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**The relationship of marital partnership status to husband/wife
bargaining mode**

Arnett, Cynthia Ellen, Ph.D.

The University of North Carolina at Greensboro, 1987

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THE RELATIONSHIP OF MARITAL PARTNERSHIP
STATUS TO HUSBAND/WIFE BARGAINING MODE

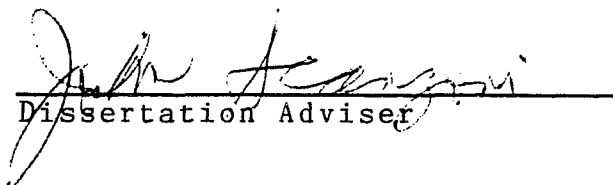
by

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Doctor of Philosophy

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APPROVAL PAGE

This dissertation has been approved by the following committee of the Faculty of the Graduate School at The University of North Carolina at Greensboro.

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The purposes of this research were to see if 1) type of marital partnership status of couples influenced the husbands' and wives' bargaining mode in joint decision-making; 2) other context factors such as characteristics of the partners and features of their relationship influenced their bargaining mode; and 3) the same context factors related to husbands' bargaining mode as were associated with wives' bargaining mode. The context factors studied were education, marital commitment, perceptions of spouse's behavior during past conflict, degree of love and caring for the spouse, degree of religious devoutness, and locus of control in self, spouse, and fate.

Using questionnaire and audiotaped interview data from 188 husbands and wives married to each other but analyzed separately, this research examined the ability of the context factors to discriminate between competitive and cooperative bargaining mode when couples were making decisions about issues concerning wife's own activities, money, and companionship. Hierarchical multiple discriminant analyses were performed forcing partnership status in at the first step and making the other context factors available for entry in stepwise fashion. Stepwise discriminant analyses were performed with the components of partnership status made available for entry separately with the other context variables.

The results of the hierarchical discriminant analyses indicated that partnership status of the couple alone did not discriminate

the husbands and wives on bargaining mode. Partnership status, perceptions of spouse's behavior during past conflict, education, locus of control in spouse and in fate discriminated the two bargaining modes when the husbands were discussing a companionship issue. Partnership status, locus of control in self, spouse, and fate, and degree of religious devoutness discriminated the wives on bargaining mode when they were discussing a companionship issue.

The results of the stepwise discriminant analyses indicated that gender role preferences, but not relative income, discriminated husbands and wives on bargaining mode in all three issues. Context factors related to husbands' bargaining mode were not the same as those associated with wives' bargaining mode across the three decision-making episodes.

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CHAPTER I

INTRODUCTION

Gender-related changes in the last 30 years, insufficiently explained by existing family theories, have led to a greater focus on processes of interaction between men and women as a means of explaining the dynamics of relationships. Scanzoni and Szinovacz (1980) argue that many of the dynamics of relationships may be understood by studying the link between gender role preferences and decision-making processes. Decision-making processes arise from the working out of social arrangements such as gender relations. Competing preferences for gender roles within relationships require decision-making processes such as bargaining to create order in relationships and to deal with changes. The purpose of this study was to make an exploratory examination of that link by studying the relationship of marital partnerships (and characteristics of the partners and their relationships) to bargaining during decision making. Marital partnerships encompass the gender role preferences of both spouses, and bargaining is a decision-making process. Bargaining is a means through which purposive actors (in this case, husbands and wives) can reach specific outcomes under conditions of

interdependent decision-making (Young, 1975); it is a process of joint decision-making (Pruitt, 1981). This conceptualization of bargaining represents the theme common to the many theories and conceptualizations of bargaining including the formal definition of bargaining used for this study. The terms bargaining and negotiation are used interchangeably in this study.

Hill and Scanzoni (1982) found that husbands and wives bargain regularly in their decision-making interaction. Scanzoni (1979a) found that the gender role preferences of wives and decision making were linked. It is clear that not all husbands and wives share the same preferences for gender roles (Bowen & Orthner, 1983; Peplau, 1983). Gender roles and behaviors are changing, they are becoming less traditional, and further, the changes are not equally matched for men and women (Scanzoni & Fox, 1980). These discrepancies between changes in men's and women's gender role preferences give rise to conflicting interests when men and women interact and have an impact on marital quality (Bowen & Orthner, 1983). Since rights and responsibilities in relationships are no longer given and universally understood and accepted, decision-making processes, including bargaining, have become crucial. Rights and responsibilities must be delineated and negotiated to create order in relationships.

Scanzoni and Fox (1980) suggested three ways in which ongoing changes in gender roles may have an impact on decision making. First, Spiegel's (1960) notion of spontaneous consensus is increasingly being replaced by explicit decision-making processes. Second, since more people are working toward interchangeability in roles with concomitant overlap of interests and spheres, the potential for a greater range of frequent and serious conflicts increases. Third, changing gender roles influence people's assumptions about how decisions should be made so that if there is disparity in assumptions, the chances for mutually satisfactory decision making are threatened. These three factors and previous research findings point to the importance of examining the relationship between marital patterns and how partners make decisions together.

Statement of the Problem

Hence, the specific purpose of this research was to analyze the relationship between marital partnership status and bargaining between husbands and wives. Partnership status was conceptualized as encompassing both spouses' gender role preferences and the disparity between spouses' incomes. In addition, other context (or resource) variables studied in relation to bargaining were education, degree of marital love and caring, marital commitment, degree of

religious devoutness, locus of marital control in self, spouse, and fate, and perceptions of spouse's past behavior in conflict situations. These factors were selected because previous theory and empirical research indicate that they are some of the crucial factors constraining or enabling the processes of decision making. A secondary purpose of the study was to further develop the partnership status typology by using data available from husbands and wives. After initially developing the typology using data from wives only, Scanzoni (1980) concluded,

Ways must be found to account for male responses and behaviors in our efforts to assess alternative types of marriage. What should have been apparent to researchers all along is now abundantly clear--namely, that attempts to understand changing marriage patterns are only partially successful if men are overlooked. (p. 138)

The major research questions addressed in this study are: 1) Does the type of marital partnership which couples have influence the husbands' and wives' mode of bargaining in joint decision-making? 2) Do other context factors such as characteristics of the partners and features of their relationships influence their bargaining mode in joint decision-making? and 3) Do the same context variables relate to the husbands' bargaining mode as are associated with the wives' bargaining mode?

Knowledge can be gained about the origins of relationship patterns by studying decision making. This research provided information on bargaining behavior that may be useful to family professionals in helping partners develop effective decision-making patterns. Effectiveness in decision making should contribute to satisfaction with and stability of family life (Scanzoni, 1980; Druckman, 1977).

Theoretical Approach

This research was part of a continuing elaboration of one social-psychological approach to marital decision-making and conflict resolution (Scanzoni, 1977, 1979a, 1979b, 1979c; Scanzoni & Polonko, 1980; Scanzoni & Scinovacz, 1980). This approach was developed in part from Blalock's and Wilken's (1979) subjective utility theory.

Subjective utility theory synthesizes central elements from symbolic interaction, social exchange and social conflict, and is based on the premise that social arrangements, such as gender relations, are the result of subjective preferences and the decision-making processes to which they give rise. Blalock and Wilken (1979:30) assume that human behavior "is oriented to its anticipated preferred consequences." However, when two parties (e.g., a man and a woman) form a relationship and become interdependent, the realization of Actor's preferences cannot be achieved without simultaneously taking Other's into account. This 'taking into account' is achieved through joint decision-making processes, which include equity, exchange, power, and conflict and negotiation. (Scanzoni & Fox, 1980, p. 22)

This social-psychological approach uses a model developed by Strauss (1978) in which three critical phases of joint decision-making are delineated: context, process, and outcome. The conditions which partners bring to decision making (including past decision-making interaction), and which account for variation in the processes in which the actors engage, are context factors. The actual back-and-forth of interaction between parties is the process phase. Bargaining is one type of interaction in the decision-making process. Outcomes are the results of context and process, and they may or may not involve actors' consensus and implementation of a decision. The model assumes ongoing influences emerging from context factors, continuing through explicit negotiation processes and proceeding to outcomes (Scanzoni & Polonko, 1980). The proposition that context has an impact on the decision-making process is supported by research by Scanzoni and Szinovacz (1980), Hill and Scanzoni (1982), and Kingsbury (1983).

Decision-making processes may consist of one interaction or a repeated series of interactions over an extended period of time before genuine consensus is achieved, if it ever is (Scanzoni & Polonko, 1980). The processes of decision making are the "means of 'getting things accomplished' when two or more parties need to deal

with each other to get those things done" (Strauss, 1978, p. 2). Negotiation, of which bargaining is a part, is a method of social decision-making (Pruitt, 1981). It can also be described as a form of conflict resolution because the origins of conflict are often illuminated and changed during negotiations (Pruitt, 1981). Gulliver (1979) observed,

There is a great deal of faith that sooner or later it will be possible to develop the understanding and theory of negotiations to the point of being able to predict what the outcome will be in particular cases. (p. iv)

Similarly, Zartman (1976, p. 70) explained that "A theory of negotiations is a set of interrelated causal statements which explain how and which outcomes are chosen." Outcomes and their predictors in turn influence future outcomes. Only at the very early stage of an enduring association between two partners would it be likely that current negotiations are not somehow affected by prior ones (Scanzoni, 1979b).

This concern with building models to account for outcomes is crucial because outcomes represent the social organization for the marital dyad; that is, the dyad's regularized behavior patterns. According to this decision-making model, these marital patterns, along with other context factors, may have an impact on the bargaining

process. Strauss (1978) and Zartman (1976) agree that explicit negotiation models are relevant to families.

Examination of influences of context factors constraints on spousal bargaining process becomes an important arena of inquiry for social-psychological research on marital decision-making and the social organization of the dyad. This research contributed to theory about bargaining behavior during the decision-making process, and it is one step toward increasing knowledge about the social organization of the dyad.

The central theoretical question of this explicit (as opposed to implicit or silent) negotiation model is, under what conditions would certain context factors including the type of marital partnership predict bargaining competitiveness or cooperativeness. The context factors provide the resources which the partners use when staking out positions of their own and making demands on each other. These factors also delimit the kinds of strategies that partners believe are legitimate in trying to hold their own positions and enforce their demands (Scanzoni & Polonko, 1980). They are the tangible and intangible resources which constrain or enable the bargaining process.

Methodological Issues

This study addressed three methodological issues. One concerned how the bargaining process is studied, and the other two concerned the conceptualization and measurement of the partnership status construct used to assess the patterns of relationships of contemporary marriages.

The methods for studying family decision-making have varied. Waller (1938) made inferences using an informal observational approach while Rainwater (1965) used open-ended interviews. Blood and Wolfe (1960) used self-report techniques which have become known as the "final-say" approach. The essence of the final-say approach is that an interviewer asks a respondent, typically the wife, "Who usually decides?" a particular issue in family decisions. The final-say approach focuses on outcomes of decisions, and it dominated the study of family decision-making until the 1970s (Bokemeier & Monroe, 1983); as a result, the information gathered using this technique reveals only one set of perceptions regarding the outcome of decisions and does not explain the actual processes which lead to the decision.

Since the 1960s, family decision-making has received increasing attention in marriage and family literature (Bokemeier & Monroe, 1983). This attention has included

repeated warnings about husband-wife response discrepancies and "wife-only" research (Cromwell & Olson, 1975; Bokemeier & Monroe, 1983). Safiliros-Rothschild (1970) and others (Scanzoni & Szinovacz, 1980; Scanzoni & Polonko, 1980) recommended the use of more sophisticated methodological techniques when studying joint decision-making in order to maximize understanding of the phenomena. The social-psychological approach to decision making using context, process, and outcome (CPO model) provides more detail about the processes of decision making such as bargaining noted by Waller (1938) but ignored by Blood and Wolfe (1960) and others who use the final-say approach. The CPO model also facilitates the development of reliable and valid process-oriented techniques suitable for studying bargaining in natural settings. It provides a way to capture the complexities inherent in marital decision-making dynamics (Hill & Scanzoni, 1982).

The second methodological issues addressed in this study concerned the measurement of marital partnership status via a typology. Research indicates that the typology possesses construct validity (Scanzoni, 1980; Atkinson & Boles, 1984). Using the typology in this research was intended to assess the predictive validity of the typology by testing the relationship of the typology to other variables.

The third methodological issue concerned expanding the partnership status construct. This research broadened the construct by including data from husbands. The schema was originally developed using data from wives only (Scanzoni, 1980). The interest here was to see if including data from husbands improved the usefulness of the construct.

Bargaining behavior within marital decision-making has yet to be systematically included in studies of family decision-making and conflict resolution in spite of the recognition in the literature that bargaining is a common occurrence in everyday married life (Deutsch & Krauss, 1962; Pruitt, 1981) and may be related to marital stability. The process of bargaining is a neglected area of negotiation research, and extant work is based on field research or laboratory experimentation (Pruitt, 1981), frequently using simulated games. Therefore, a broader investigation of factors related to bargaining behavior contributed to the interdisciplinary literature focusing on understanding and predicting joint decision-making processes in close relationships, and to the understanding of marital communication dynamics.

The scope of this research consisted of an examination of bargaining mode which was assumed to be predictable and inherent in the joint decision-making processes of

relatively younger, married, co-residing couples. It was beyond the scope of this research to investigate the actual details of the patterns of offers and counteroffers which occur with bargaining and within each retrospective decision-making episode. This study focused only on two parts of the three-part CPO model, the relationship between context and processes. Analysis of the impact of bargaining mode on outcomes was also beyond the scope of this study.

CHAPTER II

LITERATURE REVIEW

Scanzoni and Scanzoni's (1976) typology of marital patterns, partnership status, points to the importance of two basic dimensions of close relationships: power relations between the partners and role specialization (Peplau, 1983). Power relations and roles play a part in decision-making processes. In this literature review these two concepts, power and roles, will be discussed in relation to one joint decision-making process, bargaining. The family literature on bargaining is sparse and most of it is theoretical, so much of the information comes from organizational psychology and social psychology where bargaining has been studied experimentally. It is from this literature along with the family literature that the decision to use the present set of context variables came; therefore, a review of bargaining and the potential relationship of each context variable to bargaining will be explained. Then, formal definitions of the variables under study will be given.

Bargaining as a general phenomenon is a form of decision making in which two or more parties talk with one another in an attempt to resolve their opposing interests

(Pruitt, 1981). It is a process by which a joint decision is made by two or more parties through concession making or a search for new alternatives (Pruitt, 1981). Bargaining is of direct relevance to the world of everyday events, encompassing relationships crucial to world peace, national politics, commercial transactions (Oliva & Leap, 1981), husband-wife conflicts (Deutsch & Krauss, 1962), and marital stability (Pruitt, 1981; Scanzoni & Szinovacz, 1980; Druckman, 1977), but also has direct relevance to a plethora of everyday events (Putnam & Jones, 1982). It is so frequently encountered that its impact on human welfare can hardly be underestimated (Pruitt, 1981, p. xi).

According to Oliva and Leap (1981), bargaining became fertile ground for research with many empirical and conceptual contributions in the literature since the early 70s. This literature on bargaining is characterized by works that focus on various aspects of the bargaining process and analyze different sets of independent and dependent variables.

Pruitt (1981), however, said bargaining is a neglected area of negotiation research. Oliva and Leap (1981) and Pruitt (1981) agree that most of the work on bargaining has occurred in laboratory settings, and the designs are usually experimental. Druckman (1977) indicated that there have

been few attempts to deal with the issue of the ability to generalize results obtained in laboratory studies. Deutsch (1980) in his retrospections on social psychology wrote that social psychological research on conflict during the past 25 years or so has largely taken the form of experimental gaming (using such games as Prisoner's Dilemma) and has mostly been identified as research on bargaining and negotiation. Most studies have used inexperienced negotiators (that is, strangers as opposed to intimates) and a relatively simple negotiation task (Pruitt, 1981). A further problem is the lack of emotional involvement by subjects in laboratory negotiations. Real negotiations are typically complex in nature and emotionally charged, so the findings of laboratory research are limited in generalizability (Pruitt, 1981). As Rubin and Brown (1975) indicated, it is essential that communication, negotiation, and decision-making research be carried on outside the laboratory.

Conceptual progress on questions related to bargaining behavior such as strategy and tactics in competitive contexts has not been marked. A contemporary theme in the social psychological research on conflict has been identifying the conditions which give rise to constructive or destructive processes of negotiation. In terms of

bargaining, the emphasis is on determining the circumstances which enable conflicting parties to arrive at a mutually satisfactory agreement which maximizes their joint outcomes. In other words, the focus is on the cooperative potential inherent in conflict resolution (Deutsch, 1980).

Contemporary Marriage Patterns

As Peplau (1983) suggested, contemporary marriage patterns can be organized around the concepts of role specialization and power. Scanzoni and Fox (1980) conceptualize gender roles as "potentially competing preferences or interests which generate decisioning processes including negotiation and conflict" (p. 23). It is important, then, to examine marital role arrangements and bargaining behavior because of the inherent potential for conflict and the bargaining that goes on daily in order to 'get things accomplished' (Scanzoni & Polonko, 1980; Putnam & Jones, 1982); that is, to get roles delineated.

The partnership status typology of contemporary marriage (Scanzoni, 1980) reflects changing gender roles in the marital arrangements that people choose. The statuses are patterns in which the relations between husband and wife are those of "head to complement," "senior partner to junior partner," and "equal partners." These statuses indicate the rights and responsibilities of each partner regarding

paid work and the management of the household (Scanzoni, 1980). For example, a head/complement wife would define the responsibility for providing for the family as totally belonging to her husband. A junior/senior wife would define that responsibility as primarily her husband's with some contribution from her if necessary. An equal partner wife would define herself as sharing equally in providing for the family. These statuses will be elaborated more fully in the formal definitions.

The fact that contemporary marital partners are choosing among a variety of marital arrangements implies that these arrangements arise partly from decision-making processes. It is likely that these processes influence the day-to-day application of partnership status. Atkinson and Boles (1984) expanded the partnership status typology by studying WASP marriages; that is, Wife As Senior Partner. The authors then interviewed 46 married individuals (15 married couples and 16 husbands and wives from different marriages) in order to examine the circumstances under which the couples were likely to define their relationships as WASP, and to examine the costs and rewards of that marital pattern. In the WASP pattern the wife's career is viewed as more important than the husband's. The marriages with the WASP pattern they examined had occurred as a result of

choice and decision making, not as a result of necessity. Atkinson and Boles concluded that marital roles are now more open to negotiation. A couple may decide to change (renegotiate) their rights and responsibilities to each other especially when a rewarding alternative is perceived (Atkinson & Boles, 1984) so that their partnership status changes through the course of their relationship. Changes in rights and responsibilities were made in the WASP pattern in order to offset the costs of choosing a deviant marital pattern. This indicates that the statuses are not permanently fixed. Thus, it is important to study partnership status and bargaining behavior within the cyclical and developmental decision-making framework.

Scanzoni and Szinovacz (1980) posit that decision making may differ depending on the match or mismatch of partner's preferences for traditional or egalitarian roles in their marriage. In that regard, Bowen and Orthner (1983), in a study of 331 military spouses, found that the particular configuration of gender role attitudes that men and women have in marriage is associated with marital quality. For example, they found that marital quality was lowest among the marriages in which the husband holds traditional attitudes and the wife holds modern ones. Scanzoni (1979a), in a theoretical article, explained that

individual gender role preferences of wives and decision-making are linked in such a way that egalitarian preferences generally provide greater bargaining power in decision making.

Power and Decision-Making Processes

Joint decision-making processes include power (Scanzoni & Fox, 1980). In fact, the study of power and decision-making patterns in contemporary families has been a major topic in the marriage and family literature for the past two decades (McDonald, 1980). While there is agreement that power relations are important and necessary to an understanding of marital relationships, there is also disagreement on the conceptualization of power and how to measure it. McDonald (1980) suggests that the best conceptualization is the one developed by Cromwell and Olson (1975) which indicates that power is multidimensional. Three distinct domains make up the dimensions of power: power bases, power processes, and power outcomes.

The concept of power bases refers to the sources of power such as the resources, abilities, and possessions. The strength of each source comes from the perceived value which others attribute to it

Power processes refer to the interactional techniques that individuals employ in their attempts to gain control

in the decision-making process (McDonald, 1980). This domain concerns the actual process of making a decision or resolving a conflict. Bargaining behavior is interrelated with the power processes (Scanzoni & Szinovacz, 1980).

Power outcomes involve the subjective and objective results of the decision-making processes. They can also address the question of who makes the final decision (McDonald, 1980) and influence the context of future decision-making interactions.

Most research has focused on either power bases or power outcomes (Scanzoni, 1979b). There are gaps in the knowledge concerning family power processes such as negotiation and bargaining. Power relationships have important implications in marriages in the presence and in the absence of conflict (McDonald, 1980). For example, differences in power may suppress conflict situations and/or may shape the family systems. In that sense there is a relationship between power and the marital patterns and roles partners adopt.

Power was important in this study in that it is closely related to bargaining behavior. Zartman (1976) defines bargaining power as the ability of one partner to produce movement or change on the part of the other.

Power is present in a negotiation situation when one party shifts another from its initial positions toward

the positions of the first party, because the first party has caused the other to move. (p. 17)

Scanzoni and Szinovacz (1980) add that power is also the capability of resisting the changes or modifications which the other wants. Discrepancies in power may result in exploitation of the weaker party, and the inability of the weaker party to successfully negotiate (Deal, 1984).

Context Variables and Bargaining

There are some empirical research findings to describe the relationship of the context variables used in this study to bargaining, and there are theoretical propositions which guided the choice of these context variables. Scanzoni and Szinovacz (1980), Scanzoni and Polonko (1980), Hill and Scanzoni (1982), and Kingsbury (1983) indicate the importance of examining the effect of tangible and intangible resources on family decision-making. Tangible resources are such context factors as education, job status, and income. Intangible resources are such context factors as self-esteem, place in the life-span, and marital satisfaction. Considerably more has been written about tangible resources than intangible resources (Scanzoni & Szinovacz, 1980). The tangible resources in this study were income and education, and the intangible resources were locus of marital control, degree of religious devoutness, gender

role preferences, marital commitment, degree of love and caring, and perceptions of spouse during past conflict. Partnership status is a combination of tangible and intangible resources (gender role preferences and income).

Scanzoni and Szinovacz (1980) posited that the prime significance of tangible resources with regard to decision making lies in the difference or disparity between marital partners. They also suggest the amount of disparity may affect decision-making and that disparities in tangible resources are correlated (p. 29). The same has been posited regarding intangible resources (Scanzoni & Szinovacz, 1980; Terhune, 1970). Hill and Scanzoni (1982) found from a study which tested the interview method used here that among upper middle-class white couples discussing companionship issues, achieving consensus was facilitated by lowered context disparities accompanied by nondefensive communication styles. The context disparities were education and self-esteem, so that the greater the disparities between husband and wife on these the more individualistic the strategies used in decision making. Individualistic strategies were related to the likelihood of conflict.

Partnership Status

Scanzoni (1980) examined the validity of the partnership statuses by classifying a 1975 probability sample of 386 white wives, aged 22-23, living with their husbands into the three marriage types and compared them on five characteristics said to distinguish among contemporary marriage types: occupational commitment, material resources, degree of husband household task performance, fertility control, and sex-role preferences. A criterion variable used to assess coprovider behaviors was used to make the classification of the wives along with the wives' labor force participation. Equal partners were those wives who worked and defined themselves as coproviders with their husbands. There were 87 equal partner wives, 74 junior/senior partner wives, and 225 head/complement wives in this sample.

Analysis of variance was used to test the three groups on the five characteristics above. The results indicated that equal partners showed greater labor force commitment, possessed higher levels of material resources, participated more fully with their husbands in household task performance, control fertility more rigorously so as to enhance occupational participation, and held less traditional sex roles than did junior partners. Junior partners were

significantly different from complements on all five characteristics as well. Scanzoni concluded that the contemporary marriage possessed typology was construct validity and was important for substantive reasons.

Scanzoni suggested that other variables be added to the five characteristics in order to increase our understanding of differences among marriage types. Among the suggestions for other variables were measures of decision-making and conflict resolution. The importance of partnership status and bargaining was suggested by Scanzoni's concluding statement that

. . . to the degree that equal partners actually participate more fully than complements and junior partners in deciding the arrangements that shape their own lives and those of other family members, satisfaction with and thus the stability of those arrangements should be enhanced. (Scanzoni, 1980, p. 139)

It is likely that the differences between equal partners, junior partners, and complements result in different ways of bargaining.

Locus of Control

With regard to locus of control, Scanzoni and Polonko (1980) have suggested that a sense of personal mastery and control is associated with active participation in improving the conditions of life and with positive mental health. Condry (1966), in an experimental study of the

decision to negotiate or not, time to make this choice, and outcomes of trials on which negotiation occurred, predicted that the lower an individual's expectation about his/her power (measured with locus of control scales), the more frequently he or she would choose to avoid negotiation in a two-person bargaining situation. Forty subjects, 10 each from the two extremes of the locus of control personality scale and the two sexes, were paired with 40 same-sex subjects scoring in the middle of the scale. A $2 \times 2 \times 3 \times 3 \times 2$ analysis of variance design with repeated measures was employed. The results indicated that locus of control had no significant effect on the decision to negotiate or not, on the time to make this choice, and on the outcomes of the trials on which negotiation occurred.

Bobbitt (1966) found that people with internal locus of control appear to be less sensitive and reactive to variations in the other's behavior than people with external locus of control. The theoretical proposition guiding Bobbitt's research was that internals are initiators in that they will try to alter present social conditions for the sake of personal gain, and externals are reactors in that they tend to accept the social status quo. To test this proposition, he used a two-person experimental game involving a pay-off. Both players could maximize their

long-range gains by mutual cooperation; or, one player could try for immediate, larger gains by not cooperating with the other player. The undergraduate male subjects were divided into three groups of internals, middle, and externals. It was hypothesized that if one started out by being predominantly uncooperative, then internals would make more cooperative responses than externals. It was found that internals did cooperate more frequently than externals. Externals seemed less concerned with the maximization of their own gain and more concerned with interpersonal cues, making cooperative choices in direct proportion to the frequency of the other's cooperativeness.

Rubin and Brown (1975) suggest that locus of control is a more useful construct than self-esteem for explaining participation and effectiveness in bargaining, especially if the researcher does not take into account the effects of situational anxiety on self-esteem.

Religious Devoutness

Degree of religious devoutness represents an orientation which may be related to the bargaining process of husbands and wives. Religious devoutness is a precedent factor that interacts with other factors such as gender role preferences and locus of marital control (Scanzoni & Arnett, 1987). The authors of the Connecticut Mutual

report on American values concluded, ". . . systematic analysis led to the one factor that consistently and dramatically affects the values and behaviors of Americans. This factor is level of religious commitment" (Connecticut Mutual, 1981, p. 6). Their research included telephone interviews of 1600 Americans and questionnaires completed by 1762 American "leaders." It was the first time in a national survey that degree of religious commitment was measured. They also concluded that the influence of religious belief pervades activities in the home, the community, and the workplace.

With regard to decision making, religious belief may provide directions on how decisions are made. For example, a belief that wives are subordinate to their husbands is a part of some religions. In marriages where this is the predominant belief, the wife may be less competitive and more willing to go along with her husband's position on some issues.

Degree of Love and Caring

Degree of love and caring, marital commitment, and perceptions of spouse's behavior during past conflict have been posited to relate to negotiation processes (Straus, 1978; Scanzoni & Polonko, 1980). Degree of love and caring is built on notions of openness in communication and

understanding (Scanzoni, 1978). Openness is the degree to which one partner perceives she/he can say anything to the other partner. Understanding is the degree to which one believes the partners fully grasp what one is saying (Scanzoni & Szinovacz, 1980). These perceptions and beliefs may enhance feelings of love and caring for the partner. It has been hypothesized that the degree of mutual love and caring may predict the ease or difficulty with which disagreements are resolved (Scanzoni & Szinovacz, 1980).

Marital Commitment

Scanzoni and Szinovacz (1980) have also postulated that marital commitment as a context variable affects decision-making processes. McDonald (1980), in his review of power research, recommended that more work be done on the relationship of commitment to negotiation processes. Waller's (1938) theoretical "principle of least interest" indicates that strength of marital commitment may be related to how one bargains. One explanation about commitment and decision making offered by Scanzoni and Szinovacz (1980) is that there is a link between the two through rewards and satisfaction. When partners feel highly rewarded, they develop a strong commitment or attachment to the source of rewards and the relationship that provides the rewards. Therefore, in order to secure

more rewards, partners with high commitment may be more likely to try to practice decision making that leads to maximum joint profit than those with less commitment. Further, commitment is likely to affect bargaining flexibility during decision making. It is reasonable to assume that strong or high marital commitment would lend to cooperativeness in bargaining.

Past Conflict Behavior

Whatever has gone on between family members in the past is bound to influence how they carry on their current decision making because partners make judgments about each other's behavior (Huston, 1983; Scanzoni & Szinovacz, 1980). Scanzoni and Szinovacz (1980) assert that family members make the assumption that their partner will continue the same type of behavior. Pruitt and Kimmel (1977) report that results from experimental gaming research are not consistent on the issue of perceived characteristics of others influencing current behavior via expectations about future behavior. They found studies reporting a positive relationship between perceived attributes and behavior and others reporting no such effect. Pruitt and Kimmel concluded that perceived characteristics probably have little impact in an impersonal setting as represented by most gaming environments.

Zartman (1976) suggests that current bargaining behavior is strongly influenced by past bargaining behavior. Part of the context of current bargaining process lies with what one partner believes about the other's approach to bargaining based on recent experiences (Scanzoni & Polonko, 1980). For example, the greater the frequency of defensiveness, the less the likelihood of total agreement and the greater the chances of disagreement (Hill & Scanzoni, 1982).

There are other findings from experimental studies in the literature regarding perceptions of past behavior in conflict situations. Rubin and Brown (1975) reviewed experimental gaming research and found that perceptions of how competitive or cooperative one's partner is during negotiations affects negotiation behavior. Perception of the partner as cooperative leads to cooperative behavior in return. Deutsch (1973) asserted that one's perception of the degree of trust one can put in the partner to fulfill any arrangements is crucial. The element of fairness of equity in relationships is based on past experience (Walster, Walster, & Berscheid, 1978). Terhune (1970), in a review of studies on the effects of personality in cooperation and conflict, found that motives, cognitive structure, and an apparent value orientation of general

trust-mistrust are domains of personality related to cooperation and conflict. Differences in behavior between men and women are established. For example, Condry (1966) found the female dyads in his study to be more cooperative than the male dyads. Finally, Scanzoni and Polonko (1980) wrote that an additional question when involved in bargaining is: Does one partner hold any degree of resentment toward the partner because of the partner's past negotiation positions and behaviors? All of the conditions are taken into account when partners are making decisions. "These kinds of judgments inevitably enter into and deeply color the progress (or lack of it) of current efforts to arrive at mutually satisfactory resolutions" (Scanzoni & Szinovacz, 1980, p. 44).

Hill and Scanzoni (1982) used the same techniques for data collection in a natural setting as the present study. The same decision-making episodes were used for testing the method. Only the results for companionship (mentioned earlier) were reported and different context variables were used and measured as disparities, but the substantive results about past conflict were useful. It was found that decision-making style was strongly influenced by the couple's perceptions of past decision-making history. Data were collected from a nonrandom sample of 55 white,

middle-class, intact couples. The measures used were the same as the ones used in the present study. The substantive results were somewhat limited in generalizability because of the small, homogeneous sample, but useful in the present study because of the similarity of data collection techniques. The authors focused on communication style, not bargaining.

Conclusion

It is clear that bargaining is but one part of marital decision-making processes and that it is influenced by many factors. From a review of the literature it is also clear that there is a substantial amount of theory about bargaining in close relationships but not as much empirical research to test existing theory. The research that has been done has been primarily game research using an experimental design in laboratories. Therefore the generalizability of that research to married couples' decision-making in natural settings is limited.

The current research contributed to the research on marital decision-making and wives as influenced by their tangible and intangible resources. The information came from volunteers from a random sample of married people who provided the questionnaire and audiotaped interview data in

a natural setting. Therefore, the issue of generalizability was addressed.

The marital typology based on partnership status was expanded by including information from husbands. Partnership status partially consists of gender role preferences. Using partnership status answered the question of whether the typology is empirically as well as theoretically useful. Further, partnership status had not previously been studied in relation to bargaining behavior.

There is controversy in the literature about the relationship of the context variables locus of control and perceptions of past conflict behavior to bargaining behavior. Virtually no research had been done examining the relationship of degree of religious devoutness to bargaining behavior. As with degree of love and caring and marital commitment, the information about religious devoutness and bargaining behavior was based primarily on theoretical propositions. Testing those propositions added information about bargaining behavior to family literature.

Formal Definitions

Bargaining. Bargaining is a series of moves and countermoves, concessions, and counterproposals in quest of a zone of reasonable outcomes for both parties (Putnam & Jones, 1982). Bargaining is defined as a means by which

two purposive actors arrive at specific outcomes in situations in which: 1) the choices of the actors will determine the allocation of some value(s); 2) the outcome for each participant is a function of the behavior of the other; and 3) the outcome is achieved through negotiations between participants (Young, 1975). It differs from other conflict resolution techniques in the emphasis on trade-offs, compromises (Putnam & Jones, 1982; Pruitt, 1981), and problem-solving (Pruitt, 1981) as appropriate behaviors for reaching a joint settlement. These behaviors form identifiable patterns which were called bargaining mode.

According to Pruitt (1981) the four patterns are competition, compensation, compromise, and problem-solving. These four patterns form a continuum representing the shift from original position such that maximum joint benefit and a positive perception of the decision-making process are more likely as one's behavior moves from competition through compensation and compromise to problem-solving. Prior research supports this conceptualization. Kelley, Deutsch, Lanzetta, Nuttin, Shure, Faucheux, Moscovia, and Rabbie (1970), in a comparative experimental study of bargaining found that partners started out competitive but moved toward cooperation as the experiment progressed.

Competition. Respondent does not retreat from his or her preferred action or demand.

Compensation. Respondent does not retreat from a preferred action or demand, but offers to compensate the other's compliance by providing the other with something else she or he wants in another area.

Compromise. Respondent makes concessions. Respondent changes his or her preferred position according to the demands previously endorsed by the other.

Problem-solving. Respondent retreats from his or her initial position, as with compromise, but the solution entails some novel component not previously considered by either respondent.

Partnership status. Partnership status refers to contemporary marriage patterns conceptualized by Scanzoni (1980). The conceptualization is a continuum of the status of married females in relation to husband (Scanzoni, 1980). On the one end of the continuum the wife is her husband's "property"; at the opposite end the wife is an equal partner with her husband. In Western societies women are no longer considered their husbands' property. The names of the statuses along the continuum are head/complement, junior/senior partner, and equal partners. The characteristics which conceptually differentiate these marital patterns

are labor force participation of wives and spouses' definition of who is responsible to what degree for the provision of monetary resources for the family (Scanzoni, 1980). The statuses are not fixed categories; a couple over the course of their marriage may change their roles, their rights and responsibilities to each other. The labels along the continuum are there for heuristic purposes. The concept underlying these statuses is the degree of traditionalism or nontraditionalism expressed in the relationships of husbands and wives. The head/complement pattern is traditional, the junior/senior partner pattern is less traditional, and the equal partner pattern is even less traditional. There is no value judgment implied in the use of the word traditional.

Head/complement. The husband is the sole provider of economic resources for the family, and the wife does not work in the paid labor force. The husband is the head and the wife is the complement, and these marriages are considered traditional in terms of gender role preferences (Scanzoni & Szinovacz, 1980). Wives in head/complement marriages believe that their husbands hold the responsibility for providing for the family (Scanzoni, 1980). Husbands in head/complement marriages expect their wives to help in their plans for economic and social

success. Wives are to put their husbands' success goals above any personal career or occupational goals of their own, and they are to develop the social and domestic skills suitable for their husbands' occupational status (Spiegel, 1960). Head/complement wives are the primary caretakers of children while husbands share in childrearing in clearly defined, limited ways.

Junior/senior partners. The wife is the junior partner and the husband is the senior partner in the majority of these marriages. "Working women who continue to define their husbands as the major or chief family provider should be called junior partners" (Scanzoni, 1980, p. 129). These wives attribute greater consequences to their husbands' occupations and ability to provide than they do to their own occupations and abilities.

Equal partners. The married partners are coproviders. ". . . Equal partners must simultaneously be symmetrically responsible for household economic provision . . ." (Scanzoni, 1980, p. 128). The rights and responsibilities of husbands and wives relative to home and work become interchangeable.

Interchangeability implies that if both spouses hold the right to be "achievers" or to maintain extensive occupational involvement, then both also have the responsibility to be household providers. (Scanzoni, 1980, p. 127)

The partnership status continuum does theoretically accomodate the possibility of the wife as head and husband as complement, and the wife as senior partner and husband as junior partner. (See Atkinson and Boles (1984) for a discussion of the wife as senior partner pattern.) These two patterns were not found in this sample.

Gender role preferences. Gender role preferences represent subjective orientations toward desired goals, interests, rewards, and costs (Scanzoni & Szinovacz, 1980) regarding patterns of behavior for men and women. Following Scanzoni and Fox (1980) the existence of an underlying construct called gender role modernity/traditionalism is assumed. This construct lies on a continuum, one pole of which represents preferences (desires; tastes) for strict role specialization according to traditional patterns--women attending to care of home, husband, and children; men attending to paid work. The other pole represents preferences for comprehensive role interchangeability according to contemporary or modern patterns--women and men attending with comparable attention to paid work and housework/children.

Locus of control. Locus of control concerns the degree to which one believes one exercises control over one's life or the degree to which one believes one's destiny is beyond

one's control and is determined by fate, chance, or powerful others (Levenson, 1974). Walkey (1979) confirmed the multidimensionality of locus of control. The separately measured dimensions of locus of control in this study concern control of one's marriage. The dimensions of marital control are perception of the control of the marriage to be in self, in fate, or in one's spouse.

Degree of religious devoutness. This concerns attitudes about, experiences with, and behavior regarding religion (Connecticut Mutual, 1981).

Degree of love and caring. Love is a multifaceted attitude held by a person toward another person involving predispositions to think, feel, and behave in certain ways toward that other person (Rubin, 1970). Caring is a type of behavior commonly included in the concept of love (Steck, Levitan, McLane, & Kelley, 1982).

Perceptions of spouse's behaviors during past conflict. This concerns one's perception of one's spouse's manner of coping with conflict and one's perception of the outcome of conflict (Rands, Levinger, & Mellinger, 1981).

Marital commitment. This concerns the degree of dyadic satisfaction. It represents one's attitude about the future of one's marriage (Spanier, 1976), and it reflects a degree of willingness to continue working at one's relationship.

CHAPTER III

METHODOLOGY

The specific problem addressed here was part of a larger model of joint decision-making which links context, process, and outcome. The larger model was an explanatory, recursive model to explain why and how certain processes of joint decision-making occur and certain outcomes are achieved. The specific question addressed was: "What is the relationship between partnership status and bargaining flexibility during marital decision-making?" Context and process variables were used in the investigation of this question: outcome variables were excluded.

The methods used were self-report in the form of questionnaires and audiotaped interviews of retrospective accounts conducted by interviewers. Two potentially important threats to the validity and reliability of this research were respondents' reactivity and memory distortions affecting the recall of joint decision-making (Huston & Robins, 1982). Specific methods were used to minimize these threats. Husbands and wives were both present for the interview, and the interviewer used specific verbal probes to simulate recall. These probes are described in the section on methods and are in the Interviewer's Script in Appendix F.

A criticism of most observational studies of problem-solving and conflict resolution, as well as game research on negotiation, has been the unnaturalness of the task to the participants (Cromwell & Olson, 1975). Most stimuli in past research were unfamiliar and unimportant to the participants. The interaction episodes have also occurred in unnatural surroundings such as the laboratory. In the present study it was hoped that validity was enhanced by allowing the couple to choose a decision-making issue salient to them, pick an actual discussion that had occurred recently, and reconstruct the episode in their own home.

It was assumed for this study that patterns of joint decision-making in married couples emerge from reconstruction of past decision-making episodes. Retrospective techniques have weaknesses, including limitations of memory and the tendency to revise memory. But according to Fitzgerald and Surra (1981), structuring the interaction episode into turn-taking units gives the respondents a marker in time and improves recollection. Furthermore, Ericsson and Simon (1980) concluded that using contextual cues and directed probes, providing enough time for recall, and explicitly instructing partners to consult their memories as the interviewers did enhance the accuracy and completeness of retrospective verbal reports. In addition, the presence of

the spouse helped jog memory as well as temper revisionist recall (Bennett, McAvity, & Wolin, 1978). Most important, the participants were asked to retrieve from memory specific, concrete information that, if stored originally, was stored in verbal code. Respondents did not need to recode cognitively or to infer, abstract, or summarize in order to report the interaction episode. According to Ericsson and Simon (1980) the chances of accurate and complete recall are much greater using such reporting strategies.

Sample

The respondents were obtained through stratified random sampling from the personal property tax records of Guilford County and Rockingham County, North Carolina. Guilford County is located in a Standard Metropolitan Statistical Area (SMSA); Rockingham County borders this SMSA and is defined as rural by the Census Bureau. Rural/urban differences were not examined in this study.

This urban SMSA is characterized by a high level of continual in-and-out migration. Because of its dynamic ecological, social, and economic character it became a suitable area for obtaining a representative sample of married couples. Also, a recent national survey (Connecticut Mutual, 1981) investigating the changing

marriage and family values, roles, and norms reported that respondents in the urban South did not differ significantly in their replies from those respondents in other U.S. urban areas. It was expected that this SMSA would yield approximately the same range of variation among the measures taken as would any SMSA in the country.

A total of 2,487 names of couples were drawn from the county personal property tax records. The information provided by the tax records consisted of names and addresses only. Telephone numbers were obtained through local directories, directory assistance, and by sending postcards to those with unpublished telephone numbers. Sending postcards turned out not to be cost-efficient so this process was discontinued after 500 had been sent. Fewer than 1% of the postcards were returned.

The criteria for participation in the larger study were that the couple be residing together and that the woman be under the age of 40. The couples were not required to be legally married for participation; however, so far as could be determined (we did not ask as it was not requisite for participation in the study) all of the couples were legally married.

There were several reasons to justify the decision made prior to data collection and analyses to limit the age

of the wives to 39 or under and which explain the age range of the sample. First, Americans in these age cohorts are the persons most likely to be geographically mobile. As a result, most of these persons are likely to have been exposed to a wide range of views regarding changing patterns of gender roles and marital decision-making. These younger age cohorts, regardless of where they have lived, contain the Americans most likely, in recent years, to have been adopting less traditional gender roles, as compared to individuals in older age cohorts.

Second, by extending the wife's age to 39, the likelihood was increased that the sample would include couples who had been married for some years and who may have started their marriages in traditional fashion regarding paid work and housework. Earlier research (Scanzoni, 1978) indicates that after some time has elapsed, a certain proportion of couples are reevaluating those kinds of traditional behaviors and thus, for them, joint decision-making issues are salient.

Third, and originally most important, the cutoff of age 39 spans the childbearing period, but is nearing the end. Prior research (Scanzoni, 1978) indicates that child issues (bearing and caring) are salient through those particular age cohorts. As is explained later, the

decisions these couples reported about children were not used in the present study.

The total number of locatable eligible couples was 531. Of these, 165 couples from Guilford County and 61 couples from Rockingham County participated in the study yielding a total of 226 couples. The other 305 couples either were unable or unwilling to participate. Therefore, the overall response rate was 43%. The respondents were not paid for their participation, a condition which created a potential threat to the external validity of this research.

The final sample size for this study was 188. Thirty-eight cases were not used because some or all of the process data were lost in the data processing phases or the audiotapes of their interviews were not transcribable. Characteristics of 32 of the unused cases were available and are reported in Appendix A. Information about their measures is listed in Appendix B. Examination of this information revealed that the excluded men were two years younger than the men in the sample. The excluded wives had less income than the wives in the sample. The excluded couples were mostly from the rural county, and they had lived in the county longer than the people in the sample had lived in their county of residence. Both men and women

appeared to be more traditional on the role of father and may have been more religiously devout than those in the sample. The women in the excluded group may have been more traditional on the role of husband. This was the role on which the men in the sample were most traditional.

The characteristics of the sample for this study are listed in Table 1. The age of the respondents was computed by subtracting the year of their birth from 9-30-84, so that some of the women were over 39 when the analyses were done, but were under 40 at the time of their interviews. Education is reported in years so that the men had, on average, completed three years of college or technical training, and the women had completed, on average, two years of college. These levels of education are higher than the national average. The respondents were predominantly white (90%), middle-class, and from an urban county. Most were in their first marriage and had been married on average for 11 years. The length of marriage varied from 1 to 27 years. About half the couples had two children under the age of 18 living in their home. Two-thirds of the wives were employed outside the home. About half of the employed wives worked 20 or more hours per week.

Table 1
Sample Characteristics

	Men (N = 188)			Women (N = 188)		
	X or %	St. Dev.	Range	X or %	St. Dev.	Range
Age	36.4	5.1	25-55	33.8	4.4	23.50
Education	15.2	1.7	11-17	14.5	1.9	10-17
Income (in thousands)	30.7 (mode)		2.7-129.6	19.4 (mode)		2.7-41.7
Race						
Black	10.6%			10.1%		
White	89.4%			89.9%		
Co. of Residence						
Urban	82%			82%		
Rural	18%			18%		
Years in County	17.8	13.2	1-43	16.3	11.8	1-40
Community lived in as child						
Pop. in Thousands						
250+	12.2%			13.3%		
100--249	21.3%			21.8%		
25--99	17.0%			22.9%		
5--24	23.4%			25.5%		
< 5	8.5%			3.7%		
rural - nonfarm	6.9%			5.3%		
rural - farm	10.6%			6.9%		
don't know	0.0%			.5%		
Community lived in as adult						
Pop. in Thousands						
250+	11.2%			11.7%		
100--249	57.4%			53.7%		
25--99	14.9%			16.0%		
5--24	9.6%			11.7%		
< 5	.5%			1.1%		
rural - nonfarm	4.8%			4.8%		
rural - farm	1.6%			1.1%		

Table 1 (cont'd)

	Men (N = 188)			Women (N = 188)		
	X or %	St. Dev.	Range	X or %	St. Dev.	Range
Times Married						
One	85.1%			89.1%		
Two	14.9%			9.0%		
Three	--			1.1%		
Years Married	11.35	5.1	1-27	11.44	5.1	1-27
Employed	96.8%			64.9%		
Self Employed	20.7%			6.4%		
Not Employed	3.2%			35.1%		
Seeking Job	2.7%			3.7%		
Full-time	2.7%			1.6%		
Part-time	--			2.7%		
Not Seeking	1.6%			31.4%		
Hours Worked						
Per Week	45.5	13.15	0-85	23.13	19.67	0-60*
No. of Children						
In House < 18						
0				17.0%		
1				25.5%		
2				41.0%		
3				14.4%		
4				2.1%		

*57.4% worked 20 or more hours per week.

Data Collection Procedures

While names and telephone numbers of potential participants were being drawn from the property tax records, 11 interviewers were hired and trained to carry out the data collection procedures. The training session for the interviewers consisted of viewing a videotape of a simulated interview, becoming familiar with the Interviewer's Manual (see Appendix C), learning about the administration of questionnaires and the operation of audiotape equipment, and role playing the interviews until the investigator was satisfied that the interviewers were proficient and comfortable with the procedures.

Three interviewers dropped out before data collection began, and four were dismissed after completing one interview because they were not proficient at following the interviewer's instructions throughout the couple's discussions. Three other interviewers were hired and trained after the data collection began; thus, a total of seven interviewers, four females and three males, gathered the data. The data collection occurred from February, 1984, to May, 1985. All of the interviewers were paid \$20 per interview and were reimbursed for mileage traveling to and from interviews. All of the interviewers carried a letter of introduction and wore nametags so that the couples would

be comfortable admitting a stranger into their homes. Each couple knew the name of their interviewer ahead of time, and the interviewer telephoned one hour before the interview was scheduled to confirm and to get additional directions to the couple's home.

Initial contact with the couples was made by letter (see Appendix D) asking them to participate in a family decision-making research project. Respondents were telephoned within one week of receiving the letter by an experienced research assistant (see Appendix E for the telephone script). If the criteria for participation were met, and both the husband and wife agreed to participate, an appointment was made for a trained interviewer to go to the couple's home for an interview.

All questionnaires were completed by the husband and wife separately. Whenever possible the couple was asked to complete questionnaires in different rooms, or at least at opposite ends of the same room under the supervision of the interviewer to insure responses uncontaminated by those of the spouse. After the first questionnaire (which contained the context measures) was completed, the interviewer began the audiotaped segment of the couple's joint decision-making. There were five episodes reconstructed by the couple, one at a time: decisions about household chores, wife's own

activities, money, companionship, and children. The selection of these areas was made from reports by respondents in large-scale surveys (including Blood & Wolfe, 1960) as being the areas of most frequent husband-wife disagreement. There may be a gender bias in these five areas because most of the surveys tended to use female respondents only. Appendix I contains a list of specific issues chosen by the respondents to recount in each of the three categories (wife's own activities, money, and companionship) used in this study.

The interviewer started the audiotaped segment by giving a brief description of decision making and an overview for reconstructing an interaction episode. The instructions emphasized the acceptability of conflict of interest between partners in marriage and the need for accuracy and completeness in reporting. The lead-in question for each of the five issues asked the couple to think about the one thing that gave them the most problems in a specific area or what they found themselves talking about most often. Then the interviewer asked which partner usually brought up the topic for discussion and when the last discussion occurred. (If the spouses could not agree on who brought up the topic, the interviewer was instructed to turn to the wife to begin the conversation.) The

interviewer then turned to the initiator of the discussion and asked what he or she said to bring up the topic. The interviewer probed for details regarding the initiator's position, offer being made, or change requested; what the initiator said to explain his or her position or help the partner see his or her point of view; and, the initiator's use of influence strategies to move the other person to his or her point of view. When the interviewer was satisfied that the initiator had completed his or her turn, the interviewer then directed his or her attention to the other partner and repeated the unit to elicit the partner's response. The other was also asked if what the initiator said was accurate, and was there anything that he or she wanted to add. The turn-taking units continued until the couple had exhausted their recollection of the decision-making episode and reached either an agreement or an impasse.

The interviewer then brought out Card 1 and Card 2 to ask the couple about their degree of agreement at the end of the discussion and about the degree of accuracy they attributed to their recollection. Card 1 and Card 2 were index cards on which were printed a continuum with a range of 1 to 10 in whole-number increments. The respondents had to state a number to the interviewer from each card.

A short self-administered questionnaire was given to the respondents after each decision-making episode. This questionnaire measured the individual's justification strategies and his or her perception of the outcome of the prior discussion. After all five episodes were finished, each respondent filled out an Epilogue Questionnaire regarding their perception of the discussions that just took place.

Measures

The instruments (see Appendix F) for the larger research project consisted of a Confidential Questionnaire, Interviewer's Script for the audiotaped interview, Card 1 and Card 2, Outcome Questionnaire for each episode discussed during the interview, and an Epilogue Questionnaire. Only parts of the Confidential Questionnaire and the audiotaped interview data were used in this study because they contain the context variables and bargaining mode data; the other instruments measured either strategies used or outcome variables. The Confidential Questionnaire was printed on white paper for the husbands and on yellow paper for the wives.

Bargaining mode was originally intended to have been measured from the couples' account of a prior decision-making episode in each of five categories: household

chores, wife's own activities, money, companionship, and children. Although the couples recounted episodes for five categories, only three episodes were coded for each couple: a wife's own activities, money, and companionship. The decision to code only three categories was made as a result of financial constraints. There were couples who would or could not, even with substantial probing by the interviewer, recount decisions in one or two of the three episodes used for scoring bargaining mode. Therefore, the sample sizes for the three areas used are different. One hundred sixty-three couples recounted a decision concerning wife's own activities; 182 recounted a money issue; and, 167 recounted an issue about companionship. Context variables for the respondents were matched to respondents' bargaining mode scores for the analyses.

The operational definition and measure of bargaining mode was a subjective assessment based on the conceptual definitions indicated by Pruitt (1981). (See Appendix H for coding manual used for the audiotapes.) In order to make the decision about shift from original position the coder read the transcript and listened to the audiotape for a change in the substantive point between the beginning and the end of each episode (see Appendix G for a transcript). Each episode was coded for three process variables:

communication style, process power, and bargaining mode, in that order.

The coding of communication style and process power helped the coder decide on bargaining mode. Each statement made by respondents was given a communication style code. For example, if respondents used a coercive communication style, the coder was cued that the respondent was competitive. Then, each episode was divided into units or bounded sequences of verbal interaction to determine process power. A sequence consisted of Initiator's request and Other's response. The four choices for response to the request were "yes," "no," "yes, but," and "no, but." "No" reactions were indicative again of competition in bargaining; i.e., no shift from original position. A "yes, but" response could be indicative of compromise or problem-solving depending upon the introduction of a novel component. Each response does not directly correspond to one of the definitions of bargaining mode; responses to initiator's request just helped the coder clarify shift from original position so that she could then determine degree of shift for placing the respondent in one of the bargaining modes. Each husband and each wife received a bargaining mode code for each episode. Further, the partners in the same dyad did not always receive the same

code. Each individual was coded separately. The coding was done by a female family studies doctoral student who was unaware of the context variables and research questions. A subsample of 10% was coded for reliability check. The interrater reliability (Pearson correlation) for bargaining mode was .96 for the husbands and .94 for the wives. The reliability coding was done by a female research assistant who holds a bachelor's degree in sociology. She was also unaware of the context variables and research questions. The following examples from the transcripts demonstrate how these judgments were made.

Recall that competition means that there was no shift from original position. In one case the substantive point brought up by the husband was that he thought his wife should pursue training for a job. The wife did not want to do that at the time of the interview because she was busy with the care of their child. She did not make a shift in this position throughout the discussion. Therefore, she was coded as competitive. The discussion of the issue was dropped when the wife said that supervision of their child was more important to her at that time than pursuing training. He was coded competitive because there was no shift in either respondent's position by the end of the episode.

Recall that compensation indicates that one partner did not retreat from a preferred action or demand, but offered to compensate the other's compliance by providing the other with something he or she wants in another area. Respondents were coded as demonstrating compensation when there was a clear trade-off that resulted in a change from the original substantive point. For example, a husband and wife agreed that he could make the final choice between two cars they were considering for purchase if she could make the choice between two places for their annual vacation.

Compromise indicates that partners changed their original position according to the demands previously endorsed by the other. In one case, amount of time the couple spends together was the issue. The wife wanted them to spend more time together; she thought her husband spent too much time with his male friends. They both made concessions in this case. The wife was willing to go when her husband invited her along, and he was willing to spend a little bit less time with his friends. They were coded as compromisers. There were cases in which one spouse compromised but the other did not.

When problem-solving, partners retreated from their initial positions and their solution entailed some novel component not previously considered by either partner. One

couple recounted a discussion about how to increase their income. The husband wanted his wife to go to work full-time so that they could have enough money to buy some luxury items. The wife wanted to work, but they both agreed that the timing for her was not good because of her pregnancy. They both presented solutions that had not been considered previously. The wife suggested revising their budget temporarily, and the husband suggested that he take a part-time job temporarily. Both respondents were coded as problem-solvers. Bargaining mode turned out not to be normally distributed in this study. About 70% of the individuals were coded as competitive and the other 30% were distributed over the other three modes. Therefore, prior to data analysis, the decision was made to combine respondents in the compensation, compromise and problem-solving categories into one category called cooperative. The result was a dichotomous bargaining variable-- competitive versus cooperative. The cooperative category reflects Pruitt's underlying notion of change from original position. From this point bargaining mode refers to competitive mode or cooperative mode.

Partnership status was operationally defined as consisting of relative income and gender role preferences scores. These two variables were used because the concept

of partnership status was buiot on provision in the family and becuae gender role preferences distinguish the statuses. Before explaining how partnership status was computed, an explanation of the gender role preferences measures is needed.

Measures of the gender role preference construct/ continuum were borrowed from Scanzoni and Szinovacz (1980) who suggest that this broad construct may be assessed by any number of more specific concepts. For example, they suggest four measures of each of the roles found in dual-adult households--wife, husband, mother, father. These specific measures tend to be intercorrelated, but not so strongly as to compel us to believe each is tapping the identical aspect of the underlying construct of traditionalism/modernity. These four dimensions were retained as separate measures of gender role preferences. Each dimension was measured with a Likert-type scale. Higher scores indicated less traditionalism. Saunders and Robins (in press) found a correlation of .77 between the 24 items of the gender role preference dimensions and a reworded version (Atkinson & Huston, 1984) of Spence and Helmreich's (1978) Attitudes Toward Women Scale. In their study the internal consistency reliability coefficient for the gender role preferences scales was .92 (Saunders &

Robins, in press). In this study the internal consistency reliability coefficient was .93.

Partnership status was computed in this way: first, a ratio of wife's income over wife's plus husband's income (total reported income for the household) was computed. Second, z scores were computed for each income ratio. Third, husband's total score on the gender role preference scales and wife's total on the gender role preference scales were computed and changed to z scores. Finally, the z score for relative income ratio, z score for husband's gender role preferences, and z score for wife's gender role preferences were added. The higher the sum of the three z scores, the more egalitarian were the husband and wife in partnership status.

Locus of control. The dimensions of locus of marital control are in self, in fate, and in one's spouse. The Likert-type measures of these dimensions were taken from the work of Levenson (1974), and of Walkey (1979) who subsequently validated them. Each item on the three scales was measured by asking the participant "how true" each item is on a scale of zero ("not true at all") to six ("very true"). High scores indicated stronger locus of control in self, in spouse, and in regard to fate.

Degree of religious devoutness. The measure of religious devoutness was taken via a Guttman-type scale

borrowed from Connecticut Mutual (1981). Participants were asked "how often" they did a certain activity or had a particular religious feeling. Authors of the Connecticut Mutual (1981) study reported that their measure of devoutness turned out (for their national sample) to be their single strongest predictor in accounting for variation over a wide range of values, norms, and behaviors pertaining to family and children. This scale was scored in the present study as if it were a Likert-type scale so that the higher the score, the more religiously devout was the respondent.

Degree of love and caring. The measure of love and caring was taken from Rubin (1970) and further adapted by Steck et al. (1982). This scale was also a Likert-type. Each item was assessed by the respondent on a scale from zero to six--"very true" to "not true at all." High scores indicated a greater degree of love and caring for the spouse.

Perceptions of spouse's behavior during past conflict. The measure of perception of spouse's manner of coping with conflict and the outcome of conflict was taken from Rands et al. (1981). It is a Likert-type scale. Each item is measured on a scale from zero to six--describes spouse "very well" to "not at all." High scores indicated a

positive perception of spouse's behavior during past conflict.

Marital commitment. The measure of marital commitment was taken from Spanier's (1976) Dyadic Adjustment Scale. Respondents were asked to make a single choice from an array of items regarding how they felt about the future of their relationship with their spouse. The higher the score the greater the degree of marital commitment. Since only one choice was made no alpha could be computed, but Spanier reports a correlation of .94 between the commitment scale and the entire Dyadic Adjustment Scale.

The alpha coefficients of reliability for each indicator appear in Table 2 along with their means and standard deviations. Table 2 shows the reliability figures for the husbands and wives separately. The actual scales are in Appendix F.

Hypotheses

The general proposition guiding this research was that bargaining mode in married individuals was related to how they arrange their marriages. Differences in bargaining mode may be explained by looking at context variables representing tangible and intangible resources because context variables affect the process of joint decision-making (Scanzoni & Szinovacz, 1980). The context variables

Table 2

Reliability Coefficients (Alpha), Means, Standard
Deviations and Ranges for Measures

	Alpha	Mean		Standard Deviation		Range
		Men Women (N = 188)		Men	Women	
Gender Role Preferences	.93					
Mother Role	.84	14.24	15.68	4.67	4.90	0-27
Husband Role	.67	13.29	14.15	2.72	2.92	6-20
Wife Role	.77	14.45	14.61	3.25	3.67	0-20
Father Role	.85	14.53	17.18	4.68	5.12	2-28
Commitment	*	.78	1.05	.67	.74	0- 6
Conflict	.84	36.09	37.57	10.85	10.90	6-60
Locus of Control						
In Spouse	.65	10.65	8.89	5.67	5.78	0-30
In Self	.62	17.44	19.11	5.28	4.74	0-30
In Fate	.65	4.52	4.80	4.25	4.17	0-22
Love/Caring	.90	63.15	62.05	9.32	10.62	12-72
Religious Devoutness	.94	14.09	17.38	6.49	7.74	0-32

*Alpha not calculable; single item.

Table 2 (cont'd)

Reliability on Measures for Husbands and Wives

	Alpha	
	Husbands (N = 188)	Wives (N = 188)
Mother Role	.75	.76
Husband Role	.52	.60
Wife Role	.73	.75
Father Role	.79	.82
Commitment	*	*
Conflict	.87	.85
Locus of Control		
In Self	.70	.67
In Spouse	.69	.74
In Fate	.76	.65
Love/Caring	.89	.90
Religious Devoutness	.90	.90

*Alpha not calculable; single item.

were partnership status, which was used to represent three contemporary marriage patterns, education, locus of control of one's marriage (self, spouse, and fate), degree of marital love and caring, degree of religious devoutness, marital commitment, and perceptions of past conflict behavior. Therefore, the following hypotheses were tested. The hypotheses were not specified for each decision-making episode separately; they were developed to apply to bargaining mode in general because the distribution of and consistency of bargaining mode across episodes were unknown at the time these hypotheses were chosen.

Hypothesis 1.0 The more egalitarian is the partnership status of the couple

1.1 the more wives demonstrate the cooperative bargaining mode.

1.2 the more husbands demonstrate the cooperative bargaining mode.

This set of hypotheses was consistent with the primary purpose of this research which was to see if marital partnerships and bargaining mode were related. This relationship was suggested by previous work on the relationship of tangible and intangible resources to decision-making processes and previous theoretical discussion of the partnership status typology.

Hypothesis 2.0 The higher the level of education
2.1 the more wives demonstrate the
cooperative bargaining mode.

2.2 the more husbands demonstrate the
cooperative bargaining mode.

Level of education is related to gender role preferences and marital commitment. It is a tangible resource that was expected to be related to bargaining mode because, in general, the better one is educated, the greater the chance that one reasons more thoroughly, is more aware of options available for solutions to problems, and the more liberal one may be in considering alternatives.

Hypothesis 3.0 The higher the locus of control in self
3.1 the more wives demonstrate the
cooperative bargaining mode.

3.2 the more husbands demonstrate the
cooperative bargaining mode.

Hypothesis 4.0 The higher the locus of control in
spouse

4.1 the less wives demonstrate the
cooperative bargaining mode.

4.2 the less husbands demonstrate the
cooperative bargaining mode.

Hypothesis 5.0 The higher the locus of control in fate
5.1 the less wives demonstrate the
cooperative bargaining mode.

5.2 the less husbands demonstrate the
cooperative bargaining mode.

There is literature suggesting that self-esteem might be higher among equal partners than among junior/senior partners, and among junior/senior partners than among complements (Scanzoni, 1978). Rubin and Brown (1975) recommend the use of locus of control rather than self-esteem, so the relationship of locus of marital control to bargaining mode was examined. The literature suggests that those individuals with high locus of control in self are interested in maximization of their own gain. The direction of the hypothesis about locus of control in self and bargaining mode came from a hunch that those interested in maximization of their own gains are more likely to think of novel solutions to conflicts in order to get what they want. The direction of the hypotheses about locus of control in spouse and in fate reflects an idea that these individuals may not think of novel components in resolving conflicts or making decisions, or that they may show a lesser degree of cooperation (such as compromise rather than problem-solving) resulting from their perceptions that their spouses and/or

fate have control in their marriages. Recall that previous research indicates that individuals with external locus of control are sensitive to cues from others. For example, they are more likely to be cooperative if they perceive cooperativeness from the partner.

Hypothesis 6.0 The higher the degree of marital love and caring

6.1 the more wives demonstrate the cooperative bargaining mode.

6.2 the more husbands demonstrate the cooperative bargaining mode.

Strauss (1978) and Scanzoni and Polonko (1980) posited that there are relationships between degree of marital love and caring and negotiation processes. Scanzoni and Szinovacz (1980) hypothesized that degree of mutual love and caring may predict the ease or difficulty with which conflicts are resolved. The direction of this set of hypotheses indicates that partners are more likely to engage in cooperative bargaining mode when the degree of love and caring is high; that is, the awareness and investment of feelings of love and caring for the partner may stimulate an interest in problem-solving because of the investment.

Hypothesis 7.0 The higher the marital commitment
7.1 the more wives demonstrate the
cooperative bargaining mode.

7.2 the more husbands demonstrate the
cooperative bargaining mode.

There is a need for more work on the relationship of marital commitment to negotiation processes (McDonald, 1980). In this case the relationship is of marital commitment to cooperation in bargaining. The positive direction of this relationship came from the conceptual idea that high marital commitment reflects a willingness to continue working at the marital relationship which suggests that partners may try to exhibit maximum cooperation in bargaining situations, that partners will explore many solutions in order to achieve consensus. It was also suggested by Waller's principle of least interest; the partner who was least committed to the marriage may be the more competitive of the two in bargaining because she/he has the least to lose.

Hypothesis 8.0 The higher the degree of religious
devoutness

8.1 the less wives demonstrate the
cooperative bargaining mode.

8.2 the less husbands demonstrate the
cooperative bargaining mode.

There is virtually no literature on the relationship of degree of religious devoutness to negotiation processes. These hypotheses were tested as a beginning exploration into the relationship of religious devoutness to bargaining mode. The direction of the relationship in this hypothesis came from an indication that highly religious people may get their information about marital roles from religious teachings. This information is frequently traditional; and, it may contribute toward dichotomous or limited thinking about solutions to problems, especially if the rules of one's religion are strict. Testing this hypothesis was supported by extending the authors' of the Connecticut Mutual (1981) study conclusion that degree of religious devoutness profoundly affects American family life.

Hypothesis 9.0 The more positive the perception of spouse during past conflict behavior

9.1 the more wives demonstrate the cooperative bargaining mode.

9.2 the more husbands demonstrate the cooperative bargaining mode.

There is theoretical and empirical evidence which indicates that perceptions of past conflict should be included when examining bargaining mode. The direction of these hypotheses is based on the assumption that positive

perceptions of past decision-making will influence an individual's interest in finding solutions which maximize the gains for both partners when consensus is achieved.

Data Analyses

First, the consistency of bargaining mode was tested by correlating the episode codes. The correlations of females' bargaining mode between wife's own activities, money and companionship were all under .10 and not statistically significant. The correlations of males' bargaining mode between wife's own activities and money and money and companionship were under .05 and not statistically significant. The correlation of males' bargaining mode between wife's own activities and companionship was .16 and was statistically significant at $p = .03$. On the basis of this information the bargaining mode data were treated as separate scores for wife's own activities, money, and companionship. The scores were not combined across episodes. This meant that all findings had to be interpreted for each decision-making episode separately; for example, what was found for wife's own activities applied only to the range of issues discussed concerning wife's own activities, not money and not companionship issues. Further, the bargaining data were obtained one time from these respondents. Therefore, the findings were

interpreted for these respondents bargaining about that one particular issue in each decision-making episode. The lack of consistency of bargaining mode and the differential findings within each issue suggest that the issue may make a difference; repeated measures are needed to confirm that.

All statistical procedures were performed on three separate groups. Recall that not all of the couples recounted an issue in each of the categories, so the number of respondents in each category was different.

Examining husbands' and wives' bargaining mode was accomplished through testing the hypotheses explained in the previous section. The unit of analysis for all statistical procedures was the individual. The issue of individual versus couple as the unit of analysis appropriate for studying joint decision-making is as yet unsettled in the literature (Thompson & Walker, 1982). Since this was an exploratory study of bargaining mode and there is no research on bargaining between marital partners in natural settings, and the husbands and wives were coded separately, it was appropriate to use the individual as the unit of analysis for this study.

The statistical procedures used to test the hypotheses were first, hierarchical and second, stepwise multiple discriminant analysis. These procedures were selected on

the basis of the research design, type of data, and research questions. The dependent variable, bargaining mode was categorical. Discriminant analysis was selected for its ability to predict group membership on the basis of a variety of predictor variables. In this study the groups were competitive or cooperative bargainers and the predictor variables were the context measures.

The hierarchical discriminant analysis was performed with partnership status forced in at the first step followed by the other context variables (not forced) in succeeding steps. This was done to test the ability of partnership status alone to discriminate competitive from cooperative husbands, and to discriminate competitive from cooperative wives on the three decision-making issues.

In the stepwise discriminant analysis the three variables (husband's gender role preferences, wife's gender role preferences and relative income) comprising the partnership status index were entered separately as raw scores rather than as summed z scores. The four role scales of the gender role preferences (wife, mother, husband, and father) were separately made available for entry along with relative income and the other predictor variables. The gender role preferences scales were entered separately even though they were highly correlated because each measure may

be tapping the underlying construct of traditionalism/egalitarianism in a different way. It could be argued that each role taps a different degree of resistance to sociocultural change. It has been suggested (Scanzoni & Arnett, 1987) that women have probably continued to move beyond most men by wanting changes in men's roles to a larger degree than ever before. This possibility was suggested by, for example, the mean score for wives with regard to the father role, as displayed in Table 2. It was the highest of any of the eight role scores shown. Therefore, since this was an exploratory study, it was useful to retain these role dimensions as separate measures in order to discover if one or another discriminated the two bargaining modes.

The discriminant analyses were interpreted in light of the strength, direction and significance of the variables discriminating the two groups and the significance of the Wilks' Lambda for each equation. The standardized discriminant function coefficients indicated the strength of the various predictors in discriminating the two groups; the pooled within-groups correlations provided information about the direction of the relationship between the predictor variable and being competitive or cooperative in bargaining (please note that the relationships are

interpreted in relation to being cooperative); the significance of the equivalent F for each variable in the equation was used to confirm or reject the hypotheses; and the significance of the Wilks' Lambda provided information about the ability of this set of variables to discriminate competitive from cooperative bargainers. The overall measure of success at correctly classifying the respondents into the two groups was indicated by the classification results, particularly the hit ratio. In reading the classification results note that the sum of the numbers in the first row yields the actual total number of respondents classified as competitive. The sum of the numbers in the third row yields the actual number of respondents classified as cooperative. The percentages are more meaningful than the raw numbers; the percentages on the diagonal reflect the correct classification in each group. The hit ratio is for overall correct classification. The prior probabilities for classification were 50-50 for all analyses. This was done because adjusting the probabilities to reflect what was known about the distribution led to more incorrect classification of the cooperative group which was the smaller of the two groups to begin with. Given the fact that the coding scheme was weighted toward the competitive end, that it is not known whether the respondents'

bargaining behavior reflects the behavior in the general population, and that the costs of misclassification in terms of application of the findings were not high using prior probabilities of 50-50 was indicated.

CHAPTER IV

RESULTS

There are 12 tables summarizing the results of the hierarchical and stepwise discriminant analyses of husbands' and wives' bargaining, 4 for each of the three decision-making episodes. The first 2 tables in each category show the results of the hierarchical discriminant analyses (in which partnership status was forced in the first step) for husbands and wives, respectively, followed by 2 tables showing the results of the stepwise discriminant analyses for husbands and wives. The final table (Table 15) summarizes the information in the preceding 12 tables so that the results can be more easily compared and contrasted for husbands and wives across the three different decision-making episodes.

Wife's Own Activities

Partnership status alone did not significantly discriminate husbands or wives as competitive or cooperative bargainers when discussing wife's own activities. The other predictor variables that entered the equation for husbands (see Table 3) were locus of control in self and religious devoutness. Locus of control in self was significant at $p < .10$. It was a strong predictor variable

Table 3

Husbands' Bargaining About Wife's Own Activities
Hierarchical Discriminant Analysis
(N = 163)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Partnership Status	.60	-.38	.88 (1,161)	.35
Locus of Control In Self	.73	-.81	2.34 (2,160)	.10
Religious Devoutness	.52	-.34	1.96 (3,159)	.12

Wilks' Lambda = .96, $p < .12$

Classification Results

Predicted Group Membership	
(1)	(2)
89	43
67.4%	32.65
14	17
45.2%	54.8%

Percent of grouped cases correctly classified: 65.03

discriminating the two groups and was highly correlated with the discriminant function score. The higher the husband's locus of control in self the less cooperative he was when bargaining about wife's own activities.

The variables which entered for the wives (see Table 4) were education and marital commitment, but these did not significantly discriminate the two groups. Partnership status did not significantly relate to bargaining mode.

The results of the stepwise discriminant analysis of husbands' bargaining about wife's own activities indicated that locus of control in self, the preferences for the roles of husband, father, and wife, and locus of control in fate significantly discriminated competitive bargainers from cooperative bargainers (see Table 5). The Wilks' Lambda for the equation was statistically significant at $p < .05$, indicating that this set of context factors did discriminate between competitive and cooperative bargainers when discussing an issue concerning the wife's own activities. The standard discriminant function coefficients indicated that the preferences for the role of husband and locus of control in fate acted as suppressor variables in the equation, but the magnitude of the weighting on preferences for the role of husband and the significance of both variables indicated that their inclusion improved

Table 4

Wives' Bargaining About Wife's Own Activities
Hierarchical Discriminant Analysis
(N = 163)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Partnership Status	.47	-.50	.76 (1,161)	.39
Commitment	-.61	.49	1.00 (2,160)	.37
Education	.62	-.76	1.01 (3,159)	.39

Wilks' Lambda = .98, $p < .39$

Classification Results

Predicted Group Membership	
(1)	(2)
69	53
56.6%	43.4%
19	22
46.3%	53.7%

Percent of grouped cases correctly classified: 55.83

Table 5

Husbands' Bargaining About Wife's Own Activities
Stepwise Discriminant Analysis
(N = 163)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Locus of Control In Self	.52	.54	3.96 (1,161)	.05
Role of Husband	-1.15	-.40	2.78 (2,160)	.07
Role of Father	.66	.07	3.07 (3,159)	.03
Role of Wife	.53	.21	2.87 (4,158)	.02
Locus of Control In Fate	-.39	-.24	2.66 (5,157)	.02

Wilks' Lambda = .92, $p < .02$

Classification Results

Predicted Group Membership	
(1)	(2)
88	44
66.7%	33.3%
11	20
35.5%	64.5%

Percent of grouped cases correctly classified: 66.26

the ability of this group of predictor variables to discriminate the two groups of bargainers when they were talking about an issue concerning wife's own activities. The preferences for the role of husband were particularly strong, followed by preferences for the role of father, preferences for the role of wife, locus of control in self, and locus of control in fate. Note that the significance of locus of control in self improved as compared to the equation where partnership status was forced in the first step. The pooled within-groups correlations indicated a positive relationship between locus of control in self and competitiveness. That is, the higher the locus of control in self, the less cooperative the bargainer. The more egalitarian the husband was about preferences for role of husband, the more cooperative he was when bargaining about wife's own activities. The pooled within-groups correlations for the other predictor variables were too low to specify the direction of the relationship between them and the bargaining modes.

The classification results indicated that about two-thirds of the sample were correctly classified as either competitive or cooperative. The hit ratio showed that overall correct classification occurred 66.26% of the time, which is somewhat better than chance.

The results of the stepwise discriminant analysis for wives' bargaining about wife's own activities showed that the preferences for the role of wife significantly discriminated competitive from cooperative bargainers (see Table 6). Commitment was also included in the equation, but was not statistically significant. The Wilks' Lambda for the equation was not statistically significant at $p < .05$. The pooled within-groups correlation showed a high positive (.81) relationship between preferences for the role of wife and being cooperative when bargaining about wife's own activities indicating that the more egalitarian wives were about preferences for the role of wife the more likely they were to be cooperative in bargaining.

The classification results indicated that competitive bargainers had only a slightly better than chance correct classification while the correct classification of respondents as cooperative was improved somewhat over chance. The hit ratio of overall correct classification was 57.06%.

In summary, partnership status did not discriminate the two groups of bargainers when husbands or wives were discussing an issue concerning the wife's own activities. The stepwise discriminant analysis revealed that locus of

Table 6

Wives' Bargaining About Wife's Own Activities
Stepwise Discriminant Analysis
(N = 163)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Grouped Corr.	Eqv. F	Sig. Level
Role of Wife	.92	.81	2.69 (1,161)	.10
Commitment	-.59	-.42	2.03 (2,160)	.13

Wilks' Lambda = .98, $p < .13$

Classification Results

Predicted Group Membership	
(1)	(2)
67	55
54.9%	45.1%
15	26
36.6%	63.4%

Percent of grouped cases correctly classified: 57.06

control in self, preferences for the role of father, wife, and husband, and locus of control in self were the context factors which discriminated competitive from cooperative husbands. Preferences for the role of wife was the single context factor that discriminated competitive from cooperative wives. For husbands, having egalitarian preferences for the role of husband, and for wives, having egalitarian preferences for the role of wife were related to being cooperative in bargaining about wife's own activities. However, the correlation between being high in locus of control in self and low in cooperativeness was stronger than the finding regarding husband's preferences for the role of husband.

Money

In the hierarchical discriminant function analysis of husbands' bargaining about money, partnership status was forced in alone and was followed by locus of control in fate (see Table 7). These predictors did not significantly discriminate competitive or cooperative bargainers. The Wilks' Lambda for the overall equation was not statistically significant. As was expected, overall correct classification of competitive or cooperative bargainers took place very close to the chance level, although

Table 7

Husbands' Bargaining About Money
Hierarchical Discriminant Analysis
(N = 182)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Partnership Status	.30	.37	.44 (1,180)	.51
Locus of Control In Fate	.93	.95	1.56 (2,179)	.21

Wilks' Lambda = .98, $p < .21$

Classification Results

Predicted Group Membership	
(1)	(2)
74	75
49.7%	50.3%
11	22
33.3%	66.7%

Percent of grouped cases correctly classified: 52.75

two-thirds of the cooperative bargainers were correctly classified.

The results of the hierarchical analysis for wives bargaining about money were also nonsignificant (see Table 8). No single predictor was a discriminator of competitive or cooperative bargainers nor was the equation for the model statistically significant. There was only a slightly better than chance correct classification of the sample into the two groups although cooperative bargainers were more often correctly classified than competitive bargainers.

The stepwise discriminant analysis results for husbands' bargaining about money showed that locus of control in fate was significant at $p < .10$ (see Table 9). Preferences for the role of mother entered, but was not statistically significant; nor was the Wilks' Lambda for the equation. The pooled within-groups correlation showed a positive relationship between locus of control in fate and competitiveness in bargaining so that those husbands who were high on locus of control in fate were less likely to be cooperative when bargaining with their wives about money matters. The classification of competitive and cooperative bargainers into the two groups was only slightly better than chance for both groups and overall.

Table 8

Wives' Bargaining About Money
Hierarchical Discriminant Analysis
(N = 182)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Partnership Status	-.09	.01	.001 (1,180)	.97
Love/Caring	-.79	-.58	1.09 (2,179)	.34
Locus of Control In Self	.62	.41	1.53 (3,178)	.21
Locus of Control In Spouse	.51	.55	1.52 (4,177)	.20

Wilks' Lambda = .97, $p < .20$

Classification Results

Predicted Group Membership	
(1)	(2)
76	59
56.3%	43.7%
17	30
36.2%	63.8%

Percent of grouped cases correctly classified: 58.24

Table 9

Husbands' Bargaining About Money
Stepwise Discriminant Analysis
(N = 182)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Locus of Control In Fate	.79	-.85	2.85 (1,180)	.09
Role of Mother	.53	-.62	1.95 (2,179)	.15

Wilks' Lambda = .98, $p < .15$

Classification Results

Predicted Group Membership	
(1)	(2)
85	64
57.0%	43.0%
14	19
42.4%	57.6%

Percent of grouped cases correctly classified: 57.14

However, the results of the stepwise discriminant analysis for wives bargaining about money showed that the predictor variables degree of love and caring for the spouse, locus of control in self, preferences for the role of father, and religious devoutness taken together significantly discriminated competitive from cooperative bargainers (see Table 10). The Wilks' Lambda was significant at $p < .06$. Preferences for the role of father was the strongest predictor followed by feelings of love and caring for the spouse, locus of control in self, and religious devoutness. The low pooled within-groups correlations suggest that egalitarian preferences for the role of father and high religious devoutness were positively correlated with cooperative bargaining.

Overall, the respondents were correctly classified as competitive or cooperative slightly less than two-thirds of the time. The correct classification of cooperative bargainers occurred more frequently than the correct classification of competitive bargainers.

In summary, locus of control in fate discriminated the competitive and cooperative husbands' bargaining about a money matter. Preferences for the role of father, degree of religious devoutness, degree of love and caring for the spouse, and locus of control in self taken together

Table 10

Wives' Bargaining About Money
Stepwise Discriminant Analysis
(N = 182)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F.	Sig. Level
Love/Caring	.60	.47	2.11 (1,180)	.15
Locus of Control In Self	-.58	-.34	2.18 (2,179)	.12
Role of Father	.80	.39	2.36 (3,178)	.07
Religious Devoutness	.56	.37	2.32 (4,177)	.06

Wilks' Lambda = .95, $p < .06$

Classification Results

Predicted Group Membership	
(1)	(2)
80	55
59.3%	40.7%
16	31
34.0%	66.0%

Percent of grouped cases correctly classified: 60.99

discriminated the competitive and cooperative wives bargaining about money matters.

Companionship

Table 11 shows that a model of husbands' bargaining about companionship wherein partnership status was forced in at the first step of the hierarchical discriminant analysis was statistically significant. The Wilks' Lambda for the equation was significant at .01; but partnership status alone was not a statistically significant discriminator. The predictor variables included in the equation after partnership status were perceptions of spouse's behavior during past conflict situations, locus of control in spouse (the strongest predictor), education, and locus of control in fate. Partnership status and locus of control in fate were suppressor variables in this model, but the significance of the F for locus of control in fate should not be ignored. The pooled within-groups correlations indicated that the more positive the perception of the spouse's past behavior during conflict, the higher the locus of control in spouse, the higher the educational level, and the lower the locus of control in fate, the more cooperative the husbands were likely to be when bargaining about a companionship issue.

Table 11

Husbands' Bargaining About Companionship
Hierarchical Discriminant Analysis
(N = 167)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Partnership Status	-.27	-.26	1.03 (1,165)	.31
Conflict	.66	.56	2.91 (2,164)	.06
Locus of Control In Spouse	.68	.40	3.69 (3,163)	.01
Education	.37	.43	3.49 (4,162)	.009
Locus of Control In Fate	-.35	-.39	3.07 (5,161)	.01

Wilks' Lambda = .91, $p < .01$

Classification Results

Predicted Group Membership	
(1)	(2)
83	40
67.5%	32.5%
16	28
36.4%	63.6%

Percent of grouped cases correctly classified: 66.47

The respondents were correctly classified about two-thirds of the time, although the competitive bargainers were more often correctly classified than the cooperative bargainers. The percentages were 67.5 and 63.6, respectively.

The results of the hierarchical discriminant analysis for wives' bargaining about companionship showed a Wilks' Lambda statistically significant at .07 (see Table 12). Partnership status alone was not significant as a discriminator. All of the pooled within-groups correlations were low. Since the stepwise discriminant analysis provided results significant at .03, more detail will be provided about them after a description of the results of the stepwise discriminant analysis of husbands' bargaining about companionship. Table 13 shows these results.

The Wilks' Lambda for the equation was significant at .004. The predictor variables (in descending order of strength as discriminators) were perceptions of spouse's behavior during past conflict situations, locus of control in spouse, and educational level. Locus of control in fate and preferences for the role of husband had negative standard discriminant function coefficients that were close in magnitude to educational level, and both were significant; their inclusion sharpened the discriminatory ability of the

Table 12

Wives' Bargaining About Companionship
Hierarchical Discriminant Analysis
(N = 167)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Partnership Status	-.02	-.09	.089 (1,165)	.77
Locus of Control In Fate	.94	.64	2.26 (2,164)	.11
Locus of Control In Self	.57	.36	2.30 (3,163)	.08
Locus of Control In Spouse	-.47	-.16	2.24 (4,162)	.07
Religious Devoutness	.46	.25	2.10 (5,161)	.07

Wilks' Lambda = .94, $p < .07$

Classification Results

Predicted Group Membership	
(1)	(2)
70	40
63.6%	36.4%
21	36
36.8%	63.2%

Percent of grouped cases correctly classified: 63.47

Table 13

Husbands' Bargaining About Companionship
Stepwise Discriminant Analysis
(N = 167)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Conflict	.65	.52	4.85 (1,165)	.03
Locus of Control In Spouse	.62	.37	5.21 (2,164)	.01
Locus of Control In Fate	-.42	-.36	4.39 (3,163)	.01
Role of Husband	-.48	-.26	3.84 (4,162)	.01
Education	.40	.40	3.56 (5,161)	.00

Wilks' Lambda = .90, $p < .004$

Classification Results

Predicted Group Membership	
(1)	(2)
84	39
68.3%	31.7%
17	27
38.6%	61.4%

Percent of grouped cases correctly classified: 66.47

equation. All of these variables also separately discriminated husbands who were competitive from husbands who were cooperative during bargaining about a companionship issue.

The pooled within-groups correlations indicated that the more positive the perception of the spouse's behavior during conflict, the higher the locus of control in spouse and the lower in fate, and the higher the educational level of the husbands, the more cooperative they were in bargaining about a companionship issue. Competitive bargainers were more often correctly classified than were cooperative bargainers (68.3% versus 61.4%). About two-thirds of the husbands were correctly classified overall.

The results of the stepwise discriminant analysis for wives' bargaining about a companionship issue (see Table 14) showed a statistically significant Wilks' Lambda for the equation. The predictor variables that discriminated competitive from cooperative wives were locus of control in fate, locus of control in spouse, in self, preferences for the roles of mother and father, and religious devoutness. All of the predictor variables were statistically significant discriminators by themselves.

The highest pooled within-groups correlation was for locus of control in fate (.54). This indicated that the

Table 14

Wives' Bargaining About Companionship
Stepwise Discriminant Analysis
(N = 167)

Predictor Variable	Standardized Discriminant Function Coefficient	Pooled Within Groups Corr.	Eqv. F	Sig. Level
Locus of Control In Fate	.75	.54	4.42 (1,165)	.04
Locus of Control In Self	.56	.36	3.35 (2,164)	.04
Religious Devoutness	.38	.21	2.83 (3,163)	.04
Locus of Control In Spouse	-.45	-.13	2.64 (4,162)	.04
Role of Mother	.61	.28	2.42 (5,161)	.04
Role of Father	-.56	-.19	2.43 (6,160)	.03

Wilks' Lambda = .92, $p < .03$

Classification Results

Predicted Group Membership	
(1)	(2)
71	39
64.5%	35.5%
21	36
36.8%	63.2%

Percent of grouped cases correctly classified: 64.07

stronger the wife's locus of control in fate, the more cooperative the wife was in bargaining about a companionship issue. Note that the other correlations were very low.

The hit ratio showed that wives were correctly classified at a better than chance occurrence about two-thirds of the time. Competitive wives were correctly classified at about the same rate as the cooperative wives.

In summary, the equations discriminating competitive and cooperative husbands and competitive and cooperative wives when they were bargaining about a companionship issue were statistically significant, but contained different predictor variables. Locus of control in fate was common to the two, but low locus of control was correlated with cooperativeness in husbands and high locus of control was correlated with cooperativeness in the wives. Preferences for the role of husband discriminated the two groups of husbands, but preferences for the roles of mother and father discriminated the wives. Educational level and past conflict perceptions were significant discriminators of husbands, but did not enter the equation for wives. Religious devoutness was significant for the wives, but did not enter the equation for husbands.

Conclusion

Several context factors discriminated competitive from cooperative husbands and wives when they were bargaining about wife's own activities, money, and companionship issues. The factors discriminating these two bargaining modes were not the same for husbands and wives, nor were they the same within each decision-making episode. (See Table 15 for a synopsis of these results.) For example, the only predictor the husbands and wives had in common when talking about an issue concerning wife's own activities was preferences for the role of wife. They had no predictors in common when discussing a money matter. Locus of control in spouse was a common discriminator of the two bargaining modes for husbands and wives bargaining about a companionship issue, but it was related in different ways for the spouses.

The gender role preference scales were significant discriminators of competitive and cooperative bargainers, but relative income was not. These elements were in the partnership status index which did not, by itself, discriminate the two groups on any of the issues.

Marital commitment and degree of love and caring for the spouse were not, by themselves, significant discriminators of the two groups. These predictors did not very often even enter the discriminant equations.

Table 15

Summary of Discriminant Analyses of Bargaining Mode

	Wife's Own Activities (N = 163)		Money (N = 182)		Companionship (N = 167)	
	Hierarchical	Stepwise	Hierarchical	Stepwise	Hierarchical	Stepwise
Wives		Wife Role (.92)@+		** Father Role (.80)@+	** Locus of Control In Fate (.94)	*** Locus of Control In Fate (.75)\$+
				Religious Devoutness (.56)@+	Locus of Control In Self (.57)@+	Mother Role (.61)\$ Father Role(-.56)\$
				Love/Caring (.60)	Religious Devoutness (.46)@	Locus of Control In Self (.56)\$+
				Locus of Control In Self (-.58)	Locus of Control In Spouse (-.47)@	Religious Devoutness (.38)\$
					Partnership Status (-.02)	Locus of Control In Spouse (-.45)\$
Husbands	Locus of Control In Self (.73)@-	*** Father Role (.66)\$		Locus of Control In Fate (.79)@-	*** Conflict (.66)@+	*** Conflict (.65)\$+
		Wife Role (.53)\$			Locus of Control In Spouse (.68)\$+	Locus of Control In Spouse (.62)\$+
		Locus of Control In Self (.52)\$+			Education (.37)\$+	Education (.40)\$+
		Locus of Control In Fate (-.39)\$			Locus of Control In Fate (-.35)\$-	Locus of Control In Fate (-.42)\$-
		Husband Role (-1.15)\$-			Partnership Status (-.27)	Husband Role (-.48)\$

Standard discriminant function coefficients are in parentheses.

@ Indicates $p < .10$ \$ Indicates $p < .05$ ± Indicates direction of correlation between predictor
and cooperative bargaining mode** Indicates Wilks' Lambda significant at $p < .10$ *** Indicates Wilks' Lambda significant at $p < .05$

Decisions About the Hypotheses

Hypothesis 1.1 and 1.2 were rejected because partnership status did not significantly discriminate the two groups of husbands or wives. However, when wives were bargaining about wife's own activities, it was found that egalitarian preferences for the role of wife were positively correlated with the cooperative bargaining mode. When husbands were bargaining about wife's own activities, egalitarian preferences for the role of husband correlated positively with the cooperative bargaining mode.

Hypothesis 2.1 was rejected. Educational level did not discriminate competitive from cooperative wives when bargaining about any of the three issues. Hypothesis 2.2 was confirmed. High educational level was positively associated with the cooperative bargaining mode in husbands discussing a companionship issue.

Hypotheses 3.1 was confirmed. High locus of control in self was positively associated with cooperativeness in bargaining for wives. Hypothesis 3.2 was rejected. High locus of control in self was associated with competitiveness in husbands.

Hypotheses 4.1 and 4.2 were rejected for wives and husbands. High locus of control in spouse was not associated with competitive bargaining in wives or husbands.

Hypothesis 5.1 was rejected for wives. High locus of control in fate was associated with cooperative bargaining mode for wives. However, Hypothesis 5.2 was confirmed for husbands. High locus of control in fate was associated with being less cooperative.

Hypotheses 6.1 and 6.2 were rejected for wives and husbands. High degree of marital love and caring for the spouse was not associated with cooperative bargaining, although it did enter an equation that significantly discriminated competitive and cooperative wives when they were discussing a money issue.

Hypotheses 7.1 and 7.2 were rejected for wives and husbands. No association between marital commitment and bargaining mode was found.

Hypotheses 8.1 and 8.2 were rejected. Religious devoutness was found to be positively associated with the cooperative bargaining mode for wives when they were discussing an issue concerning money. No association was found for husbands.

Hypothesis 9.1 was rejected. Hypothesis 9.2 was confirmed. Positive perceptions of past conflict were positively associated with husbands' cooperation in bargaining about a companionship issue.

CHAPTER V
DISCUSSION

The major conceptual focus of this research was to examine relationships between contemporary marital patterns and bargaining of husbands and wives during decision-making processes within the context-process-outcome cyclical and developmental model of family decision-making. Partnership status was used to represent contemporary marital patterns and competitive or cooperative bargaining mode was measured for husbands and wives. Using data from 188 husbands and 188 wives married to each other but analyzed as individual-level data, this research examined the ability of a set of context variables to discriminate between competitive and cooperative bargaining mode when the husbands and wives were making a decision about an issue concerned with wife's own activities, money, and companionship. The data were collected via questionnaire and audiotaped interviews which took place in the couples' homes. The context factors were partnership status, gender role preferences, relative income, education, degree of love and caring for the spouse, degree of religious devoutness, locus of control in self, spouse, and fate, marital commitment, and perceptions of the spouse's behavior during past conflict situations. Of

these context factors, preferences for the roles of wife, father, husband, mother, education, locus of control in self, spouse, and fate, perceptions of spouse's behavior during past conflict, and religious devoutness made significant contributions to discriminating competitive versus cooperative bargaining mode in husbands and wives, but not in the same combination. Preferences for the roles of father, wife, and husband, but not mother, locus of control in self, spouse, and fate, education, and perceptions of spouse during past conflict discriminated competitive from cooperative husbands. Preferences for the roles of wife, father, mother, but not husband, religious devoutness, and locus of control in self, spouse, and fate discriminated competitive from cooperative wives. Partnership status, relative income, degree of love and caring for the spouse, and marital commitment did not significantly discriminate these husbands or wives on the two bargaining modes.

Of the 18 hypotheses that were presented, 3 out of 9 were supported for husbands and 1 out of 9 was supported for wives. Support for the hypotheses did not occur in all three of the decision-making episodes; there were different results for each episode. The set of context factors was best able to discriminate the competitive from cooperative

mode when husbands were bargaining about an issue concerning wife's own activities and companionship. Wives were successfully discriminated by this set of predictors when discussing an issue concerning companionship or money.

Since the major focus of this research was on the relationship between marital patterns and bargaining, the interpretation of the findings should start with the predictor variable, partnership status. When the components of partnership status were separately made available for entry, the gender role preference scales were significant discriminators. Empirical support was found for the proposition that traditionalism/egalitarianism about preferences for the roles of husband, father, wife, and mother was related to decision making.

Relative income, the second component of the partnership status index, was not a significant predictor of competitiveness or cooperativeness in bargaining in husbands or wives. The partnership status categories reflecting contemporary marriage types were created and validated using wives' responses to an item assessing economic provider duties and their paid employment status (Scanzoni, 1980). Given that relative income was not a discriminator of bargaining mode, it may be more illuminating to use a measure of wife's paid employment

status such as actual number of hours worked per week along with the gender role preference measures and then explore the relationship between partnership status and bargaining during joint decision-making. It seems from the results of this study that relative tangible resources were not important in joint decision-making whereas actual labor force participation may have yielded different results, especially considering the number of work-related issues discussed by these couples.

It is instructive that marital commitment and degree of love and caring were not often significant discriminators of competitive or cooperative bargaining mode in these husbands or wives. Existing literature since Waller's (1938) description of the principle of least interest suggests that these two factors are related to negotiation processes (Scanzoni & Szinovacz, 1980), but no empirical support was found for this suggestion in this study. This is not to say that love and caring and commitment are not related to negotiation processes; it means that the relationship is still unknown. Perhaps the relationship of love and caring for the spouse and commitment to decision making may be important in distressed couples or in discussion of issues not examined in this study. Applying Spanier's (1976) conclusion (and its converse) that

commitment is enhanced if styles of dealing with disagreements are positive and reinforcing, it may be better to measure the relationship between bargaining and marital commitment as an outcome rather than as a context factor.

Preferences for the roles of wife, father and mother, religious devoutness, and locus of control in self, spouse and fate discriminated the wives as competitive or cooperative across the three decision-making episodes. It is not surprising that preferences for the role of wife should discriminate the wives when they were discussing an issue concerning their own activities. Perhaps the positive relationship between egalitarianism and cooperativeness in bargaining facilitated the process and a positive outcome. Preferences about male roles in the family (father and husband) followed by preferences for the wife role and locus of control in self and fate discriminated the husbands when discussing an issue concerning their wife's own activities. This is not surprising given that many of the discussions concerned activities such as wife's work and education which have the potential for changing the nature of the current family situation through changes in the resources of the family or the balance of power between the two spouses.

One interpretation for the finding that preferences for the father role, degree of love and caring for the spouse, locus of control in self, and religious devoutness discriminated the wives when they were discussing a money issue is that these wives may have a higher authority (not their husbands) in mind regarding money issues. Indeed, there were cases where references to God and the Bible were made in the recounting of these decision-making episodes. Given the findings here and the findings of the Connecticut Mutual (1981) survey, it seems worthwhile to include degree of religious devoutness in studies of family decision-making. The husbands may not have had a higher authority in mind, but their sense of control over fate was related to cooperativeness or competitiveness in bargaining about money. Note that their role as provider (as measured by items on the preferences for the roles of husband and father) did not discriminate the two bargaining modes. Their sense that control in marriage lies in fate or luck was associated with their cooperativeness in discussing a money issue with their wives.

It is instructive that locus of control measures, religious devoutness, and preferences for the parenting roles (mother and father) discriminated the wives when they were talking about a companionship issue. Being an

external with regard to locus of control in marriage was positively related to cooperativeness in bargaining, but being an internal was also positively associated with cooperativeness, although this latter relationship was not as strong as the former one. Competitiveness when bargaining about a companionship issue probably isn't very reinforcing to the desire to be together; all of these factors taken together seem to be characteristics that would facilitate that desire to be together either as a couple or as a family. The same observation seems to fit for the husbands, but they had a different orientation toward companionship than did these wives. It is surprising that perceptions of spouse's behavior in past conflict situations did not discriminate the wives as competitive or cooperative as it did the husbands. It is also surprising that preferences for the parenting roles did not discriminate the husbands.

Evaluation of Theoretical Model

Since this research was part of a continuing elaboration of the social-psychological CPO cyclical and developmental model of decision making, some comment on it will be useful for further development. This research suggests that the theory be modified to more explicitly define the context variables and specify relationships

between and among variables. For example, marital commitment could be used as a context variable or an outcome variable. In this research it was not useful as a predictor variable in discriminating bargaining mode. That could have been due to the lack of variation in responses elicited by the measure; it may have also resulted because strength of commitment may be more affected by bargaining behavior than the other way around. Commitment implies a long-term outlook on the relationship; measuring it as an outcome variable may yield different results. Also, the perceptions of spouse during past conflict and commitment are undoubtedly related. The effects of these two factors as context variables together need to be sorted out. This is one example of what is meant by explicitly defining and specifying relationships between context and process and among context variables.

This model is excellent for organizational purposes; it is an excellent heuristic device. In order to develop it into a theory more causal statements and propositions about the relationship of context, process and outcome are needed. The cyclical and developmental nature of decision making in the mode also needs further development through causal statements and propositions. These would generate ideas for measurement and guide research efforts. For

example, if respondents were asked to recount decision-making issues over several weeks rather than at one time, the cyclical and developmental nature of their decision making may emerge more clearly to the investigator.

Methodological Issues, Strengths, and Limitations

A secondary focus of this research pertained to four methodological issues. (Originally there were three methodological issues; the fourth became more important for discussion as the study progressed.) One concerned developing the partnership status typology using data from husbands and wives rather than from wives only. Second, using the partnership status index to attempt to discriminate bargaining mode was a way of testing its predictive validity. The third methodological issue concerned how bargaining during decision making between intimates in a natural setting is studied. The fourth issue concerned the unit of analysis for the study. Each one will be discussed with strengths and limitations of the study contained within the discussion.

An index of partnership status was successfully developed using data from husbands and wives; however, it proved to have low predictive validity in this study. The index was forced in the first step of six hierarchical multiple discriminant analyses, but was not a significant

discriminator in any of the equations. It was operationally defined as a continuous variable consistent with the underlying conceptualization of contemporary marriage types--equal partners, junior/senior partners, or head/complements--as lying on a continuum from egalitarian to traditional. That is, equal partners are, for example, more egalitarian in their gender role preferences and have a higher relative income ratio than either junior/senior partners and head/complements. The results of this study considered along with Scanzoni's (1980) validation study suggest that operational definitions of partnership status as categorical reflecting the names of the three marriage types may have higher predictive validity than the partnership status index.

The third methodological question concerned the usefulness of this method for studying bargaining in family decision-making. Given the predominance of wife-only data about family decision-making and experimental laboratory findings about bargaining, this method was very useful when compared with the final-say approach. Hill's and Scanzoni's (1982) conclusion about this process-oriented technique was accurate for this study. That is, the substantive results (including what was not found) are encouraging, illustrate that the method has utility, and can be successfully applied

to large, heterogeneous samples. It was possible for coders to classify the husbands and wives according to bargaining mode with a high degree of reliability. Future investigations of bargaining and/or qualitative examinations of the data from this study may provide much more specific information about the bargaining process of husbands and wives if the back-and-forth of the conversations is not lost in such global categorizations as were used in this study.

Pruitt's (1981) classification schema for bargaining mode contains categories which needed to be defined more clearly so that anyone familiar with the classification can pick up a transcript and understand why the husbands and wives were coded as they were. The competitive category was the most confusing for those cases where one spouse was unable to make a shift in position because the other spouse refused to discuss the issue or refused to make a shift in position. With the present definitions and only one example of the couple's decision-making about the issue at hand, the coder was forced to classify the first spouse as competitive because his or her behavior did not fit the definitions of the other categories. There was a predominance of competitors in this study which may be partially explained by limitations of the coding schema and having only one piece of bargaining from which to make judgments.

The bargaining categories could be improved by expanding and refining the definition of competition for the reasons indicated above. Also, classification of a respondent as being in the compensation category occurred only four times. Given the fact that it was encountered so few times, it is probably better not to use it at all or else consider it a form of compromise.

The external validity of this research is somewhat limited. The self-selection factor in the sample and the one-time measure of bargaining makes generalizations about the results questionable. Hopefully, this research will be used for its heuristic contributions rather than for generalizability of the results.

The fourth methodological issue was the use of individual versus couple as the unit of analysis. Since the individual was the unit of analysis in this study it was possible to find that the predictors that discriminated husbands as competitive or cooperative were different from those that discriminated the wives. Gender differences in bargaining have been established in laboratory studies. The findings here suggest that there are gender differences in bargaining which takes place in natural settings. The differences in discriminators of bargaining in husbands and wives indicated that these men and women had different

orientations when discussing issues concerning wife's own activities, money, and companionship. Also, husbands and wives may have different areas of expertise that affect how they make decisions.

Implications for Future Research

Many of the suggestions for future research flow from the limitations discussed above. In future research of this nature it is important to pay the respondents even if the amount is very small. For example, in this study the interviewers were paid for each interview and had their mileage to and from interviews reimbursed. In the future some amount should be budgeted for respondent payments even if it means paying the interviewers a little less. The incentive of money, however little, may encourage participation by respondents who are other than white, middle-class, and highly educated.

Bargaining should be measured from the same sample of respondents in a natural setting (such as working through the Prisoner's Dilemma at home) and in a laboratory task. Information of this kind would address some of the issues raised in the literature about how bargaining has been studied in the past. Also, it may be worthwhile to recode the interviews obtained in this study as present rather than retrospective accounts of decision making and compare

the findings. Many of the couples told the interviewers that their positions were actually advanced as a result of the interview itself. A qualitative analysis of the transcripts would be useful as a next step in bargaining research.

The coders in this study coded each transcript from beginning to end. It would have been better to code all the transcripts for each decision-making episode separately to avoid carry-over of judgments about the couples from one episode to the next.

Rather than putting all of the context variables as a set of independent variables, it may be more informative to develop path models when so many context measures are available. For example, Scanzoni and Arnett (1987) found that degree of love and caring for the spouse and perception of spouse's behavior during conflict, as influences on marital commitment, seem to be affected by gender role preferences, locus of control and religious devoutness. Also, education and modernity of gender role preferences are positively correlated. With this kind of information, it may be useful to develop more complex models to explain the bargaining that occurs between husbands and wives.

It would be informative to use this bargaining measure with the range of particular issues within each

decision-making episode narrowed. An alternative would be to see if there is consistency of topics if the couples are asked to talk about these three issues again. Knowing the salience of the issue under discussion to the participants and knowing whether the issue makes a difference in the bargaining situation is critical in studying family decision-making. Not having this knowledge puts strong limits on interpretation of research findings. Considerable variation across decision-making issues was found in this research. One can only speculate from these results about why that was so; more importantly, research that specifically looks at the effect of the issue on bargaining behavior should be undertaken.

The fact that there were not many discriminators of bargaining mode common to both husbands and wives suggests that future research on bargaining between intimates in natural settings should continue to look for differences and similarities related to gender of the participants in the bargaining situation. Future studies should also include analyses in which couples are the unit of analysis under study.

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APPENDIX A
CHARACTERISTICS OF 32 CASES EXCLUDED
FROM THE SAMPLE

CHARACTERISTICS OF 32 CASES EXCLUDED FROM THE SAMPLE

	MEN			WOMEN		
	X or %	St.Dev.	Range	X or %	St.Dev.	Range
Age	34.4	6.0	23-45	32.6	4.4	25-40
Education	14.6	1.9	12-17	13.9	1.9	12-17
Income (in thousands)	30.7		8.2-110	13.2		2.7-27
Race						
Black	9.4%			9.4%		
White	90.6%			90.6%		
County						
Urban	21.9%			21.9%		
Rural	78.1%			78.1%		
Years in county	23.1	13.9	2-42	21.0	11.0	2-39
Size of community lived in as child Pop. in thousands						
250+	3.1%			9.4%		
100-249	12.5			3.1		
25-99	15.6			25.0		
5-24	31.3			21.9		
< 5	9.4			12.5		
non-farm	12.5			12.5		
farm	15.6			15.6		
Size of community lived in as adult Pop. in thousands						
250+	9.4%			12.5		
100-249	15.6			15.6		
25-99	12.5			28.1		
5-24	46.9			31.3		
< 5	3.1			--		
non-farm	3.1			3.1		
farm	9.4			9.4		

	MEN			WOMEN		
	X or %	St. Dev.	Range	X or %	St. Dev.	Range
Times Married						
One	84.4%			84.4%		
Two	15.6			15.6		
Years						
Married	10.0	5.4	2-20	10.0	5.1	2-20
Employed	93.8%			71.9%		
Self-employed	28.1%			3.1%		
Not employed	6.3%			28.1%		
Seeking job	6.3			3.1		
Full-time	6.3			3.1		
Part-time	---			---		
Not seeking	---			25.1%		
Hours worked						
per week	46.0	7.8	30-60	24.25	13.0	0-50*
No. of children						
in house < 18 yrs.						
0				9.4%		
1				28.1		
2				50.0		
3				12.5		

* 62.5 worked twenty or more hours per week.

APPENDIX B
MEANS, STANDARD DEVIATIONS, AND COMBINED RANGES
FOR MEASURES ON THIRTY-TWO CASES EXCLUDED
FROM THE SAMPLE

MEANS, STANDARD DEVIATIONS, AND COMBINED RANGES FOR MEASURES
ON THIRTY-TWO CASES EXCLUDED FROM THE SAMPLE

	MEAN		STANDARD DEVIATION		RANGE
	MEN	WOMEN	MEN	WOMEN	
GENDER ROLE PREFERENCES					
MOTHER ROLE	13.81	14.31	5.8	4.0	2-27
HUSBAND ROLE	13.00	12.81	3.0	2.6	7-20
WIFE ROLE	14.72	13.63	2.9	3.4	5-20
FATHER ROLE	12.53	14.71	4.8	5.2	4-27
COMMITMENT	.66	1.00	.60	.62	0-3
CONFLICT	35.25	39.66	8.9	12.0	14-54
LOCUS OF CONTROL					
IN SPOUSE	9.10	10.57	5.7	6.2	0-25
IN SELF	17.10	20.00	5.8	4.6	5-28
IN FATE	3.66	4.75	4.4	4.9	0-20
LOVE/CARING	65.12	64.00	7.1	11.1	16-72
RELIGIOUS DEVOUTNESS	18.62	19.78	7.9	6.4	6-32

APPENDIX C
INTERVIEWER MANUAL

INTERVIEWER MANUAL

FAMILY DECISION-MAKING PROJECT

Cynthia Arnett, M.S.
Research Associate
Stone 120

379-5693 (office)
379-5037 (leave a message)
272-6453 (home)

John Scanzoni, Ph.D.
Professor
Stone 207

379-5037 (office)
294-1770 (home)

UNIVERSITY OF NORTH CAROLINA
AT
GREENSBORO

January 1984

INTERVIEWER MANUAL
FAMILY DECISION-MAKING PROJECT

PURPOSE OF THE STUDY

The purpose of this research study is to collect information about joint decision-making processes in households. In 50% of households, both members of the couple will be employed. The questionnaires will measure background information about the couple and their feelings about their decision-making on issues of their choosing in five categories. These categories are: household chores; money; companionship; wife's own activities; and, children. The audiotaped segment will record their decision-making style in each category.

This study will hopefully increase our understanding of husband-wife interaction while providing an opportunity to test process-oriented data collection techniques in real-life settings. The findings of this research may contribute to mental health and social policy recommendations in the future.

THE INTERVIEWER'S ROLE IN THE STUDY

While many people have contributed to the preparations for this study, its success rests largely upon you, the individual interviewer. The way you approach families and

the way you tell them about the study will determine the extent of cooperation and candor obtained from the participants. Therefore, the interviewer should understand the purpose and significance of the study well enough to explain it to families, using words they can understand and ideas they can appreciate.

It is of primary importance that the interviewer be thoroughly familiar with all instructions for conducting the interview. This manual provides the necessary instructions which must be strictly observed. Please refer to it regularly, but not during an interview!

INTERVIEW APPOINTMENTS

Appointments for your interviews will be made by the project's Research Assistant (Cindy Arnett). You will be notified weekly of appointments for the following week. At that time you will receive the participants' names, addresses, and telephone number, and directions to their residence. If you have a conflict with an interview time please let Cindy know as soon as possible.

On the day of the interview, if possible (they may not have a phone) please call the participants at least one hour in advance to confirm your appointment. Ask for additional directions to their house at this time. If the participants want to cancel at this time, allow them to do

so and tell them that Cindy Arnett will be calling them back to reschedule.

Before leaving for the interview, please refer to the interviewer's checklist of materials to make sure that you have everything that you need for the appointment.

CHECKLIST OF MATERIALS FOR INTERVIEWERS

Identification--nametag; letter of introduction;
driver's license

Maps and directions to participant's residence

Couple's name, address, and phone number

Mileage record

3 clipboards and 3 pencils

Audiotapes, recorder, batteries and power cord.
Please test the tape and record the ID number at
the beginning of the tape.

Questionnaires: Confidential Questionnaire (Husband)
(17 pieces) (Wife)
Audiotaped Episodes (for interviewer)
Card 1 and Card 2
Q 24: Household Chores (Husband)
(Wife)
Wife's Own Activities (Husband)
(Wife)
Money (Husband) (Wife)
Companionship (Husband) (Wife)
Children (Husband) (Wife)
Closing Questionnaire (Husband) (Wife)

PROCEDURES

When you arrive at the participants' residence, please introduce yourself and present your letter of introduction.

It will be helpful to the participants if you wear your nametag while conducting the interview.

The interview should be conducted in a room in the house that is free of distractions and is quiet. It is to be conducted with only the couple; other family members should not be included. If necessary, politely tell them that you need to do the interview with them. You may also have to ask that the TV or stereo be turned off.

Quickly review (do not go into detail) what you will be doing with the participants and then begin the procedure. Please be familiar with the procedure so that you can proceed smoothly and with confidence. The interviewer should not react to the responses received by showing anger, surprise, agreement, or disagreement. Try to be as neutral as possible. Strong reactions on the part of the interviewer tend to indicate to the participant that his or her response is "correct" or "incorrect," and this is to be avoided. Remember that all information you hear during an interview is strictly confidential. To divulge such information is to violate one of the major research responsibilities of an interviewer.

The questionnaires that the participants fill out are color-coded. The husband's set is white and the wife's set is gold. The interviewer's instructions for the

audiotaped segment is white and is labeled Audiotaped Episodes.

Please give each participant a clipboard and a pencil. Then, give them the Confidential Questionnaire. Summarize the instructions on the cover sheet of the questionnaire-- especially emphasize that partner will not see the other's responses. This can take anywhere from 15 to 40 minutes for them to fill out. Do not indicate verbally or nonverbally that there is any time limit to completing it. Allow them as much time as they need.

When the couple fill out the questionnaires, please suggest that they do so in separate rooms or if this is not possible, have them sit as far apart as they can so that they cannot see each other's responses. If they do not understand an item, please tell them to answer it as best they can; do not attempt to explain it to them because you may influence their answer. The participants have the option of not answering any question if they do not want to. Do not tell them unless they ask.

When they have finished, please collect the questionnaires and put them away into your briefcase or satchel.

Bring the couple back together at a table, if possible, with the tape recorder in the center. Please put the tape

into the machine ahead of time. Read the instructions for the audiotaped segment from the booklet Audiotaped Episodes. These instructions do not have to be read word-for-word. Rather, you should be so familiar with them that you can explain them to the couple in a conversational way. You may paraphrase them. However, if you think you will forget any crucial points, then read them directly off your booklet!

As you can see, the five categories that you will be discussing with the couple are household chores, wife's own activities, money, companionship, and children. Within each of those categories, the couple will decide on a conversation to reconstruct for you. The conversation they reconstruct should involve a situation where some kind of decision was made. You will guide the discussion of the reconstructed situation using the instructions for each category that are given in the Audiotaped Episodes booklet. Please rest this booklet on a clipboard and keep it tilted away from the couples' view so they will not be distracted by the notes that you take during the interview.

When they have finished a category, please show them Card 1 and Card 2. Please make sure that the tape recorder is still on so that their responses are recorded. It is easy to forget this part; if you follow your instructions

in the booklet, you won't forget it. Turn the tape recorder off and give them Question 24 to fill out. The Question 24 sheets are labeled to correspond with each category and are color-coded. Again, have them sit apart. When the participants have finished the questionnaire, please put their papers away. Return to the table, turn the tape recorder on and begin with the next category. This is to be done for all five categories. After you have finished giving them Question 24 for the last category (Children), please give them the Closing Questionnaire.

After you have finished collecting all the data, thank the couple and ask them if they have questions. This is the time to let them talk about what just occurred. Please answer any questions they have without making any evaluative statements about what you heard. Even if they ask for it, do not say anything judgmental about their relationship or performance during the interview.

When you get home after the interview, please check the tape to make sure the interview was recorded. Also, look over the questionnaire for completeness. If you notice any problems, please let Cindy know about them as soon as possible.

The tapes and questionnaires need to be returned to Cindy or John on a weekly basis. When you return them,

we will replenish your supplies of questionnaire and cassette tapes. We will check the first interview you do and the fifth as a training follow-up and to insure consistencies in the data collection.

POTENTIAL PROBLEMS AND SOLUTIONS

CANCELLATIONS DUE TO ILLNESS, BAD WEATHER, MACHINE FAILURE, CAR TROUBLE, ETC.

Whenever you have to cancel an appointment please call Cindy as soon as you know that you are not going to keep the appointment. She will call the participants to cancel and reschedule the interview or get someone else to do it.

ILLITERATE PARTICIPANTS

If you discover that one of the participants cannot read you will have to politely end the interview. The questionnaires are not set up in such a way that you could read the questions.

INFERTILE COUPLES

It is possible that you will encounter a couple who cannot bear children. It is unlikely that this will happen, but if it does you need to know what to do. They may have plans to adopt or become foster parents. If so, ask them about their most recent discussion about this for the

children category of the audiotaped segment. If they do not have these kinds of plans and children are simply not an issue for them, then skip that part of the interview and go on to the Closing Questionnaire.

COUPLES WHO HAVE PARTICIPATED PREVIOUSLY

If you encounter a couple who have been through this process before (this is unlikely, but possible), you may still do the interview. Tell them that the procedures have been changed slightly and that we can still use their information. When you turn in your tapes and questionnaires, please tell Cindy about this.

OTHERS

Whenever you encounter a problem or have any questions, please do not hesitate to call Cindy or John. Our phone numbers are listed on the cover sheet of the manual.

ADDITIONAL INSTRUCTIONS FOR INTERVIEWERS

Please take care of your data (tapes and questionnaires) when you get it home, before returning it to Cindy. We have had tapes accidentally erased by other members of the interviewer's family; please don't let this happen. If the data is lost due to your irresponsibility, we will not pay you for the interview.

When you incur telephone charges as a result of long distance calls to participants, please photocopy your telephone bill and give it to Cindy. We will reimburse you for these calls.

If you have to do one interview over two separate visits because the participants want it done that way and don't inform you of this until your first visit, you will be paid for one interview, but will have your mileage reimbursed for both visits. Please don't offer to do the interview in two sessions, and try to discourage this if the participants suggest it.

If the participants change their minds about participating half way through the interview, you will be paid for the interview anyway. If the data turn out to be invalid for some reason, we will still pay you for the interview.

SUMMARY

This manual has been written to be used. It is intended to provide you with as many guidelines as possible and to make your job as interviewers run smoothly. You are very important to the success of this project and we thank you for your efforts.

APPENDIX D
RECRUITING LETTER

THE UNIVERSITY OF NORTH CAROLINA
AT GREENSBORO



School of Home Economics
North Carolina Agricultural Research Service

Our TV and newspapers have stories daily about families in North Carolina. These stories help us to see how important it is to work for healthy families and children. At UNC-G we are helping build stronger families by interviewing husbands and wives in Guilford and Rockingham counties. The information we gather will help churches, schools, and community groups better serve North Carolina's families.

Your name was drawn by chance from public records to participate in our study of how husbands and wives make decisions about the everyday matters of family life and we would greatly appreciate your participation. There will be no embarrassing questions. Many North Carolina families have already taken part in the study and told us it was a very interesting and enjoyable experience.

Within a week we will be calling you to arrange a convenient time for one of our trained interviewers to meet with you in your home. The interviewer will ask each of you to complete a questionnaire about family decision making. Then, using a tape recorder, she or he will ask you to share some of the ways that you make decisions in your family. These activities will take a minimum of sixty minutes. You can be sure that the things you say will be absolutely confidential. No one will ever know what you say. Information from hundreds of North Carolina families will be combined and looked at for statistical purposes only so that we may learn how North Carolina families in general make decisions. When the study is completed, we will be happy to mail you a copy of the results.

If we were unable to obtain a phone number for you, we have enclosed a postage-paid, self-addressed postcard for you. Please return the postcard showing a number at which we can reach you or call us at any of the numbers listed below.

If you have any questions, please feel free to call us; we will gladly accept your collect call.

THANK YOU VERY MUCH!

Sincerely,

Cynthia Arnett

Cynthia Arnett, M.S.
Research Associate
(919) 379-5693
(919) 272-6453

John Scanzoni

John Scanzoni, Ph.D.
Professor
(919) 379-5037
(919) 294-1770

GREENSBORO, NORTH CAROLINA / 27412-5001

THE UNIVERSITY OF NORTH CAROLINA is composed of the sixteen public senior institutions in North Carolina

an equal opportunity employer

APPENDIX E
TELEPHONE SCRIPT

Telephone Script

"Hello, may I speak to wife's name?"

"My name is _____ and I'm calling from UNC-G. We sent you and your husband a letter recently. It was about a family decision-making study that we're doing. Did you get the letter? It was the one about how husbands and wives make decisions."

(If yes)

"Good. We need the women in this study to be under age 40. Do you fit in that age group?"

(If yes)

"Great. Will you and your husband be willing to do an interview with us?"

(If yes)

"When would it be convenient for us to do the interview?"

Get time, date, confirm their address and get directions. Tell her we will call a day ahead of time to confirm.

If they did not get the letter, ask if we have the right address, then ask about her age. If she's 39 or under, ask if we can send another letter. If she says yes, then make a note of it on the card and leave it for research assistant.

If they don't want to do the interview, "That's fine. I do have one question. We need the women to be under 40. Do you fit in this category?" Or if the wife is too old, then say, "Thank you anyway. Goodbye."

We can call them back another day if necessary. Ask when it would be convenient to call again.

APPENDIX F
INSTRUMENTS

CONFIDENTIAL QUESTIONNAIRE (WIFE)

Before we ask a few questions of you and your husband together, we'd like you to take a few minutes to complete this questionnaire.

There are no right or wrong answers. We only want to know your opinions about things.

Please answer each question as truthfully as you can because your husband will not see what you have put down.

The questions we are going to ask you and your husband together are different from these questions so that YOUR HUSBAND WILL NOT KNOW WHAT YOU HAVE SAID IN THESE PAGES.

If the meaning of a word is not clear, please answer the question in the best way you know how.

If instructions (IN CAPITAL LETTERS) are not clear, please ask me and I'll explain them.

And, of course, you know that everything you say will be held in absolute confidence. You are completely anonymous as far as the results are concerned. Your answers are placed with many others and analyzed statistically. You will never be connected with your answers.

THANK YOU! WE KNOW YOU'LL FIND THIS EXPERIENCE AN INTERESTING ONE!

Page 2

1. What is your birth date?

MONTH DAY YEAR

2. What was the size of the community--or communities--in which you spent most of your "growing-up" years--the times during your grade school and high school years?

PLEASE MARK "X" IN ONE LINE BELOW.

Large city (over 250,000 people) _____

Medium city (100,000-249,000 people) _____

Small city (25,000-99,000 people) _____

Town (5,000-24,000 people) _____

Village (less than 5,000 people) _____

Open country--but not on a farm _____

Farm _____

3. What was the size of the community--or communities--in which you have spent most of your adult life--since Age 18?

PLEASE MARK "X" IN ONE LINE BELOW.

Large city (over 250,000 people) _____

Medium city (100,000-249,000 people) _____

Small city (25,000-99,000 people) _____

Town (5,000-24,000 people) _____

Village (less than 5,000 people) _____

Open country--but not on a farm _____

Farm _____

4. How many years have you lived in this county?

NUMBER OF YEARS

5. How many times have you been married--including your present marriage?

NUMBER

6. On what month, day, and year did your present marriage begin?

MONTH DAY YEAR

7. What is the last grade you finished in school--how far did you go in school?
PLEASE CIRCLE THAT YEAR.

(If you went to TRADE, BUSINESS, VOCATIONAL, or TECHNICAL school, please circle that too.)

ELEMENTARY	1	2	3	4	5	6	7	8
HIGH SCHOOL	9	10	11	12				
COLLEGE	1	2	3	4	5 or more			
TRADE, BUSINESS, VOCATIONAL, or TECHNICAL	1	2	3	4				

8. Do you currently have a regular paying job? (PLEASE CIRCLE)

YES 0 (SKIP TO QUESTION 11)

NO 1 (CONTINUE)

9. Are you currently looking for a regular paying job? (PLEASE CIRCLE)

YES 0 (CONTINUE)

NO 1 (SKIP TO QUESTION 16)

10. Do you want a fulltime or parttime job? (PLEASE CIRCLE)

FULL 0

PART 1

(SKIP TO QUESTION 16)

Page 4

11. What kind of work do you do? What are the main things you do on your job?

12. Are you self-employed? (PLEASE CIRCLE)

YES 0

NO 1

13. When did you start the job you now hold--what month and year?

MONTH YEAR

14. How many hours per week do you usually work at your present job?

HOURS

15. Following is a list of different incomes that people can earn before taxes and before other deductions either weekly or monthly. Please circle the letter that comes closest to your earnings. If it's easier for you to circle the weekly column--please do that. If it's easier to circle the monthly column--please do that.

<u>WEEKLY</u>	<u>MONTHLY</u>
A. \$0 - 115	A. \$0 - 460
B. \$116 - 230	B. \$461 - 920
C. \$231 - 346	C. \$921 - 1,384
D. \$347 - 461	D. \$1,385 - 1,844
E. \$462 - 579	E. \$1,845 - 2,316
F. \$580 - 701	F. \$2,317 - 2,804
G. \$702 - 899	G. \$2,805 - 3,599
H. \$900 - 1,299	H. \$3,600 - 5,199
I. \$1,300 - 1,699	I. \$5,200 - 6,799
J. \$1,700 - 2,099	J. \$6,800 - 8,399
K. \$2,100 - 2,499	K. \$8,400 - 9,999
L. \$2,500 - 2,899	L. \$10,000 - 11,599
M. \$2,900 - 3,100 or more	M. \$11,600 - 12,400 or more

16. Are there any children 18 years of age or under currently living at home with you? (PLEASE CIRCLE)

YES 0

NO 1

17. If YES to QUESTION 16: How many children 18 or under now live at home with you?

NUMBER OF CHILDREN

17.1 Please write the ages of each child living at home with you on this line:

18. What is your race? (PLEASE CIRCLE)

Black

White

Hispanic

Asian

American Indian

Other (PLEASE SPECIFY) _____

19. Please circle whether you strongly agree, agree, have mixed feelings, disagree, or strongly disagree about each of the following statements as they apply to a MOTHER.

Strongly Mixed Strongly
 Agree Agree Feelings Disagree Disagree

- a. A mother should realize that her greatest rewards and satisfaction in life come through her children.....0.....1.....2.....3.....4
- b. A mother of preschool children should work only if the family really needs the money a whole lot.....0.....1.....2.....3.....4
- c. A working mother should give up her job whenever it makes a hardship for her children.....0.....1.....2.....3.....4
- d. There should be more day care centers and nursery schools so that more mothers of preschool children could work.....0.....1.....2.....3.....4
- e. If being a mother isn't satisfying enough, she should get a job.....0.....1.....2.....3.....4
- f. A mother of preschool children shouldn't work because it isn't good for the child.....0.....1.....2.....3.....4
- g. A mother with preschoolers should be able to work as many hours per week as their father.....0.....1.....2.....3.....4

20. Please circle whether you strongly agree, agree, have mixed feelings, disagree or strongly disagree about each of the follow statements as they apply to a HUSBAND.

- | | Strongly
Agree | Agree | Mixed
Feelings | Disagree | Strongly
Disagree |
|---|-------------------|-------|-------------------|----------|----------------------|
| a. If her job sometimes requires his wife to be away from home overnight, this should not bother him... | 0 | 1 | 2 | 3 | 4 |
| b. If his wife makes more money than he does, this should not bother him..... | 0 | 1 | 2 | 3 | 4 |
| c. If his wife works, he should share equally in household chores such as cooking, cleaning, and washing..... | 0 | 1 | 2 | 3 | 4 |
| d. A married man's chief responsibility should be his job..... | 0 | 1 | 2 | 3 | 4 |
| e. The husband should be the head of the family..... | 0 | 1 | 2 | 3 | 4 |

21. Please circle how often you do each of these religious activities or have these religious feelings.

Very
Often Often Sometimes Seldom Never

a. Attend religious services.....0.....1.....2.....3.....4

b. Engage in prayer.....0.....1.....2.....3.....4

c. Encourage others to turn to religion.....0.....1.....2.....3.....4

d. Participate in a church social activity.....0.....1.....2.....3.....4

e. Listen to or watch religious broadcasts.....0.....1.....2.....3.....4

f. Read the Bible.....0.....1.....2.....3.....4

g. Feel that God loves you.....0.....1.....2.....3.....4

h. Having something you call a religious experience.....0.....1.....2.....3.....4

22. How well does each of the following statements describe your husband during those times when you and he disagree about something that's important to him?

PLEASE CIRCLE ONE OF THE FIVE NUMBERS FOR EACH STATEMENT.

Does NOT describe him at all..... DOES describe him very well

- a. He says or does something to hurt my feelings.....0.....1.....2.....3.....4
b. He gets really mad and starts yelling.....0.....1.....2.....3.....4
c. He gets sarcastic.....0.....1.....2.....3.....4
d. The more we talk the madder he gets.....0.....1.....2.....3.....4
e. He gets up and walks out.0.....1.....2.....3.....4
f. He takes a long time to get over feeling mad.....0.....1.....2.....3.....4
g. He clams up, holds in his feelings.....0.....1.....2.....3.....4
h. He tries to avoid talking about it.....0.....1.....2.....3.....4
i. He comes right out and tells me how he is feeling.....0.....1.....2.....3.....4
j. He gets cool and distant, gives me the cold shoulder.....0.....1.....2.....3.....4
k. He tries to work out a compromise....0.....1.....2.....3.....4
l. He tries to smooth things over.....0.....1.....2.....3.....4
m. He tries to reason with me.....0.....1.....2.....3.....4
n. He listens to what I have to say and tries to understand how I feel.....0.....1.....2.....3.....4
o. He does something to let me know he really loves me even if we disagree.....0.....1.....2.....3.....4

23. Please circle whether you strongly agree, agree, have mixed feelings, disagree, or strongly disagree about each of the following statements as they apply to a WIFE.

Strongly Mixed Strongly
 Agree Agree Feelings Disagree Disagree

- a. A wife's most important task in life should be taking care of her husband.....0.....1.....2.....3.....4
- b. A working wife should not try to get ahead in the same way that a man does.....0.....1.....2.....3.....4
- c. A working wife should give up her job whenever it inconveniences her husband.....0.....1.....2.....3.....4
- d. Having a job herself should be just as important as encouraging her husband in his job.....0.....1.....2.....3.....4
- e. She should be able to make long-range plans for her occupation, in the same way that her husband does for his.....0.....1.....2.....3.....4

24. Please circle whether you strongly agree, agree, have mixed feelings, disagree, or strongly disagree about each of the following statements as they apply to a FATHER.

	Strongly Agree	Agree	Mixed Feelings	Disagree	Strongly Disagree
a. The father should be the <u>main</u> financial support of his children.....	0	1	2	3	4
b. The father should spend as much time as the mother in looking after the daily needs of his children.....	0	1	2	3	4
c. The father has more of a responsibility than the mother to discipline the children.....	0	1	2	3	4
d. If he wants to, the father should be able to quit working and be a full time parent.....	0	1	2	3	4
e. The father has more of a responsibility than the mother to set an example to his <u>Sons</u> about how to provide for their family.....	0	1	2	3	4
f. The father has more of a responsibility than the mother to set an example to his <u>sons</u> of how to work hard and get ahead in the world.....	0	1	2	3	4
g. The father has more of a responsibility than the mother to make and enforce rules for the children.....	0	1	2	3	4

25. How TRUE is each of the following statements in describing how you feel about your husband? If the statement is not at all true of your feelings, circle a 0. If the statement is true, circle a number from "1" to "6" to show how true.

0.....1.....2.....3.....4.....5.....6
 NOT AT DEFINITELY
 ALL TRUE TRUE

- a. If he were feeling bad, I would really want to make him feel better.....0..1..2..3..4..5..6
- b. I would do almost anything for him.....0..1..2..3..4..5..6
- c. One of my primary concerns is his welfare.....0..1..2..3..4..5..6
- d. I feel concerned for his well-being.....0..1..2..3..4..5..6
- e. I want to feel that he is a part of me.....0..1..2..3..4..5..6
- f. If I could never be with him, I would really miss him.....0..1..2..3..4..5..6
- g. If I were lonely, my first thought would be to seek him out.....0..1..2..3..4..5..6
- h. It would be hard for me to get along without him.....0..1..2..3..4..5..6
- i. I feel I can confide in him about virtually everything.....0..1..2..3..4..5..6
- j. I would not worry if he knew of my faults.....0..1..2..3..4..5..6
- k. I feel I can tell him my innermost thoughts and fantasies.....0..1..2..3..4..5..6
- l. I would greatly enjoy being confided in by him....0..1..2..3..4..5..6

26. Which of the following statements best describes how you feel about the FUTURE of your relationship with your husband?

PLEASE CIRCLE THE LETTER OF THE STATEMENT THAT BEST DESCRIBES HOW YOU FEEL.

- A. I want desperately for my marriage to succeed, and would go to almost any lengths to see that it does.....A
- B. I want very much for my marriage to succeed, and will do all I can to see that it does.....B
- C. I want very much for my marriage to succeed, and will do my fair share to see that it does.....C
- D. It would be nice if my marriage succeeded, but I can't do much more than I am doing now to help it succeed.....D
- E. It would be nice if it succeeded, but I refuse to do any more than I am doing now to keep the marriage going.....E
- F. My marriage can never succeed and there is no more that I can do to keep the relationship going.....F

27. How true is each of the following statements in describing how you feel about your marriage? If the statement is not at all true of your feelings, please circle a "0". If the statement is true, circle a number from "1" to "6" to show how true.

- | | | |
|--|---------------------------|------------|
| | 0...1...2...3...4...5...6 | |
| | NOT AT | DEFINITELY |
| | ALL TRUE | TRUE |
- a. I feel like what happens in my marriage is mostly determined by my husband.....0...1...2...3...4...5...6
 - b. My marriage is chiefly controlled by my husband.....0...1...2...3...4...5...6
 - c. Getting what I want in my marriage requires pleasing my husband.....0...1...2...3...4...5...6
 - d. In order to have my plans work, I make sure that they fit in with the desires of my husband.....0...1...2...3...4...5...6
 - e. Although I might have good ability, I do not get leadership responsibility in my marriage without appealing to my husband.....0...1...2...3...4...5...6

QUESTION 27 CONTINUES: "HOW DO YOU FEEL ABOUT YOUR MARRIAGE?"

- | | | |
|--|---------------------------------|------------|
| | 0....1....2....3....4....5....6 | |
| | NOT AT | DEFINITELY |
| | ALL TRUE | TRUE |
-
- f. I am usually able to protect my personal interests in my marriage.....0....1....2....3....4....5....6
 - g. My happiness in my marriage is determined by my own actions.....0....1....2....3....4....5....6
 - h. I can pretty much determine what will happen in my marriage.....0....1....2....3....4....5....6
 - i. When I make plans for how I want my marriage to be, I am almost certain to make them work.....0....1....2....3....4....5....6
 - j. When I get what I want out of my marriage, it's usually because I worked hard for it.....0....1....2....3....4....5....6
 - k. To a great extent my marriage is controlled by accidental happenings.....0....1....2....3....4....5....6
 - l. When I get what I want in my marriage, it's usually because I'm lucky.....0....1....2....3....4....5....6
 - m. It's not always wise for me to plan too far ahead in my marriage, because many things turn out to be matter of good or bad luck.....0....1....2....3....4....5....6
 - n. I have often found that in my marriage what is going to happen will happen.....0....1....2....3....4....5....6

T H A N K Y O U V E R Y M U C H !

Please give this questionnaire to your interviewer. Your husband will NOT ever see your answers.

Q. 24: I. HOUSEHOLD CHORES (WIFE)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT HOUSEHOLD CHORES WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "household chores" with your husband.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your husband said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your husband gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY HE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what he wanted All of what he wanted

(PLEASE SEE OTHER SIDE)

Page 2

24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

24.6. In thinking about the matter that you and your husband just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my husband doesn't want to. ____
- e. My husband keeps talking about it even though I don't want to. ____
- f. My husband doesn't want to talk about it, so I just keep quiet. ____
- g. My husband keeps quiet because he knows I don't want to talk about it. ____

Q. 24: II. WIFE'S OWN ACTIVITIES (WIFE)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT WIFE'S OWN ACTIVITIES WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

- 24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "wife's own activities" with your husband.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

- 24.2. Think for a moment about what you and your husband said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

- 24.3. And how much would you say your husband gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY HE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what he wanted All of what he wanted

(PLEASE SEE OTHER SIDE)

Page 2.

24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

24.6. In thinking about the matter that you and your husband just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my husband doesn't want to. ____
- e. My husband keeps talking about it even though I don't want to. ____
- f. My husband doesn't want to talk about it, so I just keep quiet. ____
- g. My husband keeps quiet because he knows I don't want to talk about it. ____

Q. 24: III. MONEY (WIFE)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT MONEY WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "money" with your husband.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your husband said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your husband gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY HE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what he wanted All of what he wanted

(PLEASE SEE OTHER SIDE)

Page 2

- 24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

- 24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

- 24.6. In thinking about the matter that you and your husband just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my husband doesn't want to. ____
- e. My husband keeps talking about it even though I don't want to. ____
- f. My husband doesn't want to talk about it, so I just keep quiet. ____
- g. My husband keeps quiet because he knows I don't want to talk about it. ____

Q. 24: IV. COMPANIONSHIP (WIFE)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT COMPANIONSHIP WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "companionship" with your husband.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your husband said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your husband gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY HE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what he wanted All of what he wanted

(PLEASE SEE OTHER SIDE)

Page 2

- 24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

- 24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

- 24.6. In thinking about the matter that you and your husband just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my husband doesn't want to. ____
- e. My husband keeps talking about it even though I don't want to. ____
- f. My husband doesn't want to talk about it, so I just keep quiet. ____
- g. My husband keeps quiet because he knows I don't want to talk about it. ____

Q. 24: V. CHILDREN (WIFE)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT CHILDREN WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "children" with your husband.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your husband said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your husband gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY HE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what he wanted All of what he wanted

(PLEASE SEE OTHER SIDE)

Page 2

24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

24.6. In thinking about the matter that you and your husband just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my husband doesn't want to. ____
- e. My husband keeps talking about it even though I don't want to. ____
- f. My husband doesn't want to talk about it, so I just keep quiet. ____
- g. My husband keeps quiet because he knows I don't want to talk about it. ____

CLOSING QUESTIONNAIRE FOR WIFE

WE WOULD NOW LIKE YOU TO TAKE A FEW MINUTES TO THINK ABOUT ALL FIVE OF THE DISCUSSIONS YOU JUST HAD WITH YOUR HUSBAND. AS WITH THE QUESTIONNAIRE YOU FILLED OUT EARLIER, YOUR HUSBAND WILL NOT KNOW WHAT YOU SAY IN THESE PAGES.

1. As you are thinking about the five discussions we just had, for each of the following items, please circle the number that comes closest to describing how you FEEL right now about the things you and your husband said to each other during those five discussions.

0	1	2	3	4	5
NOT AT ALL					VERY MUCH
HOW I FEEL					HOW I FEEL

- a. angry and annoyed with him.....0....1....2....3....4....5
- b. satisfied.....0....1....2....3....4....5
- c. hurt.....0....1....2....3....4....5
- d. closer to him and more loving than before.....0....1....2....3....4....5
- e. resentful.....0....1....2....3....4....5
- f. more understanding for him than before.....0....1....2....3....4....5
- g. resigned.....0....1....2....3....4....5
- h. that talking was a waste of time.....0....1....2....3....4....5
- i. sorry for what I said.....0....1....2....3....4....5
2. Please write anything else that you can think of about how you and your husband try to decide the five matters we just discussed.

THANK YOU!

CONFIDENTIAL QUESTIONNAIRE (HUSBAND)

Before we ask a few questions of you and your wife together, we'd like you to take a few minutes to complete this questionnaire.

There are no right or wrong answers. We only want to know your opinions about things.

Please answer each question as truthfully as you can because your wife will not see what you have put down.

The questions we are going to ask you and your wife together are different from these questions so that YOUR WIFE WILL NOT KNOW WHAT YOU HAVE SAID IN THESE PAGES.

If the meaning of a word is not clear, please answer the question in the best way you know how.

If instructions (IN CAPITAL LETTERS) are not clear, please ask me and I'll explain them.

And, of course, you know that everything you say will be held in absolute confidence. You are completely anonymous as far as the results are concerned. Your answers are placed with many others and analyzed statistically. You will never be connected with your answers.

THANK YOU! WE KNOW YOU'LL FIND THIS EXPERIENCE AN INTERESTING ONE!

Page 2

1. What is your birth date?

 MONTH DAY YEAR

2. What was the size of the community--or communities--in which you spent most of your "growing-up" years--the times during your grade school and high school years?

PLEASE MARK "X" IN ONE LINE BELOW.

Large city (over 250,000 people) _____

Medium city (100,000-249,000 people) _____

Small city (25,000-99,000 people) _____

Town (5,000-24,000 people) _____

Village (less than 5,000 people) _____

Open country--but not on a farm _____

Farm _____

3. What was the size of the community--or communities--in which you have spent most of your adult life--since Age 18?

PLEASE MARK "X" IN ONE LINE BELOW.

Large city (over 250,000 people) _____

Medium city (100,000-249,000 people) _____

Small city (25,000-99,000 people) _____

Town (5,000-24,000 people) _____

Village (less than 5,000 people) _____

Open country--but not on a farm _____

Farm _____

4. How many years have you lived in this county?

 NUMBER OF YEARS

5. How many times have you been married—including your present marriage?

NUMBER

6. On what month, day, and year did your present marriage begin?

MONTH DAY YEAR

7. What is the last grade you finished in school--how far did you go in school?
PLEASE CIRCLE THAT YEAR.

(If you went to TRADE, BUSINESS, VOCATIONAL, or TECHNICAL school, please circle that too.)

ELEMENTARY	1	2	3	4	5	6	7	8
HIGH SCHOOL	9	10	11	12				
COLLEGE	1	2	3	4	5 or more			
TRADE, BUSINESS, VOCATIONAL, or TECHNICAL	1	2	3	4				

8. Do you currently have a regular paying job? (PLEASE CIRCLE)

YES 0 (SKIP TO QUESTION 11)

NO 1 (CONTINUE)

9. Are you currently looking for a regular paying job? (PLEASE CIRCLE)

YES 0 (CONTINUE)

NO 1 (SKIP TO QUESTION 16)

10. Do you want a fulltime or parttime job? (PLEASE CIRCLE)

FULL 0

PART 1

(SKIP TO QUESTION 16)

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11. What kind of work do you do? What are the main things you do on your job?

12. Are you self-employed? (PLEASE CIRCLE)

YES 0

NO 1

13. When did you start the job you now hold--what month and year?

MONTH YEAR

14. How many hours per week do you usually work at your present job?

HOURS

15. Following is a list of different incomes that people can earn before taxes and before other deductions either weekly or monthly. Please circle the letter that comes closest to your earnings. If it's easier for you to circle the weekly column--please do that. If it's easier to circle the monthly column--please do that.

<u>WEEKLY</u>	<u>MONTHLY</u>
A. \$0 - 115	A. \$0 - 460
B. \$116 - 230	B. \$461 - 920
C. \$231 - 346	C. \$921 - 1,384
D. \$347 - 461	D. \$1,385 - 1,844
E. \$462 - 579	E. \$1,845 - 2,316
F. \$580 - 701	F. \$2,317 - 2,804
G. \$702 - 899	G. \$2,805 - 3,599
H. \$900 - 1,299	H. \$3,600 - 5,199
I. \$1,300 - 1,699	I. \$5,200 - 6,799
J. \$1,700 - 2,099	J. \$6,800 - 8,399
K. \$2,100 - 2,499	K. \$8,400 - 9,999
L. \$2,500 - 2,899	L. \$10,000 - 11,599
M. \$2,900 - 3,100 or more	M. \$11,600 - 12,400 or more

16. Are there any children 18 years of age or under currently living at home with you? (PLEASE CIRCLE)

YES 0
NO 1

17. If YES go to Question 16: How many children 18 or under now live at home with you?

NUMBER OF CHILDREN

18. What is your race? (PLEASE CIRCLE)

Black

White

Hispanic

Asian

American Indian

Other (PLEASE SPECIFY) _____

19. Please circle whether you strongly agree, agree, have mixed feelings, disagree, or strongly disagree about each of the following statements as they apply to a MOTHER.

	Strongly Agree	Agree	Mixed Feelings	Disagree	Strongly Disagree
a. A mother should realize that her greatest rewards and satisfaction in life come through her children.....	0	1	2	3	4
b. A mother of preschool children should work only if the family really needs the money a whole lot.....	0	1	2	3	4
c. A working mother should give up her job whenever it makes a hardship for her children.....	0	1	2	3	4
d. There should be more day care centers and nursery schools so that more mothers of preschool children could work.....	0	1	2	3	4
e. If being a mother isn't satisfying enough, she should get a job.....	0	1	2	3	4
f. A mother of preschool children shouldn't work because it isn't good for the child.....	0	1	2	3	4
g. A mother with preschoolers should be able to work as many hours per week as their father.....	0	1	2	3	4

20. Please circle whether you strongly agree, agree, have mixed feelings, disagree or strongly disagree about each of the follow statements as they apply to a HUSBAND.

	Strongly Agree	Agree	Mixed Feelings	Disagree	Strongly Disagree
a. If her job sometimes requires his wife to be away from home overnight, this should not bother him....	0	1	2	3	4
b. If his wife makes more money than he does, this should not bother him.....	0	1	2	3	4
c. If his wife works, he should share equally in household chores such as cooking, cleaning, and washing.....	0	1	2	3	4
d. A married man's chief responsibility should be his job.....	0	1	2	3	4
e. The husband should be the head of the family.....	0	1	2	3	4

21. Please circle how often you do each of these religious activities or have these religious feelings.

Very
Often Often Sometimes Seldom Never

- a. Attend religious services.....0.....1.....2.....3.....4
- b. Engage in prayer.....0.....1.....2.....3.....4
- c. Encourage others to turn to
religion.....0.....1.....2.....3.....4
- d. Participate in a church social
activity.....0.....1.....2.....3.....4
- e. Listen to or watch
religious broadcasts.....0.....1.....2.....3.....4
- f. Read the Bible.....0.....1.....2.....3.....4
- g. Feel that God loves you.....0.....1.....2.....3.....4
- h. Having something you call a
religious experience.....0.....1.....2.....3.....4

22. How well does each of the following statements describe your wife during those times when you and she disagree about something that's important to her?

PLEASE CIRCLE ONE OF THE FIVE NUMBERS FOR EACH STATEMENT.

- | | Does NOT
describe
her at all..... | DOES
describe her
very well |
|---|---|-----------------------------------|
| a. She says or does something to hurt my feelings..... | 0.....1.....2.....3.....4 | |
| b. She gets really mad and starts yelling..... | 0.....1.....2.....3.....4 | |
| c. She gets sarcastic..... | 0.....1.....2.....3.....4 | |
| d. The more we talk the madder she gets..... | 0.....1.....2.....3.....4 | |
| e. She gets up and walks out..... | 0.....1.....2.....3.....4 | |
| f. She takes a long time to get over feeling mad..... | 0.....1.....2.....3.....4 | |
| g. She clams up, holds in her feelings..... | 0.....1.....2.....3.....4 | |
| h. She tries to avoid talking about it..... | 0.....1.....2.....3.....4 | |
| i. She comes right out and tells me how she is feeling..... | 0.....1.....2.....3.....4 | |
| j. She gets cool and distant, gives me the cold shoulder..... | 0.....1.....2.....3.....4 | |
| k. She tries to work out a compromise...0..... | 1.....2.....3.....4 | |
| l. She tries to smooth things over..... | 0.....1.....2.....3.....4 | |
| m. She tries to reason with me..... | 0.....1.....2.....3.....4 | |
| n. She listens to what I have to say and tries to understand how I feel..... | 0.....1.....2.....3.....4 | |
| o. She does something to let me know she really loves me even if we disagree..... | 0.....1.....2.....3.....4 | |

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23. Please circle whether you strongly agree, agree, have mixed feelings, disagree, or strongly disagree about each of the following statements as they apply to a WIFE.

- | | Strongly
Agree | Agree | Mixed
Feelings | Disagree | Strongly
Disagree |
|---|-------------------|-------|-------------------|----------|----------------------|
| a. A wife's most important task in life should be taking care of her husband.... | 0 | 1 | 2 | 3 | 4 |
| b. A working wife should not try to get ahead in the same way that a man does..... | 0 | 1 | 2 | 3 | 4 |
| c. A working wife should give up her job whenever it inconveniences her husband.... | 0 | 1 | 2 | 3 | 4 |
| d. Having a job herself should be just as important as encouraging her husband in his job..... | 0 | 1 | 2 | 3 | 4 |
| e. She should be able to make long-range plans for her occupation, in the same way that her husband does for his..... | 0 | 1 | 2 | 3 | 4 |

24. Please circle whether you strongly agree, agree, have mixed feelings, disagree, or strongly disagree about each of the following statements as they apply to a FATHER.

	Strongly Agree	Agree	Mixed Feelings	Disagree	Strongly Disagree
a. The father should be the <u>main</u> financial support of his children.....	0	1	2	3	4
b. The father should spend as much time as the mother in looking after the daily needs of his children.....	0	1	2	3	4
c. The father has more of a responsibility than the mother to discipline the children.....	0	1	2	3	4
d. If he wants to, the father should be able to quit working and be a full time parent.....	0	1	2	3	4
e. The father has more of a responsibility than the mother to set an example to his <u>Sons</u> how to provide for their family.....	0	1	2	3	4
f. The father has more of a responsibility than the mother to set an example to his <u>sons</u> about how to work hard and get ahead in the world.....	0	1	2	3	4
g. The father has more of a responsibility than the mother to make and enforce rules for the children.....	0	1	2	3	4

25. How TRUE is each of the following statements in describing how you feel about your wife? If the statement is not at all true of your feelings, circle a 0. If the statement is true, circle a number from "1" to "6" to show how true.

0.....1.....2.....3.....4.....5.....6
NOT AT DEFINITELY
ALL TRUE TRUE

- a. If she were feeling bad, I would really want to make her feel better.....0..1..2..3..4..5..6
- b. I would do almost anything for her.....0..1..2..3..4..5..6
- c. One of my primary concerns is her welfare.....0..1..2..3..4..5..6
- d. I feel concerned for her well-being.....0..1..2..3..4..5..6
- e. I want to feel that she is a part of me.....0..1..2..3..4..5..6
- f. If I could never be with her, I would really miss her.....0..1..2..3..4..5..6
- g. If I were lonely, my first thought would be to seek her out.....0..1..2..3..4..5..6
- h. It would be hard for me to get along without her.....0..1..2..3..4..5..6
- i. I feel I can confide in her about virtually everything.....0..1..2..3..4..5..6
- j. I would not worry if she knew of my faults.....0..1..2..3..4..5..6
- k. I feel I can tell her my innermost thoughts and fantasies.....0..1..2..3..4..5..6
- l. I would greatly enjoy being confided in by her....0..1..2..3..4..5..6

26. Which of the following statements best describes how you feel about the FUTURE of your relationship with your wife?

PLEASE CIRCLE THE LETTER OF THE STATEMENT THAT BEST DESCRIBES HOW YOU FEEL.

- A. I want desperately for my marriage to succeed, and would go to almost any lengths to see that it does.....A
- B. I want very much for my marriage to succeed, and will do all I can to see that it does.....B
- C. I want very much for my marriage to succeed, and will do my fair share to see that it does.....C
- D. It would be nice if my marriage succeeded, but I can't do much more than I am doing now to help it succeed.....D
- E. It would be nice if it succeeded, but I refuse to do any more than I am doing now to keep the marriage going.....E
- F. My marriage can never succeed and there is no more that I can do to keep the relationship going.....F

27. How true is each of the following statements in describing how you feel about your marriage? If the statement is not at all true of your feelings, please circle a "0". If the statement is true, circle a number from "1" to "6" to show how true.

0....1....2....3....4....5....6
 NOT AT DEFINITELY
 ALL TRUE TRUE

- a. I feel like what happens in my marriage is mostly determined by my wife.....0....1....2....3....4....5....6
- b. My marriage is chiefly controlled by my wife.....0....1....2....3....4....5....6
- c. Getting what I want in my marriage requires pleasing my wife.....0....1....2....3....4....5....6
- d. In order to have my plans work, I make sure that they fit in with the desires of my wife.....0....1....2....3....4....5....6

QUESTION 27 CONTINUES: "HOW DO YOU FEEL ABOUT YOUR MARRIAGE?"

	0....1....2....3....4....5....6
NOT AT	DEFINITELY
ALL TRUE	TRUE

- e. Although I might have good ability, I do not get leadership responsibility in my marriage without appealing to my wife.....0....1....2....3....4....5....6
- f. I am usually able to protect my personal interests in my marriage.....0....1....2....3....4....5....6
- g. My happiness in my marriage is determined by my own actions.....0....1....2....3....4....5....6
- h. I can pretty much determine what will happen in my marriage.....0....1....2....3....4....5....6
- i. When I make plans for how I want my marriage to be, I am almost certain to make them work.....0....1....2....3....4....5....6
- j. When I get what I want out of my marriage, it's usually because I worked hard for it.....0....1....2....3....4....5....6
- k. To a great extent my marriage is controlled by accidental happenings.....0....1....2....3....4....5....6
- l. When I get what I want in my marriage, it's usually because I'm lucky.....0....1....2....3....4....5....6
- m. It's not always wise for me to plan too far ahead in my marriage, because many things turn out to be matter of good or bad luck.....0....1....2....3....4....5....6
- n. I have often found that in my marriage what is going to happen will happen.....0....1....2....3....4....5....6

THANK YOU VERY MUCH!

Please give this questionnaire to your interviewer. Your wife will NOT ever see your answers.

24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

24.6. In thinking about the matter that you and your wife just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my wife doesn't want to. ____
- e. My wife keeps talking about it even though I don't want to. ____
- f. My wife doesn't want to talk about it, so I just keep quiet. ____
- g. My wife keeps quiet because she knows I don't want to talk about it. ____

Q. 24: II. WIFE'S OWN ACTIVITIES (HUSBAND)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT WIFE'S OWN ACTIVITIES WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "wife's own activities" with your wife.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your wife said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your wife gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY SHE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what she wanted All of what she wanted

(PLEASE SEE OTHER SIDE)

Q. 24: III. MONEY (HUSBAND)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT MONEY WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "money" with your wife.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your wife said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your wife gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY SHE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what she wanted All of what she wanted

(PLEASE SEE OTHER SIDE)

Q. 24: IV. COMPANIONSHIP (HUSBAND)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT COMPANIONSHIP WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

- 24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "companionship" with your wife.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

- 24.2. Think for a moment about what you and your wife said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted. All of what I wanted

- 24.3. And how much would you say your wife gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY SHE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what she wanted. All of what she/he wanted

(PLEASE SEE OTHER SIDE)

Q. 24: V. CHILDREN (HUSBAND)

THINK ABOUT THE CONVERSATION YOU JUST HAD ABOUT CHILDREN WHEN YOU ANSWER THE FOLLOWING QUESTIONS.

24.1. Below is a list of reasons that partners often give to help the other person see their point of view or try to sway the other person to see things their way. You may not exactly have said each one in the conversation you just had, but the idea is one you wanted to get across. Please read each one and tell me if you used the reason while discussing "children" with your wife.

PLEASE CIRCLE YES OR NO FOR EACH STATEMENT	Yes	No
a. It's best for the children.	1	0
b. It's best for me.	1	0
c. It's best for your partner.	1	0
d. It's only right and fair.	1	0
e. It's your partner's responsibility.	1	0
f. It's best for the family.	1	0

24.2. Think for a moment about what you and your wife said you wanted at the beginning of the discussion. Considering the way the discussion went, how much would you say you gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY YOU GAINED.

0....1....2....3....4....5....6....7....8....9....10
 None of what I wanted All of what I wanted

24.3. And how much would you say your wife gained as a result of the discussion?

PLEASE CIRCLE THE NUMBER THAT BEST DESCRIBES HOW MUCH YOU WOULD SAY SHE GAINED

0....1....2....3....4....5....6....7....8....9....10
 None of what she wanted All of what she wanted

(PLEASE SEE OTHER SIDE)

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24.4. How important is it to you that things go your way over the matter you just discussed?

PLEASE CIRCLE ONE NUMBER

Very important	4
Important	3
Somewhat important	2
Not at all important	1

24.5. All things considered, how fair would you say the situation is right now as far as this specific matter is concerned?

PLEASE CIRCLE THE NUMBER THAT COMES CLOSEST TO HOW FAIR YOU THINK THE SITUATION IS.

0....1....2....3....4....5....6....7....8....9....10	
Completely unfair	Completely fair

24.6. In thinking about the matter that you and your wife just discussed, where would you say you both are RIGHT NOW with regard to this specific matter?

PLEASE MARK (X) ONE OF THE FOLLOWING

- a. We totally agree. ____
- b. We are still talking about it. ____
- c. We have agreed to disagree, and not talk about it for awhile. ____
- d. I keep talking about it even though my wife doesn't want to. ____
- e. My wife keeps talking about it even though I don't want to. ____
- f. My wife doesn't want to talk about it, so I just keep quiet. ____
- g. My wife keeps quiet because she knows I don't want to talk about it. ____

CLOSING QUESTIONNAIRE FOR HUSBAND

WE WOULD NOW LIKE YOU TO TAKE A FEW MINUTES TO THINK ABOUT ALL FIVE OF THE DISCUSSIONS YOU JUST HAD WITH YOUR WIFE. AS WITH THE QUESTIONNAIRE YOU FILLED OUT EARLIER, YOUR WIFE WILL NOT KNOW WHAT YOU SAY IN THESE PAGES.

1. As you are thinking about the five discussions we just had, for each of the following items, please circle the number that comes closest to describing how you FEEL right now about the things you and your wife said to each other during those five discussions.

	0	1	2	3	4	5
	—————					
	NOT AT ALL					VERY MUCH
	HOW I FEEL					HOW I FEEL

- a. angry and annoyed with her.....0...1...2...3...4...5
- b. satisfied.....0...1...2...3...4...5
- c. hurt.....0...1...2...3...4...5
- d. closer to her and more loving than before.....0...1...2...3...4...5
- e. resentful.....0...1...2...3...4...5
- f. more understanding for her than before.....0...1...2...3...4...5
- g. resigned.....0...1...2...3...4...5
- h. that talking was a waste of time.....0...1...2...3...4...5
- i. sorry for what I said.....0...1...2...3...4...5

2. Please write anything else that you can think of about how you and your wife try to decide the five matters we just discussed.

THANK YOU!

AUDIOTAPED EPISODES

INSTRUCTIONS TO COUPLE READ BY INTERVIEWER

Now I want to ask you some questions together. We want to find out how married couples make decisions. All married couples have to make choices or decisions. Sometimes, you have several possible ways to solve a problem and you talk together to see which solution might be the best. Sometimes, partners don't agree about how the question should be settled. Because each of you is an individual, you want unique things out of life or out of your marriage; your partner might want something different. What this means is that partners have different ideas about what is the best thing to do.

We want to learn from you exactly how you talk about an issue that concerns you both—how you try to arrive at a decision together. In order to do this, we are going to ask you about five general areas of family decisions: household chores, money, companionship, wife's own activities, and children. You will pick the specific matter within each general area that gives you the most problems or that you talk about most often.

I will ask you the last time you talked about the issue, and together we will try to put together as much detail about that conversation as we can. First, I'll ask who brought up the topic, and then I'll ask that person exactly what he or she said. Just like any conversation, I'll ask one person what she (TURN TO WIFE) said, then I'll ask the other (TURN TO HUSBAND) what he said in reply. We'll go back and forth until you can't remember any more of what happened. Try to remember exactly what each person said and think of it as a back-and-forth conversation rather than everything happening at one time.

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While I'm asking you (TURN TO HUSBAND) what you said, you (TURN TO WIFE) should feel free to interrupt, or break in, at any point and help out your husband in case he has forgotten some detail, or you think what he said should be said in a little different way. In the same way, you (TURN TO HUSBAND) should help out if your wife has forgotten something or remembers it differently than you do.

I'd like to have an interesting and lively discussion which comes as close as possible to the ways in which you actually work out your marriage decisions. Sometimes, it takes a while to remember exactly what happened, so take your time and I'll ask you some questions to help you jog your memory.

Do you have questions before we begin?

(TO INTERVIEWER: TURN ON TAPE RECORDER)

I. HOUSEHOLD CHORES

The first area we're going to cover is routine household chores--these include things like cooking; cleaning and dusting; repairs; yard-work; washing clothes, windows and floors; doing the food shopping; which partner should do how much of these things; and so on, for any of the many, many chores around the house. Within this general area, what is the one thing that gives you the most problems? (PROBE: What one thing do you seem to end up talking about most often?)

JOT DOWN KEY PHRASES ONLY

1. Couples tell us that one person usually brings up the topic more often than the other in order to discuss it. In your marriage, which one of you usually first brings up the issue over _____ ?

(DO NOT READ RESPONSE CHOICES)

0 WIFE (TURN TO WIFE FOR Q2)

1 HUSBAND (TURN TO HUSBAND FOR Q2)

- 1.1. IF COUPLE SAYS, "BOTH ABOUT THE SAME" PROBE: If you had to say who brings it up more often, who would you say?

1.2 IF COUPLE STILL CAN'T SAY WHOM, TURN TO WIFE:

2. When was the last time you brought up the matter of _____ ?

(RECORD NUMBERS)

DAYS AGO

WEEKS AGO

MONTHS AGO

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3. It helps to refresh your memory if you think about where you were physically when you had the conversation. Were you at home? In what room of the house? What time of the day was it?

4. Think back to that day or night and focus on that one conversation. What exactly did you say to bring up the issue of _____ with your partner? (PROBE FOR DETAILS ON R'S POSITION: What changes did you want? Did you offer an opinion on the matter? (JOT DOWN KEY PHRASES ONLY)

5. How did you present your position? What did you say to help your (husband/wife) see your point of view?

6. At that time, did you say anything to try to persuade your (husband/wife) to say or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO PARTNER REACTOR

7. Since there are always two sides to every discussion, I'd first of all like to ask you if you would say that everything your (husband/wife) has said so far is accurate; or would you say there are some things (he/she) has said which in your opinion need to be added to or changed in some way?

(DO NOT READ RESPONSE CHOICES)

- 0 ACCURATE (SKIP TO Q9)
- 1 NEED TO BE CHANGED (CONTINUE)

8. What specific things that (he/she) said need to be added to or changed?
9. Your partner says that (his/her) point of view is that _____.
(REFER TO KEY PHRASES IN Q4 IF NECESSARY).
When (he/she) said that, what exactly did you say in reply?
PROBE FOR DETAILS OF R'S POSITION: Specifically, how is your point of view
or opinion different from (his/hers)? (JOT DOWN KEY PHRASES)
10. How did you present your position? What did you say to help your
(husband/wife) see your point of view?
11. At that time, did you say anything to try to persuade your (husband/wife)
to see or do things your way? (PROBE: Exactly what did you say? Is there
anything else you said?)

TURN TO INITIATOR

12. Would you say that what your partner has just said is accurate, or are
there some things that need to be added or changed?
- 0 ACCURATE (SKIP TO Q14)
- 1 NEED TO BE CHANGED (CONTINUE)
13. What specific things need to be added or changed?

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14. Your partner says that (his/her) point of view is that _____
(REFER TO KEY PHRASES IN Q9 IF NECESSARY).
When (he/she) said that, what exactly did you say in response? (PROBE FOR
DETAILS OF R'S POSITION: Did you make any suggestions for changes that
either of you could make? What did you say?)
15. How did you present your position, offer, or suggestion? What did you say
to help you (husband/wife) see your point of view?
16. At that time, did you say anything to try to persuade your (husband/wife)
to see or do things your way? (PROBE: Exactly what did you say? Is there
anything else you said?)

TURN TO REACTOR

17. Would you say that what your partner has just said is accurate, or are
there some things that need to be added or changed?
0 ACCURATE (SKIP TO Q19)
1 NEED TO BE CHANGED (CONTINUE)
18. What specific things need to be added or changed?
19. What did you say to your (husband/wife) in reply? (PROBE: Did you make
any suggestions for changes either of you could make? What did you say?)

20. How did you present your position, offer, or suggestion? What did you say to help your (husband/wife) see your point of view?
21. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE; Exactly what did you say? Is there anything else you said?)

REPEAT Q17 TO Q21, SHIFTING FROM INITIATOR TO REACTOR, UNTIL COUPLE REACHES THE END OF THE EPISODE.

TO BOTH PARTNERS

22. When you finished talking about Household Chores, where would you say you ended up as far as the line on Card 1 is concerned? Would you say you ended up at number zero--complete or total disagreement; or were you at a number further to the right? Which number was it?

0	1	2	3	4	5	6	7	8	9	10
completely										completely
disagree										agree

23. Some conversations are easier to remember than others. Looking at Card 2, tell me how certain you are that the conversation we just put together is actually the way it happened.

0	1	2	3	4	5	6	7	8	9	10
not at all										100% certain
certain										

Page 8

24. Before we go on to the next issue, I'm going to ask each of you separately a few questions about the conversation we just talked about together. You can mark your answers on that questionnaire. Your partner will not be told what you say.

. (AT THIS POINT, EACH R SEPARATELY COMPLETES Q. 24)

II. WIFE'S OWN ACTIVITIES

The area we're going to cover now is "wife's own activities." This includes such things as whether or not the wife should work at a paying job; and if so, what job she should take or not take; how many hours per week should she work; how much money should she earn if it's going to affect family taxes; what if she has to work late, and so forth. The "wife's own activities" also includes being active whether she should go to school or not—and if so, how much time should she spend on schooling, what school to attend, how to pay for it, what should she study, and so on. Within this general area of wife's own activities, what is the one thing that gives you the most problems? (PROBE: What one thing do you seem to end up talking about most often?) JOT DOWN KEY PHRASES ONLY.

1. Couples tell us that one person usually brings up the topic more often than the other in order to discuss it. In your marriage, which one of you usually first brings up the issue over _____?

(DO NOT READ RESPONSE CHOICES)

0 WIFE (TURN TO WIFE FOR Q2)

1 HUSBAND (TURN TO HUSBAND FOR Q2)

- 1.1. IF COUPLE SAYS, "BOTH ABOUT THE SAME" PROBE: If you had to say who brings it up more often, who would you say?
- 1.2 IF COUPLE STILL CAN'T SAY WHOM, TURN TO WIFE:

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2. When was the last time you brought up the matter of _____?

(RECORD NUMBERS)

DAYS AGO

WEEKS AGO

MONTHS AGO

3. It helps to refresh your memory if you think about where you were physically when you had the conversation. Were you at home? In what room of the house? What time of the day was it?
4. Think back to that day or night and focus on that one conversation. What exactly did you say to bring up the issue of _____ with your partner? (PROBE FOR DETAILS ON R'S POSITION: What changes did you want? Did you offer an opinion on the matter? (JOT DOWN KEY PHRASES ONLY)
5. How did you present your position? What did you say to help your (husband/wife) see your point of view?
6. At that time, did you say anything to try to persuade your (husband/wife) to say or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO PARTNER REACTOR

7. Since there are always two sides to every discussion, I'd first of all like to ask you if you would say that everything your (husband/wife) has said so far is accurate; or would you say there are some things (he/she) has said which in your opinion need to be added to or changed in some way?

(DO NOT READ RESPONSE CHOICES)

- 0 ACCURATE (SKIP TO Q9)
1 NEED TO BE CHANGED (CONTINUE)

8. What specific things that (he/she) said need to be added to or changed?
9. Your partner says that (his/her) point of view is that _____.
(REFER TO KEY PHRASES IN Q4 IF NECESSARY).

When (he/she) said that, what exactly did you say in reply?

PROBE FOR DETAILS OF R'S POSITION: Specifically, how is your point of view or opinion different from (his/hers)? (JOT DOWN KEY PHRASES)

10. How did you present your position? What did you say to help your (husband/wife) see your point of view?
11. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

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TURN TO INITIATOR

12. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q14)

1 NEED TO BE CHANGED (CONTINUE)

13. What specific things need to be added or changed?

14. Your partner says that (his/her) point of view is that _____
(REFER TO KEY PHRASES IN Q9 IF NECESSARY).

When (he/she) said that, what exactly did you say in response? (PROBE FOR DETAILS OF R'S POSITION: Did you make any suggestions for changes that either of you could make? What did you say?)

15. How did you present your position, offer, or suggestion? What did you say to help you (husband/wife) see your point of view?

16. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO REACTOR

17. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q19)

1 NEED TO BE CHANGED (CONTINUE)

18. What specific things need to be added or changed?
19. What did you say to your (husband/wife) in reply? (PROBE: Did you make any suggestions for changes either of you could make? What did you say?)
20. How did you present your position, offer, or suggestion? What did you say to help your (husband/wife) see your point of view?
21. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE; Exactly what did you say? Is there anything else you said?)

REPEAT Q17 TO Q21, SHIFTING FROM INITIATOR TO REACTOR, UNTIL COUPLE REACHES THE END OF THE EPISODE.

TO BOTH PARTNERS

22. When you finished talking about Wife's Own Activities, where would you say you ended up as far as the line on Card 1 is concerned? Would you say you ended up at number zero--complete or total disagreement; or were you at a number further to the right? Which number was it?

0	1	2	3	4	5	6	7	8	9	10
completely disagree										completely agree

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23. Some conversations are easier to remember than others. Looking at Card 2, tell me how certain you are that the conversation we just put together is actually the way it happened.

0 1 2 3 4 5 6 7 8 9 10
not at all _____ 100% certain
certain

24. Before we go on to the next issue, I'm going to ask each of you separately a few questions about the conversation we just talked about together. You can mark your answers on that questionnaire. Your partner will not be told what you say.

(AT THIS POINT, EACH R SEPARATELY COMPLETES Q. 24)

III. MONEY

The area we're going to cover now is money. This includes whether you think your partner spends too much money or little, or saves too much or too little; or buys things that she/he shouldn't, or has too many debts, or doesn't handle money too well, and so forth. Within this general area, what is the one thing that gives you the most problems? (PROBE: What is the single thing you seem to end up talking about most often?) JOT DOWN KEY PHRASES ONLY.

1. Couples tell us that one person usually brings up the topic more often than the other in order to discuss it. In your marriage, which one of you usually first brings up the issue over _____?

(DO NOT READ RESPONSE CHOICES)

0 WIFE (TURN TO WIFE FOR Q2)

1 HUSBAND (TURN TO HUSBAND FOR Q2)

- 1.1. IF COUPLE SAYS, "BOTH ABOUT THE SAME" PROBE: If you had to say who brings it up more often, who would you say?

1.2 IF COUPLE STILL CAN'T SAY WHOM, TURN TO WIFE:

2. When was the last time you brought up the matter of _____?

(RECORD NUMBERS)

DAYS AGO

WEEKS AGO

MONTHS AGO

3. It helps to refresh your memory if you think about where you were physically when you had the conversation. Were you at home? In what room of the house? What time of the day was it?
4. Think back to that day or night and focus on that one conversation. What exactly did you say to bring up the issue of _____ with your partner? (PROBE FOR DETAILS ON R'S POSITION: What changes did you want? Did you offer an opinion on the matter? (JOT DOWN KEY PHRASES ONLY)
5. How did you present your position? What did you say to help your (husband/wife) see your point of view?
6. At that time, did you say anything to try to persuade your (husband/wife) to say or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO PARTNER REACTOR

7. Since there are always two sides to every discussion, I'd first of all like to ask you if you would say that everything your (husband/wife) has said so far is accurate; or would you say there are some things (he/she) has said which in your opinion need to be added to or changed in some way?
(DO NOT READ RESPONSE CHOICES)
0 ACCURATE (SKIP TO Q9)
1 NEED TO BE CHANGED (CONTINUE)
8. What specific things that (he/she) said need to be added to or changed?

9. Your partner says that (his/her) point of view is that _____.
(REFER TO KEY PHRASES IN Q4 IF NECESSARY).

When (he/she) said that, what exactly did you say in reply?

PROBE FOR DETAILS OF R'S POSITION: Specifically, how is your point of view or opinion different from (his/hers)? (JOT DOWN KEY PHRASES)

10. How did you present your position? What did you say to help your (husband/wife) see your point of view?

11. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO INITIATOR

12. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q14)

1 NEED TO BE CHANGED (CONTINUE)

13. What specific things need to be added or changed?

14. Your partner says that (his/her) point of view is that _____.
(REFER TO KEY PHRASES IN Q9 IF NECESSARY).

When (he/she) said that, what exactly did you say in response? (PROBE FOR DETAILS OF R'S POSITION: Did you make any suggestions for changes that either of you could make? What did you say?)

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15. How did you present your position, offer, or suggestion? What did you say to help you (husband/wife) see your point of view?

16. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO REACTOR

17. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q19)

1 NEED TO BE CHANGED (CONTINUE)

18. What specific things need to be added or changed?

19. What did you say to your (husband/wife) in reply? (PROBE: Did you make any suggestions for changes either of you could make? What did you say?)

20. How did you present your position, offer, or suggestion? What did you say to help your (husband/wife) see your point of view?

21. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

REPEAT Q17 TO Q21, SHIFTING FROM INITIATOR TO REACTOR, UNTIL COUPLE REACHES THE END OF THE EPISODE.

TO BOTH PARTNERS

22. When you finished talking about "Money" where would you say you ended up as far as the line on Card 1 is concerned? Would you say you ended up at number zero--complete or total disagreement; or were you at a number farther to the right? Which number was it?

0	1	2	3	4	5	6	7	8	9	10
completely disagree										completely agree

23. Some conversations are easier to remember than others. Looking at Card 2, tell me how certain you are that the conversation we just put together is actually the way it happened.

0	1	2	3	4	5	6	7	8	9	10
not at all certain										100% certain

24. Before we go on to the next issue, I'm going to ask each of you separately a few questions about the conversation we just talked about together. You can mark your answers on that questionnaire. Your partner will not be told what you say.

(AT THIS POINT, EACH R SEPARATELY COMPLETES Q. 24)

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IV. COMPANIONSHIP

The area we're going to cover now is companionship. This includes whether couples think they spend too little time together, or too much time together; also spending too little or too much time with friends and relatives; also not going out together enough, or else going out too often to movies, dancing, sports, special events, and so on; also spending so much time at work or other activities that the partner feels they don't spend enough time together and so on. Within this general area, what is the one thing that gives you the most problems? (PROBE: What one thing do you seem to end up talking about most often?) JOT DOWN KEY PHRASES ONLY.

1. Couples tell us that one person usually brings up the topic more often than the other in order to discuss it. In your marriage, which one of you usually first brings up the issue over _____?

(DO NOT READ RESPONSE CHOICES)

0 WIFE (TURN TO WIFE FOR Q2)

1 HUSBAND (TURN TO HUSBAND FOR Q2)

- 1.1. IF COUPLE SAYS, "BOTH ABOUT THE SAME" PROBE: If you had to say who brings it up more often, who would you say?

1.2 IF COUPLE STILL CAN'T SAY WHOM, TURN TO WIFE:

2. When was the last time you brought up the matter of _____?

(RECORD NUMBERS)

DAYS AGO

WEEKS AGO

MONTHS AGO

3. It helps to refresh your memory if you think about where you were physically when you had the conversation. Were you at home? In what room of the house? What time of the day was it?
4. Think back to that day or night and focus on that one conversation. What exactly did you say to bring up the issue of _____ with your partner? (PROBE FOR DETAILS ON R'S POSITION: What changes did you want? Did you offer an opinion on the matter? (JOT DOWN KEY PHRASES ONLY)
5. How did you present your position? What did you say to help your (husband/wife) see your point of view?
6. At that time, did you say anything to try to persuade your (husband/wife) to say or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO PARTNER REACTOR

7. Since there are always two sides to every discussion, I'd first of all like to ask you if you would say that everything your (husband/wife) has said so far is accurate; or would you say there are some things (he/she) has said which in your opinion need to be added to or changed in some way?
(DO NOT READ RESPONSE CHOICES)
0 ACCURATE (SKIP TO Q9)
1 NEED TO BE CHANGED (CONTINUE)
8. What specific things that (he/she) said need to be added to or changed?

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9. Your partner says that (his/her) point of view is that _____.

(REFER TO KEY PHRASES IN Q4 IF NECESSARY).

When (he/she) said that, what exactly did you say in reply?

PROBE FOR DETAILS OF R'S POSITION: Specifically, how is your point of view or opinion different from (his/hers)? (JOT DOWN KEY PHRASES)

10. How did you present your position? What did you say to help your (husband/wife) see your point of view?

11. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO INITIATOR

12. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q14)

1 NEED TO BE CHANGED (CONTINUE)

13. What specific things need to be added or changed?

14. Your partner says that (his/her) point of view is that _____

(REFER TO KEY PHRASES IN Q9 IF NECESSARY).

When (he/she) said that, what exactly did you say in response? (PROBE FOR DETAILS OF R'S POSITION: Did you make any suggestions for changes that either of you could make? What did you say?)

15. How did you present your position, offer, or suggestion? What did you say to help you (husband/wife) see your point of view?

16. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO REACTOR

17. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q19)

1 NEED TO BE CHANGED (CONTINUE)

18. What specific things need to be added or changed?

19. What did you say to your (husband/wife) in reply? (PROBE: Did you make any suggestions for changes either of you could make? What did you say?)

20. How did you present your position, offer, or suggestion? What did you say to help your (husband/wife) see your point of view?

21. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE; Exactly what did you say? Is there anything else you said?)

REPEAT Q17 TO Q21, SHIFTING FROM INITIATOR TO REACTOR, UNTIL COUPLE REACHES THE END OF THE EPISODE.

TO BOTH PARTNERS

22. When you finished talking about "Companionship", where would you say you ended up as far as the line on Card 1 is concerned? Would you say you ended up at number zero--complete or total disagreement; or were you at a number further to the right? Which number was it?

0	1	2	3	4	5	6	7	8	9	10										
completely disagree																completely agree				

23. Some conversations are easier to remember than others. Looking at Card 2, tell me how certain you are that the conversation we just put together is actually the way it happened.

0	1	2	3	4	5	6	7	8	9	10	
not at all certain											100% certain

24. Before we go on to the next issue, I'm going to ask each of you separately a few questions about the conversation we just talked about together. You can mark your answers on that questionnaire. Your partner will not be told what you say.

(AT THIS POINT, EACH R SEPARATELY COMPLETES Q. 24)

V. CHILDREN

The final area we're going to cover is children. This area includes whether or not you should have a child, or another child, or when is the right time to have a child. It also includes spending too little time with the children, or trying to control the child's time by making them be in sports or go to scouts or taking music lessons, and so on. It also includes the matter of "who should take care of them" if one partner wants to go out, or has to go to work. Within this general area, what is the one thing that gives you the most problems? (PROBE: What is the one thing you seem to end up talking about most often?) JOT DOWN KEY PHRASES ONLY.

1. Couples tell us that one person usually brings up the topic more often than the other in order to discuss it. In your marriage, which one of you usually first brings up the issue over _____?

(DO NOT READ RESPONSE CHOICES)

0 WIFE (TURN TO WIFE FOR Q2)

1 HUSBAND (TURN TO HUSBAND FOR Q2)

- 1.1. IF COUPLE SAYS, "BOTH ABOUT THE SAME" PROBE: If you had to say who brings it up more often, who would you say?

1.2 IF COUPLE STILL CAN'T SAY WHOM, TURN TO WIFE:

2. When was the last time you brought up the matter of _____?

(RECORD NUMBERS)

DAYS AGO

WEEKS AGO

MONTHS AGO

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3. It helps to refresh your memory if you think about where you were physically when you had the conversation. Were you at home? In what room of the house? What time of the day was it?
4. Think back to that day or night and focus on that one conversation. What exactly did you say to bring up the issue of _____ with your partner? (PROBE FOR DETAILS ON R'S POSITION: What changes did you want? Did you offer an opinion on the matter? (JOT DOWN KEY PHRASES ONLY)
5. How did you present your position? What did you say to help your (husband/wife) see your point of view?
6. At that time, did you say anything to try to persuade your (husband/wife) to say or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO PARTNER REACTOR

7. Since there are always two sides to every discussion, I'd first of all like to ask you if you would say that everything your (husband/wife) has said so far is accurate; or would you say there are some things (he/she) has said which in your opinion need to be added to or changed in some way?
(DO NOT READ RESPONSE CHOICES)
0 ACCURATE (SKIP TO Q9)
1 NEED TO BE CHANGED (CONTINUE)
8. What specific things that (he/she) said need to be added to or changed?

9. Your partner says that (his/her) point of view is that _____.
(REFER TO KEY PHRASES IN Q4 IF NECESSARY).

When (he/she) said that, what exactly did you say in reply?

PROBE FOR DETAILS OF R'S POSITION: Specifically, how is your point of view
or opinion different from (his/hers)? (JOT DOWN KEY PHRASES)

10. How did you present your position? What did you say to help your
(husband/wife) see your point of view?

11. At that time, did you say anything to try to persuade your (husband/wife)
to see or do things your way? (PROBE: Exactly what did you say? Is there
anything else you said?)

TURN TO INITIATOR

12. Would you say that what your partner has just said is accurate, or are
there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q14)

1 NEED TO BE CHANGED (CONTINUE)

13. What specific things need to be added or changed?

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14. Your partner says that (his/her) point of view is that _____

(REFER TO KEY PHRASES IN Q9 IF NECESSARY).

When (he/she) said that, what exactly did you say in response? (PROBE FOR DETAILS OF R'S POSITION: Did you make any suggestions for changes that either of you could make? What did you say?)

15. How did you present your position, offer, or suggestion? What did you say to help you (husband/wife) see your point of view?

16. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE: Exactly what did you say? Is there anything else you said?)

TURN TO REACTOR

17. Would you say that what your partner has just said is accurate, or are there some things that need to be added or changed?

0 ACCURATE (SKIP TO Q19)

1 NEED TO BE CHANGED (CONTINUE)

18. What specific things need to be added or changed?

19. What did you say to your (husband/wife) in reply? (PROBE: Did you make any suggestions for changes either of you could make? What did you say?)

20. How did you present your position, offer, or suggestion? What did you say to help your (husband/wife) see your point of view?

21. At that time, did you say anything to try to persuade your (husband/wife) to see or do things your way? (PROBE; Exactly what did you say? Is there anything else you said?)

REPEAT Q17 TO Q21, SHIFTING FROM INITIATOR TO REACTOR, UNTIL COUPLE REACHES THE END OF THE EPISODE.

TO BOTH PARTNERS

22. When you finished talking about "Children", where would you say you ended up as far as the line on Card 1 is concerned? Would you say you ended up at number zero--complete or total disagreement; or were you at a number further to the right? Which number was it?

0	1	2	3	4	5	6	7	8	9	10
completely disagree										completely agree

23. Some conversations are easier to remember than others. Looking at Card 2, tell me how certain you are that the conversation we just put together is actually the way it happened.

0	1	2	3	4	5	6	7	8	9	10
not at all certain										100% certain

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24. Before we finish, I'm going to ask each of you separately a few questions about the conversation we just talked about together. You can mark your answers on that questionnaire. Your partner will not be told what you say.

(AT THIS POINT, EACH R SEPARATELY COMPLETES Q. 24)

AFTER EACH R RETURNS QUESTION 24, HAND EACH R THE "CLOSING QUESTIONNAIRE"
AND SAY:

Finally, we would like you to take a few minutes to think about all of the five discussions we just had and fill out this one-page closing questionnaire.

APPENDIX G
TRANSCRIPT OF AN INTERVIEW

I: All right, the first area we're going to cover is routine household chores. These include things like cooking, clean-, excuse me, cleaning and dusting, repairs, yardwork, washing clothes, windows and floors, doing the food shopping, which partner should do how much of these things and so on, for any of the many, many chores around the house. Within this general area, what is the one thing that gives you the most problems or the one thing that you end up talking about most often?

M: We usually don't have any discussion about that.
(laugh)

F: Um, the household-

I: Uh huh. Now it can be something routine, but just something that you have to decide when something's done, or who does it, or if you're going to do something in the house.

F: Let's see, uh . . . who's going to do something in the house . . .

I: Or yard, or . . . I don't think you probably don't have to deal with the yardwork.

M: That, well, we do, and then we don't.

F: How 'bout, um . . . something that we have a discussion about . . . we have pretty, pretty delineated, uh-

M: Yea. Ju- maybe it's, we have to explain that.

I: Mm hm.

M: Uh . . .

F: Yeah.

M: I don't do any housework.

F: Yeah.

M: Of course. Not, not that I wouldn't if I was asked, or-

F: Sure, he would.

M: I, I pitch in when I have to.

I: Uh huh.

M: But, uh, in most cases I don't . . .

F: That's-

M: I don't deal with it.

F: -That's not his thing. Um, maybe washing the car?

I: Ok, that's fine.

M: There you go. (laugh) I don't do that, either.

F: (laugh) So we have discussions about that.

I: Ok.

M: But we, I, yeah, we had discussions about, uh, about our crazy life, because I do, you know, I travel all the time.

I: Uh huh.

M: And, uh, because I travel, I get in late, I work weekends and long hours.

I: Uh huh.

M: And, you know, I'm, I'm on the move, and when I, when I move, everything's ready, you know. I just, she's got me spoiled, because it's, it's already done.

I: Uh huh.

F: I left my job. I've made that my job, anyway. (laugh)

I: Uh huh.

F: I think the car. Maybe this afternoon, didn't I say something about washing the car?

M: Yeah.

I: So if you want to take the subject of washing the car . . .

F: I think that's the only thing I can think of.

I: Ok. And who usually brings up the topic of washing the car?

F: Oh, I know, I do.

M: She does.

F: Mm hm.

I: Ok, and when was the last time, Cynthia, that you brought up the subject of washing the car?

F: About four hours ag (laugh).

I: Ok. So today.

F: Yeah.

I: Ok, it usually helps if you remember where you were physically when you had the conversation. Were you here at home?

F: We were in the car.

M: We were in the dirty car, itself.

F: We were in the dirty car.

I: Ok. And what time of day was it?

F: About four, maybe? Five?

M: Well, it wasn't that late, because we'd just finished lunch.

F: Oh, it was this afternoon?

F: Ok. About two.

I: Ok, so then-

M: Driving over to the office.

F: Oh, yeah.

I: Ok, so if you think back then to this conversation that you had this afternoon, um, Cynthia, how did you bring up the subject of washing the car?

F: Um, I just said, we were in the car, and it was dirty, and I said, "This car looks terrible. We've got to wash it. We have to wash this car." (laugh)

M: Yeah.

I: Uh huh.

M: That's what was said.

I: Ok. Um, did you, how did you present your position that the car had to be washed?

F: That was it.

M: (laugh) She looked me right in the eye and said, "This car-

F: (speaking at the same time) I looked him right in the eye and said, "We have to wash this car."

M: "-is terrible. We have to wash this car."

I: Ok, um, what changes did you want, then, in the situation with the car?

F: (laugh) Uh, well, I just wanted it clean, to look totally different than it looked right then.

I: Uh huh. Ok, and did you say anything to try to persuade your husband that it needed to be clean?

F: No, I, that was all I said, wasn't it, Lawrence?

M: Yes, Yes, it was.

F: What, what did you say, did you say anything?

M: There was no persuasion. It was a true statement. And we had about five MacDonald's coffee cups on the floor and uh, uh, sweet and low packets, and-

F: Sand.

M: Sand, 'cause we had just come back from the beach and we had sand from the beach.

I: Mm hm.

F: But what did you say?

M: My, my, my comment was, "Yeah, we sure do."

I: Ok.

F: Mm hm.

I: I was going to ask, is there anything that you could think of that Cindy has left out, that she said-

F: Yeah, did I say anything else, too?

M: No, but then we changed the subject right after that.

I: Ok.

F: One of us changes the subject (laugh).

M: Yeah, one of us changed the subject real quick. (laugh)

I: Um, all right, would you say-

F: But it came up again, today.

I: Uh huh. So it was a continuing conversation?

M: Uh-

F: Well, it was kind of a statement. Later in the afternoon, this was about supertime, remember? I asked, "If you'll leave your car tomorrow, I'll wash it for you." (laugh)

M: Right. You'll wash it.

F: This is the same person who told (?) to wash it.

M: Who does the yardwork and does the wash (rest is unintelligible over laughing).

I: Ok. Um, so then would you say that everything that Cynthia has said about, what she had said was accurate, and it was complete, nothing needs to be added or changed?

M: It was accurate.

I: Ok, um, she says that in her point of view, that she said and felt that the car was dirty and that it needed to be clean. When she said that, what exactly did you say in reply to that statement?

M: My comment was, "It sure does."

I: And-

M: Something, I think, was, was that it?

F: Mm hm.

I: And did you say anything else?

M: No, that was, that was-

I: Mm hm.

F: That was it.

M: I think that was it. Yeah.

I: Would you say that at that point, um, was your, uh, point of view or your opinion any different than what Cynthia's was in relation to washing the car?

M: No. It definitely needed to be washed. (laugh)

F: (laugh)

I: Ok. And-

F: Are we gonna have any lively discussions? We got to get better than this.

I: (laugh) And Cynthia, would you say that everything that Larry has just said is, is accurate and complete?

F: Yes.

I: Is there anything that needs to be changed or added to in any way?

F: No.

I: Ok, uh, at this point, can either of you remember anything else that was a part of this conversation, or maybe the conversations that had reoccurred later in the afternoon?

F: No. Uh, it was pretty much a one-sided conversation.

M: Yeah. Yeah, it was.

F: I don't think you said anything, come to think of it, when I told you I'd take the car.

M: Well, well, yes I did, because you, you said that, uh, "If you leave my car tomorrow, I'll, I'll wash it for you." And I said, "Well, I think I'm going to be going to Greenville tomorrow, so I'm not going to be able to leave the car."

F: Oh, ok. Yeah. That's right.

I: Ok, and who initiated this second conversation?

F: It was me. I-

M: About the cleanliness of the car, right.

F: I brought it up again.

I: Ok. Um, and can you think of anything that Larry might have left out from what-

F: No.

I: -happened in the second conversation?

F: That's pretty much what happened, yeah.

I: Ok. Did either of you make any suggestions at that point of any changes that could take place, so that you could get the car washed tomorrow?

F: No.

I: Ok, and can you think of-

F: It was hopeless. (laugh)

I: (laugh) Can you think of anything else that was said as a part of the conversation?

F: I can't. Can you?

M: No. No, 'cause we had just pulled, we, we'd pulled in, and parked the car, and that was it. We got out.

I: Ok, then I would like for you to refer to the cards that I gave you at the beginning. Um, when you finished talking about washing the car, where would you say that you ended up as far as the line on card one is concerned? Would you say that you ended up at a number zero, complete or total disagreement, or were you at a number further to the right? And which number was it?

F: And just circle that number?

I: No, you, I just need it on the tape.

M: Oh, oh, oh.

F: Oh! Well, ten, I guess.

M: I'd say ten, yeah.

I: Ok, and looking at the blue card, which is card two, some conversations are easier to remember than others. Tell me how certain you are that the conversation we just put together is actually the way that it happened.

M: I would say ten.

F: I would, too.

I: Ok. The area we're going to cover now is wife's own activities. This includes such things as whether or not the wife should work at a paying job, and if so, what job should she take or not take, how many hours per week should she work, how much money should she earn, if it's going to affect family taxes, what if she has to work late, and so forth. The wife's own activities also includes being active, whether she should go to school or not, and if so, how much time should she spend on schooling. What school to attend,

how to pay for it, what should she study, and so on. Within this general area of wife's own activities, what is the one thing that you spend the most time discussing?

F: What I should do with my life. (laugh)

M: Very well put, yeah.

I: Ok.

F: We had this yesterday afternoon, too.

M: I was just gonna say, when was the last time- or did we have it this morning? I think it was yesterday afternoon.

F: Yesterday afternoon.

I: Ok, um, couples tell us that one person usually brings up the subject more often than the other. Who usually brings up the subject?

M: She does.

I: Ok. And, Cynthia, when was the last time that you brought up-

F: Yesterday.

I: Ok, so one day ago. And, it does help to refresh your memory if you think about where you were physically when you had the conversation. Were you here at home?

F: No, we were in the car.

I: Ok, and-

F: (laughing loudly and speaking at the same time--cannot understand what she said--something about always ending up being in the car)

I: And what time of day was it?

F: Uh-

M: Mid afternoon.

F: About five? What time'd we leave Darlington.

M: That's right, it was on the way from Darlington.
About five, yeah.

I: Ok, so thinking back to yesterday and focusing on that conversation, Cynthia, what exactly did you say to bring up the issue of the plans that you had for the rest of your life?

F: Um. Do you remember? I think I said, um . . . "Should I go learn a skill, or how to do something . . .?"

M: We were, you, you were talking about somebody that you read about in, in, in the paper.

F: That's right. We'd had a dis-, we'd read our hometown paper on the way, on the trip yesterday, and, uh, just a elementary school friend of mine, that I went to school with, had just been named a basketball coach of College of Charleston, and I was remarkin', you know, how proud I was of her, that she'd done so much with her life, and everything. That's what brought it up.

M: Mm hm.

F: And I, I think I just said something like, "I really should do somethin' with my life." I, that's probably what I said. Wasn't it?

M: Yeah. Mm hm.

I: Uh huh. Ok, um . . . what were any changes that you wanted at that point?

F: I didn't really want any (laugh). It was, um-

I: Did you offer an opinion as to what you should do or if you should do something differently?

F: So then I said, "Do you, do you think I should go back to school, should, should, what," and then I said, "What should I study, and how do people know what they want to do? E-even if they go back to school." That's pretty much-

M: Yeah.

F: -what I said. Don't you-

M: Yeah.

F: You may have more to add to that.

I: Ok. And how did you present your position, or what did you say to help Larry see the way you felt about this?

F: I think I presented as a question.

M: Mm hm.

I: Uh huh. Ok, and did you say anything to try to persuade to say things or to do things that way you wanted them done?

F: Well I asked (?) I said, um . . . I think I just came right out and said, "What-

M: Just, you just made the, it was, the statement was made-

F: -what, do you think I should do this."

M: -in, in response to, to the-

F: Yeah.

M: -Statement you made about the young lady from the College of Charleston.

F: But this, this really isn't fair, 'cause this was very casual. This definitely was not a serious thing. But this is serious as we're gonna get, right? (laugh)

M: (laugh)

F: I mean, we don't get any more serious than this. (laugh)

I: Ok. And Larry, since there are always two sides to every discussion, I'd like to ask um, is everything that Cynthia has just said so far accurate, or would you say that there are some things that need to be changed or added in any way?

M: No, it was accurate.

I: Ok. And, Cynthia says that in her point of view, she was, uh, asking your opinion, um, what she should do with the rest of her life. When she asked that, what was your reply?

M: My reply, if I recall, was that she could do whatever she wanted with the rest of her life. (laugh)

F: (says something aside, cannot understand)

M: No, no, really, it was, paraphrasing, I think that's pretty much what was said. Uh . . .

F: See, we've had this conversation so many times-

M: Yeah, that's right.

F: -that's why paraphrasing, he knows what he usually says.

I: Uh huh. Do you feel like, um, is your position any different than Cynthia's is, or is your opinion on the matter any different than hers?

M: Is my opinion different than Cynthia's.

I: Uh huh. And if it is, could you tell me how it would differ.

M: I don't know, did, did you state an opinion? (laugh)
You asked a question, you didn't state an opinion.

I: Uh huh. Ok, so you're saying that at this point . . .

F: Did you agree with me or disagree? About-

M: Oh, ok, about, that. Uh, I'd have to say that I disagreed. That I, that I disagreed to the extent that, uh, as the conversation went on and now thinking exactly what, what the response was to her question-

I: Uh huh.

M: -uh, I disagreed in, in that, as the conversation went on, we discussed, uh, alternatives, you know, that were, that were open, and my disagreement was that, well, you know, why would you want to change?

I: Mm hm.

M: Is that-?

F: Yeah.

F: -pretty accurate?

F: Uh huh.

I: Ok. And . . . did you, um, how did you present your position, or the way you felt about this to Cynthia?

M: Just about the way I've just presented it, I guess.

I: Ok, um, did you say anything to try to persuade Cynthia to see things your way?

M: Yes. I did.

I: And, what did you say?

F: (laughing) Now you have to tell what you said.

M: Trying to get to the specific conversation. Uh . . . I think, I think it was, was something to the effect that, uh, in order to change her life, that we would have to change our entire relationship, in that we wouldn't have the time, because of the, the hectic life that I lead, and she travels with me, and we get to do things together, that we would not have the same relationship over, over our marriage that we have now. You know, if she had done it before, or would even do it now, you know, and that that was, you know, that was the determining factor. You know, did we feel that that was worth, uh, giving up to, to have a career or, you know, changing a life style, whatever.

I: Mm hm. And did you say anything else?

M: No, I believe it threw it over to you, then.

I: Ok, and Cynthia, would you say that everything that Larry has said so far is accurate, or are there some things that need to be added to or changed?

F: No. I think he's pretty accurate. His recall's good. I, I'd even forgotten we got into that. As I said, this is a xeroxed conversation we've had before, but he did, we did

get into that yesterday afternoon about how it would change our lives. That sort of thing.

I: And Larry says that in his point of view, he feels that your whole relationship would have to change if you opted for a career or when into some other type of study. When he said that, what was your response back to him?

F: I said, "Yeah." I said, um, "I hadn't really looked at it that way." But it, but I know it's true, because I was in school when we were first married. I still had another year of school to go, and he, he did bring that up, too.

M: We, we started talking about that.

F: He said, "Do you remember what it was like back then?" and, uh . . . and I, and that started me thinking.

I: MM hm.

F: 'Cause I remember what a different life style that is.

I: And did you make any suggestions for changes that either of you could make in the way things are now?

F: No, I may have said, um, "That makes, gives me more to think about, you know, whether it's worth it or not."

I: And did you, uh, offer any suggestions, or did you, how did you present your position at this point, on, on how you felt about changing your life?

F: After we'd had the discussion. Or during-?

I: Or during the dis- uh huh.

F: I, uh, I, I just told him-

M: I don't know, the discuss, the discussion went further, because, uh, we, we discussed-

F: He must remember more than I do.

M: -you know, after we got into that, then we started talking about the, the recent changes that we have made affecting our schedule. Well, we used the spa as a-

F: Oh yeah!

M: -as an example.

F: Gosh, see, my mind has deteriorated. I better go to school or do somethin'. How could I forget that?

M: (laugh)

F: Yeah, because he, he did bring that up as an example. He was talking about anything you do, you know, to change, is sort of like rockin' the boat. Anything you do that's, um, different than your routine is gonna change your life style. And he brought up the simple fact that I had started goin' to this spa, and how that had changed things. Like before, it wasn't important, like if one of our cars broke down, it didn't matter to me, you know, I would just sooner stay home that week, or whatever. But now it's very important. I have to have that car so I can motor to the spa. And that sort of thing.

I: Ok. Um, so at this time, did you say anything to try to persuade Larry-

F: Oh, no.

I: -in the way you wanted things done?

F: No, I don't think I did, did I? He had convinced me, by then.

M: No, but I, but it continued to go further than that, though, didn't it?

F: Oh, right . . . I don't remember. I remember when you said, you brought up the spa, and me, when I was in college, and . . . but did we talk about any more?

M: I know we talked about the spa, and you know, the changing of the routine.

F: Mm hm.

M: Then I think we talked a little bit about the life, you know, changing the life style, not being able to travel with me, and us not being together, and all.

F: Mmm.

M: Uh . . . but that, wasn't, I don't think it was at length.

F: Mm mm. I think that's about, that was about the end of it, really.

I: Mm hm. Ok, um, Larry, would you say, then, that everything that Cynthia has just said is accurate, or are there some things that need to be added to or changed in any way?

M: I think it's accurate.

I: Ok. Um, and when Cynthia was making, uh, her opinion known, and was telling you how she felt about what she wanted to do with her life, what did you say in reply?

M: What did I say in reply?

I: Uh huh.

F: The first thing?

I: No, this is at this point.

F: Oh, at this point.

M: Oh, ok, at the end, at the end of the conversation.

I: Right.

M: Uh . . . I remember the conversation went back and forth. You know, I think, I think that I made the comment, which, you know, has been the standard comment all along, that she could do with her life what she wanted to, as long as it made her happy and fulfill-, fulfilled her life. And, I quest-, I know what happened. Uh, I questioned whether or not going back to school and going into a career that you didn't really know whether you wanted to do it, uh, you know, not knowing what you wanted, uh, in expending the time and effort and running into the same wall that you ran into the first time, getting into teaching, and realizing that that wasn't where you wanted to be, and that type of thing. Uh, you know, it was, you know, the kind of investment you want to make. Does that . . . am I right?

F: (murmurs a kind of assent)

I: Ok.

M: See, we talked about this thing longer than we, than I thought we did.

F: I bet that's what she sees, when you talk with people. They realize . . .

I: And Cynthia, would you say that everything Larry has just said is complete and accurate, or does something need to be added or changed?

F: I think that's pretty much sums up what he said.

I: Ok, and he says that in his opinion, he was beginning to question, uh, with you the value of going back to school and of changing things. When he said that, what was your reply to that?

F: I think I probably said, "I can see, I can see what you mean." And it all made me still sort of store it in the back of my mind, well, these are more things I need to think about. You know, what, what am I willing . . . he did say one other thing, I think, in closing. He forgot to mention. He said, um, "If you're happy now, why are you questioning. You know, why, why are you pursuing this, for yourself, for others . . ." I remember that.

M: Yeah, you're right.

I: And can you think of anything that Cindy, Cynthia has just, what she's just said, is it complete and accurate, or has she left out anything?

M: No, I, no, that's true.

F: This is finally the end. (laugh)

I: Ok. Um, when she was saying this, um, did you make a reply to this last statement?

M: I don't believe so. I, I think the conversation changed to something else, at that point.

F: Mm hm.

I: Ok, can either one of you remember anything else that needs to be added to the conversation?

M: No.

I: Ok, then I need for you to refer back to your cards again, and looking at card one, when you finished talking about what Cynthia was going to do or not do, um, where would you say that you ended up as far as the line on card one is concerned? Would you say that you ended up at a number zero, complete or total disagreement, or were you at a number further to the right? And which number was it?

M: That's hard to say, 'cause it wasn't a cut and dry conversation. I think we completely agreed on, you know, on everything that was said.

I: Mm hm. So are you saying ten?

F: Ten.

M: I would say ten.

I: Ok. And then looking at card two, some conversations are easier to remember than others. How sure are you that the conversation that we just put together was actually the way that it happened?

F: Since it was yesterday, we're pretty certain. I'd say ten.

M: I'd say ten.

I: Ok. Um, the area we're going to cover now is money. This includes whether you think your partner spends too much money or too little money, or saves too much or saves too little, or buys things that shouldn't be bought, or has too many debts, or doesn't handle money too well, and so forth. Within this general area, what is the one thing that you discuss most often?

M: Money. Yeah, as far, within those things that you just listed?

I: It can be anything dealing with money, but these are just examples that we would give.

F: My checks.

M: (?) the bank account, I guess.

F: Yeah.

I: Ok. And couples do usually tell us that one or the other brings up the topic most often. In your marriage, who usually brings up the topic of the check book and accounts?

F: Not, not me. Never. (laugh)

I: Ok.

M: I do. Yes.

I: Ok. And Larry, when was the last time that you brought up the matter of the checkbook and the account balances?

M: When was the last time we got your check? Well, something came up, uh, did it come up this weekend?

F: This afternoon you said something to me. But that wasn't a discussion.

M: No, that wasn't a discussion. The last time we had discussion . . . last time you gave me your check. When was that? Last week?

F: Probably.

I: Ok, so . . .

F: I don't remember that conversation, but we've done it so many times that I can imagine what it was.

M: (laughing)

I: So . . . about a week ago?

M: Yeah.

F: Mm hm.

I: Ok, and it does help to refresh your memory if you think about where you were when you had a conversation. Were you at home?

F: We weren't at home.

M: No, no, we weren't at home (cannot hear the rest of his statement). Were we at a restaurant?

F: I think we were at a restaurant.

M: We were at, uh, Darryl's.

F: Were we-?

M: We were at a restaurant. I don't know whether it was Darryl's or . . .

F: We'll say restaurant.

M: We'll just have to say a restaurant.

I: And what time of day was it.

M: Lunchtime.

F: See, he remembers better.

I: Ok, and thinking back to that one conversation of about a week ago, Larry, what exactly did you say to bring up the issue of balancing the checkbook?

M: I believe that it was to, to the effect that you hadn't given me your checks yet.

F: In a month.

M: In a month. I said, yeah, so I said, I said, "Cynthia, you haven't given me your checks in a month, uh, I need the, I need to know how much your checks have been."

I: Mm hm. And what changes, then, did you want in the situation with the checkbook?

F: (laughing loudly)

M: (laughing) This is a good one.

F: People are gonna crack up, readin' this.

M: What changes did I want. Well, actually, I wanted, the change that I wanted was to know exactly how much money we had in the bank.

I: Ok. And did you offer an opinion?

M: (laugh) Yeah, I believe so, yes.

F: (laughing, says something unintelligible)

M: Yes, I believe I did offer an opinion at that time.

I: Uh huh. And what was your opinion?

F: This was a good conversation. I remember this, you were-

M: Yeah, I, I believe-

F: -very kind, I remember.

M: Actually my opinion was that I said, "Well, darlin', that's not bad at all, for a month."

F: (laugh) Yeah.

M: That's exactly what I said.

F: That's what you said. Yes.

I: Ok, and what did you say to help Cynthia see your point of view, or how you felt about it?

M: Let's see . . . (long pause) . . . Can you help? I can't think.

F: Um . . . I remember I was all ready to be defensive. (laugh) But you said, you did say that that, that's not bad for a month, and, oh, and I did offer some things in my defense. I said, "Remember, I had to buy all those supplies for you."

M: That's right.

F: For your Gatlinburg trip.

M: For my Gatlinburg convention.

F: And there was Mother's Day.

M: Right.

F: Yeah, and our trip to the beach.

M: Right.

F: I gave all those defenses, and then you said-

M: And I agreed with you, and I said, "Well, that's not bad, considering all that."

F: You agreed with me. You said, "That's not bad." Oh, and I remember, his, he, your last thing was, you said, "Just stay that way." (laugh)

M: Right.

I: Did you say anything to try to persuade Cynthia to do things the way you wanted them done in relation to the checking account?

M: No, no, not other than try, try to keep it closed.

I: Mm hm.

F: (laugh)

I: Ok. And Cynthia, since there are always two sides to a discussion, I'd like to start out by asking you if everything that Larry has said is accurate and complete?

F: Mm hm. Yes.

I: Ok. And there's nothing that needs to be added to or changed?

F: No.

IL All right. Um, Larry says that from his point of view, he began by asking where the checks were, and that he went on to tell you that he thought you had done a good job, um, with the checking account for that month. When he said that, what was your reply?

F: I said, "Really?" (laugh) No, I said, "Well, thank you." (laugh) I was pleasantly surprised.

I: And, is there any difference in your point of view in this matter and Larry's point of view?

F: Oh, no.

I: And if there is-

F: No.

I: -what was it?

F: Mm mm.

I: Ok. And, what did you say to help Larry understand how you felt about the state of the checking account?

F: Um . . . I, well, I, you know, I said two of those defenses, statements about why they were so, why I thought they were so much. That's probably all I said.

M: Mm hm.

F: Wasn't it?

M: Though you did say that, that you'd really been really trying hard lately.

F: (laugh) I always say that, don't I? But I did say, "Oh, I've been tryin' real hard." Yeah, mm hm.

I: And did you say anything to try to persuade Larry to see things your way?

F: No, no more.

I: Ok, and Larry, would you say that everything that Cynthia has just said is accurate, or does it need to be changed or added to?

M: That's accurate. Yeah.

I: Ok. And Cynthia says that in her point of view that she agreed with you, that she had done a good job in keeping the accounts up, and she was glad that you thought that she'd done a good job. When she said that, what was your response back to the statements? Or did you make any, any suggestions at that time?

F: That's when he said-

M: Yeah, that's when, last thing was, just keep up with those things.

F: You told me to stay like that, yeah.

I: Ok, um . . . and Cynthia-

M: Oh, I remember what I said. Uh, we had that, that bill coming due from, uh- was, we had the car, that's what it was. We were gettin' the car fixed.

F: Yeah.

M: And I said, uh, well, the only reason I'm concerned about it is that we're gonna have to pay for the car.

F: Pay for the car, yeah. That's right.

I: Ok. And Cynthia, would you say that everything that Larry's just said is complete and accurate?

F: Yes.

I: Does anything need to be changed in any way? Ok. Um, can either one of you think of anything that has been left out of the conversation at this point?

F: Mm mm.

I: Ok, then, I need you to refer back to the cards again, and looking at card one, when you finished talking about the state of your checking account, um, where would you say that you ended up as far as the line on card one is concerned? At zero, which is completely disagreeing, or further to the right?

M: I'd say ten.

F: Ten. Mm hm.

I: Ok, and some conversations are easier to remember than others. Looking at card two, tell me how certain you are that the conversation we just put together is actually the way that it happened?

F: Ten.

I: Ok. The area we're going to cover now is companionship. This includes whether you think that you spend too little time together or too much time together, or spending too little or too much time with friends and relatives, or not

going out enough together, or else going out too often to movies, dancing, sports special events, and so on. Also spending so much time at work or other activities that one or the other partners feels that there isn't enough time together. Within this general area, what's the one thing that you spend the most time talking about?

F: Probably . . . who do I see that dominates this relationship? Who opens their mouth first? I don't know what you would say-

M: I don't know.

F: -I think it would be, are you gonna be home for a while? That's usually our conversa-, I'll say, "Are you, are you gonna be home for the week?"

M: Yeah, yeah. (?) making plans for whatever we're going to be doing.

F: Mm hm.

M: Make plans.

I: Ok. And couples do usually tell us that one person brings up the topic more often than the other. Who usually brings up the topic of, of your schedule, and whether or not you'll be home?

M: I'd say you do.

F: I do, yeah.

I: Ok. And Cynthia, when was the last time that you brought up the matter of whether or not Larry would be home?

M: I believe the last time was, was either yesterday, or this, was it this morning? Or today, at lunch?

F: It was probably at lunch today.

I: Ok.

M: It was at lunch today, because we were talking about what we were going to be doing this week.

I: And it does help to refresh your memory if you think about where you were when you had the conversation. Were you at home?

F: No, we're never at home. (laugh)

M: We live in restaurants.

F: We live in restaurants and cars.

M: Right.

F: We were in a restaurant.

I: And what time of day was it?

M: 12:30.

I: Ok, so thinking back-

M: Am I right in this? Is this the last time we talked about it?

F: I think so.

I: So thinking back to that conversation of today, uh, Cynthia, what exactly did you say to bring up the issue of whether or not Larry would be home?

F: I don't remember. He had just said that he was so tired, that he had been doing so much for the last three weeks, and he really would like . . . I don't think you'd ever say you'd like to rest. I must have said-

M: That I'd like to stay in Greensboro for a while.

F: Yeah.

M: Couple days.

F: And then I said, "Well, are we gonna be home now?" I think I said until the 18th, didn't I? We-

M: Yeah.

F: We're supposed to go on another trip then. I said, "Are we gonna be home until then?" And then . . .

M: And then the conversation went to, we started calculating how many days we'd been away.

F: Mm hm. That's right. Because he was gone a week longer than I was, and I didn't realize that. It, because we just came back from the beach yesterday, and I know that yesterday before we left, I wanted to stay. I kept saying, "I wish we could stay a couple more days," and he kept sayin', "Oh, I want to go home." And I hadn't thought about it, but after we got to talkin' today, mainly it was because he had been gone from home a week longer than I had. So he really was ready to come home.

I: Ok, and did you want any changes then, in the situation, of whether or not he would be home at this point?

F: Well, I, I wanted him to say he would be home.

I: Uh huh. And did you offer an opinion?

F: Uh, I'm sure I did. I said that you needed to rest.

M: Mm hm.

F: Didn't I?

I: Ok, and what did you say in order to help Larry see that you felt that he needed to rest?

F: Well, I said that, um, I think I said that he had just been workin' so hard lately, and, and you've done so well. Just might that, wouldn't it be all right for you to stay home, work around here for a week or so.

I: And did you say anything to try to persuade him to stay here?

F: No, I don't think I did, did I?

M: No.

F: I should have. (laugh)

I: Ok, and Larry, since there are always two sides to every discussion, I'd like to start out by asking if everything that Cynthia said so far is complete and accurate, or does it need to be changed or added to?

M: Well, that's, that's about the way it happened.

I: Ok. And Cynthia says that in her point of view that she felt like you had been working hard and that you deserve some time just to stay at home. When she said that, what exactly did you say in reply?

M: I agreed. I said, told her that I wanted to stay, uh, stay close to home, but that there were a few things that I had to get done.

F: (laughing)

I: And would you say that your point of view or your opinion was different than Cynthia's? Or if it was different, how was it different?

M: Yeah, I'd say my point, my point of view was different, yeah. My- . . . her point of view, she had a sense of urgency about my staying home.

I: Mm hm.

M: And my sense of urgency was about getting things, the things done that I had to get done before I would allow myself to stay.

I: Ok, and how did you present your position: Or how did, what did you say in order to help Cynthia see that you needed to get these things done before you stayed home?

M: Uh, I think I just more or less stated that, that I had a couple of places that I had to go, that I was going to try to get 'em done earlier in the week so that we could spend, spend the weekend and next week.

I: Mm hm.

M: Or be in Greensboro with, with Michael. That's where the conversation (?)

I: And did you say anything to try to persuade Cynthia to see things the way that you saw them?

M: I don't think so, no.

I: Ok, and Cynthia, would you say that everything that Larry has just said is complete and accurate?

F: Mm hm. Yeah.

I: Ok. And he says that in his point of view that there was a difference, because he saw the urgency of getting the work out of the way first. When he said that, what did you say in reply?

F: I think I agreed with him this time. I said, um, I don't remember exactly, but seems like I said, "Well, I can see if you get that done, go ahead and get it done." Did I say that, or did I disagree, keep on disagreeing? I'm trying to remember the conversation. Because there are times when he, when I, when I personally feel, you know, that he's just so tired, I will disagree with him and say, "But you're just too tired to do that." But I don't think I said that kind of stuff today. I was good today. (laugh) I think I, I, uh, I agreed with you.

I: Mm hm. Did you make any suggestions for any changes that either of you could make in order for him to be able to stay home now?

F: No.

I: Ok, and Larry, would you say that everything that Cynthia has just said is accurate and complete, or does it need to be added to or changed in any way?

N: No, it was complete.

I: Ok, and she says that at this point in the conversation that she doesn't think that she really said a whole lot in reply, but she was in agreement, basically with what you were saying.

M: Yes.

I: Uh, when she said that, what did you say in reply?

M: I believe the only thing that was tacked on the end of the conversation was the fact that I wanted to stay, how difficult it was to, to block out that time to, to stay with Michael next week.

F: Uh huh.

M: We had scheduled Monday and Tuesday as our target days to, uh, to be in Greensboro..

F: You and Michael?

M: Yeah.

F: You see where this conversation is gone to? From finding time for you to rest to you finding time to work some more.

M: (laugh) Right, but it was gonna be in Greensboro.

F: Oooh, you rascal.

I: Ok, and Cynthia, would you say that everything that Larry has just said is accurate and complete?

F: Yeah.

I: Does anything need to be changed or added to?

F: No. That, that's just about what happened. Didn't catch that the first time through. (laugh)

I: New conversation.

M: Yeah.

I: Ok, can either of you remember anything else that was a part of the conversation, anything that's been left out? Ok, then, I need you to go back to the cards again, and looking at card one, when you finished talking about the amount of time that you would spend in Greensboro, uh, where would you say you ended up as far as the line on card one is concerned? At zero, completely disagree, or at ten, completely agree, or some number in between?

F: I'd say about 8.

M: I'm gonna say about, probably about a 7.

F: Ok.

I: Ok, if you had to choose one or the other, which would you choose?

F: Seven.

M: I'd say seven.

I: Ok, and looking at card tw, some conversations are easier to remember than others. How certain are you that the conversation we just put together is actually the way that it happened?

M: I'm gonna say a 9 or a 10. I, I'm gonna say a 9.

F: Nine.

M: We may have left out a few things.

F: Yeah. 'Cause I, I don't, I don't remember much about that, for some reason. I'd say nine.

I: Ok. The final area we're going to cover is children. This area includes whether or not you should have a child or another child, or when is the right time to have a child. It also includes spending too little time with the children, or trying to control the child's time by making him be in sports or go to scouts or taking music lessons, and so on. It also includes the matter of who should take care of them, if one partner wants to go out or has to go to work. Within this one general area, what's the one thing that you spend the most time talking about?

M: Whether or not to have children.

F: Yeah, that's the main thing.

I: And couples usually tell us that one or the other brings up the topic more often. Who usually brings up the subject of whether or not to have children?

M: I believe I'd say you do.

F: Yeah.

I: Ok-

F: But, you realize I've brought up every conversation, except for money.

M: (laugh)

I: And Cynthia, when was the last time that you brought up the matter of whether or not to have children?

M: At Wakima the other day. Saturday.

F: You're right.

M: Or was it Sunday?

F: Sunday.

M: Was it on?

F: Monday.

M: Well, it was one of those days.

I: Ok, so . . . yesterday.

F: Yeah. Gosh, we talk a lot, don't we?

M: Well, we talked a lot yesterday.

F: And I never thought you talked.

(Starts side 2 of tape)

I: All right. Um, it does help to refresh your memory if you think about where you were when you had the conversation. And were you at home?

F: Yeah.

I: And what time of day was it?

M: (? - can't understand all of what he said)

F: Isn't it sad? We don't talk at home, do we? We sleep here, but that's about it. What, I, you seem to remember it. I remember watching the children.

M: Yeah, and the conversation came up-

F: And it seems (?) children that day. We were at Wakima Pottery, which is a busy place at Myrtle Beach, you know. A lot of families and a lot of children. We had looked at a lot of them.

M: Was that at Michael's that we had the conversation?

F: Probably.

M: Or was it in the car?

F: At dinner time. At lunch. No, I think we were at lunch, probably . . .

M: Probably.

F: I remember us, we were really talkin' about it. I mean, 'cause this is one of those things like careers and we, we talk about that a lot.

I: Ok.

F: So it's a conversation we've had before.

M: We'll say, we'll say the conversation (?)

F: I know we had just seen the twins, two cute little baby girls, and they were in the little strollers where they faced each other.

I: Mm hm.

M: That's where it was.

F: Remember? It-

I: And . . . when was this, then? Was it yesterday?

F: Yesterday.

M: It was yesterday.

I: Uh huh. And about what time of day was it?

F: One.

M: One.

I: Ok, so thinking back to the conversation that you had yesterday, hy, Cynthia, what exactly did you say to bring up the topic of whether or not to have children?

F: Do you remember exactly what I said? I think I probably said, I just said how cute those children were. I think I said I wonder if we're doing the right thing about waiting to have children.

M: Yeah, then you said something about how Mother Nature was playing games with your hormones.

F: That's right, I sure did.

I: Mm hm.

F: I said, it used to be so easy. I never, I was sure about how I felt when we were first married, about not having children. And in the last year, really, the last year, I had this feeling that I don't like. (laugh) It sort of comes over me, when I see children, makes me start thinkin' about 'em. And I never used to feel that way before.

I: And did you offer an opinion in the matter of whether or not you should have children?

F: I just said I wonder if we're makin' a mistake.

M: Mm hm.

F: That's what I said.

I: And what did you say to help Larry see the way you felt about the idea of having children?

F: I think I said I feel bad about you missin' so much. I remember telling you that.

I: Did you say anything to try to persuade Larry to see things the way that you did?

F: No, I, I think that was all I said.

I: Ok, and Larry, uh, at this point I need to ask you if everything that Cynthia has just said is accurate or does it need to be added to or changed in any way?

M: No, that was right, that's exactly it.

I: Ok, and Cynthia says that in her point of view that she's unsure about how she feels about having children, and that she wonders if she is making the right decision. When she asked you that question, what was your reply?

M: My, I believe my reply was that I felt the same way.

I: Mm hm.

M: That, you know, you know, really questioned whether or not that was for us, and whether or not it was, you know, important to me, personally, to, to bring a new life into the world.

I: Mm hm. And how specifically would you say your point of view or your opinion might differ from Cynthia's opinion on that?

M: How do I feel our opinions differ?

I: uh huh.

M: Well, I said we're pretty much in agreement about that.

I: Ok, and what did you say to help Cynthia see the way you felt about whether or not to have children?

M: I believe that-

F: I remember what you said.

M: -that I, that we started talking about all the children in the world that were unloved, why would you want to go out, create a life, when you could love a life that already existed?

F: Yeah. And I remember what else you said, too. I know you don't remember (laugh) what you said.

M: Go ahead.

F: That, I know, because then I said to him, "But I see how you respond to children, when you see children, your face just lights up, and you just look so happy to be around them." And then you said, "Yes, but I look to look at new cars and beautiful homes, but I don't want to take them home with me." That's what he said. (laughing)

M: You're right.

F: I remember that.

I: Mm hm. Ok, and so Cynthia, would you say that what Larry has just said is complete and accurate, or does-

F: Yeah.

I: -anything else need to be added or changed in any way?

F: I don't think so.

I: Ok, and Larry says that in his point of view, he too is unsure about whether you should have children, and he does have the questions of whether actually wants children or whether he doesn't. When he said these things, what was your response back to those statements?

F: I think I said, um, something about how when it comes down to a matter of responsibility, too, that I think so many people don't realize the burden of that responsibility, that it's something that stays with you.

M: That's right.

F: I said something about responsibility, didn't I?

M: You sure did.

I: And would you say that your position is any different than the one Larry's is?

F: No, I don't think so.

I: And what did you say to help him see the way you felt about it and what your point of view was?

F: I don't think I added anything, did I? No.

I: And did you try to persuade him in any way?

F: No. Did I?

I: And Larry, would you say that everything that Cynthia has said so far is accurate, or is there anything that needs to be added or changed in any way?

M: No, it was accurate.

I: Ok.

M: Just so long as we don't go beyond four or five days ago. It's all right.

F: (laugh) Yeah. I bet most people had conversations three months ago. Our recall's too bad for that.

M: Well, maybe it's that (?)

F: Or maybe we have the same discussions every day.

M: -maybe we just (?) than other people, we don't realize it.

F: Maybe we do. I am surprised, like she's, I brought up, I didn't realize like everything we said we talked about today or yesterday.

I: Mm hm. Uh, at this point, can either one of you think of anything that was left out of this conversation?

F: I can't.

M: I think the only thing that was, the last thing that was said as we were driving away or something-

F: Walking away.

M: Walking away. We were talking, you mentioned about responsibility.

F: Yeah.

M: And how we felt, so I think my comment was that . . . you know, that was the kind of responsib-, it was a life time, we were talking about how it was a lifetime responsibility.

F: Responsibility. Yeah.

M: And a lifetime commitment. Pretty much like a marriage.

I: Mm hm.

I: And was there anything else that was said?

F: No.

I: Was there a, a response to that statement? Ok, then I need you again to go back to the cards, and looking at card one, when you finished talking about whether or not to have children, where would you say you ended up, um, as far as the line on card one is concerned? Would you say that you ended up at a number zero, complete or total disagreement, or at a number further to the right?

F: I think we agreed.

M: I'd say 10.

F: Yeah, I would, too.

M: I'd say we totally agreed.

F: Mm hm.

I: Ok, and looking at card two, since some conversations are easier to remember than others, how certain are you that the conversation we just put together is actually the way that it happened?

F: I'd say, I feel-

M: I, I'm gonna say, I'm gonna say a 10.

F: Yeah, I would, too.

I: Ok.

END OF TAPE

APPENDIX H
AUDIOTAPE CODING MANUAL

FAMILY DECISION MAKING PROJECT

AUDIOTAPE CODING MANUAL

Cynthia Arnett, M.S.

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Greensboro

Particular Issue

We want to compile a list of the specific topics that the respondents discuss within each Discussion Area. For example, within the Discussion Area of Household Chores, is the particular issue grocery shopping, doing the dishes, picking up, cleaning the bathroom, etc.

Physical Location

We want to compile a list of the places where the respondents had their discussions; i.e., bedroom, kitchen, bathroom, car, etc.

Specific Substantive Point

Within each Discussion Area the initiator will have made a specific substantive point about the particular issue. We want the substance of what is said--the "proposition" or "point" or "main thought"; that substance "flashes the decisioning light". It lets the partner know that the initiator wants to work something out between them. Merely remarking, "it's raining today" or "hey, you look great," does not ordinarily signal the start of the decisioning process. Please be aware that the initiator may state the specific substantive point more than one time. You may need to read through the transcript while listening to the tape until the conversation is well under way before you will be able to succinctly determine the substantive point. If the substantive point is stated more than once, determine the gist of it.

Style of Specific Substantive Point

After you have determined the substantive point, assign one of Rausch's communication style codes to it.

Acts 1-19

Code gender before act. An act is defined as the statement or action of one person bounded by the statement or action of another. Do not code the interviewer's statements. Each act is to be assigned one code.

Cognitive Acts

- 0 Conventional Remarks
- 1 Opening the issue or probe
- 2 Seeking information
- 3 Giving information
- 4 Withholding information
- 5 Suggesting a course of action
- 6 Agreeing with the other's statement
- 7 Giving cognitive reasons for a course of action
- 8 Exploring the consequences of a course of action
- 10 Giving up or leaving the field

Cognitive Acts (cont'd)

- 11 Denying the validity of other's argument with or without the use of counterarguments
- 13 Changing the subject

Affiliative Acts

- 15 Using humor
- 19 Avoiding blame or responsibility
- 20 Accepting blame or responsibility
- 21 Showing concern for the other's feelings
- 23 Accepting the other's plans, actions, ideas, motives, or feelings
- 24 Seeking reassurance
- 25 Attempting to make up
- 26 Diverting the other's attention as a maneuver to gain one's aim
- 27 Introducing a compromise
- 28 Offering help or assistance
- 29 Offering to collaborate in planning
- 31 Appealing to fairness
- 33 Appealing to other's motives
- 35 Offering something else as a way of winning one's goal
- 37 Appealing to the love of the other
- 40 Pleading and coaxing

Coercive Acts

- 41 Using an outside power or set of circumstances to induce or force the other to agree
- 43 Recognizing the other's move as a strategy or calling the other's bluff
- 45 Rejecting the other
- 47 Commanding
- 48 Demanding compensation
- 51 Inducing guilt or attacking the other's motives
- 53 Disparaging the other
- 55 Threatening the other

Process Power

Process power is the ability to make changes. It is the relative ability of partners to shift the position of the other or to move the decision-making process toward resolution. In order to code process power in each unit, the coder must consider previous and subsequent units.

<u>Unit 1</u>	<u>Unit 2</u>	<u>Unit 3</u>
* 1. Initiator (Who is actor?)		
2. Substantive Point		
3. Strategy		
4. Importance		
* 5. Response of Other		
"yes"		
"yes, but"		
"no, but"	2.	
"no"	3.	
	4.	
	5.	
	"yes"	
	"yes, but"	
	"no, but"	2.
	"no"	3.
		4.
		5.
		"yes"
		"yes, but"
		"no, but"
		"no"

*Items to be coded

Response of Other

- 0 yes--other fully accepts without modification
- 1 yes, but--other accepts, but adds or suggests modifications, no elements rejected.
- 2 no, but--other rejects some elements; some elements accepted; may or may not add or offer suggestions or modifications.
- 3 no--other rejects all elements; no new elements offered.

Bargaining Modes

After listening to and reading the entire conversation in a Discussion Area, coding style, and process power, make an assessment of the respondents' bargaining modes. This is a subjective assessment. It is the coder's judgement of the type of bargainer or negotiator each respondent is. Assign one code for the female and one code for the male for each Discussion Area.

Definitions of the four bargaining modes:

- 1 Competitor: Respondent/^{does not}retreat from his or her preferred action or demand.
- 2 Compensator: Respondent does not retreat from a preferred action or demand, but offers to compensate the other's compliance by providing the other with something else she or he wants in another area.
- 3 Compromiser: Respondent makes concessions. Respondent changes his or her preferred position according to the demands previously endorsed by the other.
- 4 Problem-solver: Respondent retreats from his or her initial position, as with compromise, but the solution entails some novel component not previously considered by either respondent.

	<u>Column</u>
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Discussion Area	7
Household Chores = 1	
Particular Issue 00-99 (index card)	8-9
Initiator	10
wife=0; husband=1	
Time Since Brought Up	
Days ago	11-12
Weeks ago	13-14
Months ago	15-16
Physical Location 00-99 (index card)	17-18
Specific Substantive Point 00-99 (index card)	19-20
Style of Specific Substantive Point	21-22
Rausch code 00-55	
Act 1	23-24-25
(Always code gender	
female=0, male=1	
Act 2	26-27-28
before each Rausch code)	
Act 3	29-30-31
Act 4	32-33-34
Act 5	35-36-37
Act 6	38-39-40
Act 7	41-42-43
Act 8	44-45-46
Act 9	47-48-49
Act 10	50-51-52
Act 11	53-54-55
Act 12	56-57-58

	<u>Column</u>
Act 13	59-60-61
Act 14	62-63-64
Act 15	65-66-67
Act 16	68-69-70
Act 17	71-72-73
Act 18	74-75-76
Act 19	77-78-79
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Act 20	7-8-9
Act 21	10-11-12
Act 22	13-14-15
Act 23	16-17-18
Act 24	19-20-21
Act 25	22-23-24
Act 26	25-26-27
Act 27	28-29-30
Act 28	31-32-33
Act 29	34-35-36
Act 30	37-38-39
Act 31	40-41-42
Act 32	43-44-45
Act 33	46-47-48
Act 34	49-50-51
Act 35	52-53-54
Act 36	55-56-57
Act 37	58-59-60

	<u>Column</u>
Act 38	61-62-63
Act 39	64-65-66
Act 40	67-68-69
Act 41	70-71-72
Act 42	73-74-75
Act 43	76-77-78
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Act 44	7-8-9
Act 45	10-11-12
Act 46	13-14-15
Act 47	16-17-18
Act 48	19-20-21
Act 49	22-23-24
Act 50	25-26-27
Act 51	28-29-30
Act 52	31-32-33
Act 53	34-35-36
Act 54	37-38-39
Act 55	40-41-42
Act 56	43-44-45
Act 57	46-47-48
Act 58	49-50-51
Act 59	52-53-54
Act 60	55-56-57
Male view of Card 1 (agreement) 00-10	58-59
Female view of Card 1 (agreement) 00-10	60-61

	<u>Column</u>
Male view of Card 2 (recall) 00-10	62-63
Female view of Card 2 (recall) 00-10	64-65
Process Power	
Unit 1 Who is Actor?	66
wife=0; husband=1	
Other's Response	67
yes = 0	
yes, but = 1	
no, but = 2	
no = 3	
Unit 2 Who is Actor?	68
Other's Response	69
Unit 3 Who is Actor?	70
Other's Response	71
Unit 4 Who is Actor?	72
Other's Response	73
Male bargaining mode	74
Female bargaining mode	75
Bargaining modes	
competitor = 1	
compensator = 2	
compromiser = 3	
problem-solver = 4	

	<u>Column</u>
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Discussion Area	7
Wife's Own Activities = 2	
Particular Issue 00-99 (index card)	8-9
Initiator	10
wife=0; husband=1	
Time Since Brought Up	
Days ago	11-12
Weeks ago	13-14
Months ago	15-16
Physical Location 00-99 (index card)	17-18
Specific Substantive Point 00-99 (index card)	19-20
Style of Specific Substantive Point Rausch code 00-55	21-22
Act 1	23-24-25
(Always code gender female=0, male=1 before each Rausch code)	
Act 2	26-27-28
Act 3	29-30-31
Act 4	32-33-34
Act 5	35-36-37
Act 6	38-39-40
Act 7	41-42-43
Act 8	44-45-46
Act 9	47-48-49
Act 10	50-51-52
Act 11	53-54-55
Act 12	56-57-58

	<u>Column</u>
Act 13	59-60-61
Act 14	62-63-64
Act 15	65-66-67
Act 16	68-69-70
Act 17	71-72-73
Act 18	74-75-76
Act 19	77-78-79
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Act 20	7-8-9
Act 21	10-11-12
Act 22	13-14-15
Act 23	16-17-18
Act 24	19-20-21
Act 25	22-23-24
Act 26	25-26-27
Act 27	28-29-30
Act 28	31-32-33
Act 29	34-35-36
Act 30	37-38-39
Act 31	40-41-42
Act 32	43-44-45
Act 33	46-47-48
Act 34	49-50-51
Act 35	52-53-54
Act 36	55-56-57
Act 37	58-59-60

	<u>Column</u>
Act 38	61-62-63
Act 39	64-65-66
Act 40	67-68-69
Act 41	70-71-72
Act 42	73-74-75
Act 43	76-77-78
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Act 44	7-8-9
Act 45	10-11-12
Act 46	13-14-15
Act 47	16-17-18
Act 48	19-20-21
Act 49	22-23-24
Act 50	25-26-27
Act 51	28-29-30
Act 52	31-32-33
Act 53	34-35-36
Act 54	37-38-39
Act 55	40-41-42
Act 56	43-44-45
Act 57	46-47-48
Act 58	49-50-51
Act 59	52-53-54
Act 60	55-56-57
Male view of Card 1 (agreement)~00-10	58-59
Female view of Card 1 (agreement) 00-10	60-61

	<u>Column</u>
Male view of Card 2 (recall) 00-10	62-63
Female view of Card 2 (recall) 00-10	64-65
Process Power	
Unit 1 Who is Actor?	66
wife=0; husband=1	
Other's Response	67
yes = 0	
yes, but = 1	
no, but = 2	
no = 3	
Unit 2 Who is Actor?	68
Other's Response	69
Unit 3 Who is Actor?	70
Other's Response	71
Unit 4 Who is Actor?	72
Other's Response	73
Male bargaining mode	74
Female bargaining mode	75
Bargaining modes	
competitor = 1	
compensator = 2	
compromiser = 3	
problem-solver = 4	

	<u>Column</u>
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Discussion Area	7
Money = 3	
Particular Issue 00-99 (index card)	8-9
Initiator	10
wife=0; husband=1	
Time Since Brought Up	
Days ago	11-12
Weeks ago	13-14
Months ago	15-16
Physical Location 00-99 (index card)	17-18
Specific Substantive Point 00-99 (index card)	19-20
Style of Specific Substantive Point	21-22
Rausch code 00-55	
Act 1	23-24-25
(Always code gender	
female=0, male=1	
Act 2	26-27-28
before each Rausch code)	
Act 3	29-30-31
Act 4	32-33-34
Act 5	35-36-37
Act 6	38-39-40
Act 7	41-42-43
Act 8	44-45-46
Act 9	47-48-49
Act 10	50-51-52
Act 11	53-54-55
Act 12	56-57-58

	<u>Column</u>
Act 13	59-60-61
Act 14	62-63-64
Act 15	65-66-67
Act 16	68-69-70
Act 17	71-72-73
Act 18	74-75-76
Act 19	77-78-79
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Act 20	7-8-9
Act 21	10-11-12
Act 22	13-14-15
Act 23	16-17-18
Act 24	19-20-21
Act 25	22-23-24
Act 26	25-26-27
Act 27	28-29-30
Act 28	31-32-33
Act 29	34-35-36
Act 30	37-38-39
Act 31	40-41-42
Act 32	43-44-45
Act 33	46-47-48
Act 34	49-50-51
Act 35	52-53-54
Act 36	55-56-57
Act 37	58-59-60

	<u>Column</u>
Act 38	61-62-63
Act 39	64-65-66
Act 40	67-68-69
Act 41	70-71-72
Act 42	73-74-75
Act 43	76-77-78
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Act 44	7-8-9
Act 45	10-11-12
Act 46	13-14-15
Act 47	16-17-18
Act 48	19-20-21
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Act 57	46-47-48
Act 58	49-50-51
Act 59	52-53-54
Act 60	55-56-57
Male view of Card 1 (agreement) 00-10	58-59
Female view of Card 1 (agreement) 00-10	60-61

	<u>Column</u>
Male view of Card 2 (recall) 00-10	62-63
Female view of Card 2 (recall) 00-10	64-65
Process Power	
Unit 1 Who is Actor?	66
wife=0; husband=1	
Other's Response	67
yes = 0	
yes, but = 1	
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no = 3	
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Other's Response	71
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competitor = 1	
compensator = 2	
compromiser = 3	
problem-solver = 4	

	<u>Column</u>
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Discussion Area	7
Companionship = 4	
Particular Issue 00-99 (index card)	8-9
Initiator	10
wife=0; husband=1	
Time Since Brought Up	
Days ago	11-12
Weeks ago	13-14
Months ago	15-16
Physical Location 00-99 (index card)	17-18
Specific Substantive Point 00-99 (index card)	19-20
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Act 10	50-51-52
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Act 13	59-60-61
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Act 17	71-72-73
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Act 19	77-78-79
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
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Act 31	40-41-42
Act 32	43-44-45
Act 33	46-47-48
Act 34	49-50-51
Act 35	52-53-54
Act 36	55-56-57
Act 37	58-59-60

	<u>Column</u>
Act 38	61-62-63
Act 39	64-65-66
Act 40	67-68-69
Act 41	70-71-72
Act 42	73-74-75
Act 43	76-77-78
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
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Act 46	13-14-15
Act 47	16-17-18
Act 48	19-20-21
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Act 53	34-35-36
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Act 58	49-50-51
Act 59	52-53-54
Act 60	55-56-57
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Bargaining modes	
competitor = 1	
compensator = 2	
compromiser = 3	
problem-solver = 4	

	<u>Column</u>
Locale	1
Guilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
Discussion Area	7
Children = 5	
Particular Issue 00-99 (index card)	8-9
Initiator	10
wife=0; husband=1	
Time Since Brought Up	
Days ago	11-12
Weeks ago	13-14
Months ago	15-16
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Act 15	65-66-67
Act 16	68-69-70
Act 17	71-72-73
Act 18	74-75-76
Act 19	77-78-79
Locale	1
Gilford=0; Rockingham=1	
ID#	2-3-4
Card #	5-6
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Act 21	10-11-12
Act 22	13-14-15
Act 23	16-17-18
Act 24	19-20-21
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Act 29	34-35-36
Act 30	37-38-39
Act 31	40-41-42
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Act 49	22-23-24
Act 50	25-26-27
Act 51	28-29-30
Act 52	31-32-33
Act 53	34-35-36
Act 54	37-38-39
Act 55	40-41-42
Act 56	43-44-45
Act 57	46-47-48
Act 58	49-50-51
Act 59	52-53-54
Act 60	55-56-57
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Other's Response	73
Male bargaining mode	74
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Bargaining modes	
competitor = 1	
compensator = 2	
compromiser = 3	
problem-solver = 4	

APPENDIX I
PARTICULAR ISSUES

Particular issues discussed within each category--decisions about these issues were recounted to the interviewers.

Wife's Own Activities

Changes in wife's current work situation

- Job change
- Change in when or how long wife works
- When to stop working due to pregnancy
- Fulfillment or satisfaction with current job
- How to sell more (Avon, pottery)
- Bringing work-related problems home

Other work-related issues

- Buying dividers for the office
- Career choice and effect on husband
- Business trips
- Going to meetings
- Part-time job

Wife's decision to return to school

- Taking an art class
- How to pay for her schooling
- Number of courses she should take
- What courses to take

Church work

Volunteer work

PTA

Special activities

Wife talking on the phone

Wife coaching the soccer team

Shopping

Wife's activities when husband is away

Wife away from home too much

Painting

Trip to California

Getting a babysitter while wife is in the hospital

Money

Not having enough

Wife's spending habits

Making a major purchase

- Buying a house

- Financing a van

- Buying a second car

- Buying a monitor for home computer

- Buying a tree for the yard

- Buying a vacuum cleaner

- Repairing the car

Getting out of debt/having too many debts

- Wife spends too much

- Husband spends too much

Saving

- How much to save

- Not saving enough

Paying the heating and air conditioning bill

Balancing the checkbook

Budgeting

Credit cards

Grocery money

Companionship

Spending time alone together

Vacations

Time spent with relatives or friends, separately or together

Going out more

Husband's work hours

Tennis

Husband's trips to stock car races

Eating out

Whether to fly or drive to Pennsylvania

Making suggestions for activities when going out

Husband not going to certian places with wife

Husband's activities

 Husband's hunting

 Husband watches too much football

 Husband plays too much golf

Having separate time