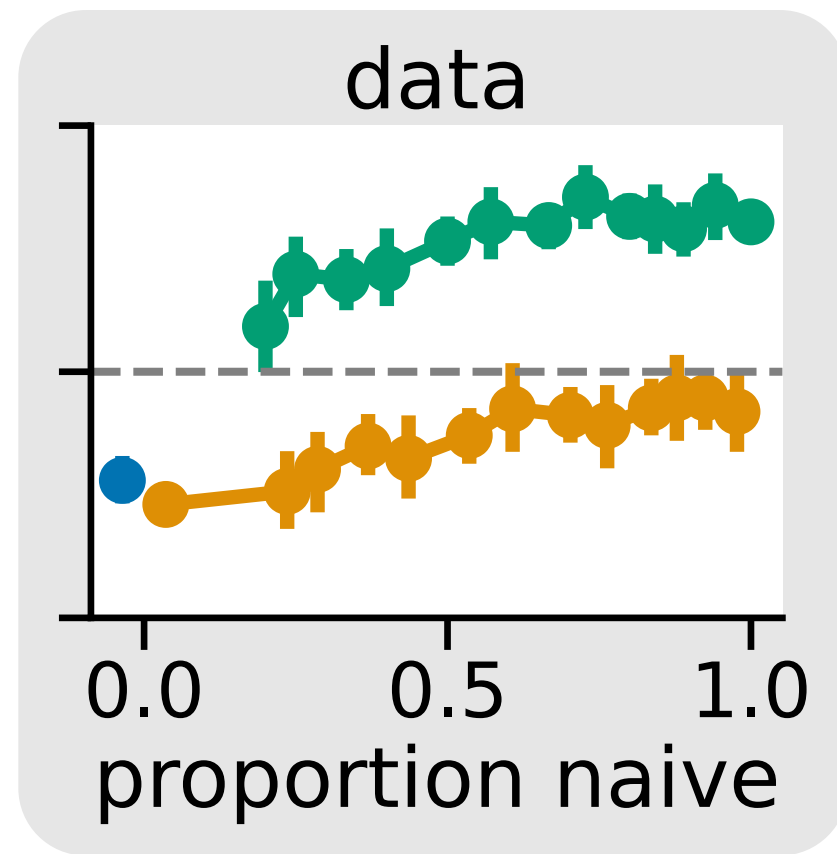
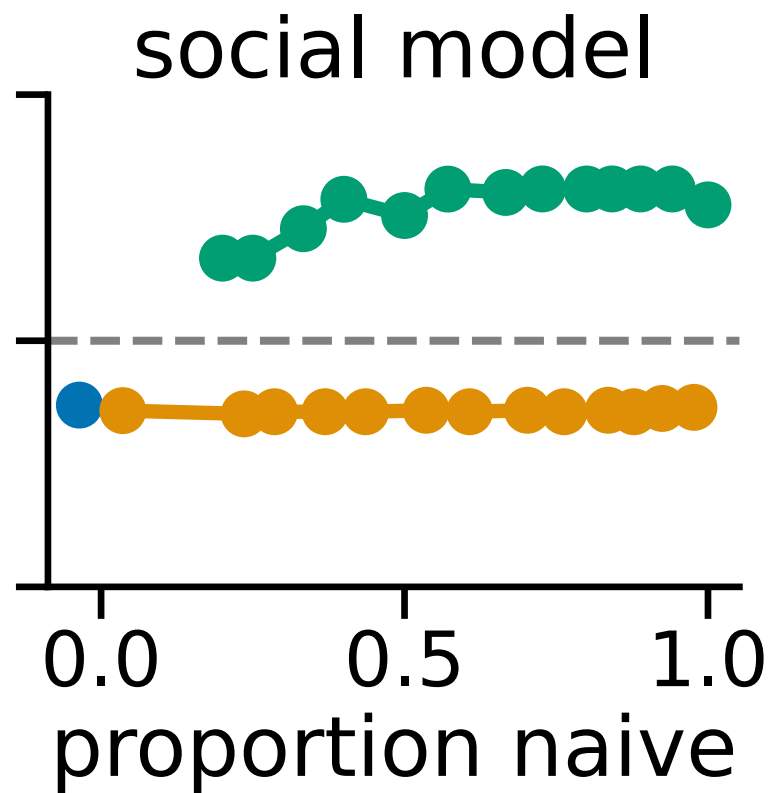
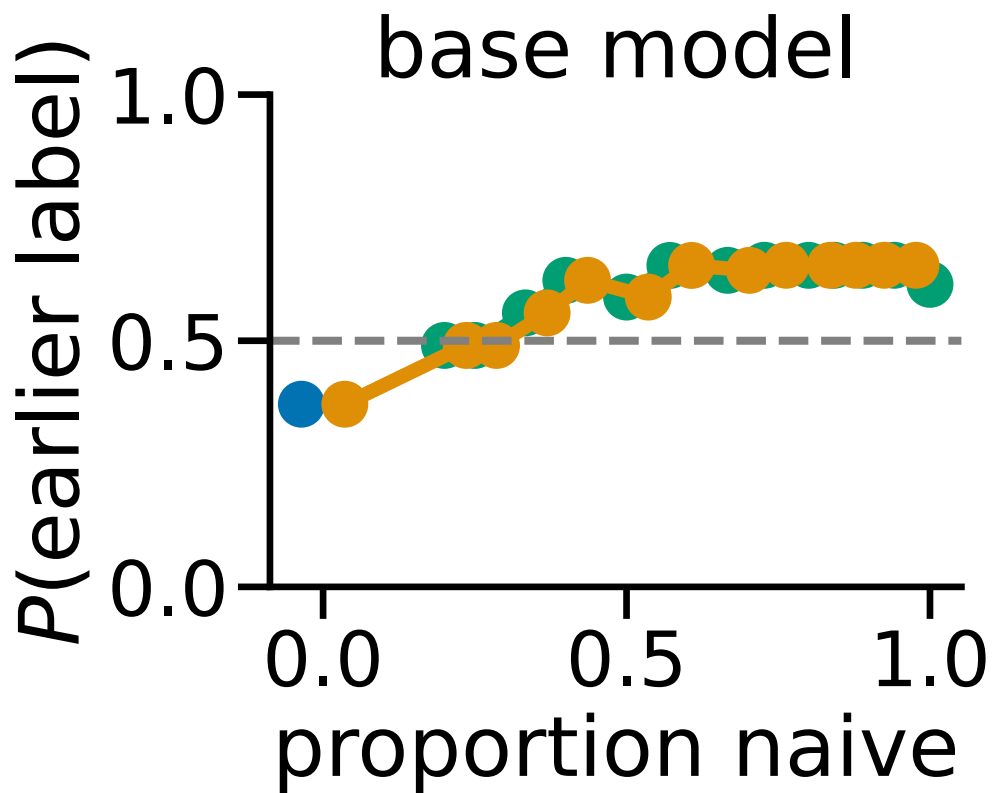


experiment 3

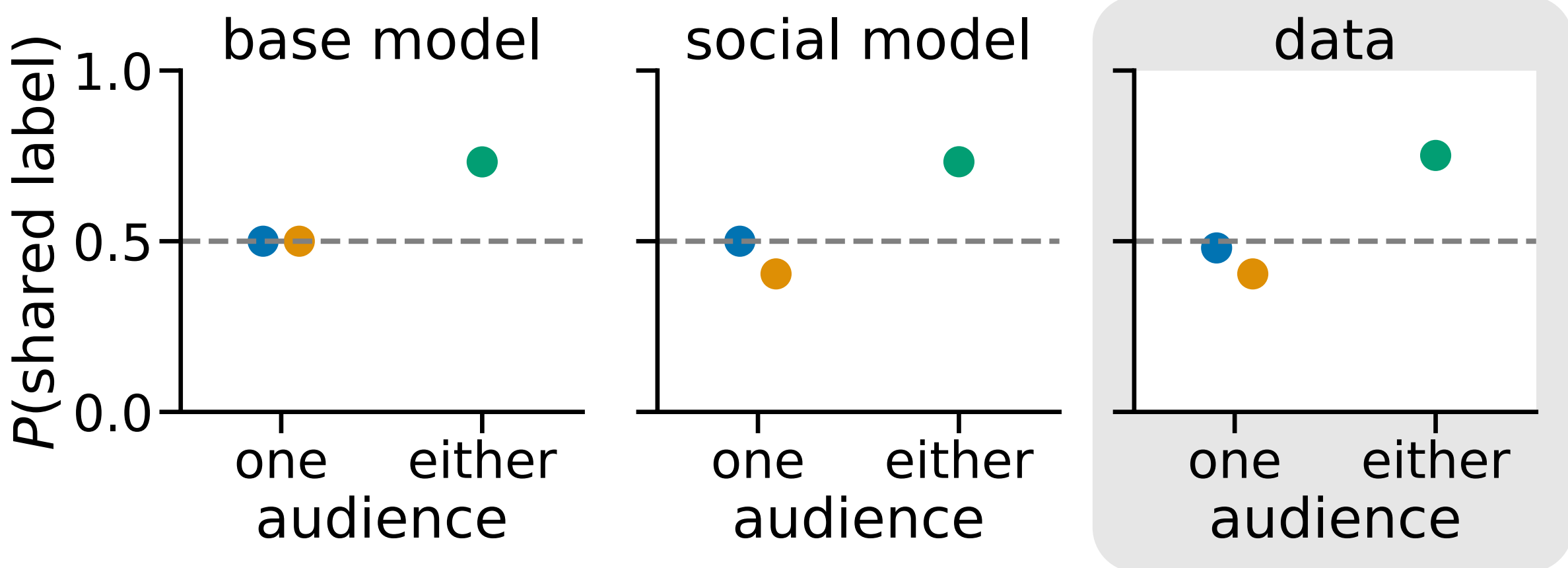


condition

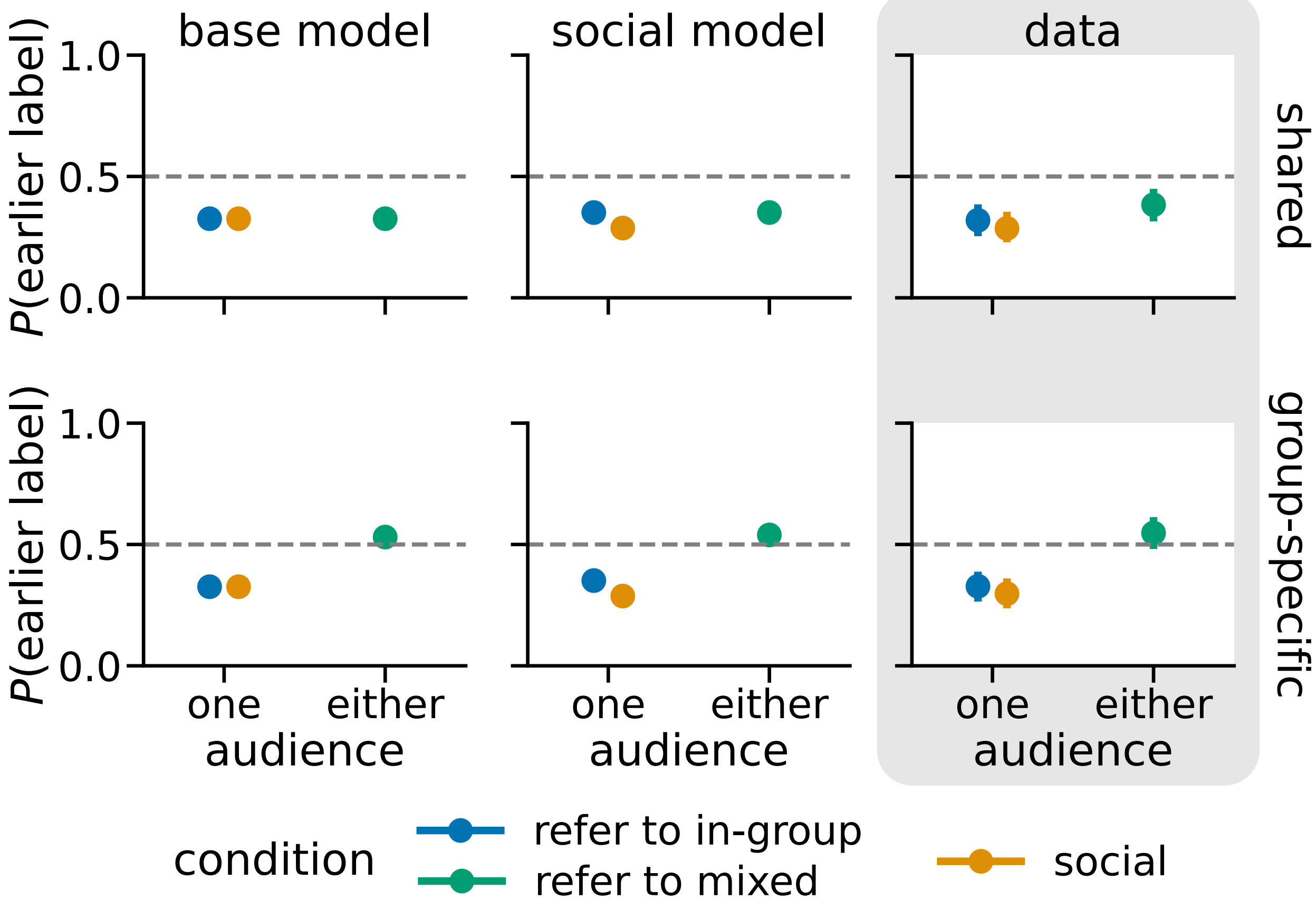
- refer to in-group
- refer to mixed

social

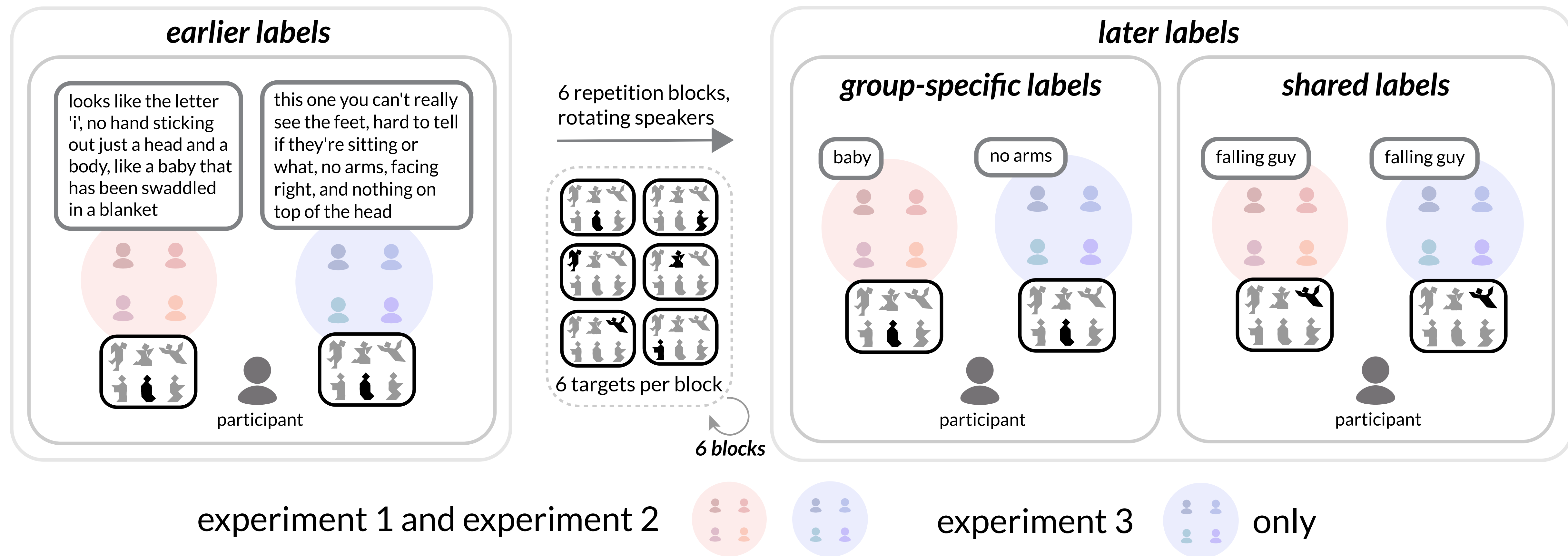
(a) experiment 1



(b) experiment 2

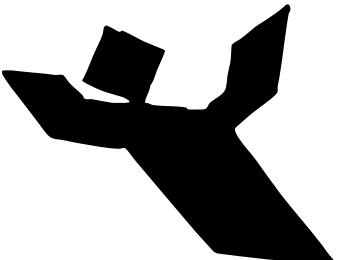




phase 1: observation phase



phase 2: selection phase

Please select the best label for [your audience] to [*refer goal*: select the correct picture / *social goal*: identify you as a member of their group].

	experiment 1	experiment 2	experiment 3
audience	one group or either group		in-group + naive players
choices	shared label vs. group-specific label	earlier label vs. later label	
	 falling guy	 no arms	 no arms