

a vignette

Consider Andrew and Bob, who work in the same field.

[information about social relationship]

Andrew and Bob are in a relationship where [Andrew has (more / less / equal) power, status, or influence / Andrew and Bob have just met].

[information about what happened the first time, and the second time]

The **first time**, when they met for coffee, (**Andrew** / **Bob**) bought and brought coffee to the meeting for both of them.

The **second time**, when they met for coffee, Andrew bought and brought coffee to the meeting for both of them.

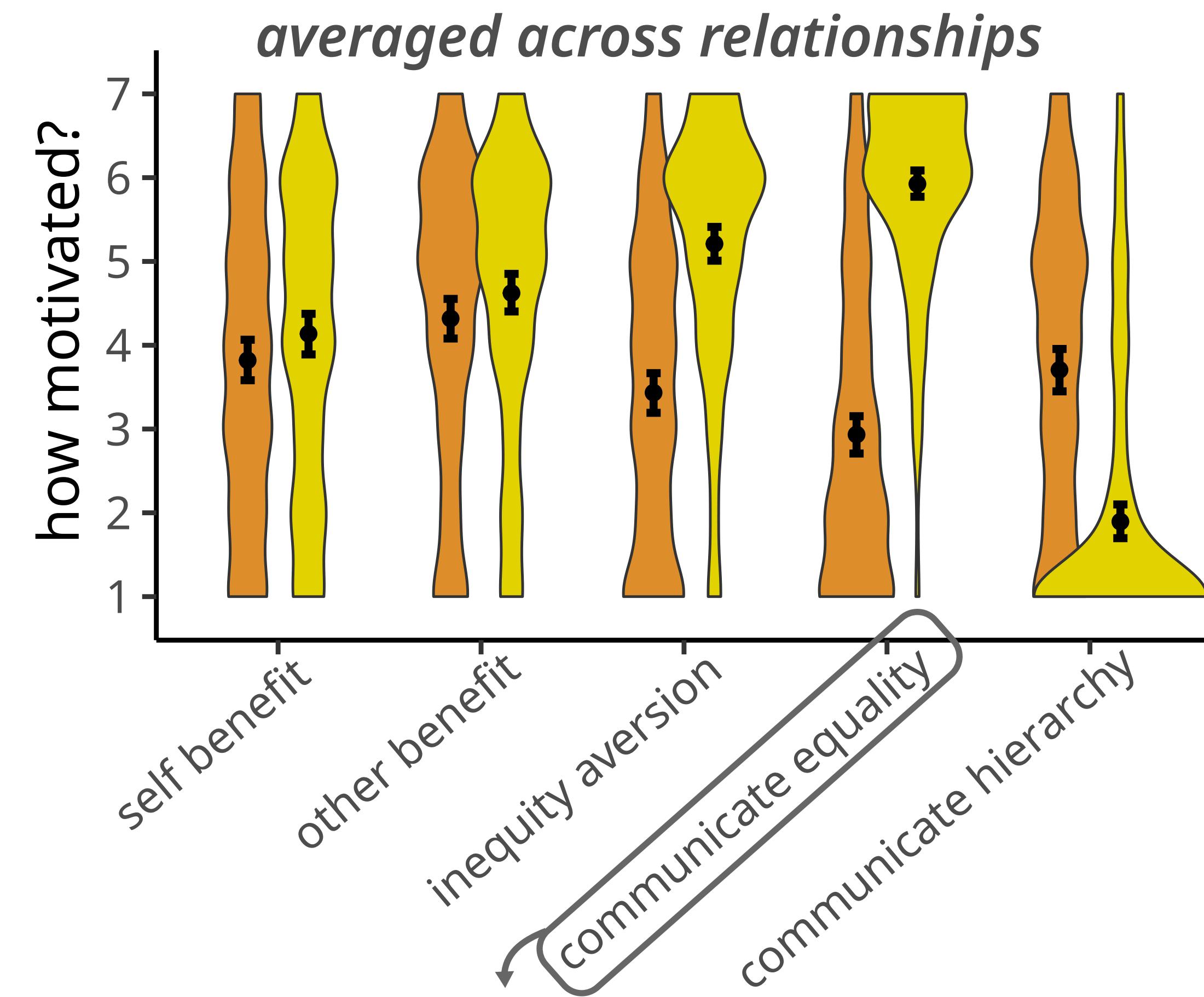
participant response

The second time, how much was Andrew motivated to

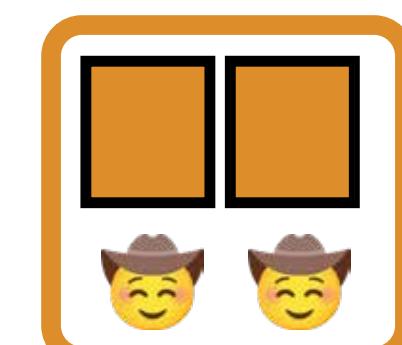
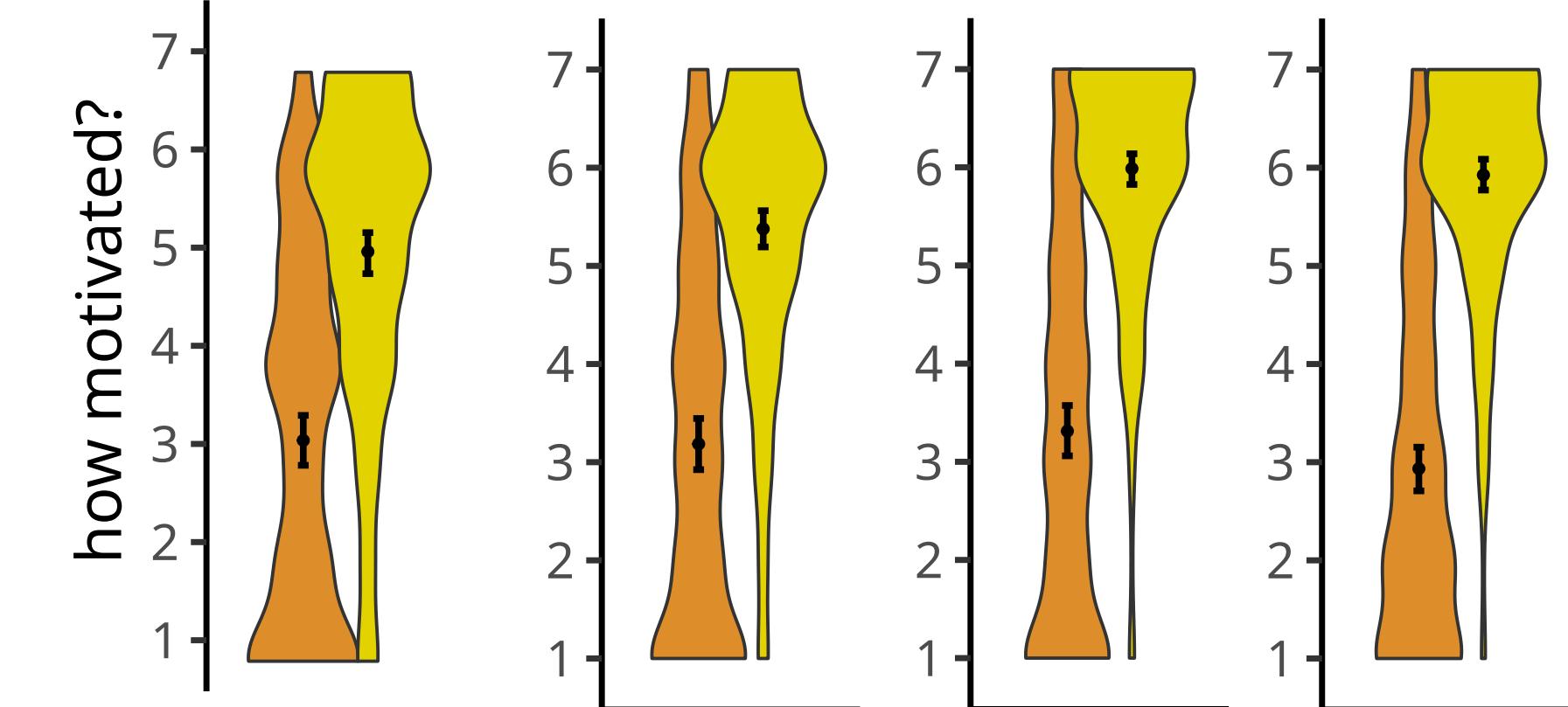
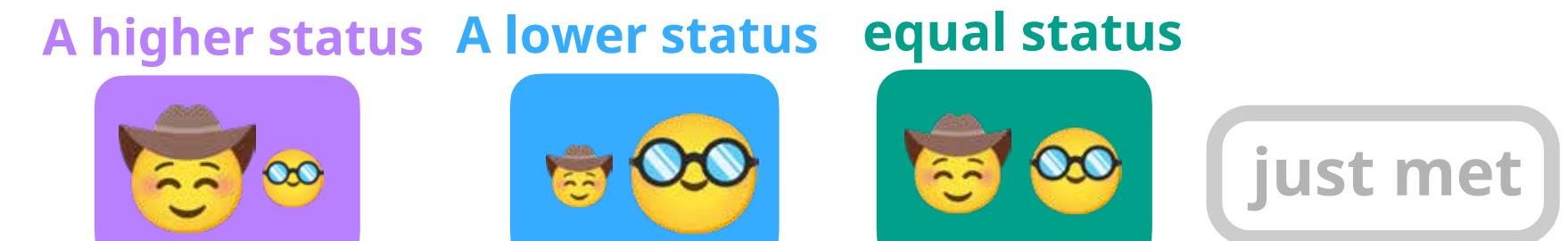
- Increase Andrew's own benefits in the long run
- Increase Bob's benefits
- Make sure Bob's benefits are as high as their own
- Communicate that they want to have an equal relationship with Bob
- Communicate that they want to have a hierarchical relationship with Bob

Each: Not at all (1) - extremely (7)

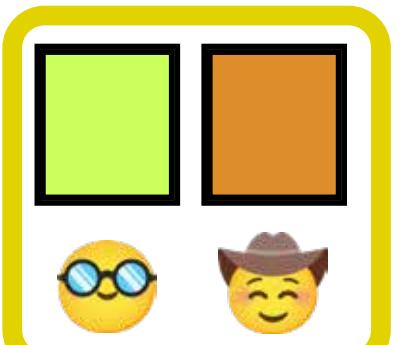
b study 4



communicate equality in each relationship



A repeated generous



A and B alternate