Counterfactual Thinking- Intention - Revised

Consent
Research Informed Consent
Attitudes
 
Purpose:
 
We are conducting a research study to examine people’s attitudes. The full purpose of this study will be explained to you after your participation is complete.
 
Procedures:
 
As a participant in this study, you will read a story.  Then, you will be asked to write something about the story and answer some questions about your attitudes. We anticipate that your participation will require approximately 3-5 minutes. In return for participating we will pay you $0.45 in your MTurk account.
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Eligibility: You must be at least 18 years old to participate.
 
Risks and Benefits:
There are no known risks to participating in this study. Participants in this study experience minimal risk of harm – no more than one would experience during everyday tasks and interactions. Although this study may not benefit you personally, we hope that our results will add to current knowledge about social psychological processes and provide an engaging experience.
 
Confidentiality:
Your responses will remain confidential and the data you provide will be used for research purposes only. We will not ask for, or record, your name or other information that could lead back to you. Only the researchers involved in this study and those responsible for research oversight will have access to the information you provide.
 
Voluntary Participation:
Participation in this study is completely voluntary. You are free to decline to participate and end participation at any time for any reason without penalty or loss of compensation.
 
Questions:
If you have any questions about this study, and/or if you want to obtain copies of the results of this research upon its completion, you may contact the primary investigators by emailing Jamie Luguri at Jamie.luguri@yale.edu. These results may be published in professional journals of psychological research. If you would like to talk with someone other than the researcher to discuss problems or concerns, to discuss situations in the event that a member of the research team is not available, or to discuss your rights as a research participant, you may contact the Yale University Human Subjects Committee, 55 College St, P.O. Box 208010, New Haven, CT 06520-8010, 203-785-4688, human.subjects@yale.edu. Additional information is available at http://www.yale.edu/hrpp/participants/ rights.html. particular study as you can. Your identity will not be revealed to the researcher.
 
Agreement to Participate:
By clicking the link below you are indicating that you have read the informed consent statement above, are at least 18 years of age, and agree to participate in this study.

* I agree (1)

thanks Thank you for agreeing to participate in our study! Please read the following scenario carefully -- you will be asked questions about it afterwards.

harm The vice-president of a company went to the chairman of the board and said, “We are thinking of starting a new program.  It will help us increase profits, and it will also harm the environment."
 
The chairman of the board answered, “I don’t care at all about harming the environment.  I just want to make as much profit as I can. Let’s start the new program.”
 
They started the new program.  Sure enough, the environment was harmed.

neutral The vice-president of a company went to the chairman of the board and said, “We are thinking of starting a new program.  It will help us increase profits. It would also shift our consumer base to be slightly older."
 
The chairman of the board answered, “I don’t care at all about shifting our consumer base to be slightly older.  I just want to make as much profit as I can. Let’s start the new program.”
 
They started the new program.  Sure enough, the company's consumer base shifted to be slightly older.

browser Browser Meta Info

Browser (1)

Version (2)

Operating System (3)

Screen Resolution (4)

Flash Version (5)

Java Support (6)

User Agent (7)

Time Timing

First Click (1)

Last Click (2)

Page Submit (3)

Click Count (4)

Answer If The vice-president of a company went to the chairman of the board and said, &ldquo;We are thinking of starting a new program.&nbsp; It will help us increase profits, and it will also harm the envir... Is Displayed

harm\_convo Please imagine that two people, Alex and Sam, are discussing what happened with the chairman.
Alex: "I wonder how things could have gone differently."
Sam: "Well, the chairman could have wanted to avoid harming the environment."Alex: "Really? Of all the ways things could have gone differently, that doesn't seem like the one that's relevant to consider."

Answer If The vice-president of a company went to the chairman of the board and said, &ldquo;We are thinking of starting a new program.&nbsp; It will help us increase profits. It would also shift our consume... Is Displayed

neut\_convo Please imagine that two people, Alex and Sam, are discussing what happened with the chairman.
Alex: "I wonder how things could have gone differently."
Sam: "Well, the chairman could have wanted to avoid shifting the consumer base to be slightly older."Alex: "Really? Of all the ways things could have gone differently, that doesn't seem like the one that's relevant to consider."

mediator To what extent do you agree with what Alex said?

* Completely
  disagree (1)
* (2)
* (3)
* (4)
* (5)
* (6)
* Completely
  agree (7)

Answer If Please imagine that two people, Alex
and Sam, are discussing what happened with the chairman.
Alex: "I wonder how things could have gone differently."
Sam: "Well, the chairman could have wanted to... Is Displayed

inten\_harm Please rate how much you agree or disagree with the following statement.
The chairman of the board intentionally harmed the environment.

* Strongly disagree (1)
* (2)
* (3)
* (4)
* (5)
* (6)
* Strongly agree (7)

Answer If The vice-president of a company went to the chairman of the board and said, &ldquo;We are thinking of starting a new program.&nbsp; It will help us increase profits. It would also shift our consume... Is Displayed

inten\_neut Please rate how much you agree or disagree with the following statement.
The chairman of the board intentionally shifted the company's consumer base to be slightly older.

* Strongly disagree (1)
* (2)
* (3)
* (4)
* (5)
* (6)
* Strongly agree (7)

politics Political Orientation

* Very Liberal (1)
* (2)
* (3)
* (4)
* (5)
* Very Conservative (6)

religious How religious are you?

* Not at All Religious (1)
* (2)
* (3)
* (4)
* (5)
* Extremely Religious (6)

gender Your Gender

* Male (1)
* Female (2)

age Your Age:

race Race/Ethnicity:

* White (1)
* Black (2)
* Latino/a (3)
* Asian (4)
* Other, please specify: (5) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

income What is your income level?

* less than $25,000 (1)
* $25,000 - $49,999 (2)
* $50,000 - $74,999 (3)
* $75,000 - $99,999 (4)
* $100,000 - $149,999 (5)
* $150,000 - $249,999 (6)
* more than $250,000 (7)

debrief
Debriefing
 
Thank you for participating in this research study! You have assisted us in conducting our research and, more broadly, have contributed to knowledge in the field of social psychology. This letter is intended to give you more information about the purpose of our research.
 
The purpose of this study was to examine the relationship between counterfactual thinking and judgements about intention. All of you read a story about a chairman and his decision to implement a program. Some of you read that this program would harm the environment, whereas others of you read that it would shift the company's consumer base. Then, we assessed your agreement with relevant counterfactuals and judgments of intention.
 
We could not tell you the full details of this study prior to your participation because it might have biased your responses. We ask that you do not discuss the purpose of this study with any other potential participants, since awareness of the study design could influence results. You may print a copy of this form for your records.
 
If you have any questions about this research, please contact the researcher below. If you have questions about your rights as a research subject, you may also contact the Yale Human Subjects Committee at 203-785-4688 or at human.subjects@yale.edu.
 
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