

Earn money by negotiating on the web

Get \$24 Cash + Opportunity to win up to \$40

The InterNeg Research Centre, funded by the Social Sciences and Humanities Research Council and the Science and Engineering Research Canada, studies the use of technology in negotiations. We are seeking participants to engage in electronic negotiations between anonymous partners.

Why should I participate? — [As a participant in this research, you will learn how to use valuable and exciting technology for every day negotiation and conflict resolution and earn \$24 in cash for your participation and an opportunity to win up to \$40.

When and where is it? — [Several sessions will be held in June on Sir George William campus. Upon registration you may select dates which are convenient to you.

How do I sign up? — [Go to <http://interneg.org>, click on the "Sign up for experiment" link, and fill in the form.

Who can participate? — [Only students enrolled at Concordia and other Montreal universities.

What am I participating in? — [You will participate in a three-hour session and use a PC to negotiate with another party, as well as fill out the questionnaires. Your participation is anonymous and we guarantee your privacy. There will be no further demands on your time.

What is expected of me? — [If you have basic computer knowledge, we will teach you everything else you will need to use the software. You will be given a case that requires you to role play and negotiate with the other party.

Participants for Lab Experiment Needed!

Your registration is not an obligation to participate but an expression of interest. We will contact you by telephone and/or email about the exact session date and time. For more information, contact **Mitchell Cohen** or **Norma Paradis** 514.848.2424 extension.2788 | Tuesday-Thursday; 2-4 PM | or send an email to interneg-experiment@jmsb.concordia.ca