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Gender pairing and bargaining—Beware the same sex!

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Abstract

We study the influence of gender and gender pairing on economic decision making in an experimental two-person bargaining game where the other party's gender is known to both actors. We find that (1) gender *per se* has no significant effect on behavior, whereas (2) gender *pairing* systematically affects behavior. In particular, we observe much more competition and retaliation and, thus, lower efficiency when the bargaining partners have the same gender than when they have the opposite gender. These findings are consistent with predictions from evolutionary psychology. Implications of our results for real-world organizations are discussed.

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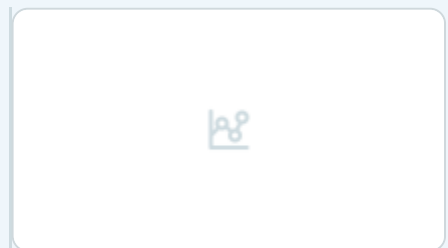
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Electronic Supplementary Material

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Supplementary material accompanying “Gender pairing and bargaining – Beware the same sex!” by Matthias Sutter, Ronald Bosman, Martin Kocher and Frans van Winden (doc 117KB)

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