Decision Processes Colloquia

Monday, November 2, 2026

Where: JMHH 260

When: 12:00 – 1:20 pm

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Gender Differences in Negotiation?

ABSTRACT:

This paper studies gender differences in negotiation using data of over 2,000 students in over 9,000 negotiations, across 5 negotiation paradigms. Using their recorded negotiations, we document significant differences in negotiation process. Consistent with men being more "aggressive" and women "nicer", men are significantly more likely to interrupt others, with a more negative tone. Conversely, women are more likely to use polite language. However, differences in process do not translate into meaningful differences in outcomes. Our results suggest that women may achieve similar outcomes to men through different negotiation processes.

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