

## Subjective Value Inventory (SVI)

For each question, please circle a number from 1 to 5 that most accurately reflects your opinion. You will notice that some of the questions are similar to one another; this is primarily to ensure the validity and reliability of the questionnaire. Please answer each question independently, without reference to any other questions.

Important: If you encounter a particular question that is not applicable to your negotiation, simply circle “NA” (not-applicable). Even if you did not reach agreement, please try to answer as many questions as possible.

1	How satisfied are you with your own outcome – that is, the extent to which the terms of your agreement (or lack of agreement) benefit you?	1 Not at all satisfied	2	3 Moderately satisfied	4	5 Perfectly satisfied	NA
2	How satisfied are you with the balance between your own outcome and your counterpart(s)’s outcome(s)?	1 Not at all satisfied	2	3 Moderately satisfied	4	5 Perfectly satisfied	NA
3	Did you feel like you forfeited or “lost” in this negotiation?	1 Not at all	2	3 A moderate amount	4	5 A great deal	NA
4	Do you think the terms of your agreement are consistent with principles of legitimacy or objective criteria (e.g., common standards of fairness, industry practice, legality)?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
5	Did you “lose face” (i.e., damage your sense of pride) in the negotiation?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
6	Did you feel as though you behaved appropriately in this negotiation?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
7	Did this negotiation make you feel more or less competent as a negotiator?	1	2	3	4	5	NA
8	Did you behave according to your own principles and values?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
9	Do you feel your counterpart(s) listened to your concerns?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
10	Would you characterize the negotiation process as fair?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
11	How satisfied are you with the ease (or difficulty) of reaching an agreement?	1 Not at all satisfied	2	3 Moderately satisfied	4	5 Perfectly satisfied	NA
12	Did your counterpart(s) consider your wishes, opinions, or needs?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
13	How satisfied are you with your relationship with your counterpart(s) as a result of this negotiation?	1 Not at all satisfied	2	3 Moderately satisfied	4	5 Perfectly satisfied	NA
14	What kind of overall impression did your counterpart(s) make on you?	1 Extremely <b>negative</b>	2	3 Neither negative nor positive	4	5 Extremely <b>positive</b>	NA
15	Did the negotiation make you trust your counterpart(s)?	1 Not at all	2	3 Moderately	4	5 A great deal	NA
16	Did the negotiation build a good foundation for a future relationship with your counterpart(s)?	1 Not at all	2	3 Moderately	4	5 A great deal	NA

## Subjective Value Inventory (SVI)

### Scoring Key

#### Feelings about the instrumental outcome

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. (Reversed) \_\_\_\_\_  
4. \_\_\_\_\_  
*Total:* \_\_\_\_\_  
**Average:** \_\_\_\_\_ (a)

#### Feelings about the process

9. \_\_\_\_\_  
10. \_\_\_\_\_  
11. \_\_\_\_\_  
12. \_\_\_\_\_  
*Total:* \_\_\_\_\_  
**Average:** \_\_\_\_\_ (b)

#### Feelings about oneself

5. (Reversed) \_\_\_\_\_  
6. \_\_\_\_\_  
7. \_\_\_\_\_  
8. \_\_\_\_\_  
*Total:* \_\_\_\_\_  
**Average:** \_\_\_\_\_ (c)

#### Feelings about the relationship

13. \_\_\_\_\_  
14. \_\_\_\_\_  
15. \_\_\_\_\_  
16. \_\_\_\_\_  
*Total:* \_\_\_\_\_  
**Average:** \_\_\_\_\_ (d)

## Global Subjective Value

Total lines a through d \_\_\_\_\_

**Average (Total/4)** \_\_\_\_\_

