

Online Supplementary File

Self / Choices (Experiment 1)

1. Imagine two people: you and James (whom you do not know), are seated at a bar that has over 50 beers on tap. You both are trying to decide what food to get and what beer to order. James can see all the taps at the bar, whereas from where you are sitting, you can only see some of the taps. You and James are equally excited about having a beer, and have both narrowed the choice down to a lager, or, a seasonal ale (a beer that is only available for part of the year). Both you and James independently consider long and hard which of the two beers to have. Which do you choose?

The lager

The seasonal ale

2. You and Mark (whom you do not know) have independently been planning a week-long vacation either to Paris or to Rio de Janeiro ever since both of you found out that you are due for a vacation. You and Mark are equally excited about the trip. From the moment you found out about this opportunity to go on vacation you have been torn between the two exciting destinations. You have pictured yourself eating fabulous French meals, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You found out about your vacation opportunity 2 months ago, whereas Mark found out about his vacation opportunity 2 days ago. Both you and Mark independently consider long and hard which of the two places to go. Which do you choose?

Paris

Rio de Janeiro

3. You and Robert (whom you do not know) are independently shopping for an audio book. You wants to buy the audio book purely for some reading pleasure. Robert wants to buy the audio book because he must write a college term paper on a genre of music of his choice. You and Robert have both narrowed down your choice to two options: an autobiography by your favorite male singer and another autobiography by your favorite female singer. Both audio books cost the same. Because neither you nor Robert have enough money, you can only buy one audio book for the time being. Both you and Robert independently consider long and hard which of the two audio books to buy. Which one do you buy?

Audio book by male singer

Audio book by female singer

4. You and Brian (whom you do not know) are both receiving an inheritance that includes two lithographs, one by Pollock, and another by O'Keefe. You have seen prints of the two lithographs before, and have liked them both for a long time. Whereas Brian has never known of the lithographs before. Both you and Brian are visited by the lawyer of the estate and you both get offered a choice of one of the two lithographs. You and Brian are equally excited about this opportunity. You spend quite some time deliberating which choice would make you happier.

Which lithograph would you choose?

The Pollock

The O'Keefe

5. A company has bought several vacation packages to reward select employees. One package offers a week in New York City with many exciting activities (accommodation at the Waldorf Astoria, fine dining, Broadway shows, etc.). The other offers a relaxing week in a beach resort (luxurious hotel rooms, gorgeous private beach, fine dining, etc.). You and Michael (whom you

do not know) are equally excited about taking a vacation. There was, however, a misunderstanding: You expected that you would receive both vacation packages. Michael, however, did not expect to receive either vacation package. So now you have to decide which of the two vacation packages to forgo, and Michael has to decide which of the two packages to choose. Both you and Michael independently consider long and hard which of the two places to go. Which package do you forgo?

New York City

Beach Resort

6. You and Jeffrey (whom you do not know), are seated at opposite ends of a restaurant.

Throughout the meal, you both are independently trying to decide which dessert to order: a mouth-watering, rich, and smooth vanilla bean ice cream, or, a piece of luscious chocolate cake.

You and Jeffrey are equally excited about having dessert. During the main course, you got to see both options displayed on the dessert tray in front of you. However, Jeffrey didn't see the cart – he only see both options' descriptions in the menu. Both you and Jeffrey independently consider long and hard which of the two attractive desserts to have. Which do you choose?

The mouth-watering, rich, and smooth vanilla bean ice cream

The piece of luscious chocolate cake

7. You and David (whom you do not know) are independently shopping for a jacket. You want to buy a jacket purely for going out a night – and for looking good. Whereas David wants to buy a jacket because it is cold, and he needs a warm jacket. You and David have both narrowed down your choice to two jackets by well-known and trusted brands. Both jackets cost about the same, except one jacket is made in California and the other jacket is made in New York. Because neither you nor David have enough money, you can only buy one jacket for the time being. Both

you and David independently consider long and hard which of the two jackets to buy. Which one do you buy?

The jacket from California

The jacket from New York

8. You and Chris (whom you do not know) have independently been planning a week-long spring vacation. You have been debating whether to travel to Paris (France), to Sydney (Australia), or to Rio de Janeiro (Brazil), ever since you found out that you are due for a vacation. In contrast, Chris has been debating whether to travel to Paris (France) or to Rio de Janeiro (Brazil). Both you and Chris are equally excited about taking a trip. You both find the destinations equally attractive. Therefore, you find it very difficult to decide between them. From the moment you found out about this vacation opportunity you have been torn between the exciting destinations. In the process of trying to decide, you and Chris have spent many hours daydreaming about scenes from both vacations. You have pictured yourself eating great French food, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You have also pictured yourself mingling with the famously friendly Australians, snorkeling in the beautiful reefs, and seeing unique Australian animals (e.g., kangaroos, koalas). Which vacation do you choose?

Paris

Rio de Janeiro

Sydney

9. You and Daniel (whom you do not know) are both big Beatles fans. Until recently, you owned two rare bootleg albums by the Beatles. Unfortunately, they were stolen. One was recorded in

1963 and the other in 1965. You now want to replace these two albums. Daniel never owned either album but has been looking for these two albums for years. Both you and Daniel have a friend who happens to own the two bootleg albums. On your birthdays both you and Daniel are visited by your respective friend and you both get offered a choice of one of the two albums. You and Daniel are equally excited about this opportunity. You both spend quite some time deliberating which choice would make you happier. Which bootleg would you choose?

The 1963 album

The 1965 album

Other / Choices (Experiment 1)

1. Imagine two people: you and James (whom you do not know), are seated at a bar that has over 50 beers on tap. You both are trying to decide what food to get and what beer to order. James can see all the taps at the bar, whereas from where you are sitting, you can only see some of the taps. You and James are equally excited about having a beer, and have both narrowed the choice down to a lager, or, a seasonal ale (a beer that is only available for part of the year). Both you and James independently consider long and hard which of the two beers to have. If you had to make this choice for James, which do you choose?

The lager

The seasonal ale

2. You and Mark (whom you do not know) have independently been planning a week-long vacation either to Paris or to Rio de Janeiro ever since both of you found out that you are due for a vacation. You and Mark are equally excited about the trip. From the moment you found out about this opportunity to go on vacation you have been torn between the two exciting destinations. You have pictured yourself eating fabulous French meals, drinking famous French

wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You found out about your vacation opportunity 2 months ago, whereas Mark found out about his vacation opportunity 2 days ago. Both you and Mark independently consider long and hard which of the two places to go. If you had to make this choice for Mark, which do you choose?

Paris

Rio de Janeiro

3. You and Robert (whom you do not know) are independently shopping for an audio book. You wants to buy the audio book purely for some reading pleasure. Robert wants to buy the audio book because he must write a college term paper on a genre of music of his choice. You and Robert have both narrowed down your choice to two options: an autobiography by your favorite male singer and another autobiography by your favorite female singer. Both audio books cost the same. Because neither you nor Robert have enough money, you can only buy one audio book for the time being. Both you and Robert independently consider long and hard which of the two audio books to buy. If you had to make this choice for Robert, which one do you buy?

Audio book by male singer

Audio book by female singer

4. You and Brian (whom you do not know) are both receiving an inheritance that includes two lithographs, one by Pollock, and another by O'Keefe. You have seen prints of the two lithographs before, and have liked them both for a long time. Whereas Brian has never known of the lithographs before. Both you and Brian are visited by the lawyer of the estate and you both get offered a choice of one of the two lithographs. You and Brian are equally excited about this

opportunity. You spend quite some time deliberating which choice would make you happier. If you had to make this choice for Brian, which lithograph would you choose?

The Pollock

The O'Keefe

5. A company has bought several vacation packages to reward select employees. One package offers a week in New York City with many exciting activities (accommodation at the Waldorf Astoria, fine dining, Broadway shows, etc.). The other offers a relaxing week in a beach resort (luxurious hotel rooms, gorgeous private beach, fine dining, etc.). You and Michael (whom you do not know) are equally excited about taking a vacation. There was, however, a misunderstanding: You expected that you would receive both vacation packages. Michael, however, did not expect to receive either vacation package. So now you have to decide which of the two vacation packages to forgo, and Michael has to decide which of the two packages to choose. Both you and Michael independently consider long and hard which of the two places to go. If you had to make this choice for Michael, which package do you forgo?

New York City

Beach Resort

6. You and Jeffrey (whom you do not know), are seated at opposite ends of a restaurant. Throughout the meal, you both are independently trying to decide which dessert to order: a mouth-watering, rich, and smooth vanilla bean ice cream, or, a piece of luscious chocolate cake. You and Jeffrey are equally excited about having dessert. During the main course, you got to see both options displayed on the dessert tray in front of you. However, Jeffrey didn't see the cart – he only see both options' descriptions in the menu. Both you and Jeffrey independently consider

long and hard which of the two attractive desserts to have. If you had to make this choice for Jeffrey, which do you choose?

The mouth-watering, rich, and smooth vanilla bean ice cream

The piece of luscious chocolate cake

7. You and David (whom you do not know) are independently shopping for a jacket. You want to buy a jacket purely for going out a night – and for looking good. Whereas David wants to buy a jacket because it is cold, and he needs a warm jacket. You and David have both narrowed down your choice to two jackets by well-known and trusted brands. Both jackets cost about the same, except one jacket is made in California and the other jacket is made in New York. Because neither you nor David have enough money, you can only buy one jacket for the time being. Both you and David independently consider long and hard which of the two jackets to buy. If you had to make this choice for David, which one do you buy?

The jacket from California

The jacket from New York

8. You and Chris (whom you do not know) have independently been planning a week-long spring vacation. You have been debating whether to travel to Paris (France), to Sydney (Australia), or to Rio de Janeiro (Brazil), ever since you found out that you are due for a vacation. In contrast, Chris has been debating whether to travel to Paris (France) or to Rio de Janeiro (Brazil). Both you and Chris are equally excited about taking a trip. You both find the destinations equally attractive. Therefore, you find it very difficult to decide between them. From the moment you found out about this vacation opportunity you have been torn between the exciting destinations. In the process of trying to decide, you and Chris have spent many hours daydreaming about scenes from both vacations. You have pictured yourself eating great French

food, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You have also pictured yourself mingling with the famously friendly Australians, snorkeling in the beautiful reefs, and seeing unique Australian animals (e.g., kangaroos, koalas). If you had to make this choice for Chris, which vacation do you choose?

Paris

Rio de Janeiro

Sydney

9. You and Daniel (whom you do not know) are both big Beatles fans. Until recently, you owned two rare bootleg albums by the Beatles. Unfortunately, they were stolen. One was recorded in 1963 and the other in 1965. You now want to replace these two albums. Daniel never owned either album but has been looking for these two albums for years. Both you and Daniel have a friend who happens to own the two bootleg albums. On your birthdays both you and Daniel are visited by your respective friend and you both get offered a choice of one of the two albums. You and Daniel are equally excited about this opportunity. You both spend quite some time deliberating which choice would make you happier. If you had to make this choice for Daniel, which bootleg would you choose?

The 1963 album

The 1965 album

Self / No-Choices (Experiment 1)

1. Imagine two people: you and James (whom you do not know), are seated at a bar that has over 50 beers on tap. You both are trying to decide what food to get and what beer to order. James can

see all the taps at the bar, whereas from where you are sitting, you can only see some of the taps. You and James are equally excited about having a beer, and have both narrowed the choice down to a lager, or, a seasonal ale (a beer that is only available for part of the year). Both you and James independently consider long and hard which of the two beers to have. How hard is this choice for you to make?

2. You and Mark (whom you do not know) have independently been planning a week-long vacation either to Paris or to Rio de Janeiro ever since both of you found out that you are due for a vacation. You and Mark are equally excited about the trip. From the moment you found out about this opportunity to go on vacation you have been torn between the two exciting destinations. You have pictured yourself eating fabulous French meals, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You found out about your vacation opportunity 2 months ago, whereas Mark found out about his vacation opportunity 2 days ago. Both you and Mark independently consider long and hard which of the two places to go. How hard is this choice for you to make?

3. You and Robert (whom you do not know) are independently shopping for an audio book. You wants to buy the audio book purely for some reading pleasure. Robert wants to buy the audio book because he must write a college term paper on a genre of music of his choice. You and Robert have both narrowed down your choice to two options: an autobiography by your favorite male singer and another autobiography by your favorite female singer. Both audio books cost the same. Because neither you nor Robert have enough money, you can only buy one audio book for

the time being. Both you and Robert independently consider long and hard which of the two audio books to buy. How hard is this choice for you to make?

4. You and Brian (whom you do not know) are both receiving an inheritance that includes two lithographs, one by Pollock, and another by O'Keefe. You have seen prints of the two lithographs before, and have liked them both for a long time. Whereas Brian has never known of the lithographs before. Both you and Brian are visited by the lawyer of the estate and you both get offered a choice of one of the two lithographs. You and Brian are equally excited about this opportunity. You spend quite some time deliberating which choice would make you happier. How hard is this choice for you to make?

5. A company has bought several vacation packages to reward select employees. One package offers a week in New York City with many exciting activities (accommodation at the Waldorf Astoria, fine dining, Broadway shows, etc.). The other offers a relaxing week in a beach resort (luxurious hotel rooms, gorgeous private beach, fine dining, etc.). You and Michael (whom you do not know) are equally excited about taking a vacation. There was, however, a misunderstanding: You expected that you would receive both vacation packages. Michael, however, did not expect to receive either vacation package. So now you have to decide which of the two vacation packages to forgo, and Michael has to decide which of the two packages to choose. Both you and Michael independently consider long and hard which of the two places to go. How hard is this choice for you to make?

6. You and Jeffrey (whom you do not know), are seated at opposite ends of a restaurant. Throughout the meal, you both are independently trying to decide which dessert to order: a mouth-watering, rich, and smooth vanilla bean ice cream, or, a piece of luscious chocolate cake. You and Jeffrey are equally excited about having dessert. During the main course, you got to see

both options displayed on the dessert tray in front of you. However, Jeffrey didn't see the cart – he only see both options' descriptions in the menu. Both you and Jeffrey independently consider long and hard which of the two attractive desserts to have. How hard is this choice for you to make?

7. You and David (whom you do not know) are independently shopping for a jacket. You want to buy a jacket purely for going out a night – and for looking good. Whereas David wants to buy a jacket because it is cold, and he needs a warm jacket. You and David have both narrowed down your choice to two jackets by well-known and trusted brands. Both jackets cost about the same, except one jacket is made in California and the other jacket is made in New York. Because neither you nor David have enough money, you can only buy one jacket for the time being. Both you and David independently consider long and hard which of the two jackets to buy. How hard is this choice for you to make?

8. You and Chris (whom you do not know) have independently been planning a week-long spring vacation. You have been debating whether to travel to Paris (France), to Sydney (Australia), or to Rio de Janeiro (Brazil), ever since you found out that you are due for a vacation. In contrast, Chris has been debating whether to travel to Paris (France) or to Rio de Janeiro (Brazil). Both you and Chris are equally excited about taking a trip. You both find the destinations equally attractive. Therefore, you find it very difficult to decide between them. From the moment you found out about this vacation opportunity you have been torn between the exciting destinations. In the process of trying to decide, you and Chris have spent many hours daydreaming about scenes from both vacations. You have pictured yourself eating great French food, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails,

and overlooking Rio from the famous Sugar Loaf Mountain. You have also pictured yourself mingling with the famously friendly Australians, snorkeling in the beautiful reefs, and seeing unique Australian animals (e.g., kangaroos, koalas). How hard is this choice for you to make?

9. You and Daniel (whom you do not know) are both big Beatles fans. Until recently, you owned two rare bootleg albums by the Beatles. Unfortunately, they were stolen. One was recorded in 1963 and the other in 1965. You now want to replace these two albums. Daniel never owned either album but has been looking for these two albums for years. Both you and Daniel have a friend who happens to own the two bootleg albums. On your birthdays both you and Daniel are visited by your respective friend and you both get offered a choice of one of the two albums. You and Daniel are equally excited about this opportunity. You both spend quite some time deliberating which choice would make you happier. How hard is this choice for you to make?

Other / No-Choices (Experiment 1)

1. Imagine two people: you and James (whom you do not know), are seated at a bar that has over 50 beers on tap. You both are trying to decide what food to get and what beer to order. James can see all the taps at the bar, whereas from where you are sitting, you can only see some of the taps. You and James are equally excited about having a beer, and have both narrowed the choice down to a lager, or, a seasonal ale (a beer that is only available for part of the year). Both you and James independently consider long and hard which of the two beers to have. If you have to make this choice for James, how hard would it be to make this choice?

2. You and Mark (whom you do not know) have independently been planning a week-long vacation either to Paris or to Rio de Janeiro ever since both of you found out that you are due for a vacation. You and Mark are equally excited about the trip. From the moment you found out about this opportunity to go on vacation you have been torn between the two exciting

destinations. You have pictured yourself eating fabulous French meals, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You found out about your vacation opportunity 2 months ago, whereas Mark found out about his vacation opportunity 2 days ago. Both you and Mark independently consider long and hard which of the two places to go. If you have to make this choice for Mark, how hard would it be to make this choice?

3. You and Robert (whom you do not know) are independently shopping for an audio book. You wants to buy the audio book purely for some reading pleasure. Robert wants to buy the audio book because he must write a college term paper on a genre of music of his choice. You and Robert have both narrowed down your choice to two options: an autobiography by your favorite male singer and another autobiography by your favorite female singer. Both audio books cost the same. Because neither you nor Robert have enough money, you can only buy one audio book for the time being. Both you and Robert independently consider long and hard which of the two audio books to buy. If you have to make this choice for Robert, how hard would it be to make this choice?

4. You and Brian (whom you do not know) are both receiving an inheritance that includes two lithographs, one by Pollock, and another by O'Keefe. You have seen prints of the two lithographs before, and have liked them both for a long time. Whereas Brian has never known of the lithographs before. Both you and Brian are visited by the lawyer of the estate and you both get offered a choice of one of the two lithographs. You and Brian are equally excited about this opportunity. You spend quite some time deliberating which choice would make you happier. If you have to make this choice for Brian, how hard would it be to make this choice?

5. A company has bought several vacation packages to reward select employees. One package offers a week in New York City with many exciting activities (accommodation at the Waldorf Astoria, fine dining, Broadway shows, etc.). The other offers a relaxing week in a beach resort (luxurious hotel rooms, gorgeous private beach, fine dining, etc.). You and Michael (whom you do not know) are equally excited about taking a vacation. There was, however, a misunderstanding: You expected that you would receive both vacation packages. Michael, however, did not expect to receive either vacation package. So now you have to decide which of the two vacation packages to forgo, and Michael has to decide which of the two packages to choose. Both you and Michael independently consider long and hard which of the two places to go. If you have to make this choice for Michael, how hard would it be to make this choice?

6. You and Jeffrey (whom you do not know), are seated at opposite ends of a restaurant. Throughout the meal, you both are independently trying to decide which dessert to order: a mouth-watering, rich, and smooth vanilla bean ice cream, or, a piece of luscious chocolate cake. You and Jeffrey are equally excited about having dessert. During the main course, you got to see both options displayed on the dessert tray in front of you. However, Jeffrey didn't see the cart – he only see both options' descriptions in the menu. Both you and Jeffrey independently consider long and hard which of the two attractive desserts to have. If you have to make this choice for Jeffrey, how hard would it be to make this choice?

7. You and David (whom you do not know) are independently shopping for a jacket. You want to buy a jacket purely for going out a night – and for looking good. Whereas David wants to buy a jacket because it is cold, and he needs a warm jacket. You and David have both narrowed down your choice to two jackets by well-known and trusted brands. Both jackets cost about the same, except one jacket is made in California and the other jacket is made in New York. Because

neither you nor David have enough money, you can only buy one jacket for the time being. Both you and David independently consider long and hard which of the two jackets to buy. If you have to make this choice for David, how hard would it be to make this choice?

8. You and Chris (whom you do not know) have independently been planning a week-long spring vacation. You have been debating whether to travel to Paris (France), to Sydney (Australia), or to Rio de Janeiro (Brazil), ever since you found out that you are due for a vacation. In contrast, Chris has been debating whether to travel to Paris (France) or to Rio de Janeiro (Brazil). Both you and Chris are equally excited about taking a trip. You both find the destinations equally attractive. Therefore, you find it very difficult to decide between them. From the moment you found out about this vacation opportunity you have been torn between the exciting destinations. In the process of trying to decide, you and Chris have spent many hours daydreaming about scenes from both vacations. You have pictured yourself eating great French food, drinking famous French wines, and overlooking Paris from the Eiffel Tower. You have also pictured yourself relaxing on the beautiful Copacabana Beach, drinking tropical cocktails, and overlooking Rio from the famous Sugar Loaf Mountain. You have also pictured yourself mingling with the famously friendly Australians, snorkeling in the beautiful reefs, and seeing unique Australian animals (e.g., kangaroos, koalas). If you have to make this choice for Chris, how hard would it be to make this choice?

9. You and Daniel (whom you do not know) are both big Beatles fans. Until recently, you owned two rare bootleg albums by the Beatles. Unfortunately, they were stolen. One was recorded in 1963 and the other in 1965. You now want to replace these two albums. Daniel never owned either album but has been looking for these two albums for years. Both you and Daniel have a friend who happens to own the two bootleg albums. On your birthdays both you and Daniel are

visited by your respective friend and you both get offered a choice of one of the two albums. You and Daniel are equally excited about this opportunity. You both spend quite some time deliberating which choice would make you happier. If you have to make this choice for Daniel, how hard would it be to make this choice?

Self / Choices (Experiment 2)

1. You and a friend are at a frat party. You spot someone who you find attractive across the room. You are thinking of introducing yourself but feel kind of hesitant because you were looking forward to hanging out with your friends. You decide to...

Stay with your friends

Introduce yourself

2. You have been talking to someone for the last half hour at a frat party. When the night is up, they ask for your phone number, but you feel kind of hesitant because it is unlisted. You decide to...

Be polite, but refuse to give your number

Give your number

3. You have been dancing with and talking to the same attractive person all evening, but the evening is almost over. They invite you to go back to their room for the evening, which you know will undoubtedly lead to casual sex. You decide to...

Say "maybe some other time"

Go along with the invitation

4. You have been dating the same person for quite awhile, but they have admitted to cheating on you. They have openly apologized and said it would never happen again. You have doubts about the relationship and are thinking about breaking up with them. You decide to...

Stick with the relationship

Break up with them

5. You have recently started seeing someone. They ask you to go away for a weekend excursion to the beach. You are a little hesitant because you have only just met, although you really do like them. You decide to...

Stay at home for the weekend

Go to the beach for the weekend

6. You are thinking of calling someone from your psychology class who you like but you've only talked with once. You're afraid that they won't remember who you are when you call. You decide to...

Wait until you talk to them more before calling

Call them

7. You have a crush on someone and are considering buying them a Valentine's Day gift. They don't know you very well, and you're worried about overwhelming them with the gift. You decide to...

Not buy them a gift

Buy them a gift

8. You have been dating someone for awhile and have developed strong feelings for them. You're thinking about professing your true feelings to move the relationship up to the next level, but you're not sure of their feelings. You decide to...

Wait awhile

Tell them how you feel

9. You're at a bar and spot a fairly attractive person sitting near you. You're thinking about buying them a drink, but the person is surrounded by a group of friends, and you're concerned about being rejected in front of so many people. You decide to...

Not buy the person a drink

Buy the person a drink

10. You and your significant other have been thinking about eloping but are worried about major repercussions with friends and family. You decide to...

Wait and have a formal wedding ceremony

Elope

Other / Choices (Experiment 2)

1. You and a friend are at a frat party. Your friend spots someone who they find attractive across the room and is thinking of introducing themselves but feels kind of hesitant because they were looking forward to hanging out among friends. You decide to tell your friend to...

Stay among friends

Introduce themselves

2. Your friend has been talking to someone for the last half hour at a frat party. When the night is up, the person asks for your friend's phone number, but your friend feels kind of hesitant because it is unlisted. You decide to tell your friend to...

Be polite, but refuse to give the number

Give the number

3. Your friend has been dancing with and talking to the same attractive person all evening, but the evening is almost over. The person invites your friend to go back to their room for the

evening, which your friend knows will undoubtedly lead to casual sex. You decide to tell your friend to...

Say "maybe some other time"

Go along with the invitation

4. Your friend has been dating the same person for quite awhile, but that person has admitted to cheating on your friend. The person has openly apologized and said it would never happen again. Your friend has doubts about the relationship and is thinking about breaking up. You decide to tell your friend to...

Stick with the relationship

Break up

5. Your friend has recently started seeing someone who has asked your friend to go away for a weekend excursion to the beach. Your friend is a little hesitant because they have only just met, although your friend really does like them. You decide to tell your friend to...

Stay at home for the weekend

Go to the beach for the weekend

6. Your friend is thinking of calling someone from their psychology class who they like but only talked with once. Your friend's afraid that the person won't remember who they are when they call. You decide to tell your friend to...

Wait until they talk more before calling

Call them

7. Your friend has a crush on someone and is considering buying them a Valentine's Day gift. The person doesn't know your friend very well, and your friend is worried about overwhelming them with the gift. You decide to tell your friend to...

Not buy them a gift

Buy them a gift

8. Your friend has been dating someone for awhile and has developed strong feelings for them. Your friend is thinking about professing their true feelings to move the relationship up to the next level, but they're not sure of the other person's feelings. You decide to tell your friend to...

Wait awhile

Tell the person how they feel

9. Your friend's at a bar and spots a fairly attractive person. Your friend's thinking about buying the person a drink, but the person is surrounded by a group of friends, and your friend's concerned about being rejected in front of so many people. You decide to tell your friend to...

Not buy the person a drink

Buy the person a drink

10. Your friend and his significant other have been thinking about eloping but are worried about major repercussions with friends and family. You decide to tell your friend to...

Wait and have a formal wedding ceremony

Elope

Self / Choices (Experiment 3)

1. Imagine that you want to purchase a house that has a list price of \$500,000, but comparable prices for homes range from \$350,000 to \$450,000. You can afford to pay \$400,000. The housing market is rising (house prices are increasing), and there are three other buyers interested in the same house. Of the following options, which would you choose?

Wait for another buyer to make an initial offer.

Offer \$400,000 before the other buyers make offers.

Offer \$350,000 before the other buyers make offers.

Look for a different house that has fewer interested buyers.

2. Imagine that you want to buy a house that has a list price of \$200,000, but comparable prices for homes range from \$150,000 to \$250,000. You can afford to pay \$300,000. The housing market is falling (house prices are decreasing), and there are three other buyers interested in the same house. Of the following options, which would you choose?

Wait for another buyer to make an initial offer.

Make a full-price offer of \$200,000 before the other buyers make offers.

Offer \$150,000 before the other buyers make offers.

Look for a different house that has fewer interested buyers.

3. Imagine you have been offered a new job. The company has offered you a salary of \$70,000/year. New hires with similar experience, education, and skills are paid \$75,000/year on average. If you do not take the new job, you will go back on the job market, and the unemployment rate is 10% (very high). You have no other outside options. Of the following choices, which would you choose?

Tell the company you will only accept the job for \$80,000/year.

Tell the company you will only accept the job for \$75,000/year.

Accept the offer at \$70,000/year.

Reject the offer and go back on the job market.

4. Imagine you have been offered a new job. The company has offered you a salary of \$70,000/year. New hires with similar experience, background, education, and skills are paid \$75,000/year on average. If you do not take the new job, you will go back on the job market, and

the unemployment rate is 1% (very low). You have no other outside options. Of the following choices, which would you choose?

Tell the company you will only accept the job for \$80,000/year.

Tell the company you will only accept the job for \$75,000/year.

Accept the offer at \$70,000/year.

5. Reject the offer and go back on the job market.

Imagine that you are buying a new car. You have found the exact car that you want, and the dealer has it in stock. The list price is \$35,000, and from your research the dealer invoice is \$27,000. You really like this car, and you would be willing to pay up to \$35,000 for it. You suspect that other buyers are interested in this same car and that the dealership is not very eager to sell this car. What amount would you make for your first offer?

\$27K

\$28K

\$29K

\$30K

\$31K

\$32K

\$33K

\$34K

\$35K

6. Imagine that you are buying a new car. You have found the exact car that you want, and the dealer has it in stock. The list price is \$35,000, and from your research the dealer invoice is \$27,000. You really like this car, and you would be willing to pay up to \$35,000 for it. You

suspect that other buyers are not interested in this same car and that the dealership is very eager to sell this car. What amount would you make for your first offer?

\$27K

\$28K

\$29K

\$30K

\$31K

\$32K

\$33K

\$34K

\$35K

7. Imagine that you are organizing a large party. You are working with a caterer for a sit-down dinner for 200 people. The caterer is charging you \$100 per person and asks you to commit to the exact number of guests. This caterer is the best in town. You can pay \$20,000, but you would prefer to pay less. How would you respond to this caterer?

Pay full price to ensure good service.

Offer the caterer \$80 per person and commit to 200 people.

Offer the caterer \$100 per person, but insist on paying for only the guests who show up.

Shop for alternative caterers to use as competitive leverage.

8. Imagine that you are organizing a large party. You are working with a caterer for a sit-down dinner for 200 people. The caterer is charging you \$100 per person and asks you to commit to the exact number of guests. This caterer is NOT the best in town. You can pay \$20,000, but you would prefer to pay less. How would you respond to this caterer?

Pay full price to ensure good service.

Offer the caterer \$80 per person and commit to 200 people.

Offer the caterer \$100 per person, but insist on paying for only the guests who show up.

Shop for alternative caterers to use as competitive leverage.

9. Imagine you are getting married to the man or woman of your dreams. Your fiance wants you to sign a prenuptial agreement before you wed because s/he is fairly wealthy. In the case of divorce, the prenuptial offer is to split your wealth and assets 80% for your spouse, 20% for you because that is the ratio of your current wealth. What will you decide to do?

Agree to sign the prenuptial agreement with the 80/20 division.

Agree to sign the prenuptial agreement only with a 50/50 division of wealth and assets to be equitable.

Consult with a lawyer and then make a counter-offer.

Refuse to sign the prenuptial agreement because marriage is about love, not material wealth.

Other / Choices (Experiment 3)

1. Imagine that you're advising your friend who wants to purchase a house that has a list price of \$500,000, but comparable prices for homes range from \$350,000 to \$450,000. Your friend can afford to pay \$400,000. The housing market is rising (house prices are increasing), and there are three other buyers interested in the same house. Of the following options, which would you choose for your friend?

Tell them to wait for another buyer to make an initial offer.

Tell them to offer \$400,000 before the other buyers make offers.

Tell them to offer \$350,000 before the other buyers make offers.

Tell them to look for a different house that has fewer interested buyers.

2. Imagine that you're advising your friend who wants to buy a house that has a list price of \$200,000, but comparable prices for homes range from \$150,000 to \$250,000. Your friend can afford to pay \$300,000. The housing market is falling (house prices are decreasing), and there are three other buyers interested in the same house. Of the following options, which would you choose for your friend?

Tell them to wait for another buyer to make an initial offer.

Tell them to make a full-price offer of \$200,000 before the other buyers make offers.

Tell them to offer \$150,000 before the other buyers make offers.

Tell them to look for a different house that has fewer interested buyers.

3. Imagine your friend has been offered a new job. The company has offered them a salary of \$70,000/year. New hires with similar experience, education, and skills are paid \$75,000/year on average. If your friend does not take the new job, they will go back on the job market, and the unemployment rate is 10% (very high). Your friend has no other outside options. Of the following choices, which would you choose for your friend?

Tell them they should only accept the job for \$80,000/year.

Tell them they should only accept the job for \$75,000/year.

Tell them to accept the offer at \$70,000/year.

Tell them to reject the offer and go back on the job market.

4. Imagine your friend has been offered a new job. The company has offered them a salary of \$70,000/year. New hires with similar experience, background, education, and skills are paid \$75,000/year on average. If your friend does not take the new job, they will go back on the job market, and the unemployment rate is 1% (very low). Your friend has no other outside options. Of the following choices, which would you choose for your friend?

Tell them they should only accept the job for \$80,000/year.

Tell them they should only accept the job for \$75,000/year.

Tell them to accept the offer at \$70,000/year.

Tell them to reject the offer and go back on the job market.

5. Imagine that your friend is buying a new car. They have found the exact car that they want, and the dealer has it in stock. The list price is \$35,000, but you and your friend both know that the dealer invoice is \$27,000. Your friend really likes this car, and would be willing to pay up to \$35,000 for it. However, you both suspect that other buyers are interested in the same car and that the dealership is not very eager to sell the car. Your friend asks you to make the decision for them. What would you choose for them?

\$27K

\$28K

\$29K

\$30K

\$31K

\$32K

\$33K

\$34K

\$35K

6. Imagine that your friend is buying a new car. They have found the exact car that they want, and the dealer has it in stock. The list price is \$35,000, but you and your friend both know that the dealer invoice is \$27,000. Your friend really likes this car, and would be willing to pay up to \$35,000 for it. However, you both suspect that other buyers are not interested in the same car and

that the dealership is very eager to sell the car. Your friend asks you to make the decision for them. What would you choose for?

\$27K

\$28K

\$29K

\$30K

\$31K

\$32K

\$33K

\$34K

\$35K

7. Imagine that your friend is organizing a large party. He or she is working with a caterer for a sit-down dinner for 200 people. The caterer is charging you \$100 per person and asks your friend to commit to the exact number of guests. This caterer is the best in town. Your friend can pay \$20,000, but would prefer to pay less. What would you choose for your friend?

Tell them to pay full price to ensure good service.

Tell them to offer the caterer \$80 per person and commit to 200 people.

Tell them to offer the caterer \$100 per person, but insist on paying for only the guests who show up.

Tell them to shop for alternative caterers to use as competitive leverage.

8. Imagine that your friend is organizing a large party. He or she is working with a caterer for a sit-down dinner for 200 people. The caterer is charging you \$100 per person and asks your friend

to commit to the exact number of guests. This caterer is NOT the best in town. Your friend can pay \$20,000, but would prefer to pay less. What would you choose for your friend?

Tell them to pay full price to ensure good service.

Tell them to offer the caterer \$80 per person and commit to 200 people.

Tell them to offer the caterer \$100 per person, but insist on paying for only the guests who show up.

Tell them to shop for alternative caterers to use as competitive leverage.

9. Imagine your friend is getting married to the man or woman of their dreams. Their fiancé wants them to sign a prenuptial agreement before they wed because s/he is fairly wealthy. In the case of divorce, the prenuptial offer is to split their wealth and assets 80% for their spouse, 20% for your friend because that is the ratio of their current wealth. What would you choose for your friend?

Tell them to agree to sign the prenuptial agreement with the 80/20 division.

Tell them to agree to sign the prenuptial agreement only with a 50/50 division of wealth and assets to be equitable.

Tell them to consult with a lawyer and then make a counter-offer.

Tell them to refuse to sign the prenuptial agreement because marriage is about love, not material wealth.