**Supplementary materials**

Table S1

*Means, standard deviations and zero-order correlations among the variables, Study 1*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |   | Negative forecast  (n=161) | Positive forecast (n=135) |  |  |  |  |
|  | *M* | *SD* | *M* | *SD* | *t* | 1 | 2 | 3 |
| 1 | Perceived law preference | 3.64 | 1.48 | 5.76 | 1.81 | 11.10\*\*\* | - | - | - |
| 2 | Perceived political ideology | 4.57 | 1.66 | 5.39 | 1.94 | 3.92\*\* | .25\*\*\* | - | - |
| 3 | Law preference (self) | 5.64 | 1.32 | 4.78 | 1.35 | 1.00 | .09 | .04 | - |
| 4 | Referendum participation intention (self) | 5.72 | 2.96 | 5.44 | 2.77 | 0.85 | -.01 | -.02 | -.25\*\*\* |

*Note.* \*\*\**p* < .001, \*\**p* < .01, \**p* < .05. Political ideology is coded such that higher values reflect right-wing tendencies. T-values refer to a between-conditions comparison.

List of predictions, Study 2

1. …that it will rain tomorrow.
2. …that a friend will win a lottery.
3. …that the Earth population will continue to grow exponentially in the next years.
4. …that a friend will live past 100.
5. …that the stock market will collapse soon.
6. …that an earthquake will hit Manila.
7. …that scientists will find a cure for cancer soon.
8. …that global warming is happening.
9. …that income inequality in the United States will rise in the next decades.
10. …that his neighbors will move out.
11. …that green will be in vogue next summer.
12. …that a friend is pregnant.
13. …that a friend will die of cancer.
14. …that the next Tarantino movie will be a success.
15. …that robots will be soon capable of performing at human level at most manual jobs.
16. …that international terrorism will be ever eradicated.
17. …that the bill legalizing same-sex marriage will be passed in Virginia.
18. …that criminality will decrease over the years to come.
19. …that a friend will be assaulted.
20. …that the next president of the United States will be a Republican.
21. …that housing prices will skyrocket next year.
22. …that Bhutan’s government will be overthrown within months from now.
23. …that the conservatives will come to power in Spain next elections.
24. …that the Olympics games 2024 will be held in Paris.
25. …that this year will be a snowy winter.
26. …that fuel prices will go up next year.
27. …that divorce rates will continue to rise in the next years.
28. …that football will become more popular than ice hockey in Canada.

Table S2

*Tobit regression (Model 1) and multilevel regression analysis (Model 2) on perceived preferences, Study 2*

|  |  |  |
| --- | --- | --- |
|  | Model 1 | Model 2 |
| Predictor | *b* | *SE* | *b* | *SE* |
| Fixed effects |  |  |  |  |
| Intercept | 3.88\*\*\* | 0.12 | 4.03\*\*\* | 0.13 |
| Condition (1 = predicted, -1 = did not predict) | 1.38\*\*\* | 0.19 | 1.16\*\*\* | 0.17 |
| Empirical forecast-preference association | -0.71\*\* | 0.25 | -0.40 | 0.34 |
| Condition x empirical forecast-preference association | 1.90\*\*\* | 0.33 | 1.58\*\*\* | 0.43 |
| Outcome desirability | 0.84\*\*\* | 0.02 | 0.62\*\*\* | 0.06 |
| Outcome desirability2 | -0.05\*\* | 0.02 | -0.01 | 0.02 |
| Condition x outcome desirability | 0.20\*\*\* | 0.03 | 0.21\*\* | 0.07 |
| Condition x outcome desirability2 | -0.05\* | 0.02 | -0.06\* | 0.02 |
| Standard deviation (perceived preferences)a |  |  | 0.51 | 0.33 |
| Random effects (participants) |  |  | Variance | *SD* |
| Intercept |  |  | 0.66 | 0.81 |
| Empirical forecast-preference association |  |  | 1.67 | 1.29 |
| Outcome desirability |  |  | 0.17 | 0.42 |
| Outcome desirability2 |  |  | 0.002 | 0.05 |
| Standard deviation (perceived preferences) a |  |  | 0.18 | 0.42 |
| Random effects (outcomes) |  |  | Variance | *SD* |
| Intercept |  |  | 0.08 | 0.29 |
| Condition (1 = predicted, -1 = did not predict) |  |  | 0.10 | 0.32 |
| LogSigmaMu | -0.15\*\*\* | 0.04 |  |  |
| LogSigmaNu | 0.81\*\*\* | 0.005 |  |  |

*Note.* \*\*\**p* < .001, \*\**p* < .01, \**p* < .05. a Standard deviation (perceived preferences) is a standard deviation of participants’ perception of forecasters’ preferences computed for each outcome. Outcome desirability, empirical forecast-preference association and standard deviation (perceived preferences) were grand-mean centered. Tobit regression included a random-effects censored regression model using the BHHH method (Berndt, Hall, Hall, & Hausman, 1974) and was conducted with the censreg package for R (Henningsen, 2017).

Table S3

*Means, standard deviations and zero-order correlations among the variables, Study 3*

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |   | Predicted failure  (n=97) | Predicted success (n=95) |  |  |  |  |
|  | *M* | *SD* | *M* | *SD* | *t* | 1 | 2 | 3 |
| 1 | Perceived preferences | 7.16 | 1.69 | 7.99 | 0.99 | 4.14\*\*\* | - | - | - |
| 2 | Perceived party identification | 7.31 | 1.28 | 7.87 | 1.00 | 3.33\*\*\* | .73\*\*\* | - | - |
| 3 | Perceived likelihood of voting for own party | 7.84 | 1.64 | 8.59 | 0.78 | 4.09\*\*\* | .50\*\*\* | .59\*\*\* | - |
| 4 | Perceived likelihood of participation in elections | 7.59 | 1.71 | 8.38 | 0.97 | 3.95\*\*\* | .41\*\*\* | .55\*\*\* | .73\*\*\* |

*Note.* \*\*\**p* < .001, \*\**p* < .01, \**p* < .05. T-values refer to a between-conditions comparison.

References

Berndt, E. K., Hall, B. H., Hall, R. E., & Hausman, J. A. (1974). Estimation and Inference in Nonlinear Structural Models. *Annals of Economic and Social Measurement, 3*(4), 653-665.

Henningsen, A. (2017). Estimating Censored Regression Models in R using the censReg Package. Retrieved from https://cran.r-project.org/web/packages/censReg/vignettes/censReg.pdf.