

## Corpus-based Linguistic Analysis of Negotiation in Online Selling

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### Abstract

Negotiation is an important form of communication in which several aspects determine the communication interaction. These aspects are social resources, tactics and norms. The process of negotiation is based mainly on two parties in which each party tries to gain his wants from the other. The communicated information is formed according to certain tactics and strategies.

The paper attempts to figure out these tactics and strategies in order to provide a sufficient and clear image about the nature of online selling negotiation interaction. This is done by applying an eclectic linguistic models including speech act theory of Searle (1979), Grice's maxims, deixises, the use of inclusive /exclusive pronouns and the use of common lexical items like, verbs, nouns and adjectives.

The study aims to deepen our understanding about the linguistic and pragmatic perspectives that form and affect this type of communication interaction. The study hypothesizes that the linguistic and the pragmatic perspectives are utilized by both parties of negotiation in order to actualize the types of negotiation. The corpus under the investigation involves several examples of online selling negotiation interaction.

**Key Words:** Negotiation, communication interaction, communicated information, parties of negotiation, corpus.

### Introduction

Due to the influence of COVID 19, interest has increased in online selling during this period. This fact risen the importance of analyzing this process of negotiation and to study it in detail. Many studies tackle the notion of negotiation either in school interaction between teacher and students or in the companies between the parties of the negotiation. The current study tries to tackle the term 'negotiation' from different perspectives ( linguistic and pragmatic) that take place in online selling .

The study is divided into three sections. Section one provides an overview of the term 'negotiation', its types, perspectives and their functions. Section two covers the data of analysis and their results. Finally, section three presents the conclusion.

### 1. An Overview of Negotiation

Negotiation on the one hand can be looked as the term of definite discourse variety or activity of bargaining . On the other hand, it presents a series of procedures and methodological concepts that are used to explain the dialogue of interaction.

As stated by Firth (1995:4-6) "negotiation as an invent" is a definite variety of dialogues, where people negotiating purpose is to fix a topic or exchanges. The additional implication of the term "negotiation" is as an action of "social decision making". Firth (ibid:6-7) shapes it as "a communicative attempt to accommodate potential or real differences in interests in order to make mutually acceptable decisions on substantive matter ". Essentially, this description is rather comparable to the description specified by Wagner (1995: 30) "A discourse count as a negotiation if the participants relate themselves to each other's goals and interests and to the problems of implementing their goals". The other aspects of the term negotiation, which are regarded as important aspects of interaction are "floor access, topic selection, textual assumptions, or the misinterpretation of messages." (Phillips and Danner , 1995: 91-92).

What is more, the term negotiation has extended over the social disciplines and becomes an influential concept. Negotiation dominating the areas of social life, because dispute appears in all formulas of human communication like (understandings implications, objectives, roles, choices, preparations and arranging the outcomes).(Firth, 1995:10)

The fact that the central feature of negotiation is communication leads researchers and specialists who adopt this point to establish multifaceted techniques to investigate facts interchange, negotiators' disputes, and strategies of bargaining. (Rackham and Carlisle, 1978: 6-11).

Recently, the focus on the negotiation's discourse becomes prominent due to the interest in discovering the way how language is shaped and how language users enact the issues, requirements and the outcomes of their understanding .Another fact to be mentioned here is that negotiation is a long-lasting, difficult procedure, which turned to be extremely sophisticated when contextual and cultural aspects are included. Actually, negotiation is an inevitable element of human interaction. Thus, learning more about negotiation is an important need. (Zhu and Zhu, 2004:208).

To sum up the different definitions that tackle the term negotiation, one can say negotiation is a very complex process of communication interactions in which several aspects can affect the parties decision like, social, cultural and contextual aspects. Recently the term negotiation dominating the social actives where the dispute influences all the forms of negotiation interaction. According to this and to COVID 19 pandemic the term negotiation becomes the prominent means of communication. Thus, the need for discovering its nature is increasing too.

### 1.1 Types of Negotiation

Negotiation is categorized by many researchers according to the different factors of the contexts including; the need, choices and the aspect of "creating and claiming value and efforts exerted by the negotiation parties to change the argumentative persuasive strategies of the negotiation process" (Jönsson, 2001: 35).

For Firth (1995: 11), the typical types of negotiation are "commercial, industrial, and diplomatic negotiations, wage and collective-bargaining sessions, and arms control negotiations". Firth (1991), cited in de Oliveira, 2020: 8) differentiates between "negotiation encounter" and "negotiation activity." The first is designated as "a single-location encounter, formally and practically-defined, involving parties with potentially conflicting wants and needs". The second is "interactionally defined and is contingent on the parties' mutual discourse action".

One of the most dominating concerns to the investigation of any negotiation practices the issue of value claiming "integrative or distributive" and value creating of prevailing negotiation casual encounters, and show a typical part in finishing those exchanges. Consequently, this entails the formation of the binary categories of negotiation, which are integrative and distributive. Thompson (2001: 82) adds that integrative negotiation is as well named win-win negotiation or exceeding the pie negotiation. Distributive negotiation (also called win-lose negotiation), unlike integrative negotiation, is built on "various manipulative, persuasive and strategic competing sub-strategies and maneuvers". (Sierra and Noriega, 2003:44).

### 1.2 Online Selling

The noticeable development that takes place in the internet technology and global email negotiation made online negotiation an attractive negotiation channel.( Doong, et al,200 :221). The type of negotiation that is based on the internet is called E- negotiation. ( Kersten, G. and Lai, H.2010:363)

#### 1.2.1 Online Selling Vs. Face to Face Negotiation

Negotiation is a process in which parties discussing their dispute in order to find a solve for it. In the case that parties can establish a mutual understanding, they will solve this dispute and can continue their business relationship. The main difference between online selling(negotiation) and face to face negation is in term of the processes and strategies rather than the outcome . Because in both types of negotiation the outcome will be the same .(Galín, A. 2016 : 76)

According to Ponte(2005, cited in Edward, 2008 : 203) that face to face negotiation is " often a game of brinkmanship; both sides posture and make excessive demands and offers to settle...". Besides, within face to face negotiation type, parties rely upon pressure tactic and some other strategies that help to fulfill the aims of negotiation.

Regarding online negotiation (i.e. online selling), one of the prominent feature of this type is that it eliminates many of face to face negotiation problems. For example, the intimidation techniques that are used in face to face negation are avoided in online selling. Since, online selling does not rely upon the physical presence of the parties. This is also strengthened by the fact that both parties in online selling are obliged to address the merits of the dispute than relying on other types of tactics. Online selling can be achieved by the parties through e-mail exchange(Edward, 2008 : 203) .

#### 1.2.2 Types of Online Selling

There are two types of online selling (negotiation); assisted negotiation and automated negotiation. Firstly, assisted negotiation relies upon using information technology that facilities the process of negotiation by organizing participant's thoughts(Kohler and Schultz, 2004:11). The aim of assistive negotiation is to design software that helps the parties to " identify the issues and move towards a mutually agreeable settlement" (ibid). This type of online selling is characterized as being easy and has a high rate of success.

Secondly, automated negotiation is related to a specific issue, for example if the parties are arguing about price in this case automated negotiation can be a good tool. Ponte and Cavenagh (2005: 39) refer to this type as " blind bidding". This type has a limitation that parties have to concentrate on one issue only and if they are disputing about two variables the software cannot account for them both.

### 1.3 Linguistic Perspectives of Negotiation

Negotiation as an important process in the interactional communication, has some linguistic features, which are formed by pragmatic, semantic and syntactic perspectives.

Pragmatically, they are exploited by; Searle's speech act (1979), deixis, and Grice's conversational implicatures (1975). Besides, these perspectives are workable with the two types of negotiation. The other linguistic perspectives of the term include using some other semantic and syntactic features like the occurring of the same lexical items ( pronoun, verbs and adjectives) that are considered as the keys in distinguishing a threatening, warning and demanding, (Gibbons et al, 1992).

The use of language patterns is another linguistic perspective which helps the negotiators by making their statements worded as flexible as required rather than appearing firm ( Pruitt and Smith 1981). Another important linguistic perspective is related to the relational level. When negotiators use imperative statements ( demand statement) this will convey distance which is often rejected, while the use of collective ( collaborative) pronouns such as "We" and "Our" will indicate closeness which is often preferable (Donohue and Diez 1985: 307-310).

### 1.4 Functions of Negotiation

Researchers and scholars have long discussion on the number, nature and the importance of the negotiation's functions. The most influential classification are set out by Bentahar (2007: 26).

#### 1.4.1 Argumentation

Argument is like reason-giving, "can be determined analytically from pure bargaining in modal, structural, and procedural terms and in terms of possible observable outcomes" (Risse and Müller, 2001:11).

#### 1.4.2 Persuasion

According to Artinger et al., (2014:8) persuasion as "the ability to influence others to change their view or behavior and reach personal goals. It is a key competence in the negotiation process". Persuasion is all additional substantial meaning that is intended by speakers when being involved in casual confrontational communications of negotiation.

#### 1.4.3 Manipulation

Manipulating is closely related to the violating of the linguistic norm whether this manipulation is done by individuals or groups. Manipulation involves applying devices and strategies that are not influencing the addressee's personal behavior or believes ( ibid).

## 2. Methodology

This study aims to provide linguistic analysis of the term negotiation. The analysis will be based on pragmatic perspectives as well as other linguistic perspectives of the online selling negotiation. The current study is quantitative in nature since it aims to find the most effective techniques of negotiation that are used in online selling .

### 2.1 Data of Analysis

The data under the investigations are corpora of online selling negotiation that are taken from the world most popular shops like Amazon and Abe. The data are selected randomly in order to a chive representations in the data.

### 2.2 Model of Analysis

The analysis deals with. Pragmatically, it involves Searle's speech act (1979) , deixis and Grice's conversational implicatures (1975). Linguistically, it includes textual analysis of lexical items like nouns verbs and adjectives.

#### 2.2.1 The Pragmatic Perspective of Negotiation

This section of analysis is devoted to some pragmatic perspectives that are related to the analysis of negotiation which are : speech act theory, conversational implicatures and deixises. These elements contribute to the processes held in negotiation like, initiating, developing and finalizing the negotiation interaction.

Regarding speech act analysis, according to Searle (1979) classifications, it is found out that the most commonly used category is the *directives* which scores (37.5%) (See Table and Figure 1) from the overall used types of speech acts. Due to their function, directives are used extensively in the negotiation data under investigation. The most frequent form used is seeking information in the form of questions (asking), command and request. For example :

*A(customer)-Where is the product made (country of origin)?*

B/(company officer) -Don't know where it's made but it holds my S&W 9mm loaded very well.

A-The box is clearly marked MADE IN CHINA.

B - I believe it said USA on the package.

The second commonly used speech act strategy is the *assertive* which scores (29%) (See Table and Figure 1) from the overall types of speech act. Assertives play an important role in communication due to their function because they help the seller to state, justify, clarify and report about their products as in the following example:

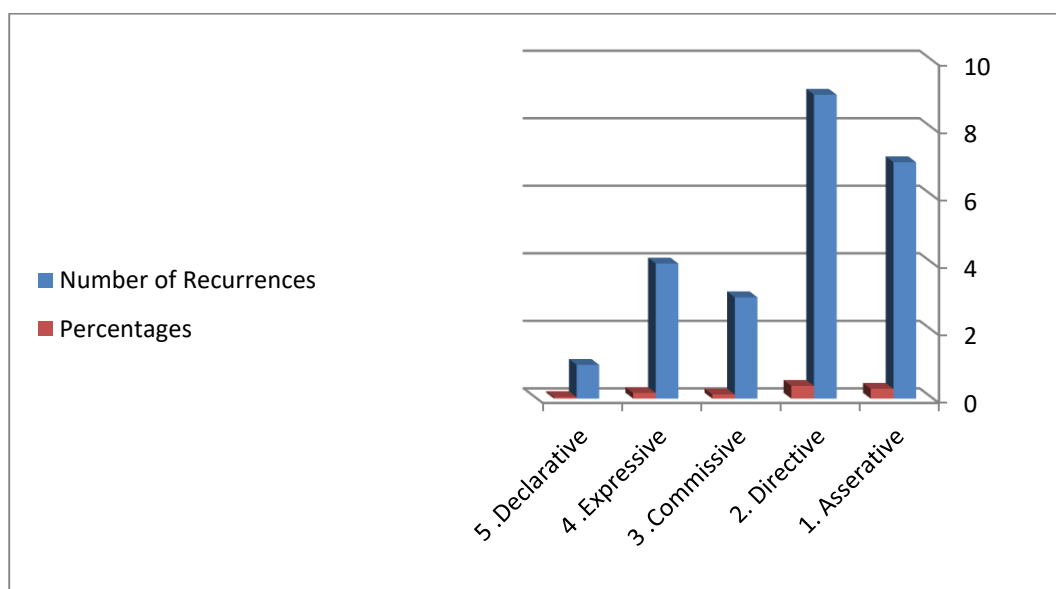
*A/(customer) - Can a gun be magnetized by using those magnets?*

Answer:

*B/ (company officer) - You need to research this with experts not people on Amazon. (I say this because firearm safety is a life-and-death subject matter). From what I know, the magnetic transfer from these magnets to firearms is called INDUCED magnetism. My understanding is that a forceful impact will remove such magnetic traits.*

Table (1) the recurrences of Searle's Speech Act Categories.

Category of Speech Act	Number of Recurrences	Percentages
1 . Assertives	7	29%
2 . Directives	9	37.5%
3 . Commissives	3	12.5%
4 . Expressives	4	16.5%
5 . Declaratives	1	4.5%
<b>Total</b>	<b>24</b>	<b>100%</b>



Figure(1) The Recurrences and the Percentages of Speech Act Category.

The second pragmatic perspective that is used in the analysis is the deixises in all its forms: personal, spatial, and temporal. The deictic strategies are used with the speech act strategies for initiating, developing and ending the negotiation interaction. The most used type of deixies is the personal pronouns which score (22) recurrences forming (52.4%) (See Table and Figurer 2), from all the types of deixies that are used in the negotiation situations . Such use enables the parities to express their needs with more flexibility and to express themselves freely. The following example shows the use of deixies :

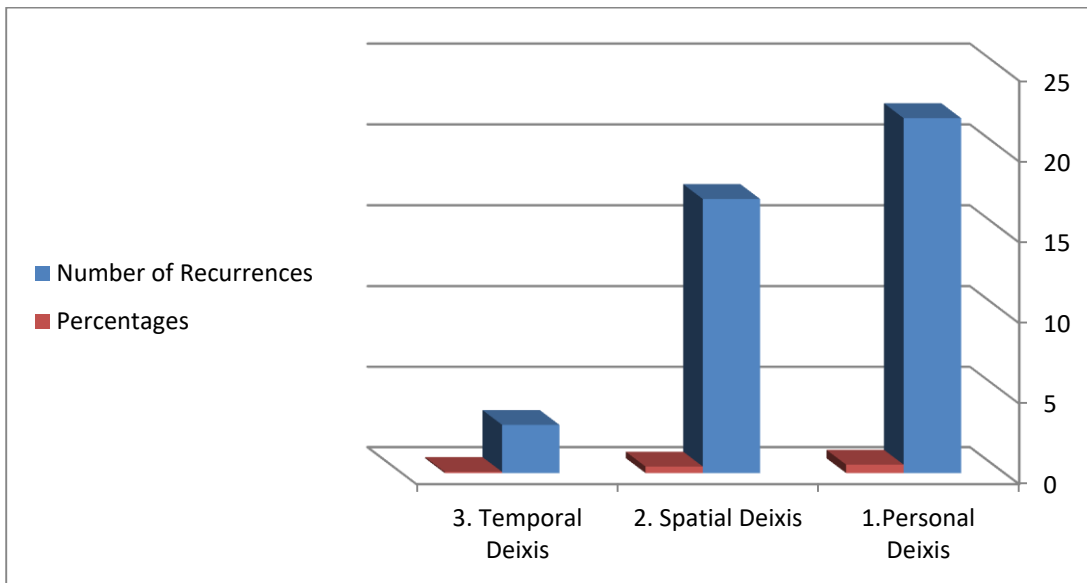
*A/ consumer - how noisy is the i7 fan?*

*B/ company officer- The fan is very quiet. It has only turned on a couple times for me. Those times were when I was charging the battery and doing heavy CAD work with multiple programs open. I would say the fan is quiet enough that you almost cannot hear it from across a kitchen table. To put it another way, I couldn't hear it over again.*

It is so clear that the previous example makes an extensive use of the personal pronoun (I) which enables the company officer to provide the consumer with more details and in its turn will facilitate the process of negotiation.

Table(2) Recurrences of Deixis and their Percentages.

Types of Deixis	Number of Recurrences	Percentages
1 . Personal Deixis	22	52.4
2 . Spatial Deixis	17	40.5
3 . Temporal Deixis	3	7.1
<b>Total</b>	<b>42</b>	<b>100%</b>

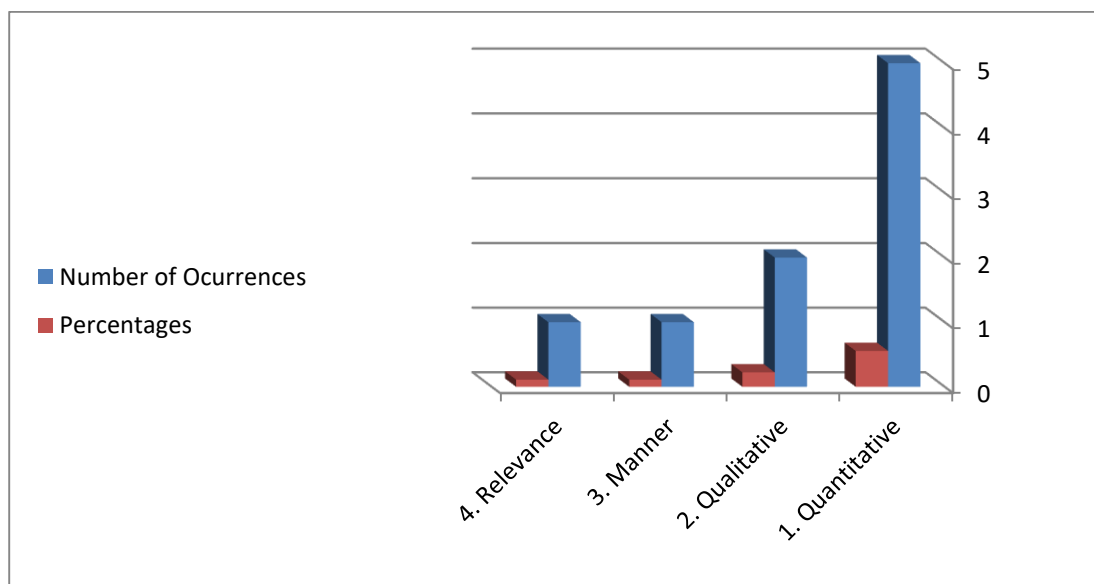


Figure(2) The Number of Recurrences and Percentages of the Deixises.

The study also find out that most of the companies officers used to violate Grice's maxims specially the maxim of quantity which occurs about (5) times in all the samples under investigation. The officers violate the maxim of quantity intentionally i.e., to provide the customers with detailed information and to clarify the products features in order to a chive their goal in completing the contact. Table (3) and Figure (3) show Grice's Conversational Implicatures.

Table (3) Recurrences of Grice's Conversational Implicatures and their Percentages.

Types of violation	Number of Occurrences	Percentages
1 . Quantitative	5	55.5%
2 . Qualitative	2	22.3
3 . Manner	1	11.1%
4 . Relevance	1	11.1%
<b>Total</b>	<b>9</b>	<b>100%</b>



Figure(3) The Number of Recurrences and Percentages of Grice's Conversational Implicatures.

#### 2.4.2 The other Linguistic Perspectives of Negotiation

This section of analysis tackles some of the linguistic perspectives that are related to the analysis of negotiation . This level of analysis is devoted to the analysis of lexical items like, verbs, adjectives and nouns. According to Gibbons, Bardac, and Busch (1992) that the use of particular verbs, adjectives and nouns can be considered as the key strategy in distinguishing threat, warning and demand.

According to the analysis that held about these elements, it is found out that the most frequent verbs that are used in negotiation interaction are ( **check** (4.2%), **order** (3.1%), **can** (4.1%), **cost** (6%), **do** (2.6%), **need**(5.2%), **bought** (4%), **own**(2.9%), **sure** (3.4%) and **require** (3.8%) .These verbs are presented in every negotiation context due to their importance in the process of negotiation. To help both parties in accomplishing their goals. The following examples show the use of these verbs :

*A/(Consumer) -Could i edit my go pro 360 videos in 4k on this, also would this allow me to **do** some creative pen drawings as ipad allows. does it have apps for drawing ?*

*B/ (Company officer)- I'm not **sure** if it's got the power for heavy video editing, though I don't **do** that so. Creative Pen drawings, it shines, but you'll have to **check** your **own** Apps - I **purchased** the CorelDRAW Suite rather than doing a subscription with Adobe, which has switched to with Photoshop for some reason. Hope this **can** helps.*

Regarding the use of the adjectives, it is found out that the adjective (safety) is the most commonly used adjective in the negotiation interaction .It is used frequently due to its close relation to the field of negotiation for both parties to give a sense of comfort and influencing the decision of the other party.  
*A( Consumer) -Will they be okay with dogs?*

*B- (Company officer)...If you have additional concerns regarding the **safety** of our coated grass seed please contact us at 1-888-270-3714.*

Lastly, regarding the use of the nouns, the most common used are ( **warranty**) with (7%) and (**purchase**) with (6.4%). Actually, these nouns have lexical and semantic importance as they are often associated with the context of negotiation. They work as a facilitator that helps the sellers to achieve their goals in accomplishing the deal. The following example, taken from a negotiation conversation, shows the use of these adjectives:  
*A- (Consumer)-How many years would this device last? If i am going to spend 1000 plus I need to know its durability.*

*B-( Company officer)-I'd be cautious with the surface line. I owned the very first Surface device, it died 2 weeks out of the 1 year **warranty**.*

### 3. Conclusions

Communication is considered as the essential feature of negotiation in which the two parts of the communication interaction try to fix a topic or an exchange. It find out that the online selling deals with some elements of pragmatic perspectives. Regarding Searle's speech act theory, the directives constitute, the most commonly used category is directive (37%) due to the role it plays in the interaction. In the sense that it helps the negotiation parties to address questions, commands and requests. As for deixis, personal ones form the most used (52%) in that they help the participants to achieve their goals by expressing their needs and desires. Concerning Grice's maxims, the parties of negotiation mostly violate the quantitative maxim to a chive their goals.

As for the other linguistic perspectives that are used in the analysis, it is found out that there are certain verbs adjectives and nouns that are used most frequently in completing the participants' tasks and conveying their needs in accomplishing their goals.

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<b>3 . Temporal Deixis</b>	3	7.1
<b>Total</b>	42	100%

Verb	Number of occurrences	Percentages
<b>need</b>	6	
<b>can</b>	6	
<b>coast</b>	5	
<b>do</b>	5	
<b>bought</b>	4	
<b>checked</b>	4	
<b>owned</b>	4	

Figure (1) shows occurrences of Speech act category.  
Donohue and Diez, 1985

Brett et al. 2007: 146

Williams 1993

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How many years would this device last? If i am going to spend 1000 plus I need to know its durability.

Answer:

I'd be cautious with the surface line. I owned the very first Surface device, it died 2 weeks out of the 1 year warranty.

I bought a surface pro 4, it ended up with a screen flicker / overheating issue 2 weeks before the warranty expired - they replaced it with a brand new one thankfully but had it happened a couple ...

Question:

When it says type cover that means the keyboard right?

Answer:

Yes.

Question:

Is it included the surface pen?

Answer:

No, it does not.

Question:

how noisy is the i7 fan?

Answer:

The fan is very quiet. It has only turned on a couple times for me. Those times were when I was charging the battery and doing heavy CAD work with multiple programs open. I would say the fan is quiet enough that you almost cannot hear it from across a kitchen table. To put it another way, I couldn't hear it over a

Question:

Does this model have a built in webcam?

Answer:

Yes and excellent quality.

Question:

It says that if I order today, it will arrive by dec 5-10; is theTe an option for quicker shopping?

Answer:

Many sellers has the options of quick ship

Question:

Anyone used Excel with this? Is it clunky without a mouse? I want to use it for work and school.

Answer:

The mouse pad is good, perhaps small if you plan to use it all the time for things that take some focus, like Excel.

Question:

Will this discount be available until Cyber Monday?

Answer:

Perhaps.

Question:

Does this come with the keyboard ?

Answer:

Yes, surface pro7 with black keyboard.

Question:

Is this surface pro 7 new in the original box?

Answer:

Yes - all original sealed packages.  
By Patrick Rolle on April 21, 2020

Question:

Could i edit my go pro 360 videos in 4k on this,also would this allow me to do some creative pen drawings as ipad allows.does it have apps for drawing

Answer:

I'm not sure if it's got the power for heavy video editing, though I don't do that so??? Creative Pen drawings, it shines, but you'll have to get your own Apps - I purchased the CorelDRAW Suite rather than doing a subscription with Adobe, which has switched to with Photoshop for some reason. Hope this helps.

Question:

What does it mean make detailed and vivid 4K streaming and gaming at 1080p possible?

Answer:

Any videos or images, no matter how high resolution they are - or how good their quality is, typically measured in 1080p, 1440p, or 4K - can display on any display, so long as your device is powerful enough to handle it. If you have a 4K stream, it will still look really good on a 1080p display, and will look better  
Will they be okay with dogs?

Answer:

The coating on our Turf Builder Grass Seed Sun & Shade Mix poses no health risk from contact and very minimal health risk if inadvertently consumed by humans, pets, or birds. If you have additional concerns regarding the safety of our coated grass seed please contact us at 1-888-270-3714.

Question:

Will it grow in Colorado?

Answer:

I don't know why Colorado would be different. But it didn't grow in Long Island New York. Try another brand.

Question:

What grass is this?

Answer:

I can answer mostly in negatives. Not tiff. Not burmeda. Is a lovely, fine textured blade that is the best grass I have planted.

Question:

How tall does it grow if I don't mow it?

Answer:

It's going to get very tall if you never mow. If you're not going to mow don't waste your money on this seed, get something like clover, it doesn't get to tall.

Question:

What is the Best grass for the Carolinas. Sun and shade, quick germination and low maintenance

Answer:

Go to expert sites online such as: Scott's.com, University Agriculture Sites .....just search Goggle " Best grass for Carolina ". I did this for my Lawn information just " what is the best grass to grow in south central Kansas ? .....Got plenty of information.

can this is sprinkled on top of the soil?

Answer:

Yes

Question:

In 1 month I'll have everything green ?

Answer:

I had best results putting this seed down in the fall (late September in Michigan) and covered with finely mulched leaves. I kept it moist and it came up "ok" but in the spring all the new fall grass came up upper green, healthy, and hearty. If you are planting seed straight onto dirt in the spring  
Where is the product made (country of origin)?

Answer:

Don't know where it's made but it holds my S&W 9mm loaded very well

Question:

Anyone tried using one of these in a gun display case? I don't want an unsightly mount visible. Would the pistol stay in position without wiggling?

Answer:

We use ours in a hideaway shelf but I would assume you could use them in a case. My husband's .40 covers the magnet but the magnet bracket is screwed into the wood of the shelf.

Question:

How thick is it...please give a detailed measurement

Answer:

1/4" where the magnet is  
By Derric T. on March 2, 2020

Since these are to hold guns.. would the magnet be too strong to hold a cellphone without damaging the phone?

Answer:

This magnet is super strong. Can tightly hold my glock17 fully loaded with plus 4 mag extension, that totals to 21 rounds of ammo. I just tried it with cel with cover and CAN'T. But without cover, not so much. I want to recommend for cel. Hope this helps.

instead of screws?

Answer:

I tried just using the stick pads but they wouldn't hold the unit and my gun, so I used the screws. Make sure you find the right mounting place for you. I chose down by my right leg but many people have placed it above their right knee. Hope that helps. reapi

Question

Will a single magnet hold long guns vertical with butts resting on floor? By the receiver or barrel?

Answer:

Yes as long as you get the barrel to make contact with the magnet. You may have to angle the rifle slightly to accommodate for the spacing created by the hand guard

Question:

For those who had to use a second adhesive to mount this in a vehicle, which did you use? And has it stayed in place?

Answer:

The double face tape is just there to hold it in place for installation using screws.

Question:

I have a steel gun cabinet, do the magnets need adhesive for the back side or will the magnet itself stick to it with no adhesive?

Answer:

This is one of the most powerful magnets I have had. They definitely do not need adhesive to be attached to metal (unless it is aluminum); however, if I stuck one to the side of my shop tool cabinet, and put a firearm on it, I probably could not get the firearm off very easily, if at all. If I were attaching one to a m... [see more](#)

Question:

[Can you mount a small handgun safe onto this?](#)

Answer:

Sure - I use a holster so the firearm will not get 'scratched' while putting it on/off the magnet. These magnets are powerful . I use them for a Taurus Judge; a Ruger 22Cal. and a Ruger 9mm handgun.

[https://www.amazon.com/GMW-Magnetic-Accessories-Buckler-Concealed/dp/B07PWVGCNL/ref=sr\\_1\\_9?crid=TUSTXELZXZOV&dchild=1&keywords=car+coated&qid=1605690197&srefix=car+coated%2Caps%2C1684&sr=8-9](https://www.amazon.com/GMW-Magnetic-Accessories-Buckler-Concealed/dp/B07PWVGCNL/ref=sr_1_9?crid=TUSTXELZXZOV&dchild=1&keywords=car+coated&qid=1605690197&srefix=car+coated%2Caps%2C1684&sr=8-9)

A [Can i play wow?](#)

Answer:

B-Got this mainly to play WOW and I have been playing with it for a couple of days now and so impressed with the power it generates, so worth it so far and excited because it has so much upgrade potentials; there is a 1 year limited warranty with Acer and 30 days with Amazon I say try and see how you like the performance By TooDaLoo on September 28, 2020

B-Disclaimer: I don't own this laptop  
A- I'm currently looking for a laptop specifically for WoW and I found an article and this is one of the best for WoW (according to the article). The article said you can get ~100fps on ultra settings while queisting and ~100fps on high settings while raiding or in Orgrimmar/Stormwind.  
B- Hope this helps! :)

B- You sure can. It's got great graphics for Classic WoW and retail.  
By ctm on October 27, 2020

Question:

A- [Can this play Tic-Tac-Toe?](#)

Answer:

B- Yes, this laptop is capable of playing Tic-Tac-Toe, solitaire, freecell, spider solitaire, etc.  
By digitalmod on June 21, 2020

C- The only way you can play tic tac toe without losing frames is by purchasing a Tandy r18 from Texas instruments.  
By Amazon Customer on October 15, 2020

B- It runs tic-tac-toe at around 60fps. I had to over-clock the cpu to be able to run minesweeper at max settings.  
By Customer on July 19, 2020

C- Bro are you insane? TicTac toe needs at least 32 GB of RAM just to load the menu page  
By Ken... on August 13, 2020

B- Yes. But ultimately the only way to win is not to play.  
By Aaddaamm on October 13, 2020

B- You need at least a core i9 rtx 3090 that should work!  
By kb on September 26, 2020

A- What about snake? I need a machine that can do this well, I'm concerned this isn't up to par.  
By Javy on October 21, 2020

[A-Where is the product made \(country of origin\)?](#)

Answer:

B -Don't know where it's made but it holds my S&W 9mm loaded very well  
By Derric T. on March 2, 2020

A-The box is clearly marked MADE IN CHINA.  
By Michael L. on October 9, 2020

B - I believe it said USA on the package  
By Alex on March 2, 2020

B -  
By Amazon Customer on March 2, 2020

B - Do not know. Works great.  
By Kindle Customer on March 2, 2020

[A - Can a gun be magnetized by using those magnets?](#)

Answer:

B - You need to research this with experts not people on Amazon. (I say this because firearm safety is a life-and-death subject matter). From what I know, the magnetic transfer from these magnets to firearms is called INDUCED magnetism. My understanding is a forceful impact will remove such magnetic traits (for example, ... [see more](#))

By Strutter '79 on September 15, 2020

B - Just checked my Ruger LCP, the slide is slightly magnetized, very slight. I don't believe it would be any problem with the operation of the gun.

By Rod on September 15, 2020

A - I did not even think of this. I am more concerned of the magnet pulling back a safety spring inside on an automatic as it is metal inside and shooting my foot off  
By Julz on October 29, 2020

[A - Whats the size of the box/packaging?](#)

B -The size of the Surface Pro box is 13" X 9 1/4" X 2 3/4".

B - The Pro 7 is packed in a box not much bigger than the tablet size is, (width X length) however the box is about 2 inches thick. The shipping box is much larger but they put the airbag shipping space protectors in it to help preventing it from flopping around.

[A -does this laptop come with the type cover?](#)

Answer:

B - Surface Pro 7 does not come with a type cover. If you'd like to take a look at a type cover option for Surface Pro 7, Amazon has a great one here: [https://www.amazon.com/Microsoft-Surface-Signature-Type-Cover/dp/B07YNL2D2H/ref=sr\\_1\\_1?keywords=B07YNL2D2H&qid=1577582153&sr=8-1](https://www.amazon.com/Microsoft-Surface-Signature-Type-Cover/dp/B07YNL2D2H/ref=sr_1_1?keywords=B07YNL2D2H&qid=1577582153&sr=8-1).

A - No The device comes without a keyboard

D- no just the laptop

E-

[A- do this come with installed Microsoft office software ?](#)

Answer:

B - It comes with windows 10. Microsoft Office is technically installed but requires a purchase of the software or a subscription to Office 365 in order to utilize it.  
By IanC on December 18, 2019

B - Thanks for leaving a question! Surface Pro 7 comes with a free 30-day trial of Office 365. After your trial is finished you will then have the option to select the best Office 365 plan that suits your needs.  
By Surface Customer Care on December 29, 2019



A - cost of Windows 10 software and Office 365 software  
By Dianne on February 25, 2020

B - Yes but you need to purchase license to activate