# Study 1 Materials

## Morally positive condition:

John Smith lives in one of the 50 U.S. states. One morning, John sits down at his kitchen table to do his monthly paperwork. He notices a reminder about the upcoming charity drive.

John knows that most people donate about $4000 of their pay to charity. John donates [$1000/$4000/$7000] to charity.

## Morally negative condition:

John Smith lives in one of the 50 U.S. states. One morning, John sits down at his kitchen table to do his monthly paperwork. He notices a reminder about paying his taxes.

John knows that most people cheat on their taxes by about $4000. John cheats on his taxes by [$1000/$4000/$7000].

**1. How much blame or praise do you think John deserves?**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **-5** | **-4** | **-3** | **-2** | **-1** | **0** | **1** | **2** | **3** | **4** | **5** |
| A lot of blame |  |  |  |  | Neither blame nor praise |  |  |  |  | A lot of praise |

**2. How strongly do you think John wanted to cheat on his taxes [donate to charity]?**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **1** | **2** | **4** | **4** | **5** | **6** | **7** |
| Not at all |  |  |  |  |  | Very much |

**3. What is your age?**

**4. What is your sex?**

Male Female

# Study 2 Materials

## Morally negative condition:

John Smith lives in one of the 50 U.S. states. One morning, John sits down at his kitchen table to do his monthly paperwork. He notices a reminder about paying his taxes.

John knows that most people cheat on their taxes by about [$1000/$4000/$7000]. John cheats on his taxes by $4000.

## Morally positive condition:

John Smith lives in one of the 50 U.S. states. One morning, John sits down at his kitchen table to do his monthly paperwork. He notices a reminder about the upcoming charity drive.

John knows that most people donate about [$1000/$4000/$7000] of their pay to charity. John donates $4000 to charity.

**1. How much blame or praise do you think John deserves?**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **-5** | **-4** | **-3** | **-2** | **-1** | **0** | **1** | **2** | **3** | **4** | **5** |
| A lot of blame |  |  |  |  | Neither blame nor praise |  |  |  |  | A lot of praise |

**2. How strongly do you think John wanted to cheat on his taxes [donate to charity]?**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **1** | **2** | **4** | **4** | **5** | **6** | **7** |
| Not at all |  |  |  |  |  | Very much |

**3. What is your age?**

**4. What is your sex?**

Male Female

**5. What is your ethnicity?** (check all that apply)

|  |  |  |
| --- | --- | --- |
| White/Caucasian | African/African American | Native American |
| Asian/Asian American | Latin/Hispanic | Middle Eastern |

# Study 3 Materials

We would like you to tell us your thoughts on the story below. There are no right or wrong answers – we are just interested in your opinions.

Last night, Steve went out to dinner at a restaurant. He ordered a pork chop with soup and a side salad.

Steve ate his meal and was very happy with the food and with his waiter's service.

After the meal, Steve left the waiter a [5%, 10%, 15% 20%] tip.

**1. How much blame or praise do you think Steve deserves?**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **-5** | **-4** | **-3** | **-2** | **-1** | **0** | **1** | **2** | **3** | **4** | **5** |
| A lot of blame |  |  |  |  | Neither blame nor praise |  |  |  |  | A lot of praise |

**2. What percentage of a bill do you think people should tip when dining out at a restaurant?**

# Study 4 Materials

## Morally negative condition:

***Norm Known***

John Z. lives in a society where people cheat on their taxes by about $4000, and most people know this. John cheats on his taxes by [$1000/$4000/$7000].

***Norm Unknown***

John Z. lives in a society where some people cheat on their taxes. John cheats on his taxes by [$1000/$4000/$7000]. It turns out that most people actually cheat on their taxes by about $4000.

## Morally positive condition:

***Norm Known***

John Z. lives in a society where people donate about $4000 to charity, and most people know this. John donates [$1000/$4000/$7000] to charity.

***Norm Unknown***

John Z. lives in a society where people donate some of their pay to charity. John donates [$1000/$4000/$7000] to charity. It turns out that most people actually donate about $4000 of their pay to charity.

**1. How much blame or praise do you think John deserves?**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **-5** | **-4** | **-3** | **-2** | **-1** | **0** | **1** | **2** | **3** | **4** | **5** |
| A lot of blame |  |  |  |  | Neither blame nor praise |  |  |  |  | A lot of praise |

**2. Do you think that John knew that most people donate about $4000 to charity [cheat on their taxes by about $4000]?**

Yes No

# Study 5 Materials

## Get to Know You Questionnaire

In this survey we'd like to get to know you by asking some questions about yourself.  Mostly, these questions are common to what you would find on an ordinary census or demographic questionnaire.  We're only interested in general patterns, not individual responses; additionally, all of your responses are completely confidential. Click the button below when you're ready to begin.

What is your age?

What is your sex?

* Male
* Female

What is your ethnic identity (check all that apply)

* White/Caucasian
* Asian/Asian American
* African/African American
* Latin/Hispanic
* Native American
* Middle Eastern

What best describes your political affiliation?

* Very Liberal

* Moderate

* Very Conservative

How religious are you?

* Not at all0
* 1
* 2
* 3
* Very4

We'd also like to know something about your everyday habits and behaviors.  Again, we're only interested in general patterns, not individual responses; and all data are confidential.

What is your current favorite movie or TV show?

How many times over the last month have you told a lie to a friend (including minor or "white lies")? [Please enter a number]

In an average week, how often do you exercise?

* Not at all
* Once
* Twice
* Three times
* Four times
* 5+ times

How many times over the last month have you gone out of your way to recycle trash that wasn’t yours? [Please enter a number]

In an average week, how much sleep do you get a night?

* 1-2 hrs a night
* 3-4 hrs a night
* 5-6 hrs a night
* 7-8 hrs a night
* 9-10 hrs a night
* 11+ hrs a night

Thank you.  You've finished the get to know you survey.  Click the button below to submit your responses.   Once everyone has finished the survey we'll move on to the next part of the study.

## Verbatim instructions and sample trial from the Investment Game

Welcome to the Investment game. In this game you're going playing with the other participants in the room for an opportunity to earn a cash bonus. Some of you will be assigned to be Player 1 and some will be assigned to be Player 2.  Player 1 will decide how much money to entrust to Player 2.  Player 2 will decide how much money to return to Player 1. You will play multiple, anonymous, single-shot games. One game will be picked at random and you will earn a cash bonus based on your and your partner's choices in that game.

**<page break>**

Getting other players and assigning Player roles. This will take 2-3 seconds.

**<page break>**

You have been assigned to the role of Player 1. In each game you will start out with $10.  Your task is to decide how much money you want to keep for yourself and how much to send to Player 2.  Whatever you send to Player 2 will be tripled, and then he or she will decide how much to send back to you. To help you make your decision, you will be given some information about your partner and your group as a whole from the "Get to know you" survey that you just completed. Click the button below to connect to your partner and play your first game.

**<page break>**

Connecting to other players. Please be patient.  This usually takes a few seconds.

**<page break>**

You are Player 1.

On the following page you will view some information about your partner for this game, and you will be asked to decide how much money to keep for yourself vs. to send to your partner.

**<page break>**

You are Player 1.

You have been given $10.  You must decide how much money to keep for yourself and how much to send to Player 2.  Whatever you send to Player 2 will be tripled, and then he or she will decide how much to send back to you.

Here is some information about your partner collected from the "Get to know you" survey Player 2 ID number:  00205

Times lied to friends: [9/5/1]

*(In positive valence condition above line read: Times picked up extra trash:   [9/5/1])*

Group avg. for times lied [trash pickup]:   5

Make your selection by dragging and dropping the dollar bills from your column into Player 2's column and confirming your choice below.

|  |  |
| --- | --- |
| Keep for Self | Send to Player 00205 |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |
| \_\_\_\_\_\_ Image:Dollar | \_\_\_\_\_\_ Image:Dollar |

Please confirm how much money you want to send to Player 00205.

**<page break>**

Thank you. That concludes this game.  Click the button below to move on to the next game with a new partner.