

## Results

To test whether or not ACO/AHO scores moderated the amount of letters that people provided for co-partisan versus counter-partisan organizations we conducted an ANCOVA with ACO/AHO scores as the covariate. Partisan condition was contrast coded with one set of contrast codes used to compare counter-partisan (-0.5) to co-partisan (0.5) and another set used to compare both treatment conditions (-0.33) to the control (0.67).

The mean number of letters that people provided in the co-partisan sponsor condition was 24.12 ( $SD = 13.08$ ), in the counter-partisan sponsor condition was 27.35 ( $SD = 17.39$ ) and in the control condition was 25.67 ( $SD = 14.65$ ). Similar to the results of Flores and Van Boven's (in prep) study, there was no main effect of partisan condition (illustrated in Figure 4). People displayed similar amounts of effort toward co-partisan sponsors and counter-partisan sponsors,  $F(1,137) = 2.82, p = 0.22$ . There was also no difference between the average of the experimental conditions and the control condition,  $F(1,137) = 2.82, p = 0.85$ .

There was, however, a main effect of ACO/AHO scores. People with higher ACO/AHO scores provided fewer correct letters ( $M_{ACO/AHO \text{ Below Average}} = 27.64, SD = 13.73$ ;  $M_{ACO/AHO \text{ Above Average}} = 23.59, SD = 13.97$ ;  $F(1,137) = 2.82, p = 0.005$ ). On average, people who reported more favorable attitudes toward helping others and charitable organizations expended less effort on the charitable task (illustrated in Figure 5). This illustrates that while ACO/AHO did predict effort, it did so in the opposite direction from my predictions.

The main effect of ACO/AHO scores on effort was qualified by a higher order interaction between ACO/AHO scores and partisan relationship to the sponsor (co-partisan, counter-partisan, or control). People with ACO/AHO scores below the median provided an average of 5.13 more letters for counter-partisan sponsors than co-partisan ones ( $M_{Counter-Partisan} =$

28.09,  $SD = 12.35$ ;  $M_{Co-Partisan} = 22.96$ ,  $SD = 13.47$ ), while people with ACO/AHO scores above the median provided an average of only 0.81 more letters for counter-partisan sponsors than co-partisan ones ( $M_{Counter-Partisan} = 26.31$ ,  $SD = 15.92$ ;  $M_{Co-Partisan} = 25.50$ ,  $SD = 13.11$ ). In other words, as ACO/AHO scores increased, the difference in effort expended for counter-partisan sponsors relative to co-partisan sponsors decreased,  $F(1,137) = 2.82$ ,  $p = 0.002$ . This interaction is shown in Figure 6. This suggests that, in line with my hypothesis, there is a difference in effort expended for a co-partisan versus a counter-partisan sponsor as ACO/AHO scores decrease. However, contrary to my predictions, this difference involves an increase in effort expended for counter-partisan sponsors, rather than an increase in effort for co-partisan sponsors.