Conflict issues matter: how conflict issues influence negotiation

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Appendix B:
Case chart Lawyer

In this chart you see the offenders that you read about. For every offender the possible penalties are listed. For every penalty we have indicated how well this penalty would be for your career.

<table>
<thead>
<tr>
<th>Penalty</th>
<th>Asylum</th>
<th>Clothes</th>
<th>Bag</th>
<th>Domestic Peace</th>
<th>CD-player</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jail long</td>
<td>bad</td>
<td>very bad</td>
<td>bad</td>
<td>bad</td>
<td>bad</td>
</tr>
<tr>
<td>Jail short</td>
<td>rather bad</td>
<td>bad</td>
<td>rather bad</td>
<td>bad</td>
<td>rather bad</td>
</tr>
<tr>
<td>Community Service</td>
<td>good nor bad</td>
<td>good nor bad</td>
<td>good nor bad</td>
<td>good</td>
<td>good nor bad</td>
</tr>
<tr>
<td>Fine large</td>
<td>rather good</td>
<td>good</td>
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<tr>
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As you can see, it is worst for your career when you decide to assign the following penalties:

- Asylum = Jail long
- Clothes = Jail long
- Bag = Jail long
- Domestic Peace = Jail
- CD-player = Jail long

If you decide to give these penalties, the use of the penalties for your career will be minimal.

It is best for your career when you decide to assign the following penalties:

- Asylum = Fine small
- Clothes = Fine small
- Bag = Fine small
- Domestic Peace = Community service or Fine
- CD-player = Fine small

If you decide to give these penalties, the use of the penalties for your career will be maximal.
Case Chart District Attorney

In this chart you see the offenders that you read about. For every offender the possible penalties are listed. For every penalty we have indicated how well this penalty would be for your career.

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