



4. Buyer B would like to purchase a machine from manufacturer M. Buyer B states to manufacturer M that he has received an offer to purchase a machine of equal value for 1,200,000 pounds. He would only be interested in the purchase if M was able to undercut or at least hold this price. It is indeed true that buyer B has received an offer to purchase a machine for 1,200,000 pounds. However, the machine would not be available until six months later, and it would also not be as well equipped, which is why B wants to purchase the machine from manufacturer M.

Do you consider B's behaviour to be morally acceptable or unacceptable?

morally acceptable                       unacceptable

Should B's behaviour entitle manufacturer M to rescind the contract (if the contract is concluded)?

no                                       yes

5. Purchaser P has travelled to meet vendor V. They have almost reached an agreement. P makes his final offer and states to vendor V that he has to leave in 30 minutes to catch his flight. Pressed for time, vendor V accepts P's offer. P could have re-scheduled his flight and taken a later plane without problems.

Do you consider P's behaviour to be morally acceptable or unacceptable?

morally acceptable                       unacceptable

Should such behaviour entitle vendor V to rescind the contract?

no                                       yes

6. Vendor V refuses to accept customer C's wishes regarding some contractual clauses, since his company has never agreed to such clauses. Vendor V further explains that he is not allowed to deviate from these standards. In truth, however, V's company has occasionally accepted such clauses, and V also possesses the required negotiating power.

Do you consider V's behaviour to be morally acceptable or unacceptable?

morally acceptable                       unacceptable

Should V's behaviour entitle customer C to rescind the contract (if the contract is concluded)?

no                                       yes

7. Vendor V is asked for performance data of a machine. The data provided by vendor V can be achieved individually in test mode; in practice, the figures are roughly 20% worse. Vendor V and buyer B conclude a contract for the purchase of the machine.



**Questions regarding personal details:**

1. Would you consider yourself to be a successful negotiator both privately and professionally?

yes

no

2. How would you describe your personal moral standards?

average

high

low

3. Please state your sex

female

male

4. Please state your profession

Judge

Lawyer

Student

Professional negotiator

Other