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## Negotiation

*A Data Management Plan created using DMPonline*

**Creators:** Catholijn Jonker, First Name Surname

**Affiliation:** Delft University of Technology

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**Template:** TU Delft Data Management Questions

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**Project abstract:**

Negotiation research: creating intelligent negotiation support systems, and automated negotiating agents.  
Human subjects are asked to negotiate through our support systems, and fill in some usability questionnaires.

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# Negotiation

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## General TU Delft data management questions

- Yes, leading the collaboration

Collaboration with Ozyegin University Istanbul, Turkey; CWI, The Netherlands; Leiden University;

Bart Vastenhouw - EWI (B.Vastenhouw@tudelft.nl)

- Project Storage at TU Delft
- < 250 GB

Data per experiment is only a little bit: negotiation logs and questionnaire data.

- All data (and code) underlying published articles / reports / theses

all personal information is removed before sharing. Sharing is only done upon request, for research purposes only.

Logfiles are on the TU Delft servers underlying the Negotiator, Bart Vastenhouw maintains this for us. The spreadsheet result from that log I save on my laptop. Questionnaire responses (that don't have private information) are stored on Google initially when gathering the data. The questionnaire and its data are accessible only by Reyhan Aydogan and myself. Afterwards, I store it on my laptop. Data from my laptop is automatically saved on TU Delft servers.

- < 100 GB

see above: all data (without personal information) can be shared upon request for research purposes only (including, of course to check our results).

- My data can't be shared in a repository, so the metadata will be registered in Pure instead and all research publications resulting from the project have a statement explaining what additional datasets/materials exists; why access is restricted; who can use the data and under what circumstances.
- Yes

Humans are asked to negotiate using our technology, their data is logged, afterwards they fill in a questionnaire on usability matters.

- Other types of personal data - please explain below
- Gender, date of birth and/or age

Sometimes we ask about their experience in negotiation, and type of education. Social science literature on negotiation makes it clear that these matters and gender have an effect on negotiation styles and skill.

## TU Delft questions about management of personal research data

Please provide your answer in the table below. Add an extra row for every new type of data processed:

Type of data	How will the data be collected?	Purpose of processing	Storage location	Who will have access to the data
gender, education, age range, negotiation experience	questionnaire	influence negotiation style	If different from what was mentioned in Q3	only collaborators
signed consent forms	questionnaire	to record consent of the participants who agreed for their data processing	as above	only project leader

- No

Any data that can be traced back to the person is removed. We only keep gender, age range, negotiation experience, type of education. That depersonalised data we share with our partner researcher at Ozyegin University, who shares the same with us. That researcher is still affiliated a guest researcher with TU Delft.

- Informed consent - please describe the informed consent procedures you will follow

Below you find an example of the informed consent forms we have used. Per class or group of volunteers only the first three lines are changed. These are handed out before we start and also verbally explained to them.

**Informed Consent Form**

Özyeğin University, Istanbul, Turkey

Volunteers from the Faculty of Engineering

Researcher: dr. Reyhan Aydoğan

We would like to use your input and general insights from the role plays and exercises performed during the class in order to better assess the educational value of such exercises as well as to understand various negotiation behaviors. Good research practice requires that you give us “written informed consent” to include you in this study. Specifically, we require that you understand and agree to the following:

- Your participation is completely voluntary.
- You may expect to be treated with respect and dignity at all times.
- You can withdraw at any point without having to offer any explanation to us.
- Your information and data will be stored in our own files only, and will be destroyed at your request.
- Your personal information will never be made public. The data and results will only be made public in anonymous format.
- We have informed you of the purpose and on all the practicalities of the negotiation role plays and exercises with the information in participant information.
- You feel that you have been given the opportunity to ask any question you want and you were provided with adequate answers.

I understand and agree with the terms above, and I agree to be part in this study:

- Name:
  
  
  
- Date:
  
  
  
- Place: Istanbul
  
  
  
- Signature:

No data is shared that can be traced back to the original participant. Other than that all research data is available upon request.

- None of the above apply