

Emotional Tears as a Bargaining Tactic of the Weak: Experimental Evidence From Two Countries

Supplementary Materials

Vignette Description

The first two vignettes that relied on vignette-based manipulation described two types of conflict between a wife and a husband. One vignette described a cheating situation (“Talking with her husband, this woman found out that her husband cheated on her with another woman.”; “Talking with his wife, this man found out that his wife cheated on him with another man.”), and another one, a shouting situation (“Her husband shouted at her.”; “His wife shouted at him.”). Two additional vignettes described two types of conflict between a daughter and her mother (“Her mother gave her the silent treatment.”; “Her six-year-old daughter gave her the silent treatment.”, and “Her six-year-old daughter shouted at her.”; “Her mother shouted at her.”). The two vignettes that relied on image manipulation described two types of conflict between a physically weak and a physically strong man (“Someone tripped this man and then threatened him with a bat,” and “His boss shouted at him.”).

Images used

Cheating situation / shouting situation



Silent treatment / shouting situation



Threatened with bat / shouted at by the boss



Table S1

Perceived Negativity of Situations Depicted in Each of the Vignettes for Each of the Target Individuals

| | | Vignette manipulation | | | | | | | | Image manipulation | | | |
|----------------------|------------------|-----------------------|-------------------|-------------------|-------------------|----------------------------|------------------|-------------------|-------------------|---------------------------|-------------------|------------------------------|-------------------|
| | | Being cheated | | Being shouted at | | Receiving silent treatment | | Being shouted at | | Being attacked with a bat | | Being shouted at by the boss | |
| | | Wife | Husband | Wife | Husband | Daughter | Mother | Daughter | Mother | Weak man | Strong man | Weak man | Strong man |
| U.S. sample | | | | | | | | | | | | | |
| Situation negativity | <i>M</i> (SD) | -91.10 (10.40) | -93.85 (10.69) | -66.69 (29.61) | -50.47 (36.62) | -60.92 (40.57) | 25.47 (44.23) | -61.51 (35.71) | -41.19 (36.65) | -65.06 (39.91) | -67.78 (14.06) | -67.78 (14.06) | -60.53 (43.35) |
| Indian sample | | | | | | | | | | | | | |
| Situation negativity | <i>M</i> (SD) | -13.65 (59.21) | -16.41 (76.99) | -5.00 (61.90) | 9.42 (61.61) | 11.76 (66.56) | -3.32 (62.33) | -6.77 (63.60) | -2.63 (58.37) | -31.61 (73.24) | -31.71 (61.60) | -17.95 (62.49) | -9.07 (60.47) |