Instructions and Materials

Repairing one's Mood For The Benefit of Others: Agreeableness Helps Motivate Low Self-Esteem People to Feel Better

Study 1

Self-esteem (administered in Studies 1-2):

Rosenberg Self-Esteem Scale (RSES; Rosenberg, 1965)

How do you feel generally?

Think about each statement that follows and rate the degree to which you agree to disagree with it on the following scale.

1	2	3	4	5	6	7	8	9
Very strongly disagree		Moderately disagree		Neutral		Moderately agree		Very strongly agree

I feel that I am a person of worth, at least on an equal basis with others.
I feel that I have a number of good qualities.
All in all I am inclined to feel that I am a failure.
I am able to do things as well as most other people.
I feel I do not have much to be proud of.
I take a positive attitude toward myself.
On the whole I am satisfied with myself.
I wish I could have more respect for myself.
I certainly feel useless at times.
At times I think I am no good at all.

Agreeableness (administered in Studies 1-2):

Big Five Personality Aspects Scale (BFAS agreeableness subscale; DeYoung, Quilty, & Peterson, 2007)

Here are a number of characteristics that may or may not describe you. Please rate the extent to which you agree or disagree with each statement listed below.

Be as honest as possible, but rely on your initial feeling and do not think too much about each item.

1	2	3	4	5
Strongly disagree		Neither agree nor disagree		Strongly agree

I...

Am not interested in other people's problems.
Respect authority.
Feel others' emotions.
Believe that I am better than others.
Inquire about others' well-being.
Hate to seem pushy.
Can't be bothered with other's needs.
Take advantage of others.
Sympathize with others' feelings.
Avoid imposing my will on others.
Am indifferent to the feelings of others.
Rarely put people under pressure.
Take no time for others.
Insult people.
Take an interest in other people's lives.
Seek conflict.
Don't have a soft side.
Love a good fight.
Like to do things for others.
Am out for my own personal gain.

Framing Manipulation

Thank you for your participation so far!

In the next part of the study, you will read a passage and will later answer questions about it. You will also participate in a mood induction procedure and a visual information task.

Please click ">>" to proceed.

We're interested in people's evaluations of writing styles. For example, one question you could be asked is, "Do you agree that reading passages with questions embedded in them helps keep readers engaged?" Please carefully read the passage which will be presented to you on the following page. We will ask you questions about the article clip later on in the study.

Please click "next" to view the passage.

Social-benefit condition

Why is it good to feel good? Research suggests that being in a positive mood leads to being liked more by others. According to Walters and Cooper (2012), when people are in good moods, they're rated as more pleasant to be around by strangers, peers, and romantic partners. This research found that people do not want to surround themselves with others who are in negative moods - it's positive people who have the most secure relationships. Consequently, people find

others who are in a good mood to be more desirable than people who are in a negative mood. In short, be happy – it makes you more likable.

Social-liking condition

Why is it good to feel good? Research suggests that being in a positive mood leads to benefits for the people close to us. According to Walters and Cooper (2012), when people are in good moods, they're more likely to do nice things for those they care about. This research found that people do not treat others well enough when they are in negative moods - it's positive people who offer the most benefits to relationships. Consequently, close others (e.g., friends, partners, family members) of people with positive moods report having better lives. In short, be happy – it offers plenty of benefits to the people you love.

Control condition

YouTube is a video-sharing website, created by three former PayPal employees, on which users can upload, view and share videos. According to Walters and Cooper (2012), the company is based in San Bruno, California, and uses Adobe Flash Video and HTML5 technology to display a wide variety of user-generated video content, including movie clips, TV clips, and music videos. What else? Youtube offers amateur content such as video blogging and short original videos.

Sad Mood Induction

Please read the following instructions carefully

You will now take part in a mood induction procedure. You will visualize a sequence of 4 images. It's important that we capture spontaneous and genuine reactions to the mood induction, so you should respond to the mood induction as sincerely as possible, even if you don't notice your mood shifting as much as you expected.

Please read the following instructions carefully

Instructions: Picture the event happening to you. Picture in your "mind's eye" the surroundings as clearly as possible. See the people or objects involved; experience the event happening to you. Think the thoughts you might actually be thinking in that situation. Let yourself react as if you were actually there right now.

Please visualize each scenario for 2 minutes. The page will automatically advance after 2 minutes, and a new scenario will appear (note: the next button will not appear since the page is timed to last for 2 minutes). After you have completed all 4 visualizations, you will proceed to the next part of the study.

There will be an audio file played during this task. Please make sure your speakers are on.

Click ">>" to begin the visualization task.

You work for a large company at a job that you enjoy. Just as you're tidying up your desk at the end of the day, you receive an email that explains that you, along with 100 co-workers, will be laid off because of an economic downturn. You'll think about how much you'll miss your job and wonder how you'll get by without an income.

You are at the airport saying goodbye to your best friend who has just gotten married and is now moving far away from you. As the two of you say goodbye, you realize that this is the last time you will be together for a very long time.

You have just received back an exam in a course that is very important to you. You look at the grade and realize that it is much lower than you had hoped for. You think about how much time you spent preparing for the exam and what a big disappointment this grade is.

You applied for a competitive program that you feel really passionate about. You worked hard to submit a stellar application, only to find out you have been put on the bottom of the waiting list and most likely won't be admitted to the program.

Post Mood Induction Negative Feelings Index

The mood induction in which you just participated is relatively effective for most people, but doesn't necessarily work the same for everyone. Please answer the following questions honestly.

To what extent are you currently feeling...

1	2	3	4	5
Not at all		Somewhat		Very

Cheerful?
Sad?
Pleasant?
Gloomy?
Happy?
Blue?
Anxious?

Mood Repair Motivation Questionnaire

Please indicate the extent to which you agree with the questions below:

1	2	3	4	5
Strongly disagree		Neither agree nor disagree		Strongly agree

I have little motivation to do anything about this mood.
I want to feel better fast, so I'll do something as soon as I can to improve my mood.

I'm not interested in trying to cheer up.
I want to do something to specifically improve my mood.
I will try to feel better than I do right now.

Study 2

Trait agreeableness

Big Five Inventory (John & Srivastava, 1999)

Here are a number of characteristics that may or may not apply to you. For example, do you agree that you are someone who likes to spend time with others? Please indicate the extent to which you agree or disagree with that statement.

I see myself as someone who...

1	2	3	4	5
Strongly disagree	Disagree a little	Neither agree nor disagree	Agree a little	Strongly agree

Tends to find fault with others
Is helpful and unselfish with others
Starts quarrels with others
Has a forgiving nature
Is generally trusting
Can be cold and aloof
Is considerate and kind to almost everyone
Is sometimes rude to others
Likes to cooperate with others

Pre- and Post-Anger Induction Mood Measure (adapted from Siemer, 2005)

Please respond to each item describing your current mood state.

1	2	3	4	5	6	7
Not at all			Moderately			Maximum intensity

Focused
Curious
Distracted
Irritated
Productive
Exhausted
Excited

Thoughtful
Angry
Sad
Frustrated

Anger Induction

Do you have an ongoing, unresolved conflict with your partner? __Yes __ No

-If yes-

Briefly describe an ongoing, unresolved conflict you have with [partner's name].

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-If no-

Briefly describe the most severe conflict you had with [partner's name] in the past that you still have feelings about.

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Please write about an event from your past in which you experienced intense anger, which you still think of occasionally and which still makes you angry. Describe the event clearly and in as much detail as possible, and describe your feelings and thoughts during that event.

Note: The event should not have involved [partner's name] or any past romantic partner.

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Self-Report Mood Repair Motivation Questionnaire

Please indicate the extent to which you agree with the questions below.

1	2	3	4	5
Strongly disagree		Neither agree nor disagree		Strongly agree

I have little motivation to do anything about my mood.
I want to feel better fast, so I'll do something as soon as I can to improve my mood.
I'm not interested in trying to get in a better mood.
I want to do something to specifically improve my mood.
I will try to feel better than I do right now.

Effectiveness Rating

How effective do you think aromatherapy candles are in altering mood?

1	2	3	4	5	6	7
Not at all			Moderately			Extremely

Candle Choice Desire Rating

Please rate your desire to have each aromatherapy candle burning in the room with you.

1	2	3	4	5	6	7
Very low			Somewhat			Very high

Relax & Calm
Everyday & Ordinary
Invigorate & Fuel Up

Candle Choice Feelings Expectation

How do you expect that each candle would make you feel? Please indicate on the scale below.

1	2	3	4	5	6	7
Calm						Aroused

Relax & Calm
Everyday & Ordinary
Invigorate & Fuel Up