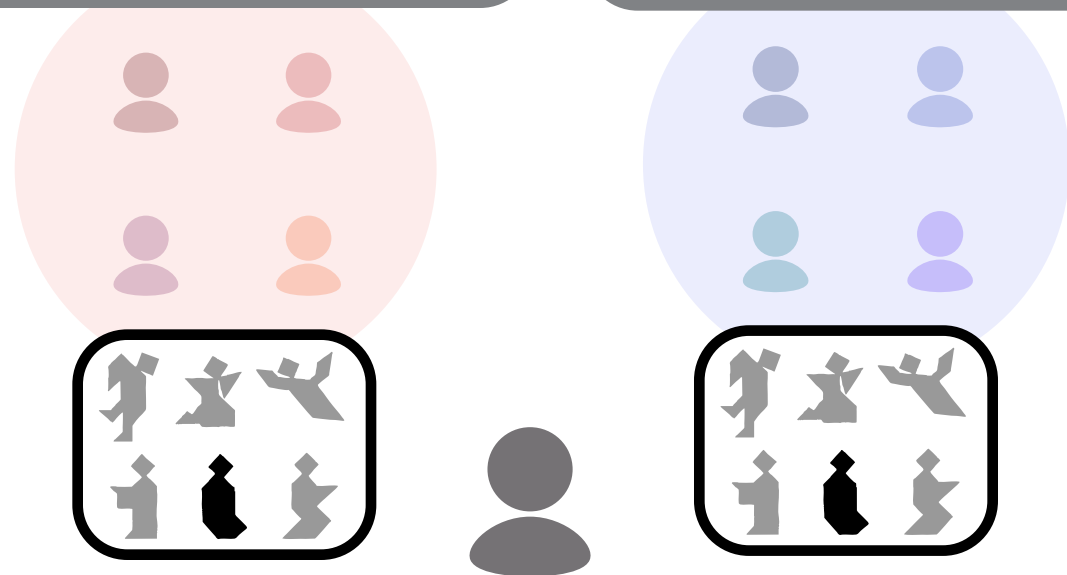


**(a)**

## Earlier descriptions

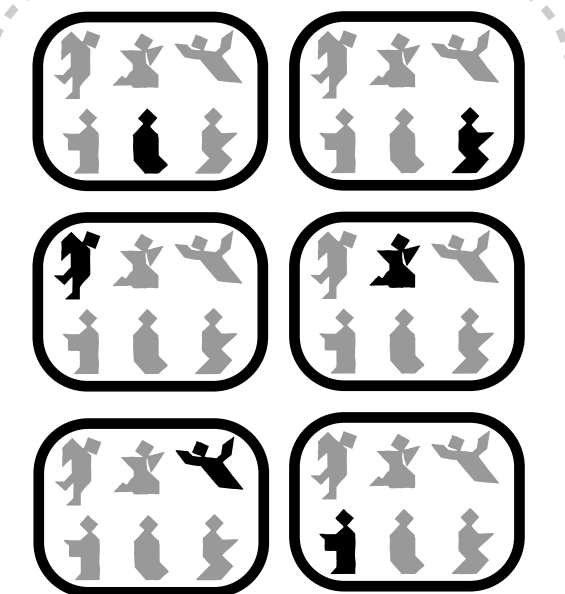
looks like the letter 'i', no hand sticking out just a head and a body, like a baby that has been swaddled in a blanket

this one you can't really see the feet, hard to tell if they're sitting or what, no arms, facing right, and nothing on top of the head



Participant observer

6 repetition blocks, rotating speakers

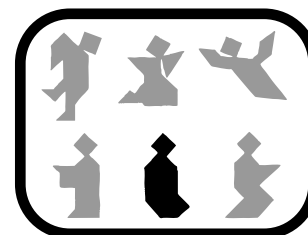


6 targets per block

6 blocks

## Later descriptions

### Group-specific labels

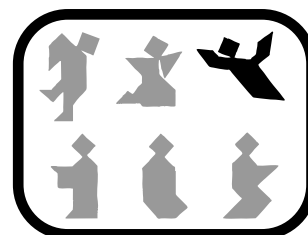


baby



no arms

### Shared labels



falling guy



falling guy

**(b)**

Audience

Goal

In-group: a member of **one group**



Uncertain: a member of **either group**



**Refer goal:** select the correct picture  
**Social goal:** identify you as a member of their group

Participant response

Group-specific label

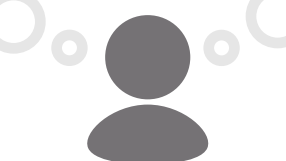


no arms

Shared label



falling guy



Participant