Negotiation Meta-Analysis Search Process

A study is eligible for inclusion in the meta-analysis if it has AT LEAST one correlation or statistic that can be converted to correlation (see Effect Size Conversion Sheet) between a dispositional variable and a negotiation construct (e.g., economic outcome after negotiation, initiation of negotiation, perception of negotiation performance). Note that we are *not* interested in romantic conflicts or interpersonal conflict resolution unless there is an exchange of goods/duties.

All searches should be conducted in Web of Science by topic. Do not use any ‘refine’ criteria.

Search syntax:

*(“negotiat\*” or “bargain\*”) and ("Individual difference\*" or "personality" or “disposition\*” or "big five" or "big 5" or "extroversion" or "extraversion" or “extrovert\*” or “introversion” or “introvert\*” or "conscientiousness" or "agreeableness" or "openness" or "neurot\*" or "emotional stability"or “regulatory focus” or “regulatory fit” or “prevention focus” or “loss aversion” or “emotion\* regulation” or "locus of control") not (sexual or romantic)*

How to decide if a study is relevant

1. Browse the abstract for mention of the variables listed above:
   1. If there is no mention of any of these terms (or related terms) in the abstract, there is no need to look further.
      1. If the study does not include relevant information add the full citation to the Search excel sheet, mark that it was excluded in the proper column, and describe why it was not included (e.g., no individual differences measured, qualitative). Only the citation information and explanation for exclusion needs to be filled out on the Search excel for excluded studies (variable info is not necessary).
      2. The only exception is if the abstract sounds like it is a review/conceptual paper that would be relevant for us in writing the paper. Then find the article in PDF form and add it to the dropbox folder titled “PDFs of conceptual papers for lit review.”
   2. If there is a mention, attempt to find the PDF of the article.
      1. If you can immediately access the PDF, browse the study (mainly method and results section) to see if it includes any of the variables above AND if it reports correlations or information that can be turned into a correlation that examines the relationship between negotiation and any individual difference variables).
         1. If this information is available or if you think it is available (i.e., doesn’t give r but you think that r could be calculated from given statistics), save the PDF into the dropbox folder titled “PDFs of studies that need to be coded.” Also, add the study to your Search excel sheet, mark that it is included, and fill out the citation and variable information.
            1. Note: Files should be saved as the author(s)’ last name, and year (e.g., “Shockley & Allen (2010))
      2. If you cannot immediately access the PDF, try searching google scholar. If you still cannot find it, put in a request for an interlibrary loan. Add the full citation to the excel document titled “ILL requested” and add the date that you put in the request.
         1. Once the loan arrives, remove the study from the ILL requested document list and follow the process above.

Distribution:

Total Studies: 989

Britany:

1= Conflict templates in negotiations… Jan2015

330= the Kalai-Smorodinsky bargaining solution with loss aversion…Jan2011

Aurah:

331= “minjung Art”…2011 ~page34/99

660= “ Negotiation of dialectical contradictions”…feb 2005 ~page66/99

Mandy:

661= “ Negotiation realities to understand others…feb 2005 ~ page 67

989= “personality considerations in collective bargaining…1944