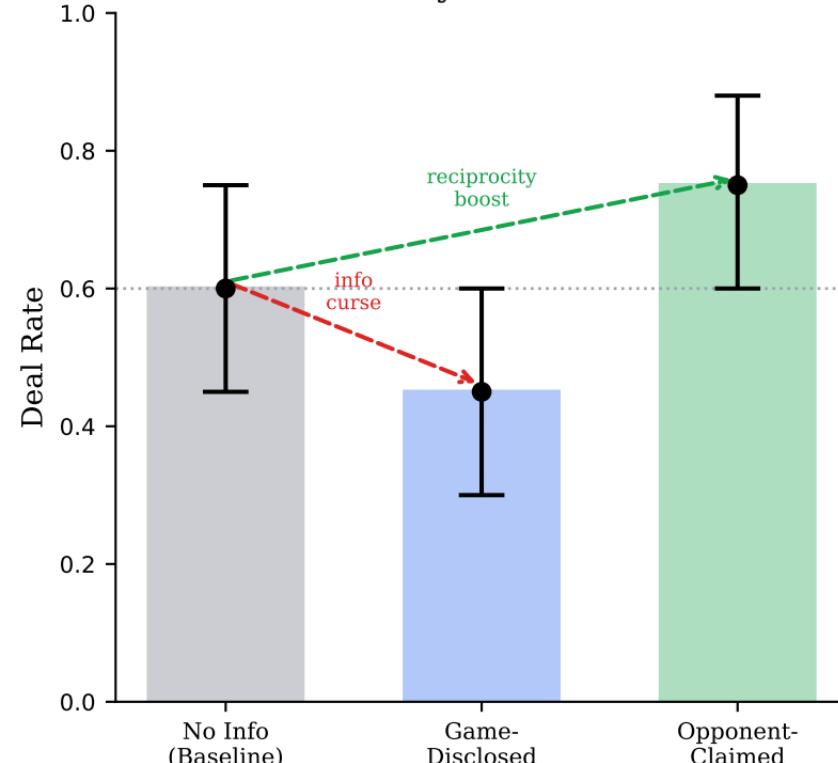
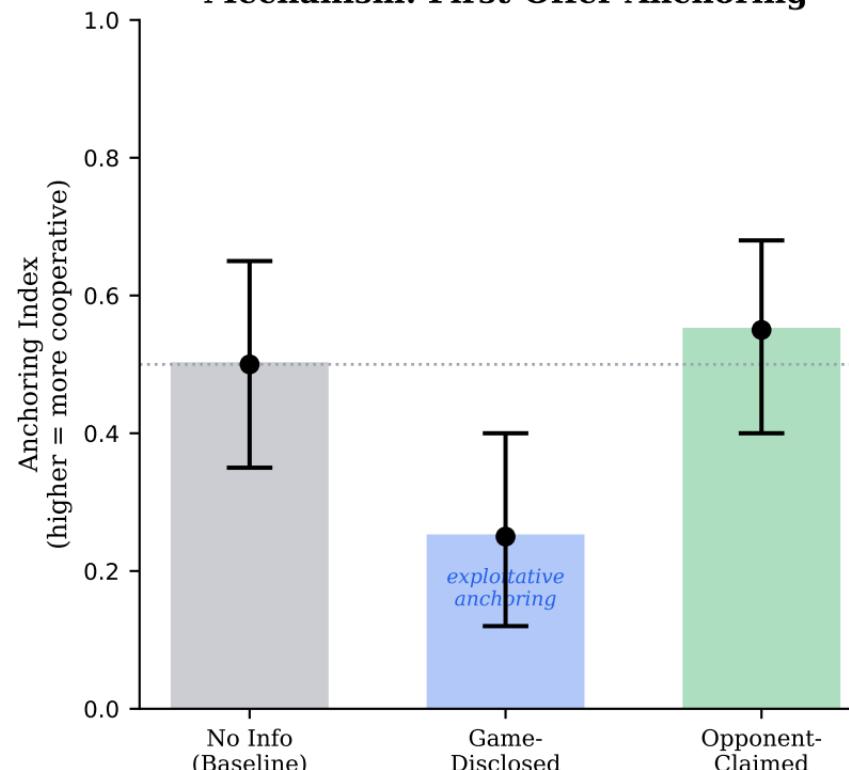


Pre-Data Predictions: Information Source Effects on Bargaining

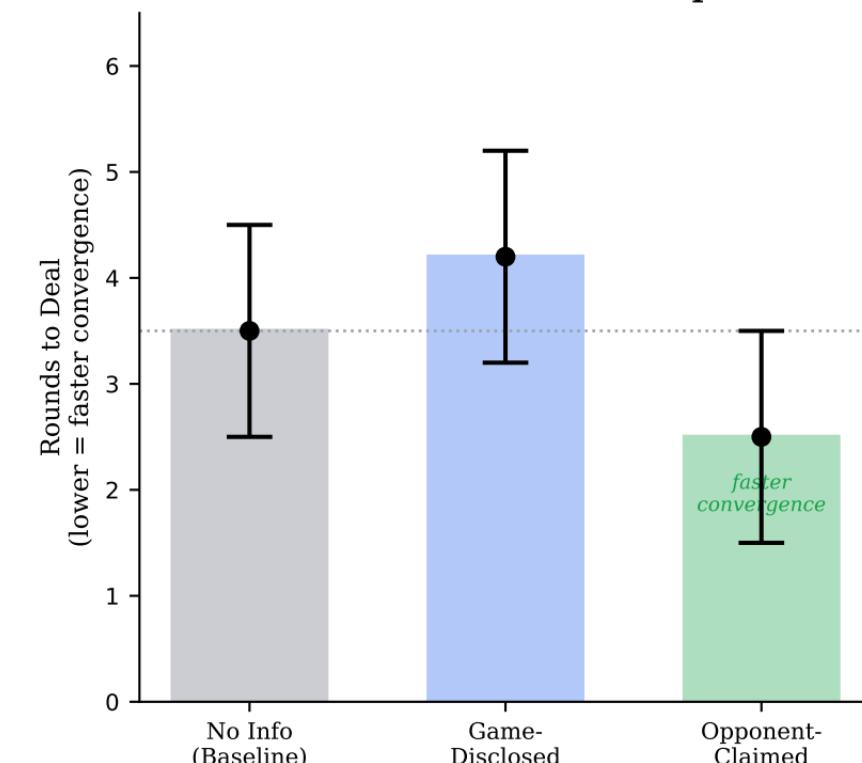
Primary: Deal Rate



Mechanism: First-Offer Anchoring



Mechanism: Concession Speed



Bars show plausible ranges (not data). Center dots = point predictions. Dotted lines = baseline. These are directional hypotheses, not simulated results.