

## **Negotiation Skills Test Summary Statistics**

**Number of Subjects: 630**

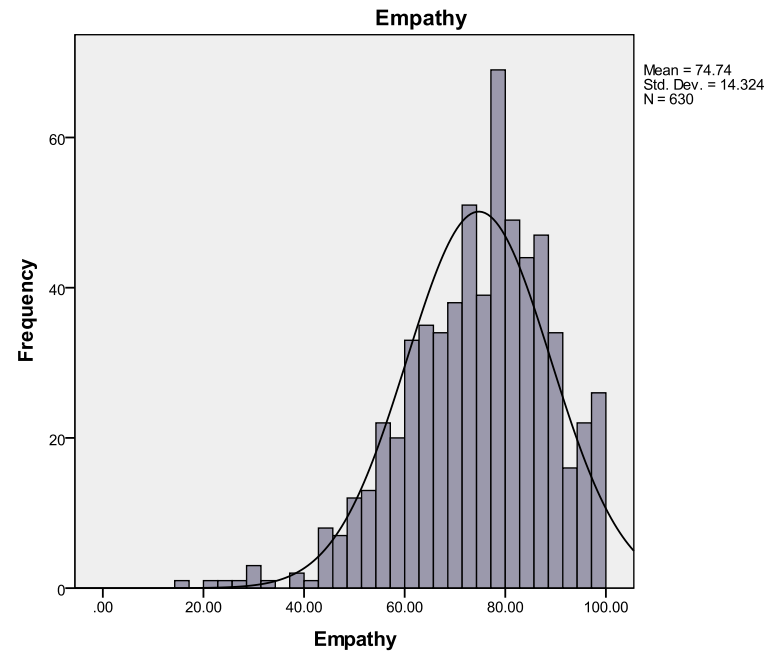
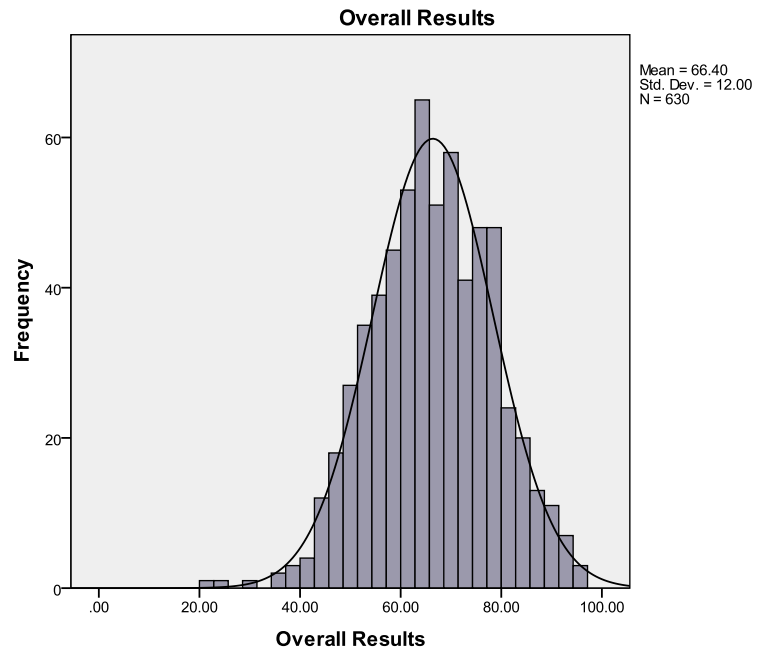
**Table of Contents**

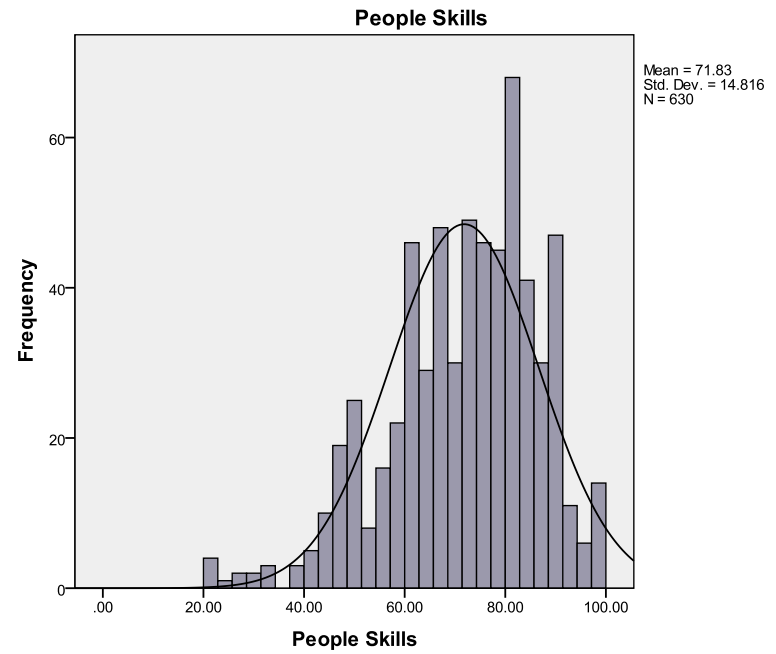
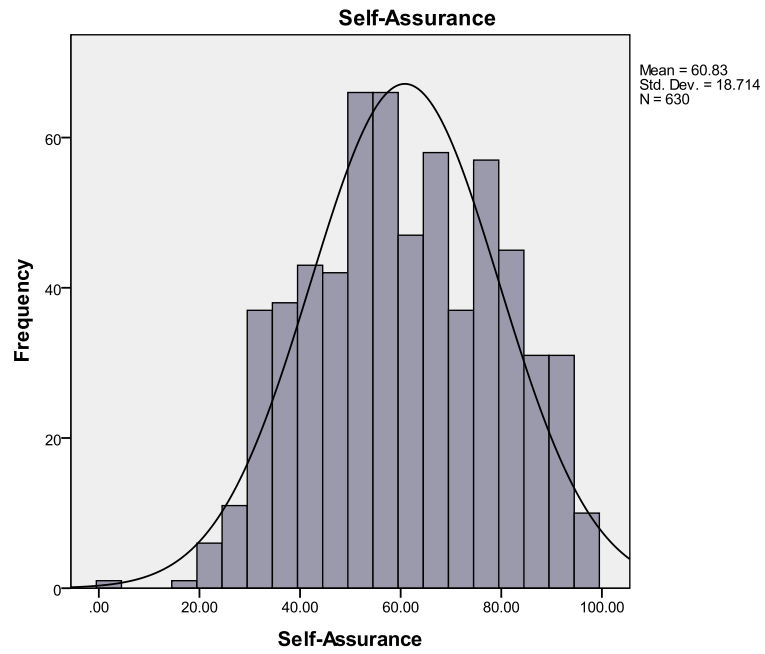
Descriptives – Overall Cronbach’s Alpha, Means, Standard Deviations .....3  
Descriptives – Graphs .....4  
Percentile Scores .....8

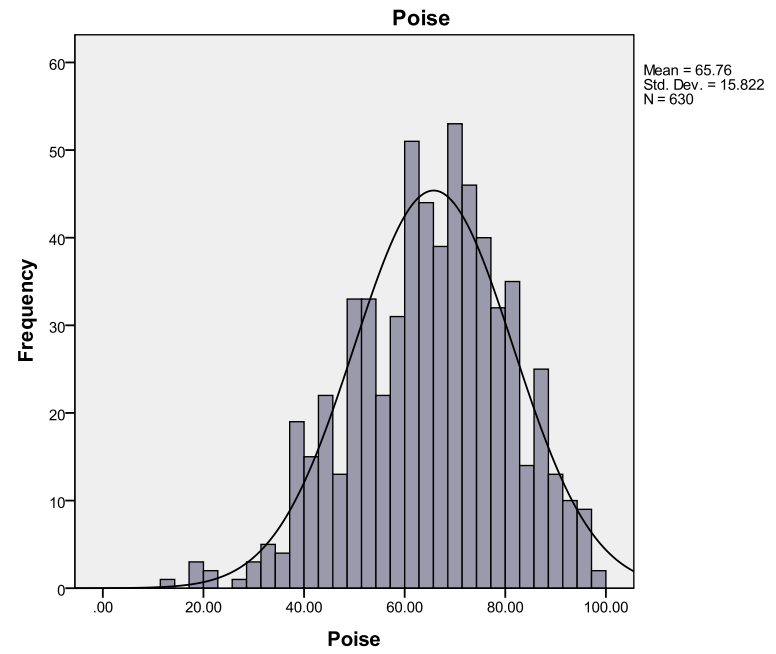
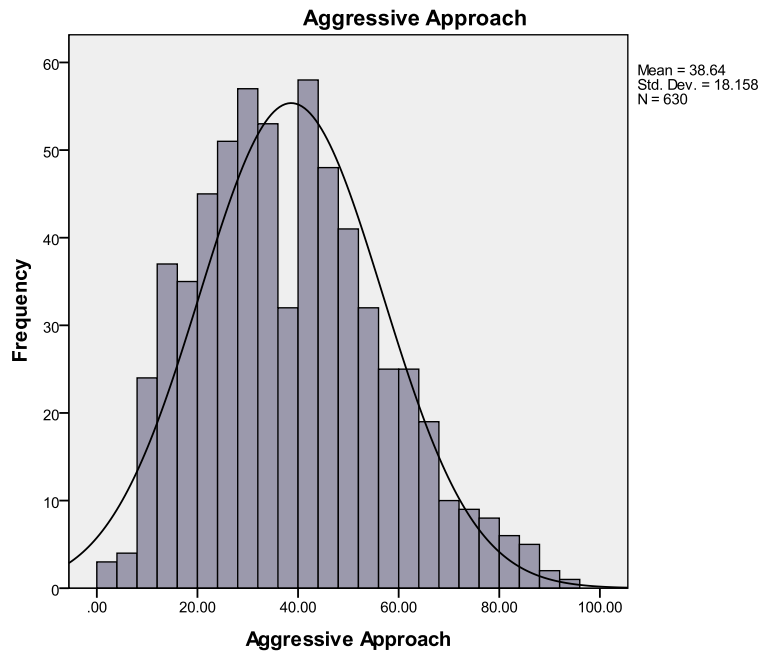
**Descriptives – Overall Cronbach’s Alpha, Means, Standard Deviations**

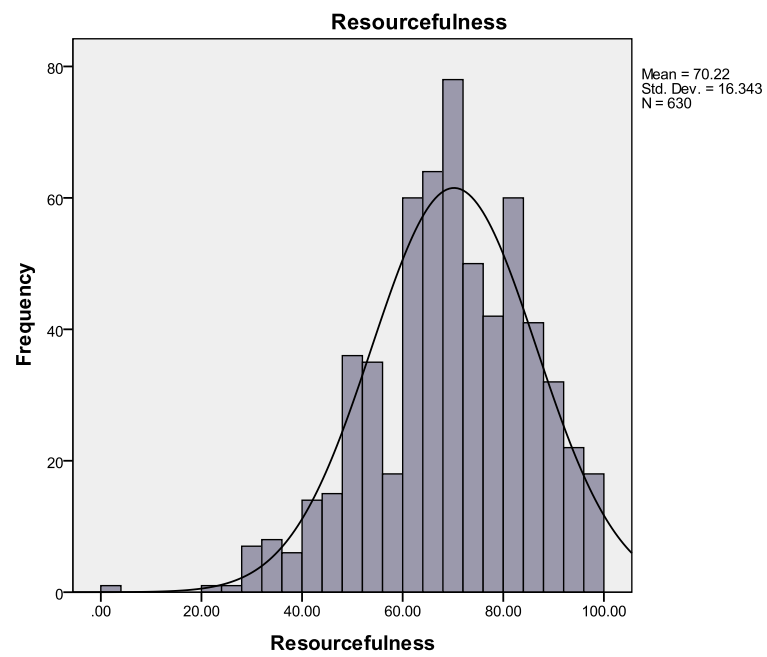
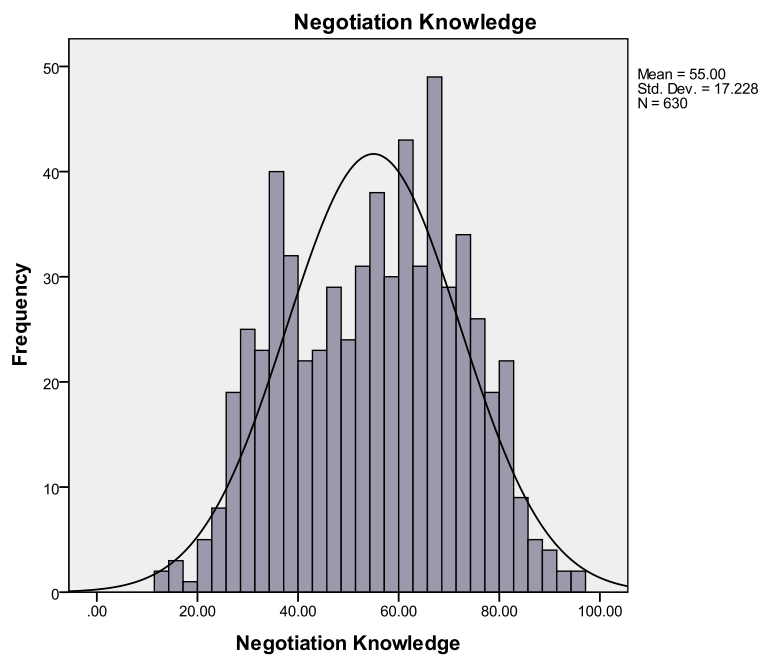
<b>Overall Cronbach’s Alpha: 0.92 (76 items)</b>	<b>Mean</b>	<b>Std. Deviation</b>
<b>Overall Score</b>	66.40	12.00
Empathy	74.74	14.32
Self-Assurance	60.83	18.71
People Skills	71.83	14.82
Aggressive Approach	38.64	18.16
Poise	65.76	15.82
Negotiation Knowledge	55.00	17.23
Resourcefulness	70.22	16.34

## Descriptives – Graphs









### Percentile Scores

		Overall Results	Empathy	Self-Assurance	People Skills	Aggressive Approach	Poise	Negotiation Knowledge	Resourcefulness
Percentiles	5	47.05	50.00	30.00	46.36	12.13	39.59	27.52	40.00
	10	50.73	55.45	35.00	50.00	15.84	45.44	31.10	50.00
	15	53.57	60.00	39.65	55.45	19.16	49.68	35.00	54.42
	20	55.99	62.90	44.00	60.00	21.66	51.81	37.14	56.66
	25	58.18	65.45	47.00	62.72	25.00	54.54	39.89	60.00
	30	60.17	68.18	50.00	65.45	27.49	57.28	43.68	63.33
	35	62.01	70.90	53.00	68.18	29.17	60.89	47.52	65.00
	40	63.27	72.17	55.00	70.00	31.66	62.72	51.01	66.66
	45	64.77	73.63	57.00	71.81	34.16	64.54	54.02	68.33
	50	66.22	76.36	60.00	73.63	36.67	67.27	56.52	70.00
	55	67.87	78.18	64.00	75.45	40.82	69.09	59.00	73.33
	60	69.71	80.00	66.00	77.27	42.49	70.90	61.52	75.00
	65	71.09	81.81	69.00	79.09	44.99	72.71	63.52	76.66
	70	73.44	83.36	73.00	81.81	47.25	74.53	66.51	80.00
	75	75.25	85.45	76.25	82.72	50.82	76.36	68.51	81.66
	80	77.22	87.27	79.00	84.54	53.34	79.09	71.00	85.00
	85	79.09	89.09	82.00	87.27	58.33	81.81	74.00	86.66
	90	81.52	91.81	86.00	89.09	63.33	86.36	77.40	91.66
	95	86.18	96.36	91.00	91.72	72.03	91.31	81.50	96.66
99	92.55	100.00	98.00	98.18	86.66	100.00	89.69	100.00	