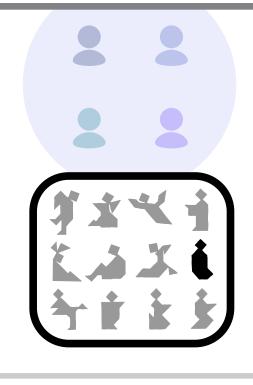
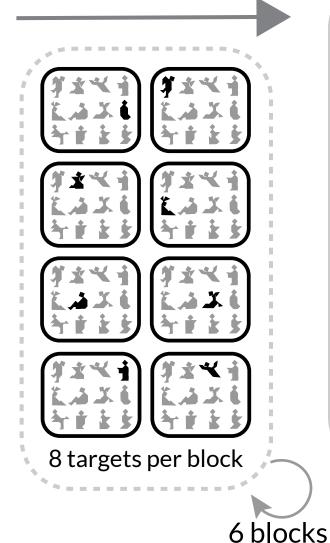
(a) **Earlier descriptions**

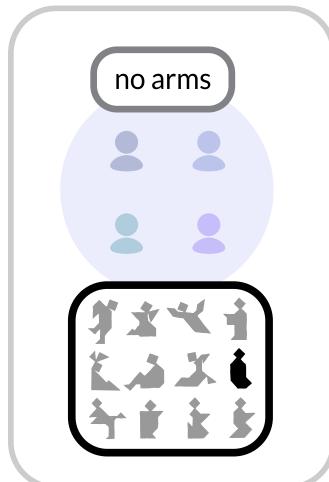
this one you can't really see the feet, hard to tell if they're sitting or what, no arms, facing right, and nothing on top of the head



6 repetition blocks, rotating speakers



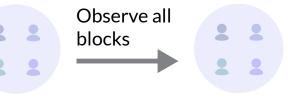
Later descriptions

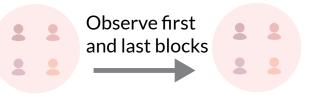


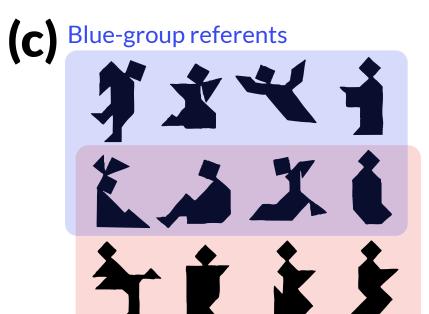
(b) Earlier

descriptions

Later descriptions



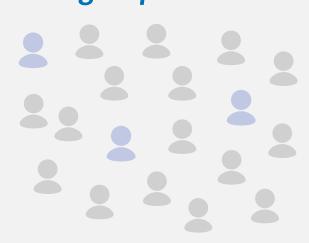




Red-group referents

(d) **Audience**

Blue group + naive

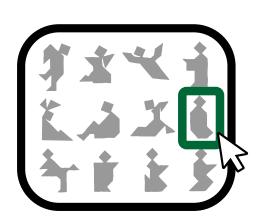


Goal

Please select a picture and write a description for that picture to...

Refer goal: help everyone in the audience choose the correct picture Social goal: help the blue group members in the audience identify you as a member of their group

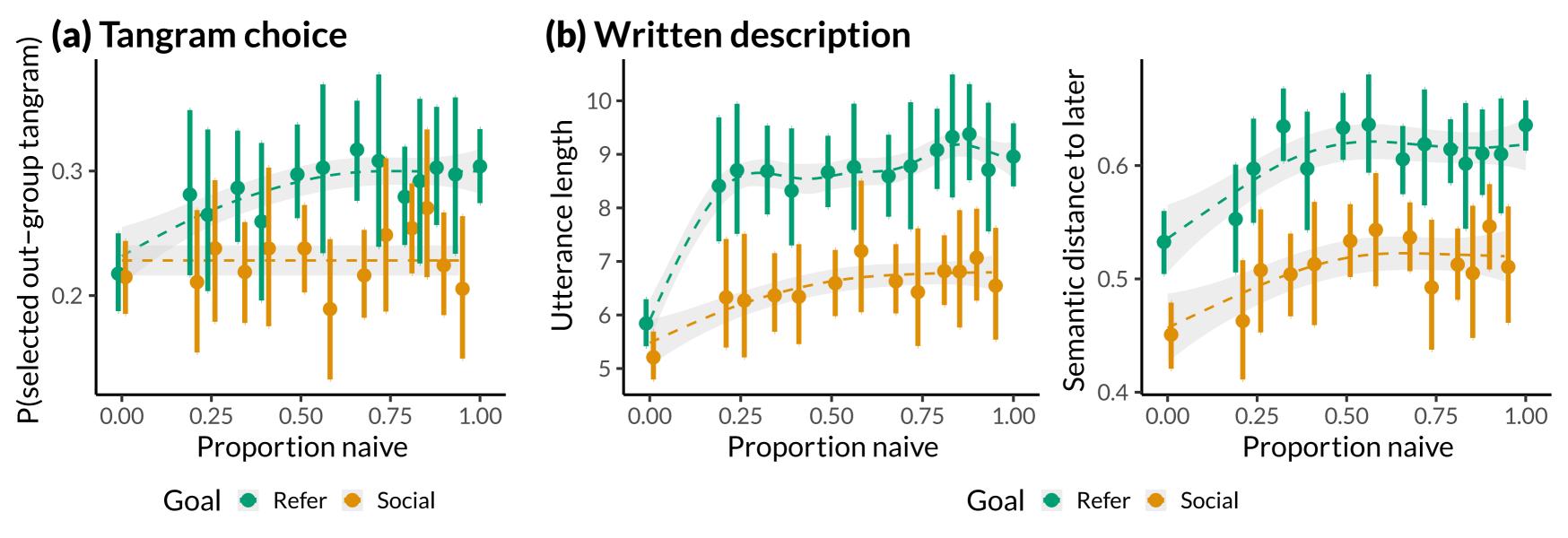
Participant response

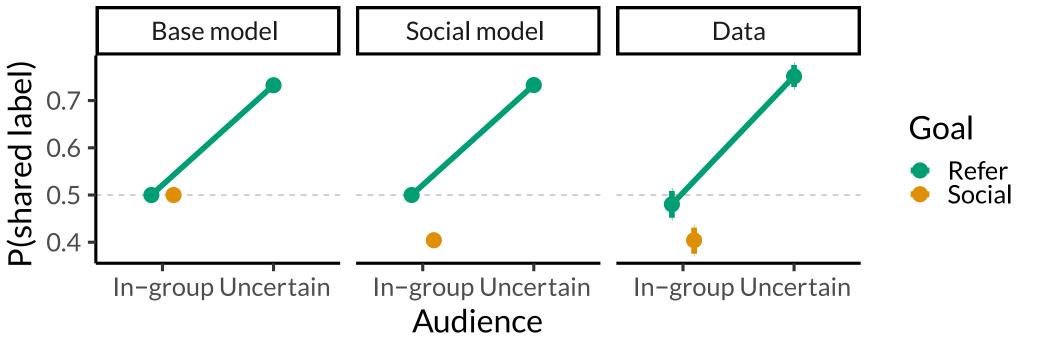


Select tangram

the guy with no arms T

Write description







Exp 3 Exp 4

One group or either group

In-group + naive

Goal

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

Participant response

