DATA DICTIONARY

The Role of Offer Disclosure in Status-Driven Bargaining

Rimvydas Baltaduonis, Brendan Cushing-Daniels, and Tsvetomir Petkov

September 28, 2025

1. Baseline (in Data File)

1. 'treat'
   Description: Treatment indicator.
   Type = INT; **Set** = {1, 2, 3}
   Values: 1 = "No Disclosure"; 2 = "Mandatory Disclosure"; 3 = "Optional Disclosure".

2. 'non_disc'
   Description: No Disclosure treatment flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Other"; 1 = "No Disclosure".

3. 'man_disc'
   Description: Mandatory disclosure treatment flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Other"; 1 = "Mandatory Disclosure".

4. 'opt_disc'
   Description: Optional disclosure treatment flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Other"; 1 = "Optional Disclosure".

5. 'period'
   Description: Decision period indicator.
   Type = INT; **Set** = [1, 30]
   Values: 1 = "Period 1", and so on.

6. 'round'
   Description: Decision round indicator.
   Type = INT; **Set** = {1, 2, 3}
   Values: 1 = "Round 1"; 2 = "Round 2"; 3 = "Round 3".

7. 'pair'
   Description: Proposer-responder pair indicator.
   Type = INT; **Set** = [1, 89]
   Values: 1 = "Pair 1", and so on.

8. ‘risk_lvl_prop’
   Description: Proposer’s risk tolerance measurement.
   Type = INT; **Set** = [0, 15]
   Values: 0 = “Risk level of 0”, and so on.

9. ‘risk_lvl_resp’
   Description: Responder’s risk tolerance measurement.
   Type = INT; **Set** = [0, 15]
   Values: 0 = “Risk level of 0”, and so on.

10. ‘offer’
    Description: Proposed offer amount.
    Type = INT; **Set** = [0, 100]
    Values: 0 = “Offer amount of 0”, and so on.

11. ‘disclose’
    Description: Offer disclosure flag.
    Type = INT; **Set** = {0, 1}
    Values: 0 = “Offer is not disclosed”; 1 = “Offer is disclosed”.

12. ‘accept’
    Description: Offer acceptance flag.
    Type = INT; **Set** = {0, 1}
    Values: 0 = “Offer is not accepted”; 1 = “Offer is accepted”.

13. ‘prop_know_stat_pts_fl’
    Description: Responder’s status points are known by proposer prior to offer extension flag.
    Type = INT; **Set** = {0, 1}
    Values: 0 = “Status points are not known”; 1 = “Status points are known”.

14. ‘prd_start_stat_pts’
    Description: Responder’s period starting status points.
    Type = INT; **Set** = {0, 25, 50, 75, 100}
    Values: 0 = “Period starting status points are 0”, and so on.

15. ‘prd_end_stat_pts’
    Description: Responder’s period ending status points.
    Type = INT; **Set** = {0, 25, 50, 75, 100}
    Values: 0 = “Period ending status points are 0”, and so on.

16. 'term_fl'
    Description: Pair terminated/inactive flag.
    Type = INT; **Set** = {0, 1}
    Values: 0 = "Pair is terminated"; 1 = "Pair is not terminated".

17. 'prd_earn_prop'
    Description: Proposer's period earnings.
    Type = INT; **Set** = [0, 100]
    Values: 0 = "Proposer earned 0 U.S. dollar cents in the decision period", and so on.

18. 'prd_earn_resp'
    Description: Responder's period earnings.
    Type = INT; **Set** = [0, 100]
    Values: 0 = "Responder earned 0 U.S. dollar cents in the decision period", and so on.

19. 'rnd_earn_prop'
    Description: Proposer's cumulative round earnings.
    Type = INT; **Set** = [0, 1000]
    Values: 0 = "Proposer has earned a total of 0 U.S. dollar cents in the decision round by the end of the observed decision period", and so on.

20. 'rnd_earn_resp'
    Description: Responder's cumulative round earnings.
    Type = INT; **Set** = [0, 1000]
    Values: 0 = "Responder has earned a total of 0 U.S. dollar cents in the decision round by the end of the observed decision period", and so on.

Notes: Additional variables included in the dataset that are not used in the analysis are not mentioned in the data dictionary. 'NULL' values indicate no participation in a decision period due to termination (see paper for details).

2. Additional (Generated in Stata)

1. 'r2_3'
   Description: Decision in rounds 2 or 3 flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Decision not in rounds 2 or 3"; 1 = "Decision in rounds 2 or 3".

2. 'r3'
   Description: Decision in round 3 flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Decision not in round 3"; 1 = "Decision in rounds 3".

3. 'od_disclose'
   Description: Optional disclosure treatment and disclosed offer flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Other"; 1 = "Optional Disclosure treatment and disclosed offer".

4. 'low_sp'
   Description: Status points are 50 or lower prior to acceptance decision flag.
   Type = INT; **Set** = {0, 1}
   Values: 0 = "Status points are higher than 50"; 1 = "Status points are 50 or lower".

5. 'offer_low_sp'
   Description: Interaction between 'offer' and 'low_sp'.
   Type = INT; **Set** = [0, 100]
   Values: 0 = "Offer amount of 0 and/or status points are higher than 50"; 1 = "Offer amount of 1 and status points are less than or equal to 50", and so on.

Note: The remaining derived variable transformations in Stata are simply interaction terms between each of 'offer', 'low_sp', 'offer_low_sp', 'r2_3', and 'r3', and each of 'disclose', 'opt_disc', and 'od_disclose' as motivated/explained in the paper.