Supplemental Appendix 1: Scenarios

Role types	Relationship	English scenario text	Chinese scenario text
Close-High & Close-Low	Father and son	Imagine a FATHER and his SON together in a casual restaurant, eating lunch together. The son is 25 years old and has a job.	试想一个父亲和儿子一起在一间普通的餐厅吃午饭。儿子二十五岁有工作。
Close-High & Close-Low	Mother and daughter	Imagine a MOTHER and her DAUGHTER together in a casual restaurant, eating lunch together. The daughter is 25 years old and has a job.	试想一个母亲和女儿一起在一间普通的餐厅吃午饭。女儿二十五岁有工作。
Close-High & Close-Low	Grandfather and grandson	Imagine a GRANDFATHER and his GRANDSON together in a casual restaurant, eating lunch together. The grandson is 25 years old and has a job.	试想祖父和孙子一起在一间普通的餐厅吃午饭。孙子二十五岁有工作。
Close-High & Close-Low	Grandmother and granddaughter	Imagine a GRANDMOTHER and her GRANDDAUGHTER together in a casual restaurant, eating lunch together. The granddaughter is 25 years old and has a job.	试想祖母和孙女一起在一间普通的餐厅吃午饭。孙女二十五岁有工作。
Distant-High & Distant-Low	Interviewer and job applicant	Imagine a female INTERVIEWER and a female JOB APPLICANT together in a casual restaurant, eating lunch at the same table after they had finished the interview. They were strangers before the interview and had to share a table together because there was a big crowd today.	试想一个面试官(女)和应聘者(女)在面试结束后在一间普通的餐厅里的同一张桌子上吃午饭。她们在面试前互不相识，因为餐厅太多人，她们才需要用同一张桌子。
Distant-High & Distant-Low	Boss and Secretary	Imagine a female department BOSS and a female SECRETARY (from another department) together in a casual restaurant, eating lunch together. They work in the same company and have seen each other before, but have had no direct working relationship, only indirect; they had to share a	试想一个部门主管(女)和另一个部门的秘书(女)一起在一间普通的餐厅吃午饭。她们在同一间 公司工作而且互相见过对方，但是没有直接工作关系，只有间接的工作交流。因为餐厅里的人太多，所以她

		table together because there was a big crowd today.	们需要用同一张桌子。
Distant-High & Distant-Low	Factory boss and bus driver	Imagine a male FACTORY BOSS and a male BUS DRIVER together in a casual restaurant, eating lunch at the same table. They are strangers but had to share a table together because there was a big crowd today. They are adult and similar in age.	试想有一个工厂老板(男)和一个巴士司机(男)在一间普通的餐厅里的同一张桌子上吃午饭。他们互不相识，但是因为餐厅太多人，所以他们需要用同一张桌子。他们都是成年人并且年纪相近。
Distant-High & Distant-Low	Professor and graduate student	Imagine a male PROFESSOR and a male GRADUATE STUDENT (a student of another professor) together in a casual restaurant, eating lunch together. They work in the same school and have seen each other before, but they have no direct working relationship, only indirect; they had to share a table together because there was a big crowd today.	试想一个教授(男)和另一个教授指导的研究生(男)一起在一间普通的餐厅吃午饭。他们在同一间学校工作而且互相见过对方，但是没有直接工作关系，只有间接的工作交流。因为餐厅里的人太多，所以他们需要用同一张桌子。
Close-Equal & Close-Equal	Old high school classmates	Imagine a female OLD HIGH SCHOOL CLASSMATE X and a female OLD HIGH SCHOOL CLASSMATE Y together in a casual restaurant, eating lunch together. They, who have similar age and jobs, were high school classmates and are good friends.	试想高中老同学甲(女)跟高中老同学乙(女)一起在一间普通的餐厅吃午饭。她们年龄相近、有相同工作而且是高中同学以及好朋友。
Close-Equal & Close-Equal	Graduate students	Imagine a male GRADUATE STUDENT X and a male GRADUATE STUDENT Y together in a casual restaurant, eating lunch together. They, who are of similar age, are roommates and good friends.	试想研究生甲(男)跟研究生乙(男)一起在一间普通的餐厅吃午饭。他们年纪相近，是舍友以及好朋友。
Close-Equal & Close-Equal	Clerks	Imagine a male OFFICE CLERK X and a male OFFICE CLERK Y together in a casual restaurant, eating lunch together. They, who have similar age and work experience, are good friends.	试想文员甲(男)跟文员乙(男)一起在一间普通的餐厅吃午饭。他们年龄相近也有差不多的工作经验，而且是好朋友。

Close-Equal & Close-Equal	Business partners	Imagine a female BUSINESS PARTNER X and a female BUSINESS PARTNER Y together in a casual restaurant, eating lunch together. They, who have known each other and done business together for years, are good friends.	试想商业伙伴甲(女)跟商业伙伴乙(女)一起在一间普通的餐厅吃午饭。他们相识、共事多年而且是好朋友。
Distant-Equal & Distant-Equal	Customers	Imagine a male CUSTOMER X and a male CUSTOMER Y together in a casual restaurant, eating lunch at the same table. They are strangers but had to share a table together because there was a big crowd today. They are adult and similar in age.	试想顾客甲(男)跟顾客乙(男)在一间普通的餐厅里的同一张桌子上吃午饭。他们互不相识，但是因为餐厅太多人，所以他们需要用同一张桌子。他们都是成年人并且年纪相近。
Distant-Equal & Distant-Equal	Mid-level managers	Imagine a female MID-LEVEL MANAGER X and a female MID-LEVEL MANAGER Y of different companies together in a casual restaurant, eating lunch together after a meeting. They, who are similar in age and work experience, just met each other for the first time.	试想两名在不同公司工作的中层管理者甲(女)跟中层管理者乙(女)在会议后一起在一间普通的餐厅里吃午饭。她们有着相近的年龄和工作经验。这是她们第一次见面。
Distant-Equal & Distant-Equal	Policemen	Imagine a POLICEMAN X and a POLICEMAN Y together in a casual restaurant, eating lunch together. They, who are similar in age and work experience, were working together for the first time and didn't know each other before.	试想警察甲(男)跟警察乙(男)一起在一间普通的餐厅吃午饭。他们有着相近的年龄和工作经验。他们以往是不相识的，这次是他首次一起工作。
Distant-Equal & Distant-Equal	Shop workers	Imagine a female SHOP WORKER X and a female SHOP WORKER Y together in a casual restaurant, eating lunch at the same table. They had to share a table together because there was a big crowd today. They, who are similar in age and work experience, worked in different stores and are only acquaintances.	试想店员甲(女)跟店员乙(女)在一间普通的餐厅里的同一张桌子上吃午饭。因为餐厅里的人太多,所以她们需要共享一张桌子。她们有着相近的年龄和工作经验。她们在不同的商店工作，只是面熟。

Supplemental Appendix 2: Example Normative, Raw and Distinctive profile similarity analysis

Behavior Code category	(a) PRC Normative profile[a]	PRC Close, High status		PRC Distant, Equal status	
		(b) Raw profile[b]	(c) Distinctive profile[c]	(d) Raw profile	(e) Distinctive profile
Minimal interaction (greet / nod and smile/ say goodbye)	12.16%	0.00%	-12.16%	20.90%	8.69%
Guanxin (show care by advising, reminding, etc.)	5.46%	15.00%	9.54%	1.40%	-4.03%
Talk about work / school	7.57%	14.50%	6.93%	8.60%	1%
Serve food to the other (夹菜)	3.71%	10.00%	6.29%	0.00%	-3.71%
Let other order	0.88%	4.50%	3.62%	0.30%	-0.6%
Talk about romantic relationship	0.91%	4.50%	3.59%	0.00%	-0.91%
Eat together (practical statement)	3.41%	0.00%	-3.41%	5.10%	1.73%
Make small talk	6.58%	3.50%	-3.08%	9.10%	2.57%
Offer seat/invite to join (gesture of respect)	2.91%	0.50%	-2.41%	3.40%	0.52%
Say thank you	1.74%	0.00%	-1.74%	3.10%	1.4%
Order other 's (favorite) food/drink	1.77%	3.50%	1.73%	0.00%	-1.77%
Get to know each other	1.73%	0.00%	-1.73%	4.90%	3.13%
Ask for a seat	1.71%	0.00%	-1.71%	3.70%	2%
Order food/drink	1.29%	3.00%	1.71%	0.60%	-0.72%
Give advice	0.81%	2.50%	1.69%	0.00%	-0.81%
…[continues for remaining codes]	…	…	…	…	…

Note. Codes are displayed in order of the Distinctive profile of the Close, High status actors in the Chinese (PRC) data; see Online Table 2 at https://tinyurl.com/osf-supp-jccp2019 for remaining codes, roles, and USA data. Example research questions illustrated by this data: Q: In the PRC data, how similar is the Raw behavioral profile of Close, High status roles (e.g. a grandmother who is eating with her granddaughter) to the profile of Distant, Equal status roles (e.g. a stranger who is eating with another stranger of similar social status)? A: Neither highly dissimilar nor similar; the Raw role profiles (b and d) are non-significantly correlated, $r_s(56) = -0.11$ (see Table 2). Q: Do their distinctive profiles make their similarities / dissimilarities more clear? A: Yes; their Distinctive role profiles (c and e) are highly dissimilar, i.e. negatively correlated at $r_s(56) = -0.51$, $p < .001$ (see Table 3). Similarity of profiles is assessed by Spearman's Rho (rank correlations) calculated across the 56 behavior codes that occurred 3 or more times in the PRC data.

[a] Normative profile code frequencies are calculated per-culture, as the average percentage across the 6 role types for each behavior code in that culture.

[b] Raw profile frequencies for each code are calculated as the percentage of behaviors provided by participants for the given role within the given culture. For example, the behavior of the Close-High status role was described by 104 PRC participants reading about one of four Close, High-status role actors (see Appendix 1 for scenarios) who wrote down 200 different appropriate behaviors in total; 30 of these behaviors were coded as "Guanxin (show care by advising, reminding, etc.)" resulting in a raw percentage of 15% for that code.

[c] Distinctive profile code frequencies are calculated as the Raw profile's code percentage minus the Normative profile's code percentage for that culture.