

## Supplemental materials

### Experiment 2: Decisions for self, friend, acquaintance, or stranger

Experiment 1 was replicated with an additional layer of client identity to test the replicability of our effect and to more closely gauge where at the spectrum of social distances the present bias occurs.

#### Method

**Participants.**  $N = 108$  students at a German university ( $n = 87$  female;  $M_{age} = 23$ ,  $SD = 4$ ) were approached on the campus and invited to take part in the 5 minutes experimental task on laptops for a candy reward.

**Materials and procedure.** The methods were similar to Experiment 1 except the addition of a further layer of client identity, namely a casual acquaintance (cf., Aron et al., 1991).

#### Results

The proportion of accepted offers was analyzed in a 4 (responder identity: self, friend, acquaintance, stranger; within-subjects)  $\times$  2 (offer: unfair offers, hyper-fair offers; within-subjects) ANOVA. Again, we found a main effect of responder identity,  $F(3, 105) = 9.69$ ,  $p < .001$ ,  $\eta_p^2 = .22$ , as well as for the offered amount,  $F(1, 107) = 118.12$ ,  $p < .001$ ,  $\eta_p^2 = .53$ . The condition means are depicted in Figure 2a.

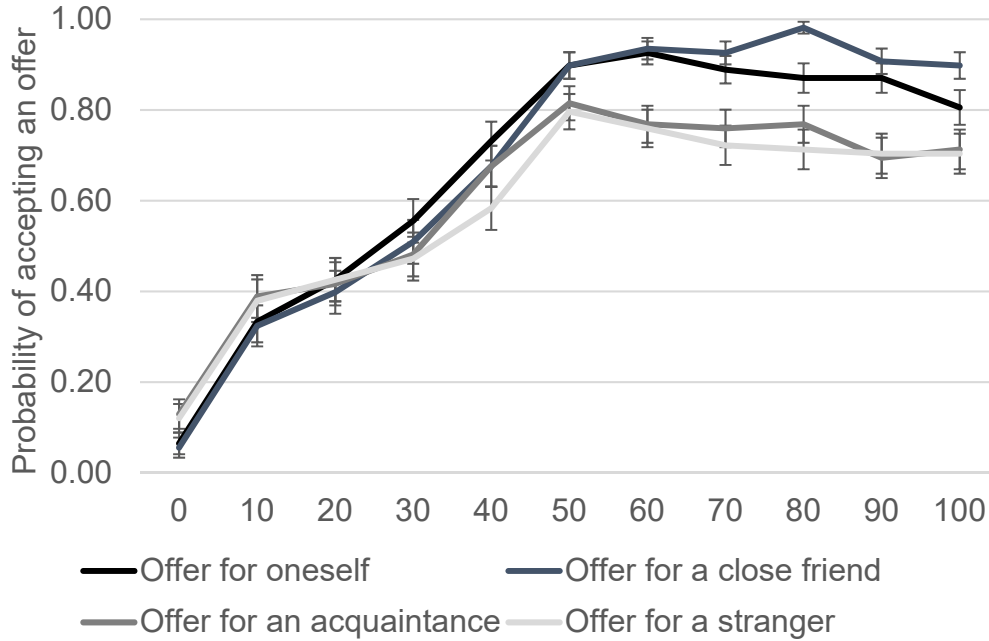


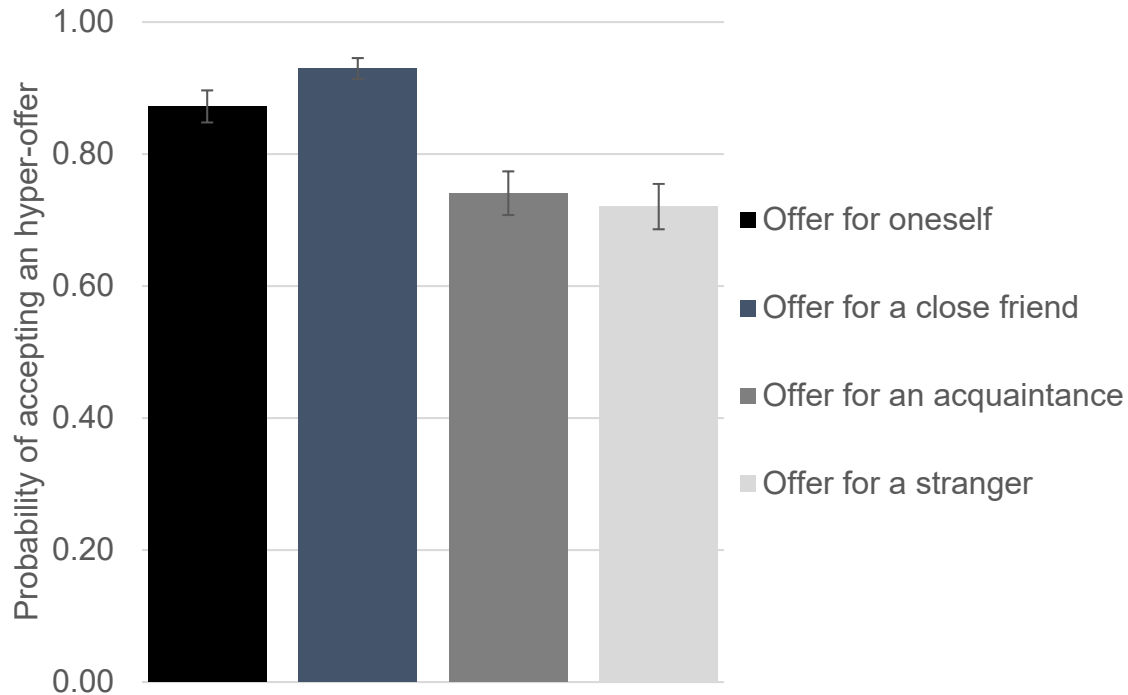
Figure 2a. Probability of accepting an offer in Experiment 2 as a function of responder identity (error bars are SEMs).

In addition, an interaction between responder identity and the offered amount,  $F(3, 105) = 10.36, p < .001, \eta_p^2 = .23$ , surfaced. Again, planned comparisons revealed that within the category of unfair offers, there were no reliable differences between accepting offers for oneself vs. for a friend vs. for an acquaintance vs. for a stranger (all  $t$ s  $< 1.6$ ).

In contrast, within the category of hyper-fair offers, participants again accepted more offers for themselves ( $M = .87, SE = .02$ ) than for a stranger ( $M = .72, SE = .03$ ),  $t(107) = 4.92, p < .001$ , 95%  $CI_{\text{difference}} [0.09, 0.21]$ ,  $d_z = 0.47$ , and also more offers for themselves than for an acquaintance ( $M = .74, SE = .03$ ),  $t(107) = 4.94, p < .001$ , 95%  $CI_{\text{difference}} [0.08, 0.18]$ ,  $d_z = 0.48$ . Likewise, participants accepted more offers for a friend ( $M = .93, SE = .02$ ) than for a stranger,  $t(107) = 6.49, p < .001$ , 95%  $CI_{\text{difference}} [0.15, 0.27]$ ,  $d_z = 0.62$ , and also more offers for a friend than for an acquaintance,  $t(107) = 6.03, p < .001$ , 95%  $CI_{\text{difference}} [0.13, 0.25]$ ,  $d_z = 0.58$ .

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Furthermore, participants accepted more offers for a friend than for themselves,  $t(107) = 3.05$ ,  $p = .003$ , 95% CI<sub>difference</sub> [0.09, 0.02],  $d_z = 0.29$  (see Figure 2b). Note that all these very low  $p$ -values hold for a Bonferroni correction.



*Figure 2b.* Acceptance rates of hyper-fair offers in Experiment 2 as a function of responder identity (error bars are SEMs).

## Discussion

Replicating Experiments 1a and 1b, participants' acceptance rates for hyper-fair offers declined with increasing social distance of the client. Strikingly, in this data set they accepted even more hyper-fair offers for a friend than for themselves. The next experiment should add yet another layer of social distance.

### Experiment 3: Decisions for self, family, friend, acquaintance, or stranger

Experiment 2 was replicated with adding yet another layer of client, namely a family member.

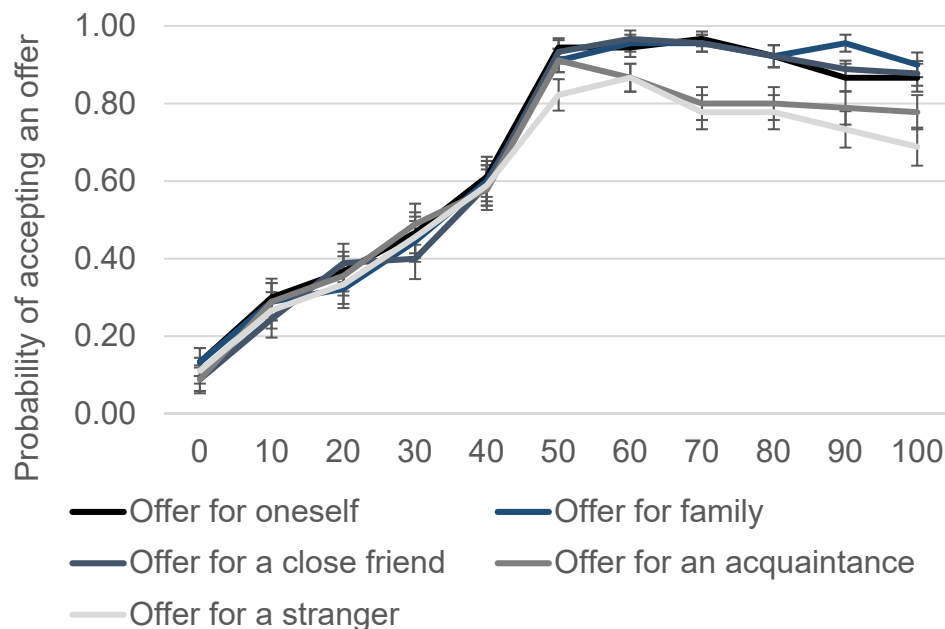
## Method

**Participants.**  $N = 90$  students at a German university ( $n = 71$  female;  $M_{age} = 23$ ,  $SD = 3$ ) were approached on campus and invited to take part in a 7 minutes experimental session in the laboratory on the campus for a reward of 3 € or course credit.

**Materials and procedure.** The method was similar to Experiment 2 except that we added a close family member as additional client role.

## Results

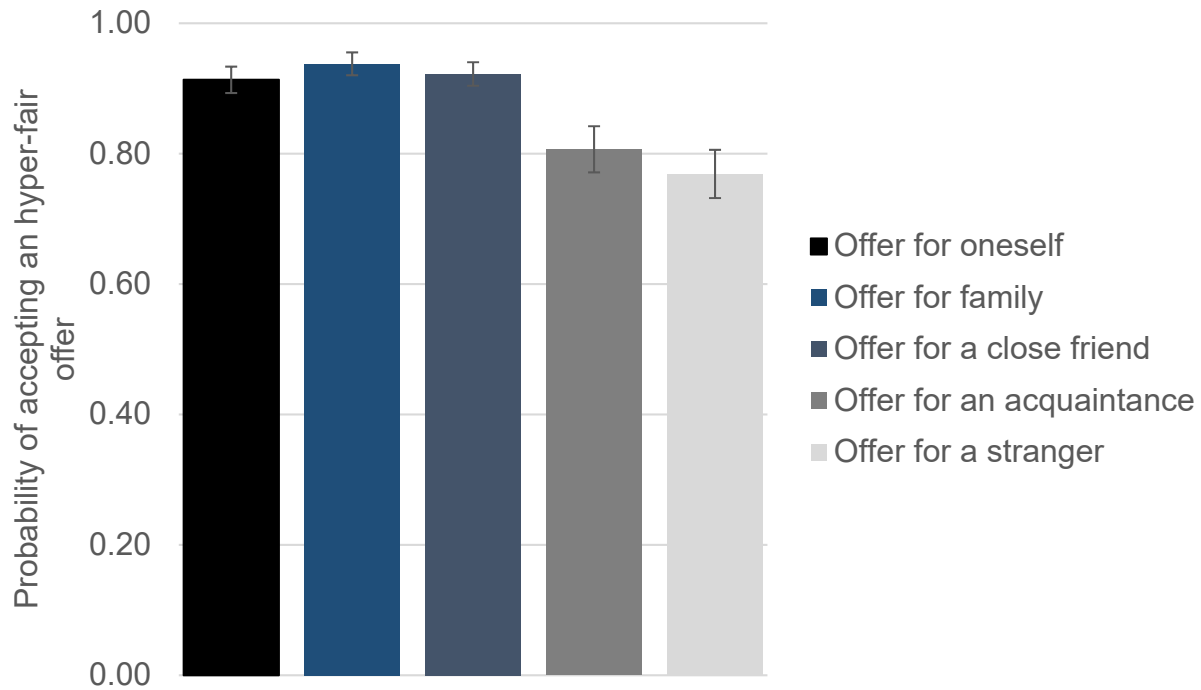
The 5 (responder identity: self, family, friend, acquaintance, stranger; within-subjects)  $\times$  2 (offer: unfair offers, hyper-fair offers; within-subjects) ANOVA on acceptance rates found a main effect of responder identity,  $F(4, 86) = 4.63$ ,  $p = .002$ ,  $\eta_p^2 = .18$ , and a main effect of the offered amount,  $F(1, 89) = 166.50$ ,  $p < .001$ ,  $\eta_p^2 = .65$  (see Figure 3a).



*Figure 3a.* Probability of accepting an offer as a function of responder identity in Experiment 3 (error bars are SEMs).

Moreover, an interaction between responder identity and the offered amount,  $F(4, 86) = 4.38, p = .003, \eta_p^2 = .17$ , surfaced. Once again, planned comparisons revealed that within the category of unfair offers, there were no reliable differences between accepting offers for oneself vs. for a family member vs. for a friend vs. for an acquaintance vs. for a stranger (all  $t$ s  $< 1.9$ ).

In contrast, within the category of hyper-fair offers, participants again accepted more offers for themselves ( $M = .91, SE = .02$ ) than for a stranger ( $M = .77, SE = .04$ ),  $t(89) = 4.53, p < .001, 95\% CI_{\text{difference}} [0.08, 0.21], d_z = 0.48$ , and also more offers for themselves than for an acquaintance ( $M = .81, SE = .04$ ),  $t(89) = 3.39, p < .001, 95\% CI_{\text{difference}} [0.04, 0.17], d_z = 0.36$ . Likewise, participants accepted more offers for a family member ( $M = .94, SE = .02$ ) than for a stranger,  $t(89) = 5.03, p < .001, 95\% CI_{\text{difference}} [0.03, 0.10], d_z = 0.53$ , and an acquaintance,  $t(89) = 4.19, p < .001, 95\% CI_{\text{difference}} [0.07, 0.19], d_z = 0.44$ , and also accepted more offers for a friend ( $M = .92, SE = .02$ ) than for a stranger,  $t(89) = 4.80, p < .001, 95\% CI_{\text{difference}} [0.09, 0.22], d_z = 0.51$ , and an acquaintance,  $t(89) = 3.79, p < .001, 95\% CI_{\text{difference}} [0.06, 0.18], d_z = 0.40$ . There were no differences between participants' acceptance rate of hyper-fair offers for themselves vs. a family member vs. a friend, all  $t$ s  $< 1.5$ , and also no differences between stranger and acquaintance,  $t < 1.9$  (see Figure 3b).



*Figure 3b.* Acceptance rates of offers in Experiment 3 as a function of responder identity (error bars are SEMs).

## Discussion

When realizing yet another level of client identity, namely family member, we still found our effect of social distance between decision maker and client influencing the pattern of acceptance rates. It is interesting to note that the division line of the present bias is between acquaintances and close friends. Future research should might run some more fine-grained analysis of the social spectrum.

### Experiment 8: Client categorization processes in a within- vs. between-subjects design

All of the present experiments employed the factors amount of offer and client identity in a within-subjects fashion. One might wonder whether the client privileging effect would also occur in a between-subjects design. Regarding this thought, it is important to note that

ecologically client privileging occurs exactly in such “within-subjects” settings, when a certain advice giver or decision maker is confronted with different types of clients across his or her daily routine. A single one-off decision for only one client is of a lesser ecological and psychological interest to us. While a demonstration of this effect in a between-subjects design would certainly be interesting, we refrained from doing so due to the high sample size required. However, we at least wanted to show that presenting a friend or stranger as a possible client evokes social closeness vs. distance and thus accompanying representations of in-group vs. out-group both when implemented in a within- and between-subjects design. This is since people automatically categorize social targets as either an in-group or an out-group member irrespective of any other information given (cf., Fiske & Neuberg, 1990). To test this assumption, we asked participants to imagine being a financial adviser and presented them with either only one specific type of client (a friend OR a stranger) or two specific types of clients (a friend AND a stranger) and asked them to report their spontaneous reactions and attitudes towards the client/s. If our assumption is true, participants’ reactions and attitudes towards a client should not differ as a function of being presented with only one versus two types of clients.

## Method

**Participants.**  $N = 150$  participants ( $n = 71$  female;  $M_{age} = 36$ ,  $SD = 11$ ) were recruited through MTurk.

**Materials and procedure.** Participants were instructed to adopt the role of a financial adviser, and were then presented with either only one specific type of client (friend vs. stranger; between-subjects condition), or two specific types of clients (friend and stranger; within-subjects condition). Afterwards, participants indicated how much they perceive the given client as a member of their social group by moving an analog slider with endpoints 0 (not at all) and 10

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(very much; perception rating), and how much they identify with the same social group as their given client by moving an analog slider with the same endpoints (identification rating). The task took 1 minute.

### Results

In the between-subjects condition, a friend as client received higher ratings of being in-group ( $M = 8.59$ ,  $SE = .29$ ) than a stranger as client ( $M = 4.36$ ,  $SE = .37$ ),  $t(99) = 9.47$ ,  $p = .017$ , 95%  $CI_{\text{difference}}$  [3.34, 5.11],  $d = 1.90$ , and the mean identification rating was also significantly higher for a friend ( $M = 8.45$ ,  $SE = .25$ ) than for a stranger ( $M = 4.26$ ,  $SE = .34$ ),  $t(99) = 10.01$ ,  $p < .001$ , 95%  $CI_{\text{difference}}$  [3.36, 5.02],  $d = 2.01$ .

In the within-subjects condition, a friend as client also received higher ratings of being in-group ( $M = 8.31$ ,  $SE = .31$ ) than a stranger as client ( $M = 3.69$ ,  $SE = .37$ ),  $t(48) = 9.58$ ,  $p < .001$ , 95%  $CI_{\text{difference}}$  [3.64, 5.58],  $d_z = 1.37$ , and the mean identification rating was likewise significantly higher ratings for a friend ( $M = 8.24$ ,  $SE = .34$ ) than for a stranger ( $M = 3.59$ ,  $SE = .38$ ),  $t(48) = 9.96$ ,  $p < .001$ , 95%  $CI_{\text{difference}}$  [3.71, 5.59],  $d_z = 1.42$ .

### Discussion

Participants' classification of a given client as a member of their own social group was decisively and exclusively influenced by the type of client they were presented with. Regardless of whether participants were presented with only one specific or two different types of clients, they significantly more identified with the same social group as their client in case of the client being a friend (vs. a stranger), and also perceived a friend significantly more as a member of their social group than a stranger. Note that the effect sizes were very large in both conditions, and actually larger in the between-subjects than in the within-subjects conditions. Apparently, and in line with previous research (cf. Fiske & Neuberg, 1990), the presence of only type of



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client is sufficient in order to elicit group categorization processes; and thus it is likely that client privileging would also occur in a between-subjects design.