Table 2

**Mean representativeness and typicality of scenarios for students and managers**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | *Jeitinho* | *Guanxi* |
| Brazil  Representativenes | Managers | **4,12\*\* (,80)** | 3.94 (1.03) |
| Students | **2.49\* (.57)** | 2.40 (.59) |
| Brazil  Typicality | Managers | **4.01\*\* (.88)** | 3.80 (.91) |
| Students | **3.84\* (.84)** | 3.36 (.87) |
| China | Managers | 2.73 (1.08) | **3.86 (.79)\*\*\*** |
| Representativenes | Students | 1.74 (.56) | **2.75 (.33)\*\*\*** |
| China | Managers | 3.08 (.79) | **3.56 (.74)\*\*\*** |
| Typicality | Students | 3.24 (.88) | **3.77 (.80)\*** |

**Note.** \* p<.05; \*\*p<.01; \*\*\*p<.001. For representativeness, students responded on a 3-point scale, while managers responded on a 5-point scale.