-effects Model Predicting Any Negotiation Types (binomial logistic model)

Predictor	log-odds	SE	z	p		OR	95% CI
(Intercept)	-0.92	0.18	-4.97	< .001	***	0.4	[0.28, 0.57]
Friend	-0.57	0.19	-3.01	0.003	**	0.56	[0.39, 0.82]
Partner	-0.45	0.15	-2.99	0.003	**	0.64	[0.48, 0.86]
Coworker	1.31	0.18	7.25	< .001	***	3.7	[2.60, 5.28]
Kid	-0.13	0.16	-0.80	0.424		0.88	[0.65, 1.20]
Relative	-0.25	0.19	-1.31	0.190		0.78	[0.53, 1.13]
Parent	-0.52	0.19	-2.70	0.007	**	0.59	[0.40, 0.87]
Acquaintance	-0.55	0.32	-1.72	0.086		0.58	[0.31, 1.08]
Stranger	-0.26	0.30	-0.86	0.390		0.77	[0.43, 1.39]
Other	-0.06	0.34	-0.18	0.854		0.94	[0.48, 1.83]

Note. <sup>a</sup> This table includes all of the variables used in the binomial logistic regression model to predict the likelihood of having a negotiation with different interaction partner types. Asterisks indicate statistical significance:  $p < 0.001$ : \*\*\*,  $p < 0.01$ : \*\*,  $p < 0.05$ : \*.

<sup>b</sup> N=4384 observations nested within 276 users.

<sup>c</sup> Outcome coded 0 = no negotiation, 1 = negotiation.

<sup>d</sup> Predictors (Friend, Partner, Coworker, Kid, Relative, Parent, Acquaintance, Stranger, Other) are dummy-coded 0 = interaction did not involve that partner type, 1 = interaction involved that partner type.

**Table S5** Frequency Distribution of Negotiation Behaviors by Relationship Context

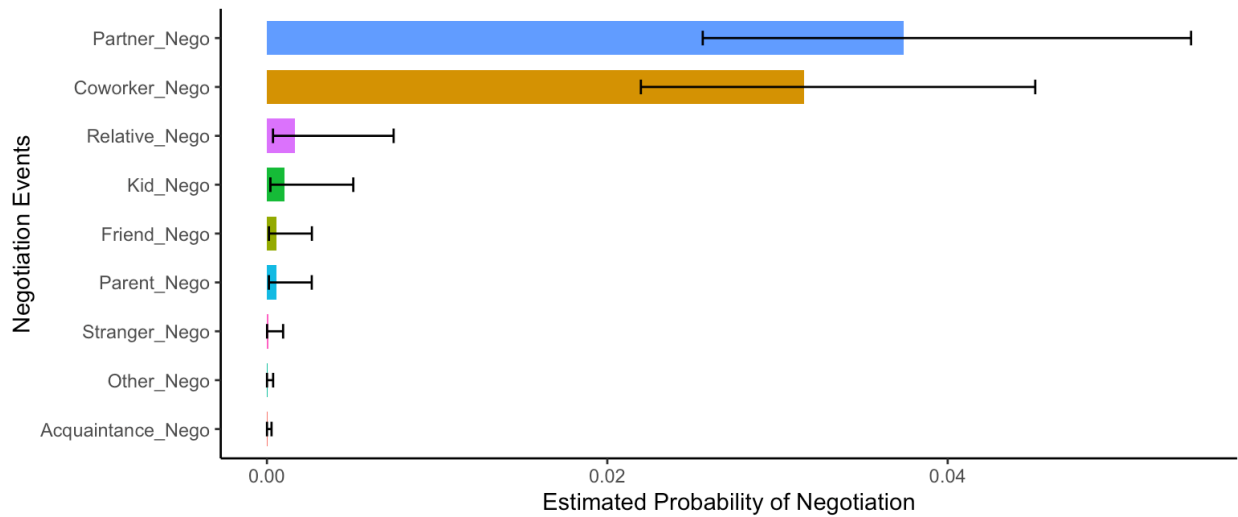
Negotiation Processes	Friend	Partner	Coworker	Kid	Relative	Parent	Acquaintance	Stranger	Other
1. Reach an agreement	57 (10.8%)	211 (39.8%)	145 (27.4%)	43 (8.1%)	26 (4.9%)	72 (13.6%)	4 (0.8%)	8 (1.5%)	8 (1.5%)
2. Resolve an issue in a way that's acceptable for all	11 (4.7%)	51 (21.8%)	108 (46.2%)	13 (5.6%)	16 (6.8%)	40 (17.1%)	5 (2.1%)	6 (2.6%)	5 (2.1%)
3. Convince someone to do something	18 (9.2%)	79 (40.3%)	37 (18.9%)	44 (22.4%)	15 (7.7%)	24 (12.2%)	1 (0.5%)	6 (3.1%)	3 (1.5%)
4. Convince someone to see things my way	13 (12.1%)	40 (37.4%)	27 (25.2%)	3 (2.8%)	13 (12.1%)	20 (18.7%)	2 (1.9%)	1 (0.9%)	1 (0.9%)
5. Navigate a conflict	13 (5.7%)	73 (32.2%)	59 (26%)	32 (14.1%)	19 (8.4%)	47 (20.7%)	5 (2.2%)	5 (2.2%)	3 (1.3%)
6. Make a joint decision that considers others' preferences	32 (11.1%)	132 (45.7%)	71 (24.6%)	31 (10.7%)	24 (8.3%)	32 (11.1%)	9 (3.1%)	2 (0.7%)	3 (1%)
7. Bargain over something	18 (14.4%)	42 (33.6%)	19 (15.2%)	14 (11.2%)	11 (8.8%)	24 (19.2%)	3 (2.4%)	4 (3.2%)	1 (0.8%)
8. Act as a mediator	4 (6.5%)	17 (27.4%)	15 (24.2%)	14 (22.6%)	7 (11.3%)	13 (21%)	1 (1.6%)	2 (3.2%)	1 (1.6%)

*Note. This table includes the absolute frequencies with relative frequencies (percentages) in parentheses of negotiation occurrences by negotiation process and interaction partner type.*

\* Percentages indicate the proportion of each negotiation behavior that occurred within each relationship type.

\* Row percentages may not sum to 100% across relationship types because each negotiation could take place with more than one relationship type.

**Figure S3** Frequency of Negotiation in Everyday Conversations by Interaction Partner Type



**Note 7: Additional Analysis of Pleasantness and Well-being Measures**

The intensity of negotiation was assessed by creating a numeric variable by summing the 8 negotiation processes. In other words, if a negotiation conversation included only one process, it received an intensity score of "1"; if a negotiation conversation included three negotiation processes, it received an intensity score of "3". When looking at how the intensity of daily negotiations affect short-term pleasantness (with the same set of control variables as in the main analysis including the any\_negotiation variable, for the full list see Table 3), the intensity measure was significant beyond the any\_negotiation variable such that the more intense a negotiation interaction was (with more processes within each conversation), the more unpleasant participants reported ( $b = -.14$ , 95% CI  $[-.22, -.06]$ ,  $t = -3.34$ ,  $p < .001$ ). Similar to the short-term pleasantness model, the intensity effects of daily negotiations on longer-term measures were also tested. When examining the relationship between the intensity of negotiation and the long-term well-being score (again, with the same set of control variables as in the main analysis including the any\_negotiation variable, for the full list see Table 4), there was no significant effect on the well-being measure ( $b = -0.116$ , 95% CI  $[-0.994, 0.762]$ ,  $t = -0.26$ ,  $p = .796$ ). Examining the relationship between the intensity score and the depression measure, there was no significant relationship ( $b = 0.01$ , 95% CI  $[-0.87, 0.89]$ ,  $t = 0.03$ ,  $p = .980$ ). These results suggest that while the intensity of a negotiation may amplify its immediate unpleasantness, it does not necessarily contribute to lasting changes in well-being.

**Table S6** Linear Mixed Model Predicting Changes in Short-Term Pleasantness by Negotiation Process Clusters

Categories/ Clusters	Relationship	b	SE	t	p	95% CI	N	
1. Reach an agreement	All	0.01	0.05	0.17	.869	[-0.089, 0.105]	4062	
	Partner	-0.02	0.08	-0.25	.805	[-0.174, 0.136]	1831	
	Coworker	0.03	0.10	0.34	.734	[-0.162, 0.230]	641	
2. Conflict-related (Resolve an issue in a way that's acceptable for all; Navigate a conflict)	All	-0.36	0.05	-6.80	<.001	***	[-0.467, -0.259]	4062
	Partner	-0.42	0.10	-4.22	<.001	***	[-0.607, -0.223]	1831
	Coworker	-0.44	0.10	-4.58	<.001	***	[-0.631, -0.253]	641
3. Persuasion-related (Convince someone to do something; Convince someone to see things my way)	All	-0.25	0.06	-3.93	<.001	***	[-0.377, -0.125]	4062
	Partner	-0.28	0.10	-2.76	.006	**	[-0.474, -0.080]	1831
	Coworker	-0.23	0.15	-1.55	.121		[-0.519, 0.061]	641
4. Make a joint decision that considers others' preferences	All	-0.05	0.06	-0.76	.448		[-0.172, 0.076]	4062
	Partner	-0.07	0.09	-0.75	.456		[-0.254, 0.114]	1831
	Coworker	-0.18	0.13	-1.30	.193		[-0.438, 0.088]	641
5. Bargain over something	All	-0.07	0.09	-0.75	.451		[-0.252, 0.112]	4062
	Partner	-0.13	0.16	-0.83	.408		[-0.443, 0.181]	1831
	Coworker	-0.06	0.25	-0.23	.822		[-0.542, 0.430]	641
6. Act as a mediator	All	-0.10	0.13	-0.81	.419		[-0.357, 0.149]	4062
	Partner	-0.44	0.24	-1.85	.065		[-0.916, 0.028]	1831
	Coworker	-0.04	0.26	-0.13	.894		[-0.553, 0.483]	641

*Note.* This table includes the key regression coefficients from mixed models predicting changes in short-term pleasantness. Coefficients are standardized with respect to the outcome variable (in SD units of mood change). Predictors remain in their original units. These models include similar control variables as in Table 3. The 95% confidence intervals (CIs) are computed using the standard error. Asterisks indicate statistical significance:  $p < 0.001$ : \*\*\*,  $p < 0.01$ : \*\*,  $p < 0.05$ : \*.

**Table S7** Linear Mixed Model Predicting Changes in Long-Term Well-Being by Negotiation Process Clusters

Categories/ Clusters	<b>b</b>	<b>SE</b>	<b>t</b>	<b>p</b>	<b>95% CI</b>	<b>N</b>
1. Reach an agreement	0.88	0.40	2.20	.029 *	[0.10, 1.67]	246
2. Conflict-related (Resolve an issue in a way that's acceptable for all; Navigate a conflict)	0.37	0.46	0.80	.427	[-0.54, 1.28]	246
3. Persuasion-related (Convince someone to do something; Convince someone to see things my way)	-0.36	0.61	-0.60	.552	[-1.56, 0.84]	246
4. Make a joint decision that considers others' preferences	1.07	0.61	1.77	.079	[-0.12, 2.26]	246
5. Bargain over something	0.97	1.10	0.89	.375	[-1.18, 3.13]	246
6. Act as a mediator	0.50	1.28	0.39	.698	[-2.01, 3.01]	246

*Note.* This table includes the key regression coefficients from linear models predicting long-term well-being (WHO-5). These models include similar control variables as in Table 4 (gender, age, partner types, closeness, work, leisure). N = 246. Coefficients are standardized with respect to the outcome variable (in SD units of well-being). Predictors remain in their original units. 95% confidence intervals (CIs) are computed using the standard error. Asterisks indicate statistical significance:  $p < 0.001$ : \*\*\*,  $p < 0.01$ : \*\*,  $p < 0.05$ : \*.

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