SPECIFICATION OF SCALE ITEMS

*Relationship Orientation* (Liu, Friedman, & Hong, 2012)

With a third-party perspective, I think a buyer (seller) would:

1. Intend to develop a good relationship with the other party (*Deleted after reliability test*);
2. Focus on relationship development during negotiation;
3. Believe this negotiation is an opportunity to develop a long term relationship;
4. Be willing to adjust his/her own behavior to have a good relationship with the other party during negotiation;
5. Be willing to compromise his/her own interests to foster a harmonious relationship with the other party.

*Information Exchange Quality* (Adapted from Han, Zhang, & Wang, 2010)

1. I knew the priorities of the other party. (*Deleted after CFA*)
2. The other party knew my priorities.
3. We solved discrepancies together in the negotiation.
4. The other party paid attention to my words.
5. I paid attention to the words of the other party.
6. I expressed clearly. (*Deleted after CFA*)
7. The other party expressed clearly. (*Deleted after CFA)*
8. We communicated very well with each other.

*Relational Commitment on Negotiation* (Adapted from Kumar, Hibbard, & Stern, 1994)

Instrumental relational commitment

1. Continuing negotiating with my partner is necessary since no better alternatives exist.
2. The reason why I continue the negotiation with my partner is because of economic gain. (*Deleted after reliability test in the 2nd round of pilot study*)
3. It is troublesome to terminate negotiation and that's why I continue negotiating with my partner.

Affective relational commitment

1. The reason why I want to make an agreement with my partner is because I like working with my partner.
2. I will feel very upset, if I know my partner do not try to maintain good relationship with me during negotiation.
3. I genuinely enjoy the relationship with my partner, that's why I continue the negotiation.

*Relational Capital Scale* (Adapted from Chen & Peng, 2008)

Instrumental component

1. We kept the other party’s interest in mind in the negotiation.
2. We respected each other’s point of view in the negotiation.
3. We could fully communicate about the problems in the negotiation.
4. We are willing to negotiate with each other in the future.

Affective component

1. We trust each other.
2. We always took each other’s interest in consideration.
3. I felt comfortable working with my negotiating partner.
4. We had similar negotiating style.

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