

Procedure:

1. Instructions:

Cdt 1: instructions (Causes):

*In the next part of the study you will see a person and a word on the screen. The people you will see are actually two participants from a previous study. We gave them the opportunity to earn some extra money by helping us design this experiment. Specifically, their task was to decide what images YOU (and the other participants in this experiment) will see (i.e., **THEY SELECTED THE WORDS YOU ARE ABOUT TO ENCOUNTER**). Please pay careful attention to the images of the two people and the words **THEY ARE CAUSING YOU TO SEE**. We will ask you questions about them later on.*

After each block of trials they are told the following:

*You will do this task another time. Remember: the two people you see during the experiment are **DIRECTLY RESPONSIBLE** for the words you are seeing (they **CAUSED** them to appear). Please pay careful attention to the images of the two people and the words. We will ask you questions about them later on.*

Cdt 2 (Predicts):

*In the next part of the study you will see a person and a word on the screen. The people you will see are actually two participants from a previous study. We gave them the opportunity to earn some extra money by helping us design this experiment. Specifically, they are going to help you predict what type of words YOU (and the other participants in this experiment) will see. They **DID NOT** choose the words you are going to see - we (the experimenters) did. The images of people will simply be present onscreen so that you can predict what type of word will appear. Please pay careful attention to the images of the two people and the words they **PREDICT** will occur. We will ask you questions about them later on.*

After each block of trials they are told the following:

*You will do this task another time. Remember: the two people you see during the experiment are **NOT RESPONSIBLE** for the words you are seeing (we the experimenters are. The people you are seeing simply **PREDICT** what types of words will appear onscreen. Please pay careful attention to the images of the two people and the words. We will ask you questions about them later on.*

Cdt 3 (Unrelated):

*In the next part of the study you will see a person and a word on the screen. The people you are going to see are actually two participants from a previous study. We are going to show you the words that they saw during their experiment. **IMPORTANT:** we (the experimenters) are responsible for the words you will see in this experiment. The people you see are in no way related to the words (other than the fact that they (just like you) had to view them).*

*Please pay careful attention to the images of the two people and the words **THEY ARE UNRELATED TO**. We will ask you questions about them later on.*

After each block of trials they are told the following:

*You will do this task another time. Remember: the two people you see during the experiment are **UNRELATED** to the words you are seeing. We the experimenters are responsible for the words that are appearing onscreen. Please pay careful attention to the images of the two people and the words. We will ask you questions about them later on.*

3. EC training phase: 60 trials (3 x 20 trials):

Face 1 and Face 2 are each paired with 10 different positive and 10 different negative words twice per block (and complete three different blocks).



Positive items = Fantastic, Wonderful, Honest, Kind, Brave, Amazing, Nice, Pleasant, Selfless, Great

Negative items = Horrible, Nasty, Violent, Terrible, Hated, Disgusting, Mean, Unpleasant, Stupid, Bully

4. Participants perform an IAT measuring implicit evaluations of the stimuli:

The IAT involves categories “Face 1” and “Face 2” and positive and negative

IAT Procedure:

- a. Instructions: “In the next part you will have to categorize items into groups as fast as you can.”

- b. 20 practice trials sorting the two faces (e.g., Face 1 and Face 2).
- c. 20 practice trials sorting positive and negative stimuli.
- d. 20 + 40 test trials in which Face 1 and positive stimuli share a single response key and Face 2 and negative stimuli share a single response key.
- e. 20 practice trials sorting the target words with the response key assignment reversed
- f. 20 + 40 trials in which Face 1 shares a response key with negative and Face 2 shares a response key with positive.

NOTE: IAT stimuli are:

Face 1

Face 2

Positive Confident, Friendly, Cheerful, Loyal, Generous, Loving, Funny, Warm

Negative Liar, Cruel, Evil, Ignorant, Manipulative, Rude, Selfish, Disloyal

6. Participants give explicit ratings for the two Faces by answering the question:

"Please rate the above individual using the scale below

options: -5 =Negative, 5= Neutral, +5= Positive

options: -5 =I Dislike it, 5= Neutral, +5= I Like it

options: -5 =Bad, 5= Neutral, +5= Good

options: -5 =Unpleasant, 5= Neutral, +5= Pleasant

7. Participants then provide confidence ratings:

- *How confident are you about your opinion of the above individual?*

options: -5 =Not confident at all, 0= Somewhat Confident, +5= Confident

8. Finally, participants answer the following questions about the first task:

a. "AT THE BEGINNING OF THE EXPERIMENT we told you something about the relationship between the positive, negative words, and the two men. What did we tell you?"

options = The two men CAUSED the positive or negative words to appear, the two men PREDICTED when the positive or negative words would occur, The two men were UNRELATED to the words that appeared, I don't remember.

b. To what extent did you believe us when we told you (at the beginning of the experiment) that the two men you saw CAUSED/PREDICT/UNRELATED the positive and negative words to appear in this experiment? Please be honest here."

options = 1. I did not believe you at all", "2. ", "3. ", "4. ", "5. I somewhat believed the instructions", "6. ", "7. ", "8. ", "9. I completely believed you.

c. Earlier we asked you to indicate how positive/negative you feel about the two faces. On what basis did you give those ratings?"

options : " I responded based on what I thought the experimenter wanted me to do", "I responded based on what I learned about the stimuli earlier in the experiment", "I responded based on my feelings about the stimuli", "I do not know why I gave ratings the way I did"

f. reactance question: Do you think we tried to influence how you felt about the two faces.? If so, to what extent did you resist our attempts to influence how you felt ?

options: 1=I did not resist your attempts to influence how I felt at all", "2", "3", "4", "5=I slightly resisted your attempts to influence how I felt", "6", "7", "8", "9=I very strongly resisted your attempts to influence how I felt"