This supplement reports the complete numerical output from the full factorial Cumulative Link Mixed Models (CLMMs) summarized in Section 4.3 of the main paper. The models were fit on three primary ordinal outcomes (perceived effectiveness, perceived practicality, and willingness to use) using a cumulative logit link and symmetric thresholds in the `ordinal` R package (`clmm` function), with standard errors derived from the observed Hessian. Each model included outcome (accepted vs. declined) $\times$ device context $\times$ negotiation strategy as fully-crossed fixed effects with a random intercept by participant ($N = 400$ participants $\times$ 3 storyboards $= 1200$ observations).

Table 1. Model fit diagnostics for the full factorial CLMM.

Dependent variable	N obs	N pid	LogLik	AIC	BIC	Max grad	Random SD
Effectiveness	1200	400	−1398.33	2848.66	2981.00	0.00156	0.849
Practicality	1200	400	−1290.85	2633.69	2766.03	0.00035	1.301
Willingness	1200	400	−1479.15	3010.31	3142.65	0.00071	1.134

Table 2. Threshold parameter estimates. The symmetric parameterization estimates a central location and a spacing parameter; the three implied response-category thresholds ($\theta_{k|k+1}$) are derived.

	Central		Spacing		Derived thresholds		
Dependent variable	Est.	SE	Est.	SE	$\theta_{1\|2}$	$\theta_{2\|3}$	$\theta_{3\|4}$
Effectiveness	−0.586	0.300	1.676	0.071	−2.262	−0.586	1.091
Practicality	0.847	0.328	2.265	0.096	−1.418	0.847	3.112
Willingness	−0.295	0.310	1.710	0.071	−2.004	−0.295	1.415

Table 3. Type II likelihood-ratio tests for fixed effects. Boldface indicates $p < .05$.

		Effectiveness		Practicality		Willingness	
Term	df	χ^2	p	χ^2	p	χ^2	p
outcome	1	**383.65**	**<.001**	**199.47**	**<.001**	**156.03**	**<.001**
context	2	**77.27**	**<.001**	**22.04**	**<.001**	**13.30**	**.001**
strategy	3	**70.67**	**<.001**	**19.95**	**<.001**	**43.19**	**<.001**
outcome × context	2	2.14	.343	1.79	.409	**6.37**	**.041**
outcome × strategy	3	3.29	.349	4.40	.222	4.05	.256
context × strategy	6	**13.40**	**.037**	**12.85**	**.045**	5.50	.482
outcome × context × strategy	6	**15.52**	**.017**	7.68	.262	10.32	.112