bro0796X_ch09_316-350 5/11/05 6:29 PM Page 339 Nish _05:Desktop Folder:

EQA

TABLE 9.3 A Questionnaire for Determining One's Social Value Orientation

Imagine that you and another person have worked on a project together. The boss has given you the opportunity to decide how much each of you should receive in compensation. Choose from one of the three choices below.

	OPTION		
	A	B	C
Your Pay	$14	$13	$13
Your Partner's Pay	$12	$13	$10