

2 × 2 Factorial Design Matrix

	One-Sided No Talk	One-Sided Cheap Talk	Two-Sided No Talk	Two-Sided Cheap Talk
Information	One-sided	One-sided	Two-sided	Two-sided
Communication	None	3-msg chat	None	3-msg chat
Seller sees Vb	Yes	Yes	No	No
Rounds	6	6	6	6
ZOPA range	10-50	10-50	10-50	10-50
AI strategy	Fixed	Fixed	Fixed	Fixed
Payoff if deal	Vb-P / P-Cs	Vb-P / P-Cs	Vb-P / P-Cs	Vb-P / P-Cs

Yellow = treatment manipulation (varies) | White = held constant