

## Experiment 3 Materials

### Instructions

This is a study on learning and decision-making.

Please enter FULLSCREEN mode in your browser by clicking on View > Enter Full Screen or by pressing F11 (on most PCs) or ctrl + cmd + f (on most Macs).

Please DO NOT use your browser's back or reload buttons!

Imagine that you have been put in charge of hiring a human resources consultant to advise your boss on strategy.

On each page you will see personality information about each of the candidates. Each candidate's score on each personality trait will be indicated by icons--hearts for warmth; stars for competence. On each trial you will indicate which candidate is more warm or more competent.

Note that the position of the candidates will change on each page. Please pay attention to whether the information presented corresponds to Candidate A or Candidate B!

Note also that the position of the response options at the bottom of the page will change on each page. Please pay attention to the labels of the two buttons you will be using to make choices as they will also change on each page!

You will see 30 trials like this and then make 2 decisions. It is fine if you need to take a bit of time to answer on each page. Please just do your best not to make any errors as you are responding!



Hit begin when you are ready to start.



Begin

## Experiment 3 Materials

### Warmth Exposure

**Which candidate is more warm?**



  
**Candidate B**  
Gender: Male  
Global Warmth (sincere, good-natured, warm, tolerant):  




  
**Candidate A**  
Gender: Male  
Global Warmth (sincere, good-natured, warm, tolerant):  


Candidate	Candidate
B	A

### Competence Exposure

**Which candidate is more competent?**

  
**Candidate B**  
Gender: Male  
Global Competence (competent, intelligent, confident, competitive, independent):  



  
**Candidate A**  
Gender: Male  
Global Competence (competent, intelligent, confident, competitive, independent):  


Candidate	Candidate
A	B

## Experiment 3 Materials

### Likelihood of hiring: Pity candidate

**How likely are you to hire this candidate as an HR consultant?**




**Candidate A**  
Gender: Male  
Global Competence (competent, intelligent, confident, competitive, independent):  
★★★★★  
Global Warmth (sincere, good-natured, warm, tolerant):  
★★★★★★★★★★★★★★★★★★★★

Very unlikely    Undecided    Very Likely

### Likelihood of hiring: Envy candidate

**How likely are you to hire this candidate as an HR consultant?**



**Candidate B**  
Gender: Male  
Global Competence (competent, intelligent, confident, competitive, independent):  
★★★★★★★★★★★★★★★★★★★★  
Global Warmth (sincere, good-natured, warm, tolerant):  
★★★★

Very unlikely    Undecided    Very Likely

## Experiment 3 Materials

### Demographics

**Please enter the following information:**

What is your age?\*

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With which gender do you most identify?\*

☐ Male

☐ Female

☐ Not otherwise specified

☐ I do not wish to provide this information

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With which race/ethnicity do you most identify?\*

☐ American Indian or Alaska Native

☐ Asian

☐ Black or African-American

☐ Native Hawaiian or Other Pacific Islander

☐ White

☐ Other

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Continue