

# Secrecy and Relational Model Theory

Studies 1 and 2 (study 2 was translated and back translated in Mandarin)

Your biological sex at birth

- ☐ Male (1)
- ☐ Female (2)

How old are you?

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In this study, we are interested in understanding in which types of **groups** people are more likely to reveal **personal secrets** to other members. By personal secrets, we mean **information** about yourself, **activities** you take part in, or **relationships** that you intentionally conceal from others.

Below, we present you with a list of descriptors of four different groups. For each group, please answer the subsequent items.

Press next when you are ready to start.

**# ←! Group 1 !→ # not displayed to participants**

In this group, members would “give the shirt off their back” for each other.

“What’s mine is yours” is true of this group.

Group members share food with each other.

If a group member needed help, another member could cancel plans to give it.

“One for all and all for one” is true of this group.

What happens to members of this group is almost as important to other members as what happens to them.

How likely you are to reveal a personal secret within this group

Extremely unlikely (1); Moderately unlikely (2) ; Slightly unlikely (3) ; Neither likely nor unlikely (4); Slightly likely (5); Moderately likely (6); Extremely likely (7)

I would be willing to reveal a personal secret to other members of this group

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

The nature of this group’s relationships would make it easier for me to reveal a personal secret

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

**# ←! Group 2 !→ # not displayed to participants**

In this group, relationships among group members are organized on a 50:50 basis.

In this group, members are pretty equal in the things they do for each other.

If one of the group members does something for the other, the other tries to do the same thing in return next time.

Group members often take turns doing things.

If group members share something, they divide it down the middle.

Group members more or less keep track of favours and obligations.

How likely you are to reveal a personal secret within this group

Extremely unlikely (1); Moderately unlikely (2) ; Slightly unlikely (3) ; Neither likely nor unlikely (4); Slightly likely (5); Moderately likely (6); Extremely likely (7)

I would be willing to reveal a personal secret to other members of this group

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

The nature of this group's relationships would make it easier for me to reveal a personal secret

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

**# ←! Group 3 !→ # not displayed to participants**

In this group, one of the members calls the shots.

In this group, one of the members takes most of the initiatives.

One of the members backs the other up in this group.

One of the members takes most responsibility in this group.

One of the group members protects the other members.

One of the group members tends to lead.

How likely you are to reveal a personal secret within this group

Extremely unlikely (1); Moderately unlikely (2) ; Slightly unlikely (3) ; Neither likely nor unlikely (4); Slightly likely (5); Moderately likely (6); Extremely likely (7)

I would be willing to reveal a personal secret to other members of this group

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

The nature of this group's relationships would make it easier for me to reveal a personal secret

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

**# ←! Group 4 !→ # not displayed to participants**

In this group, members act toward each other in a purely rational way.

In this group, members act towards each other in a business-like way.

Group members expect to get a reasonable amount out of the relationship from what they put into it.

Group members choose to participate in this relationship when it is worth their while to do so.

How much one group member gets from others depends on how much he or she puts in.

Group members each keep track of how much reward they are getting for the amount of time, effort or money they expend in this group.

How likely you are to reveal a personal secret within this group

Extremely unlikely (1); Moderately unlikely (2) ; Slightly unlikely (3) ; Neither likely nor unlikely (4); Slightly likely (5); Moderately likely (6); Extremely likely (7)

I would be willing to reveal a personal secret to other members of this group

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

The nature of this group's relationships would make it easier for me to reveal a personal secret

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

## Codebook

### Communal sharing

group1\_i1: How likely you are to reveal a personal secret within this group

group1\_i2: I would be willing to reveal a personal secret to other members of this group

group1\_i3: The nature of this group's relationships would make it easier for me to reveal a personal secret

### Equality Matching

group2\_i1: How likely you are to reveal a personal secret within this group

group2\_i2: I would be willing to reveal a personal secret to other members of this group

group2\_i3: The nature of this group's relationships would make it easier for me to reveal a personal secret

### Authority Ranking

Group3\_i1: How likely you are to reveal a personal secret within this group

Group3\_i2: I would be willing to reveal a personal secret to other members of this group

Group3\_i3: The nature of this group's relationships would make it easier for me to reveal a personal secret

### Market Pricing

Group4\_i1: How likely you are to reveal a personal secret within this group

Group4\_i2: I would be willing to reveal a personal secret to other members of this group

Group4\_i3: The nature of this group's relationships would make it easier for me to reveal a personal secret

group1\_avg: average items communal sharing

group2\_avg: average items communal sharing

group3\_avg: average items authority ranking

group4\_avg: average items market pricing

Sex: 1 Male 2 Female

Age: Numeric

### Items groupX\_x1

Extremely unlikely (1); Moderately unlikely (2) ; Slightly unlikely (3) ; Neither likely nor unlikely (4); Slightly likely (5); Moderately likely (6); Extremely likely (7)

### Items groupX\_x2 and groupX\_x3

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

**Study 2 included the following items from Sivads, Bruvold, and Nelson, (2008; Journal of Business Research)**

HI\_1 I enjoy being unique and different from others in many ways  
HI\_2 I often "do my own thing"  
HI\_3 I am a unique individual  
VI\_1 I enjoy working in situations involving competition with others  
VI\_2 Competition is the law of nature  
VI\_3 Without competition it is not possible to have a good society  
VC\_1 I would do what would please my family, even if I detested that activity  
VC\_2 I usually sacrifice my self-interest for the benefit of my group  
VC\_3 I would sacrifice an activity that I enjoy very much If my family did not approve of it  
VC\_4 Children should feel honored if their parents receive a distinguished award  
HC\_1 The well-being of my friends is important to me  
HC\_2 If a friend gets a prize, I would feel proud  
HC\_3 I feel good when I cooperate with others  
HC\_4 My happiness depends very much on the happiness of those around me

**Answer scale:**

Strongly disagree (1); Disagree (2); Somewhat disagree (3); Neither agree nor disagree (4); Somewhat agree (5); Agree (6); Strongly agree (7)

HI\_AVG: average HI items  
VI\_AVG: average VI items  
VC\_AVG: average VC items  
HC\_AVG: average HC items