# Materials

Materials are in the format:

1. Goal Sentence
2. Action Step on Critical Path to the Goal
3. Valence and Controllability Information

E.g.;

Table 1.

*Sample Scenario and the Material Conditions Used in Experiment 1*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| ***Sentence Type*** | ***Sample Scenario*** | | | |
|  | Belinda-Meeting | | | |
| *Goal*  *Action-Step* | Belinda is on a plane going to Los Angeles for a business meeting.  When Belinda reaches Los Angeles, she takes a taxi downtown to the meeting venue. | | | |
| ***Information:*** | **Positive Present** | **Positive Absent** | **Negative Present** | **Negative Absent** |
|  | Belinda's taxi takes her to the front door of the office block and she is content because she is early. | Belinda's taxi takes her to the wrong office block, but she is content because she is early. | Belinda's taxi takes her to the front door of the office block, but she is not content because she is early. | Belinda's taxi takes her to the wrong office block and she is not content because she is early. |

# Labelling Criteria and Operational Definitions

Answer Categories – Each material scenario has its own set of answer categories.

* Each material is labelled on only one answer category. If the material fits two or more categories, it is labelled as the most prominent category; that is, the category which has the largest influence on the end goal OR the category that features most strongly in the response.
* Sometimes participants write two possible responses in the text box. In this case, the first response is labelled.

## Other Labels:



Valence – labelled as the overwhelming valence of the response. If the response is not obviously negative or positive, it will be labelled as neither.

Goals – labelled for which objects (words) the response includes.

* Word Given in Scenario: The response makes reference to any of the objects in the scenarios or close synonyms.
* Word Not Given: The response does not make reference to any objects given.

Controllability – labelled as whether the events described in the response can be considered overwhelmingly controllable for the actor in the scenario or not.

* Controllable: The event is largely, if not fully, in control of the actor. If not stated, the events described are most likely to be put in motion or stopped by the actor in the scenario. \*Includes easily preventable accidents.
* Uncontrollable: The event is not controlled by the actor – someone else does it for them or makes the decision. If not stated, the actor cannot stop the events, nor could their actions have started the events.
* Neither: There is not enough information to determine if the events are controllable or not. Or, the events described could be controllable and uncontrollable with no clear leader.