

# UNETHICAL PROFITS: THE DARK SIDE OF BARGAINING TEAMS

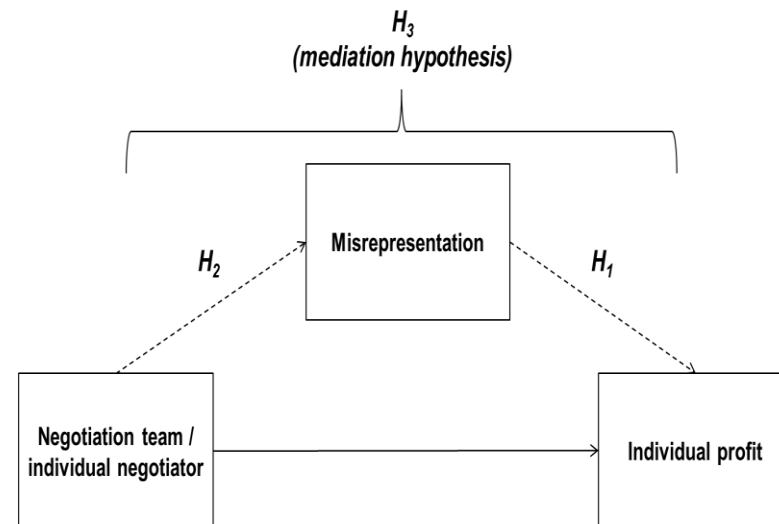
## Theoretical background

- **Teams reach higher negotiation profits** than solely bargaining parties, particularly because they possess more information and can rely on more knowledge sources than do individual negotiators.
- We add to this stream of research by focusing on the use of **unethical negotiation tactics as a means to reach higher negotiation profits**.
- As teams follow less ethical standards in various social contexts, we test the prediction that **teams achieve higher profits through a higher use of unethical negotiation tactics** compared to individual negotiators.

## Method

- Data stem from **two negotiation simulations** that encompass in total 75 negotiation dyads with 284 participants
- Unethical negotiation tactics are classified as **misrepresentation** of (i.e., wrong communication about) contract options that a negotiation party is in fact indifferent to.

## Research model



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## Results

- The results show that **teams apply unethical negotiation tactics more frequently** than individual negotiators, and that this behavior also helps them increase their negotiation profits.
- This result defines the main **contribution** of this article, as our study is the first to establish the team-unethical negotiation behavior-outcome link.

## Team members

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## Publication

- Current status: under review