

Cooling-Off in Negotiations: Does it Work?

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- The zip-file contains three files:
 - readme.pdf
 - data.sav
 - analyze.sps
- The current data set and program has been created using SPSS 24.0.
 - To replicate the analysis using SPSS you need to open data.sav and run analyze.sps.
 - data.sav contains the both the raw data of the experiment and some auxiliary variables (based on the raw data), which we created to aid the analysis. Variable labels and value labels can be found in data.sav.
 - Auxiliary variables are (in alphabetical order): crt_sum_correct, d_d1, d_d2, d1_timeout, delta_time_d1, e_ball, e_machine, e_roses, opinion_changed