voice or voicefil = voice identification number

plev = hierarchy rank (+1 = high, -1 = low)

vsex = speaker sex (+1 = female, -1 = male)

race (C=caucasian; A=Asian; M=middle-eastern; B=African American; H=Hispanic;X=MIXED)

Acoustic variable names

‘form’ = formant disperson/measure of resonance

‘intense’ = intensity/loudness

‘pitch’= pitch

‘\_s’ = script, acoustics recorded while saying negotiation script

‘\_r’ = rainbow, acoustics recorded during rainbow passage

‘mean’ = average value of acoustic during a clip

‘var’ = variance for acoustic during a clip

‘MD’ = mean-deviated or centered

‘Z’ = standardized version of acoustic

**‘S1 voice level Final.csv’**

type =type of power (1=alternatives, 2 = inside information, 3 = sense of power, 4 = status)

age = age of speaker/voice

sex

race

native

feelpower

**‘S2 demographics.csv’**

race (W=Caucasian; A=Asian; B=African American; H=Hispanic; M=Mixed)

**‘S2 voice level Final.csv’, ‘S2\_mlm.csv’ (data setup for mixed model analyses), and ‘Replic Study Final.csv’**

ptype=type of power (BATNA=alternatives)

hilo\_actual= hierarchical rank

Behavioral Inference Items, Composite Variable Names

HPFO = How likely is it that this person is in a position to reward others?

HPRE = How focused do you imagine this person to be?

HPEF = How effective do you imagine this person is at getting people to pay attention?

HNIN = Do you imagine this person as someone who frequently interrupts others?

HNDE = How demanding do you imagine this person to be?

HNEX = Do you imagine this person as someone who expects to have his/her way with things?

LPGR = Do you imagine this person as someone who works well in groups?

LPFO = How good at following instructions do you imagine this person to be?

LPAT = Do you imagine this person as someone who is attentive to the needs of others?

LNEY = How uncomfortable at making direct eye contact do you imagine this person to be?

LNSP = Do you imagine this person as someone who has trouble speaking his/her mind?

LNSW = Do you imagine this person as someone who is easily swayed by others?

Newpster = average of items beginning with ‘H’ and reverse-scored versions of items beginning with ‘L’

Zsub\_=standardized acoustic scores (standardized within voice sex)

**‘S2\_mlm.csv’**

hilo\_actual=actual rank the speaker was in

hilo\_guess=rank of speaker indicated by perceiver (0=low rank; 1=high rank)

accuracy (0 if perceiver guessed rank incorrectly; 1 if perceiver guessed rank correctly)