ARE THERE DISCERNIBLE DIFFERENCES AMONG NEGOTIATORS — ON THE BASIS OF GENDER, RACE, ETHNICITY?

1) Are the X’s and Y’s (defined by gender or race or culture) different from each other as negotiators? If so, are they different in:

- strategy?
- style?
- ethics?
- Machiavellianism?
- effectiveness?
- the sources of power they use?
- the options that they choose to deal with a concern/complaint?
- in some other way that is important?

2) If you think the X’s and the Y’s are different from each other — are the groups SIGNIFICANTLY different?

3) Do you think that the differences if any are malleable? (Could they be changed by training or experience?)

4) Do people TREAT the X’s and the Y’s differently?