

ObamaCare

This was the (1st/2nd/3rd/etc) _____ issue we reached an agreement on.

I earned _____ points from this agreement. I now have _____ points overall.

We failed to reach an agreement (2 points)

Immigration

This was the (1st/2nd/3rd/etc) _____ issue we reached an agreement on.

I earned _____ points from this agreement. I now have _____ points overall.

We failed to reach an agreement (2 points)

Guns

This was the (1st/2nd/3rd/etc) _____ issue we reached an agreement on.

I earned _____ points from this agreement. I now have _____ points overall.

We failed to reach an agreement (2 points)

Voter ID

This was the (1st/2nd/3rd/etc) _____ issue we reached an agreement on.

I earned _____ points from this agreement. I now have _____ points overall.

We failed to reach an agreement (2 points)

Guns

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-19 (A)	Ban military style assault rifles
-12 (B)	Limit the amount of ammunition per clip to 10 rounds
-15 (C)	Require criminal background checks on gun purchases
-10 (D)	Create a database to register all gun purchases

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
14 (E)	Repeal state bans on rifle purchases
18 (F)	Pass stand-your-ground laws nationwide so people can defend themselves wherever they are
16 (G)	Require mental health evaluations & stricter age limits on violent video games
19 (H)	Repeal 'gun-free zone' laws which ban guns in certain areas

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 1 point

Guns

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
31 (A)	Ban military style assault rifles
24 (B)	Limit the amount of ammunition per clip to 10 rounds
29 (C)	Require criminal background checks on gun purchases
22 (D)	Create a database to register all gun purchases

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-13 (E)	Repeal state bans on rifle purchases
-21 (F)	Pass stand-your-ground laws nationwide so people can defend themselves wherever they are
-15 (G)	Require mental health evaluations & stricter age limits on violent video games
-26 (H)	Repeal 'gun-free zone' laws which ban guns in certain areas

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 2 points

Voter ID

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-26 (A)	Repeal all Voter ID laws
-15 (B)	Create new federal voting regulations that extend early voting, increase the number of voting booths, & make voter ID free
-21 (C)	Require that all state-level changes to voting laws be approved by the federal government
-13 (D)	Allow student ID cards to be used as voter ID

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
22 (E)	Allow individuals whose name changes due to marriage to vote with their previous ID card with their old name
29 (F)	Block the right to vote for adults who entered America illegally, even if they're granted citizenship
24 (G)	Ban the use of 'temporary ballots' cast by people who have failed to obtain legal voter ID
31 (H)	Pass voter ID laws in all 50 states

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 2 points

Voter ID

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
19 (A)	Repeal all Voter ID laws
16 (B)	Create new federal voting regulations that extend early voting, increase the number of voting booths, & make voter ID free
18 (C)	Require that all state-level changes to voting laws be approved by the federal government
14 (D)	Allow student ID cards to be used as voter ID

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)		
	Allow individuals whose name changes due to marriage to vote with their previous ID card with their old name	-10 (E)
	Block the right to vote for adults who entered America illegally, even if they're granted citizenship	-15 (F)
	Ban the use of 'temporary ballots' cast by people who have failed to obtain legal voter ID	-12 (G)
	Pass voter ID laws in all 50 states	-19 (H)

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 1 point

Immigration Reform

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-16 (A)	Automatic Amnesty
-13 (B)	Allow undocumented immigrants to receive ObamaCare benefits if they are in the process of obtaining legal status
-11 (C)	Provide a path to citizenship for all undocumented immigrants
-10 (D)	Grant citizenship to undocumented youth but only legalization to parents/family who brought them across the border

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
12 (E)	Require that undocumented students pay international tuition
13 (F)	Enhance border security & complete the fence along America's southern border with Mexico
14 (G)	Deport all undocumented adults & require that they apply for legal status from their home country
15 (H)	Increase deportations on youth and adults & financially penalize any Americans who protect undocumented family members

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 2 points

Immigration Reform

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
40 (A)	Automatic Amnesty
37 (B)	Allow undocumented immigrants to receive ObamaCare benefits if they are in the process of obtaining legal status
32 (C)	Provide a path to citizenship for all undocumented immigrants
25 (D)	Grant citizenship to undocumented youth but only legalization to parents/family who brought them across the border

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-20 (E)	Require that undocumented students pay international tuition
-22 (F)	Enhance border security & complete the fence along America's southern border with Mexico
-30 (G)	Deport all undocumented adults & require that they apply for legal status from their home country
-38 (H)	Increase deportations on youth and adults & financially penalize any Americans who protect undocumented family members

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 0 points

Affordable Care Act (or ObamaCare)

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-38 (A)	Create a free health care option under ObamaCare
-30 (B)	Mandate that each state create an ObamaCare exchange
-22 (C)	Increase ObamaCare funds in states that expanded Medicaid
-20 (D)	Allow people that liked their previous plans to keep them for an extra year

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
25 (E)	Repeal the employer coverage mandate on small businesses
32 (F)	Don't force businesses to provide birth control coverage under ObamaCare if it violates the owner's religious beliefs
37 (G)	Cut Medicaid funds for plans that cover abortion
40 (H)	Repeal the individual mandate, which requires people to pay a penalty if they fail to get health care

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 0 points

Affordable Care Act (or ObamaCare)

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
15 (A)	Create a free health care option under ObamaCare
14 (B)	Mandate that each state create an ObamaCare exchange
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Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
Repeal the employer coverage mandate on small businesses	-10 (E)
Don't force businesses to provide birth control coverage under ObamaCare if it violates the owner's religious beliefs	-11 (F)
Cut Medicaid funds for plans that cover abortion	-13 (G)
Repeal the individual mandate, which requires people to pay a penalty if they fail to get health care	-16 (H)

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 2 points

Republican Negotiation Instructions – Math Practice Session

Below is an example of what your option choices will look like, with the scorecard points alongside them. For a legislative compromise to occur on this issue, you will need to agree on at least two options. **The option for your hypothetical Democratic opponent has already been chosen** and is indicated by the letter in the box. Based on the option chosen by your hypothetical opponent, you currently have -8 points on your scorecard. It is now up to you to choose the second option.

Energy Taxes

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
-30 (A)	Lower the tax rate for 'environmentally-friendly' corporations and raise taxes on companies contributing to climate change
-8 (B)	Close tax loopholes for oil companies
-5 (C)	Lower taxes for companies that keep jobs in America
-1 (D)	Raise taxes on companies that ship jobs overseas

Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
Lower the tax rate on corporations	3 (E)
Reduce taxes on all levels of the income bracket	10 (F)
Cut special tax credits for 'climate-friendly' corporations	20 (G)
Cut special grants for 'climate-friendly' corporations	30 (H)

Now that you have made your selection, please indicate what your new 'scorecard score' would be based on the option you choose. You may use the calculator. -8 (+) ____ = ____

Which Democratic option did you both agree on?

B

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action

No action = 0 points

Democratic Negotiation Instructions – Math Practice Session

Below is an example of what your option choices will look like, with the scorecard points alongside them. For a legislative compromise to occur on this issue, you will need to agree on at least two options. **The option for your hypothetical Republican opponent has already been chosen** and is indicated by the letter in the box. Based on the option chosen by your hypothetical opponent, you currently have -12 points on your scorecard. It is now up to you to choose the second option.

Energy Taxes

Democratic Options (CHOOSE ONE OF FOUR OPTIONS BELOW)		Republican Options (CHOOSE ONE OF FOUR OPTIONS BELOW)	
30 (A)	Lower the tax rate for 'environmentally-friendly' corporations and raise taxes on companies contributing to climate change	Lower the tax rate on corporations	-5 (E)
20 (B)	Close tax loopholes for oil companies	Reduce taxes on all levels of the income bracket	-12 (F)
14 (C)	Lower taxes for companies that keep jobs in America	Cut special tax credits for 'climate-friendly' corporations	30 (G)
5 (D)	Raise taxes on companies that ship jobs overseas	Cut special grants for 'climate-friendly' corporations	35 (H)

Now that you have made your selection, please indicate what your new 'scorecard score' would be based on the option you choose. You may use the calculator. ____ (+) -12 = ____

Which Democratic option did you both agree on?

Which Republican option did you both agree on?

If you could not agree on an option from **both sides**, then circle no action
No action = 0 points

PRINCIPAL INVESTIGATOR Jarryd Willis, Psychology, Jarryd.Willis@mavs.uta.edu

FACULTY ADVISOR: Dr. William Ickes, Psychology, Ickes@uta.edu

TITLE OF PROJECT: Political Negotiation and the Stereotype Content Model

INTRODUCTION

You are being asked to participate in a political psychology experiment. This form provides you with information about the study. The Principal Investigator or his/her representative will provide you with any additional information that may be needed and answer any questions you may have. Read the information below and ask questions about anything you do not understand before you decide whether or not to take part. Your participation is entirely voluntary, and you can refuse to participate or withdraw at any time without penalty or loss of benefits to which you are otherwise entitled.

PURPOSE

There has been very little research on negotiation strategies between political parties despite the pressing need for more cooperation between Democrats and Republicans in Washington, D.C. In this experiment, we are interested in the strategies you use while negotiating with someone from the opposing political party, and how much the two of you are able to agree on.

DURATION

It will take you approximately 20 minutes to complete the questionnaire and 20 minutes to complete the negotiation task. The pre-negotiation practice session will last 10 minutes. The post-negotiation questionnaire should take 1-2 minutes. You are free to ask questions at any time.

NUMBER OF PARTICIPANTS

100 individuals will be participating in this study.

PROCEDURES

Please do not put your name, Maverick ID, or any identifying information on the questionnaires; it is completely anonymous. All your responses are confidential.

If you consent to participate in the study, you will be given a questionnaire packet with various political surveys as well as non-political questions (e.g., demographic information). After completing the questionnaire, you will begin the negotiation task in which you will be negotiating with someone from the opposing political party. You will negotiate over four issues and will have 20 minutes to reach compromise agreements. Once this task is complete, you will complete the post-negotiation survey and will then be debriefed by the primary investigator.

POSSIBLE BENEFITS

While there is no direct benefit to participants, the benefit to political psychology will be a greater understanding of the strategies political partisans use to accept or reject compromises with individuals from the opposing political party.

POSSIBLE RISKS/DISCOMFORTS

There are no perceived risks to your health for participating in this research study. Please be aware that the other person in this experiment is a member of the opposite political party. This may make the negotiation task challenging but you do not have to discuss any issue you're not comfortable having a debate about. Should you experience any serious discomfort please inform the researcher. You have the right to quit the study at any time at no consequence.

COMPENSATION

You will receive \$10 cash as compensation.

ALTERNATIVE PROCEDURES

Participation is voluntary.

VOLUNTARY PARTICIPATION

Participation in this research study is voluntary and you are free to withdraw consent and to discontinue participation at any time without penalty. Should you choose not to complete all study procedures, you will still receive \$10 for your time.

CONFIDENTIALITY

Materials will be kept in filing cabinets in a locked office. A copy of this signed consent form and all data from this study will be stored in Life Sciences 506 for at least three (3) years after the end of this research. Your research records will not be released without your consent unless required by law or a court order. The Secretary of the Department of Health and Human Services, the UTA Institutional Review Board (IRB), and personnel particular to this research have access to the study records, but the confidentiality of your records will be protected to the extent permitted by law. The data resulting from your participation may be used in publications, presentations, or future studies, but your identity will not be disclosed or linked to you. To ensure anonymity, do not put your name or any identifiers anywhere on your experimental packet. The IRB at UTA has reviewed and approved this study and the information within this consent form. If in the unlikely event it becomes necessary for the IRB to review your research records, UTA will protect the confidentiality of those records to the extent permitted by law.

CONTACT FOR QUESTIONS

Questions about this research study may be directed to Jarryd.Willis@mavs.uta.edu or Dr. William Ickes at Ickes@uta.edu. Any questions about your rights as a research participant or a research-related injury may be directed to the Office of Research Administration; Regulatory Services at 817-272-3723 or regulatoryservices@uta.edu.

As a representative of this study, I have explained the purpose, the procedures, the benefits, and the risks that are involved in this research study:

Signature and printed name of principal investigator or person obtaining consent Date

CONSENT

By signing below, you confirm that you are 18 years of age or older and have read or had this document read to you. You have been informed about this study's purpose, procedures, possible benefits and risks, and you have received a copy of this form. You have been given the opportunity to ask questions before you sign, and you have been told that you can ask other questions at any time.

You voluntarily agree to participate in this study. By signing this form, you are not waiving any of your legal rights. Refusal to participate will involve no penalty or loss of benefits to which you are otherwise entitled. You may discontinue participation at any time without penalty or loss of benefits, to which you are otherwise entitled.

SIGNATURE OF VOLUNTEER

DATE

Debriefing Form

Thank you for your participation in this experiment. By playing an incumbent Representative seeking reelection with hypothetical voters, you just experienced (for 20 minutes) what many politicians deal with on a daily basis. Any frustration you felt while negotiating with the participant from the other party likely pales in comparison to the vitriolic rhetoric that we see between leaders of the two parties in Washington, D.C. Political scientists are seeking answers to the undeniable increase in polarization over the last few decades.

The primary purpose of this experiment was to determine if Democrats and Republicans can be incentivized to compromise with one another. This experiment was modeled after the successful 2013 budget negotiation between Representative Paul Ryan and Senator Patty Murray.

You were audio recorded as a part of this experiment. The verbal recording will allow analysis of the strategies you used to reach agreements (or fail to) during the negotiation task, and may lead to a better understanding of the interactive structure underlying successful and unsuccessful negotiations between opposing parties. The audio recorder had to be hidden so that the knowledge of it did not affect your negotiation styles in a way that made them artificial and less organic. Your identity will remain unknown and protected.

A final point of interest in this experiment was to assess your perception of how various social groups are generally viewed in America. This is a follow-up to research on the ideological conflict hypothesis, which states that both liberals and conservatives display more or less tolerance/prejudice across various groups (Brandt, Reyna, Chambers, Crawford, & Wetherell, 2013).

You have been fully informed of all study procedures and have the right to retract your consent to participate or to decline to allow your recording to be used for research purposes.

If you are interested in more information regarding how political ideology and polarization, I encourage you to see the following:

The History of Polarization in the U.S. Congress (1788-2012): <http://xkcd.com/1127/large/>

Political Polarization: http://voteview.com/political_polarization.asp

Your participation will provide valuable information for political and social psychology. We are very grateful for your help! Your individual data will not be released, but if you would like information regarding group results we will be happy to share that information with you once the data have been analyzed. For any questions you may have about the study, please contact Jarryd Willis at The University of Texas at Arlington at (Jarryd.Willis@mavs.uta.edu).

If you encountered any problems during the study or have any concerns about ethical issues related to it, please contact the Office of Research Administration; Regulatory Services at regulatoryservices@uta.edu or 817-272-3723.

Moral Foundations Questionnaire

Part 1. When you decide whether something is right or wrong, to what extent are the following considerations relevant to your thinking? Please rate each statement using this scale:

[1] = not at all relevant (This consideration has nothing to do with my judgments of right and wrong)

[2]

[3]

[4]

[5]

[6] = extremely relevant (This is one of the most important factors when I judge right and wrong)

- _____ 1. Whether or not someone suffered emotionally
- _____ 2. Whether or not some people were treated differently than others
- _____ 3. Whether or not someone's action showed love for his or her country
- _____ 4. Whether or not someone showed a lack of respect for authority
- _____ 5. Whether or not someone violated standards of purity and decency
- _____ 6. Whether or not someone was good at math
- _____ 7. Whether or not someone cared for someone weak or vulnerable
- _____ 8. Whether or not someone acted unfairly
- _____ 9. Whether or not someone did something to betray his or her group
- _____ 10. Whether or not someone conformed to the traditions of society
- _____ 11. Whether or not someone did something disgusting
- _____ 12. Whether or not someone was cruel
- _____ 13. Whether or not someone was denied his or her rights
- _____ 14. Whether or not someone showed a lack of loyalty
- _____ 15. Whether or not an action caused chaos or disorder
- _____ 16. Whether or not someone acted in a way that God would approve of

Part 2. Please read the following sentences and indicate your agreement or disagreement:

[1] [2] [3] [4] [5] [6]
Strongly Strongly
disagree agree

- _____ 17. Compassion for those who are suffering is the most crucial virtue.
- _____ 18. When the government makes laws, the number one principle should be ensuring that everyone is treated fairly.
- _____ 19. I am proud of my country's history.
- _____ 20. Respect for authority is something all children need to learn.
- _____ 21. People should not do things that are disgusting, even if no one is harmed.
- _____ 22. It is better to do good than to do bad.
- _____ 23. One of the worst things a person could do is hurt a defenseless animal.
- _____ 24. Justice is the most important requirement for a society.
- _____ 25. People should be loyal to their family members, even when they have done something wrong.
- _____ 26. Men and women each have different roles to play in society.
- _____ 27. I would call some acts wrong on the grounds that they are unnatural.
- _____ 28. It can never be right to kill a human being.
- _____ 29. I think it's morally wrong that rich children inherit a lot of money while poor children inherit nothing.

- _____ 30. It is more important to be a team player than to express oneself.
- _____ 31. If I were a soldier and disagreed with my commanding officer's orders, I would obey anyway because that is my duty.
- _____ 32. Chastity is an important and valuable virtue.

Please rate the extent to which you believe your party should compromise with members of the other party.

[1]
Strongly
disagree

[2]

[3]

[4]

[5]

[6]
Strongly
agree

- _____ 33. It's more important to do what's best for society than to follow my party.
- _____ 34. We should not give in to the other party, even when they are using our ideas.
- _____ 35. If the other party's solution is proven to be better for the country, we should help them
- _____ 36. We should stand firm on our principles, even if it may hurt the country.
- _____ 37. We should try and find middle-ground with the other party on issues where we can.
- _____ 38. We should resist compromise even when we agree with the other party.
- _____ 39. I'd prefer to compromise sometimes rather than only follow my party.
- _____ 40. Helping the other party is wrong, even if it does not harm my party's goals.
- _____ 41. It is better to find compromise than to always agree with your party.
- _____ 42. We should not help the other party, even when they do things we support.
- _____ 43. I'd be proud if the media reported that both parties achieved their goals by compromising.
- _____ 44. We should follow our party's morals, even when it may do more harm for society than good.
- _____ 45. It's acceptable to compromise with the other party when we can't handle problems on our own.
- _____ 46. We should not help the other party's agenda, even when it supports our moral values.
- _____ 47. Compromising could lead to things that will enrich our country.

