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# Correction: Buyers, maybe moving second is not that bad after all: low-power, anxiety, and making inferior first offers

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## KEYWORDS

first offer, power, BATNA, negotiation, first-mover advantage, second-mover advantage, anchoring and adjustment

## A Corrigendum on

**Buyers, maybe moving second is not that bad after all: low-power, anxiety, and making inferior first offers**

by Maaravi, Y., and Heller, B. (2021). *Front. Psychol.* 12:677653. doi: 10.3389/fpsyg.2021.677653

In the published article, there was an error in the text. Two  $p$ -values were rounded to two decimal places (instead of three) and consequently reported as statistically significant.

A correction has been made to **Study 1, Results, Paragraph 2**.

This sentence previously stated:

“In the second step of the analysis, the interaction between anxiety and power was entered revealing a significant effect ( $\beta = -0.16$ ,  $B = -129.4$ ,  $t = -1.94$ ,  $p = 0.05$ ) which explained a significant increase in variance in first offer,  $\Delta R^2 = 0.026$ ,  $F(1, 107) = 3.77$ ,  $p = 0.05$ .”

The corrected sentence appears below:

“In the second step of the analysis, the interaction between anxiety and power was entered, revealing a trend in the expected direction that fell short of statistical significance ( $\beta = -0.16$ ,  $B = -129.4$ ,  $t = -1.94$ ,  $p = 0.055$ ). The increase in variance in first offer [ $\Delta R^2 = 0.026$ ,  $F(1,107) = 3.77$ ,  $p = 0.055$ ] shows a similar trend that did not reach statistical significance.”

Additionally, the correspondence email address as published has been amended. Instead of “myossi@idc.ac.il” it should be “myossi@runi.ac.il”.

The original article has been updated.

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