

Experimental Design: Information Source in Bilateral Bargaining

Design Element	Condition A: No Information (Baseline)	Condition B: Game-Disclosed (Verified)	Condition C: Opponent-Claimed (Unverified)
Info about opponent's cost	None	"Seller's cost is approx. 45-55"	"Seller's cost is approx. 45-55"
Source of information	N/A	Game rules (verified, certain)	AI opponent's claim (unverified, uncertain)
Pre-offer chat phase	No	No	Yes (1 message from AI, then offers)
Chat content	N/A	N/A	AI voluntarily shares cost range
Buyer's valuation	\$80 (known)	\$80 (known)	\$80 (known)
Seller's cost	\$50 (hidden)	\$50 (hidden)	\$50 (hidden)
ZOPA size	\$30	\$30	\$30
Rounds	6 (3 per player)	6 (3 per player)	6 (3 per player)
Turn structure	Alternating (AI odd, Human even)	Alternating (AI odd, Human even)	Alternating (AI odd, Human even)
AI strategy	Anchored concession (identical)	Anchored concession (identical)	Anchored concession (identical)
Payoff formula	Deal@P: Buyer=\$80-P Seller=P-50; e/se0	Deal@P: Buyer=\$80-P Seller=P-50; e/se0	Deal@P: Buyer=\$80-P Seller=P-50; e/se0

Varies across conditions (treatment)

Held constant (control)