

## HOW DO LAWYERS THINK ABOUT NEGOTIATIONS (#47645)

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### 1) Have any data been collected for this study already?

It's complicated. We have already collected some data but explain in Question 8 why readers may consider this a valid pre-registration nevertheless.

### 2) What's the main question being asked or hypothesis being tested in this study?

1) Lawyers with higher levels of moral character (e.g., guilt proneness, moral identity centrality, honesty-humility) will be less likely to hold "gamification beliefs" about negotiations (e.g., believe negotiations are adversarial, win-lose interactions where the ethical standards are arbitrary and the "rules of the game" are more like temporary agreements than moral absolutes). 2) Lawyers with higher moral character will be more likely than those with lower moral character to proactively disclose honest information to correct misconceptions their opponent's hold, and this relationship between higher moral character and greater endorsement of honest disclosure will be mediated by lower gamification beliefs.

### 3) Describe the key dependent variable(s) specifying how they will be measured.

1) Gamification beliefs about negotiations (8 item scale we wrote for this research). 2) We wrote 3 vignettes to assess honest disclosure. There are 4 questions associated with each vignette. We will examine how moral character and gamification beliefs correlate with each of the 4 questions for each of the 3 vignettes

### 4) How many and which conditions will participants be assigned to?

This is a survey with no experimental conditions.

### 5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.

We will examine bivariate correlations and run regression analyses and mediation analyses to look at the relationships between moral character, gamification beliefs, and honest disclosure. We will examine moral character as a composite and also look at each trait separately. We will run the regression models with and without demographic and job-related control variables to test for the robustness of our findings.

### 6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.

We will use the data from respondents who complete the survey and meet the inclusion criteria of being 18 years or older and currently a member in good standing of any bar in any jurisdiction of the United States. We will use Qualtrics' bot and fraud detection features, and if these features identify problematic responses, we will exclude those observations.

### 7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.

We aim to collect survey responses from at least 200 lawyers. We will keep the survey open for at least one month to achieve that goal. If we are able to collect data from more than 200 lawyers within the allotted 1 month window, we will stop data collection and use all available data in our analyses. If we are not able to collect 200 responses within the first one-month window, we will keep the survey open for an additional month, collecting as many responses as we can during that window. When 200 responses are collected or two months have elapsed, we will close data collection and proceed with analyses on all available data. We will not look at or analyze the data until the data collection window has closed.

### 8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)

We created this pre-registration several days after the survey was first launched. Less than 20 observations had been recorded when we submitted this pre-registration on AsPredicted. The data was not downloaded nor analyzed before this pre-registration was submitted.

We included the Brief HEXACO Inventory in the survey. In addition to examining the honesty-humility scale, we will also explore the other HEXACO scales, and will run analyses that control for them to test the robustness of our moral character and gamification findings. We are collecting data on the lawyers' work and demographic characteristics and run analyses that control for these variables (e.g., gender, specialization) to explore the robustness of the relationships we identify.