

Methods

Participants

The data used in this particular study were collected from 143 undergraduate students (85 females, 55 males and 3 other/chose not to disclose) in introductory level psychology classes at the University of Colorado Boulder. Participants ranged from 18 to 25 years old with a mean age of 19.10 ($SD = 1.20$), and the majority of the sample was White ($N = 112$, 78%). Participants completed the study to fulfill a requirement for their introductory psychology courses.

Design

This study was an experiment conducted at the University of Colorado Boulder in the Emotion Decision Making Judgement and Identity lab. Participants came into the lab and completed an online survey as well as the charitable task. Participants were randomly assigned to either a Democratic, Republican or American sponsor organization (Figure 1) and their political identity was measured via self-report. Participants completed the ACO/AHO scale as part of other post-measures. The outcome measure was effort expended on the charitable task as measured by the number of letters correctly identified by participants.

Measures

Partisan affiliation. Partisan affiliation was measured using a set of questions from the American National Election Studies (ANES; American National Election Studies, 2012). This measure has been used in past studies examining partisanship and the influence of partisanship (Flores & Van Boven, in prep; Van Boven, et al., 2019; Van Boven, Ehret, & Sherman, 2018; Westfall, Van Boven, Chambers, & Judd, 2015). Participants completed this measure before working on the charitable task. The measure categorized people as either “Democrat”, “Independent” or “Republican” by asking “Generally speaking, do you usually think of yourself

as a Republican, a Democrat, an Independent, or something else?” If people answered “Democrat” or “Republican”, they were categorized accordingly. If they answered “Independent” or “Something Else” they were asked “Do you think of yourself as closer to the Republican Party, the Democratic Party, or neither?” People who selected “Democrat” or “Republican” were categorized accordingly, while people who selected “Neither” were categorized as Independent. Of the 143 participants, 87 were categorized as Democrats, 41 were categorized as Republicans, and 15 were categorized as Independents.

ACO and AHO. As mentioned above, attitudes toward helping others (AHO) and attitudes toward charitable organizations (ACO) were measured using the ACO/AHO scale from Webb, Green and Brashear (2000). Participants completed this scale as part of a series of post-measures after they worked on the charitable task. The ACO/AHO scale consists of nine items total, four of which measure AHO and five of which measure ACO. AHO items include: “Helping troubled people with their problems is very important to me” and “People in need should receive support from others.” ACO items included: “The money given to charities goes for good causes” and “My image of charitable organizations is positive.” These items were rated on a Likert scale from 1 = *Strongly Disagree* to 5 = *Strongly Agree*. To create overall scores, the items from each subscale were averaged, with possible scores ranging from 1 to 5. The mean AHO and ACO scores were 4.27 ($SD = 0.66$) and 3.8 ($SD = 0.55$), respectively. Cronbach’s alpha for the AHO subscale was 0.81, indicating good internal reliability and for the ACO subscale was 0.72 indicating fair internal reliability.

Similar to previous studies that found these two subscales to be highly related (Gorczyca & Hartman, 2017; Ranganathan & Henley, 2008; Webb, Green & Brashear, 2000), we found a significant positive correlation between the two, $r(141) = 0.48$, $p < 0.001$ (illustrated in Figure

2). Given this strong correlation, we combined the two ACO/AHO scores into a single score by taking the average of the mean centered ACO and AHO scores. Cronbach's alpha for all nine ACO/AHO items was 0.79, indicating that it had good internal reliability. The internal reliability of the combined scale was not much lower than the AHO scale alone (0.81) and was higher than the ACO scale alone (0.72). Cronbach's alpha did not increase by dropping any of the items.

Effort expended on the charitable task. The charitable task used in this study was based on the Azar (2019) Finding Letters on Pages (FLP) task in which participants are asked to find specific letters within nine blocks of text (illustrated in Figure 3). For example, the questions could instruct people to identify which letter is located in block 2 on line 6 in position 15. Participants would then have to search through the text to find that particular letter. The FLP task was designed to be tedious and unenjoyable and was selected to ensure that the task was effortful and that persistence was due to factors other than enjoyment. Effort on the FLP task was operationalized by recording the number of letters correctly identified (out of a possible 50). This was done by comparing participant's responses to a correct key. The mean number of letters completed correctly was 25.55 ($SD = 13.95$) out of a possible 50.

Procedures

The data collected for this study were collected as part of a larger study ($N = 283$). We conducted the study in the lab with groups of up to four participants at a time. The study consisted of two parts, an online survey administered using Qualtrics (www.Qualtrics.com) and a copy of the FLP task that participants completed by hand.

Upon arrival, participants were randomly assigned as a group to one of the three hypothetical sponsor organization conditions: "Democrats for the Common Good", "Republicans for the Common Good" or "Americans for the Common Good". They were also randomly

assigned individually to either an ‘engager’ group in which participants worked on the task first, or a ‘predictor’ group, in which participants made predictions about how they believed others would behave. The present study is only concerned with individuals in the ‘engager’ group who worked on the task. Each person was only aware of the sponsor organization and the engager/predictor condition that they were assigned to.

To begin the study, participants were given verbal instructions as a group on how to complete the study and the FLP task. Participants were instructed to suppose that for each letter they correctly identified on the FLP task (out of a possible 50), \$0.25 would be donated to the Global Water Foundation by their assigned sponsor organization. They were told that they could work on the task for as long as they liked and that they would receive credit regardless of how much of the task they completed.

Each participant was then given a paper copy of the task and instructed to enter their own cubicle and begin working on the survey. After completing pre-measures, engagers were instructed by the survey to work on the charitable task. The survey instructed participants to work on the task as long as they would like and to only proceed when they no longer were interested in continuing. After proceeding, participants completed post-measures which included demographic measures as well as the ACO/AHO scale.