Table 3

**Mean positiveness of scenarios for students and managers**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | *Jeitinho* | *Guanxi* |
| Brazil  Positiveness | Managers | 1.92a (.57) | **2.36\*\* (.77)** |
| Students | 2.20b (.74) | **2.67\* (.75)** |
| China | Managers | 2.55 a (.67) | **3.19 (.54)** |
| Positiveness | Students | 2.62 b (.65) | **2.90 (.72)\*\*\*** |

**Note.** \* p<.05; \*\*p<.01; \*\*\*p<.001 between means in the same line. a,b : Means in the same column with different superscripts differ from one another at p < .05.