Informed Consent

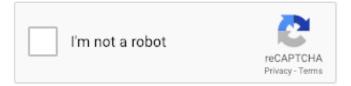
We are interested in people's natural responses to various scenarios and their thoughts and feelings on some issues. In this study that takes about 15-25 minutes, you will be asked to respond to a given scenario and you will also answer some survey questions.

We respect your confidentiality. Your responses will only be used for the purposes of this research by members of the research team.

If you would like to speak to someone about this experiment, you may email the Researcher,

If you consent to participate in this survey, please click on the button below to indicate your consent and proceed to the next page.

I consent to participate in this survey.



Scenario Instructions

On the few next pages, you will be given scenarios to read. Try to imagine how you would respond in the given scenarios.

Strategy Academic Difficulty - UES

Amelia is a college student preparing for her final examinations. She wants to do well but she previously failed her mid-term examinations. This is likely because she applied ineffective studying strategies.

What do you think Amelia should do in this situation? Please select the option which									
you think she should focus on most.									
O Keep applying her current study methods. Her results should improve over time.									
O Invest more hours into studying for the exams everyday.									
Ask other students about their study methods and try out some of them.									
O Focus on goals other than schoolwork that she is more likely to do well in.									
O Spend more time reading the textbook and course readings.									
O Identify the topics she is weak at and specifically work on them.									
Effort Academic Difficulty - UES Amelia is a college student preparing for her final examinations. She wants to do									
well but she previously failed her mid-term examinations. This is likely because she put little effort into studying.									
What do you think Amelia should do in this situation? Please select the option which you think she should focus on most.									
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	vey Software 14/7/19, 11:39 PM
0	Ask other students about their study methods and try out some of them.
0	Focus on goals other than schoolwork that she is more likely to do well in.
0	Spend more time reading the textbook and course readings.
0	Identify the topics she is weak at and specifically work on them.
St	rategy Sports Difficulty - UES
Jo	e is trying to become a finalist in a local Tennis competition and the next
co ac	mpetition is coming up in a few months. However, he has repeatedly failed to hieve this goal of entering the finals in the past few years. This is likely because his ineffective training strategy.
co acl of	hieve this goal of entering the finals in the past few years. This is likely because
co acl of	hieve this goal of entering the finals in the past few years. This is likely because his ineffective training strategy. hat do you think Joe should do in this situation? Please select the option which you
co acl of	hieve this goal of entering the finals in the past few years. This is likely because his ineffective training strategy. nat do you think Joe should do in this situation? Please select the option which you have he should focus on most.
co acl of	hieve this goal of entering the finals in the past few years. This is likely because his ineffective training strategy. In at do you think Joe should do in this situation? Please select the option which you make he should focus on most. Maintain his current practice routine. Invest more time practicing by increasing the number of weekly practice
co acl of	hieve this goal of entering the finals in the past few years. This is likely because his ineffective training strategy. In at do you think Joe should do in this situation? Please select the option which you make he should focus on most. Maintain his current practice routine. Invest more time practicing by increasing the number of weekly practice sessions.
co acl of	hieve this goal of entering the finals in the past few years. This is likely because his ineffective training strategy. Interest the option which you have a should focus on most. Maintain his current practice routine. Invest more time practicing by increasing the number of weekly practice sessions. Target his practice sessions on specific skills that he is weak at.

Joe is trying to become a finalist in a local Tennis competition and the next competition is coming up in a few months. However, he has repeatedly failed to achieve this goal of entering the finals in the past few years. This is likely because he did not put in much effort into training.

Effort Parenting Difficulty - UES

Reuben and Sarah are having a hard time discipling their child who often misbehaves. This is likely because they have not been putting enough effort into parenting.

What do you think the couple should do in this situation? Please select the option which you think they should focus on most.
 Keep trying the same parenting approaches that they believe in. Spend more time with their child. Talk to other parents and learn how they deal with misbehavior. Let school teachers help to correct their child's misbehavior. Try harder to communicate with their child. Look up recommended parenting practices and try some of them.
Strategy Diet Difficulty - UES
May has been trying to lose weight for the past few months. However, she has been largely unsuccessful because of her poor dieting strategy.
What do you think May should do in this situation? Please select the option which you think she should focus on most.
 Stick to her current diet. It just takes time. Work harder at resisting food indulgences and eat less. Learn how other people lose weight and try out different dieting methods. Stop obsessing over her weight. Spend more time exercising every week.
Reflect on the obstacles she has faced to dieting and plan around them.

Effort Diet Difficulty - UES

May has been trying to lose weight for the past few months. However, she has been largely unsuccessful because she has not put much effort into dieting.

What do you think May should do in this situation? Please select the option which you think she should focus on most.
 Stick to her current diet. It just takes time. Work harder at resisting food indulgences and eat less. Learn how other people lose weight and try out different dieting methods. Stop obsessing over her weight. Spend more time exercising every week. Reflect on the obstacles she has faced to dieting and plan around them.
Effort Teamwork Difficulty - UES
Darcie and her team failed to deliver their product on time to their client. Their client got really upset and terminated the contract. Darcie realised that her team's low effort led to the delays in production.
What do you think Darcie should do in this situation? Please select the option which you think she should focus on most.
 Continue business as usual. Motivate the team to work harder at production. Discuss methods of improving the efficiency of production with the team. Leave this ineffective team.

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O Give the team more time to complete future products.	
O Identify the specific causes of inefficiency and figure out how to improve them.	
Strategy Teamwork Difficulty - UES	
Darcie and her team failed to deliver their product on time to their client. Their client got really upset and terminated the contract. Darcie realised that her team's	i
inefficient production strategy led to the delays.	
What do you think Darcie should do in this situation? Please select the option which	
you think she should focus on most.	
O Continue business as usual.	
O Motivate the team to work harder at production.	
O Discuss methods of improving the efficiency of production with the team.	
Circuits the teams time to a second to the fathers are already	
Give the team more time to complete future products.	
O Identify the specific causes of inefficiency and figure out how to improve them.	
Strategy Sales Difficulty - UES	
Caleb started working in sales and has had difficulty meeting his monthly quota.	
This is because he has not been applying effective sales strategies.	
What do you think Caleb should do in this situation? Please select the option which	
you think he should focus on most.	
Just keep trying. His sales should improve over time.	
O Spend more time making sales pitches.	

 Learn more about the customers' needs and specifically tailor his sales pitch to them. Find a different profession that he can excel at. Work longer hours to make a higher volume of sales. Try different persuasion methods and see what works better.
Effort Sales Difficulty - UES
Caleb started working in sales and has difficulty meeting his monthly quota. This is because he has not been putting much effort into his sales.
What do you think Caleb should do in this situation? Please select the option which you think he should focus on most.
 Just keep trying. His sales should improve over time. Spend more time making sales pitches. Learn more about the customers' needs and specifically tailor his sales pitch to them. Find a different profession that he can excel at. Work longer hours to make a higher volume of sales. Try different persuasion methods and see what works better.
Strategy Relationship Difficulty - UES
Jacob and Martha both feel that their relationship have not been going well. This is probably because they have not been working on their relationship effectively.

What do you think the couple should do in this situation? Please select the option

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which you think they should focus on most. O Just keep trying. The relationship will improve if they persist. O Devote more quality time to doing things together. O Have discussions to find ways of making each other happier. O They should break off the relationship. O Invest more time and energy into the relationship. Read self-help books to learn ways of improving the relationship. **Effort Relationship Difficulty - UES** Jacob and Martha both feel that their relationship have not been going well. This is probably because they have not been putting enough effort into the relationship. What do you think the couple should do in this situation? Please select the option which you think they should focus on most. O Just keep trying. The relationship will improve if they persist. O Devote more quality time to doing things together. Have discussions to find ways of making each other happier. O They should break off the relationship. Invest more time and energy into the relationship. Read self-help books to learn ways of improving the relationship.

Strategy Academic Difficulty - USE

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Amelia is a college student preparing for her final examinations. She wants to do

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well but she previously failed her mid-term examinations. This is likely because she applied ineffective studying strategies.

What do you think Amelia should do in this situation? Please select the option which you think she should focus on most. O Keep applying her current study methods. Her results should improve over Ask other students about their study methods and try out some of them. Invest more hours into studying for the exams everyday. O Focus on goals other than schoolwork that she is more likely to do well in. O Identify the topics she is weak at and specifically work on them. O Spend more time reading the textbook and course readings. **Effort Academic Difficulty - USE** Amelia is a college student preparing for her final examinations. She wants to do well but she previously failed her mid-term examinations. This is likely because she put little effort into studying. What do you think Amelia should do in this situation? Please select the option which you think she should focus on most. Keep applying her current study methods. Her results should improve over time. Ask other students about their study methods and try out some of them. Invest more hours into studying for the exams everyday. Focus on goals other than schoolwork that she is more likely to do well in. O Identify the topics she is weak at and specifically work on them.

Spend more time reading the textbook and course readings.

Strategy Sports Difficulty - USE

Joe is trying to become a finalist in a local Tennis competition and the next competition is coming up in a few months. However, he has repeatedly failed to achieve this goal of entering the finals in the past few years. This is likely because of his ineffective training strategy.

What do you think Joe should do in this situation? Please select the option which you think he should focus on most.

Maintain his current practice routine.

\bigcirc	Invest more time practicing by increasing the number of weekly practice
	sessions.

0	Study the	games	he	lost	and	work	on	his	weakn	esses.
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(Increase th	e intensity	/ and	difficulty	/ levels	of his	training	sessions
•	morease m	CHILCHSIL	and	unincuity		OI IIIO	uaning	303310113.

O Target his practice sessions on specific skills that he is weak at.

Effort Sports Difficulty - USE

Joe is trying to become a finalist in a local Tennis competition and the next competition is coming up in a few months. However, he has repeatedly failed to achieve this goal of entering the finals in the past few years. This is likely because he did not put in much effort into training.

What do you think Joe should do in this situation? Please select the option which you think he should focus on most.

 Maintain his current practice routine. Target his practice sessions on specific skills that he is weak at. Invest more time practicing by increasing the number of weekly practice sessions. Focus on having fun rather than winning the competition. Study the games he lost and work on his weaknesses. Increase the intensity and difficulty levels of his training sessions. 	
Strategy Parenting Difficulty - USE	
Reuben and Sarah are having a hard time discipling their child who often misbehaves. This is likely because they have not been using good parenting strategies.	
What do you think the couple should do in this situation? Please select the option which you think they should focus on most.	
 Keep trying the same parenting approaches that they believe in. Talk to other parents and learn how they deal with misbehavior. Spend more time with their child. Let school teachers help to correct their child's misbehavior. Look up recommended parenting practices and try some of them. Try harder to communicate with their child. 	
Effort Parenting Difficulty - USE	

Reuben and Sarah are having a hard time discipling their child who often misbehaves. This is likely because they have not been putting enough effort into parenting.

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What do you think the couple should do in this situation? Please select the option which you think they should focus on most.
 Keep trying the same parenting approaches that they believe in. Talk to other parents and learn how they deal with misbehavior. Spend more time with their child. Let school teachers help to correct their child's misbehavior. Look up recommended parenting practices and try some of them. Try harder to communicate with their child.
Strategy Diet Difficulty - USE
May has been trying to lose weight for the past few months. However, she has been largely unsuccessful because of her poor dieting strategy.
What do you think May should do in this situation? Please select the option which you think she should focus on most.
O Stick to her current diet. It just takes time.
O Learn how other people lose weight and try out different dieting methods.
O Work harder at resisting food indulgences and eat less.
Stop obsessing over her weight.
 Reflect on the obstacles she has faced to dieting and plan around them. Spend more time exercising every week.

Effort Diet Difficulty - USE

May has been trying to lose weight for the past few months. However, she has

been largely unsuccessful because she has not put much effort into dieting.

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Stick to her current diet. It just takes time. Learn how other people lose weight and try out different dieting methods. Work harder at resisting food indulgences and eat less. Stop obsessing over her weight. Reflect on the obstacles she has faced to dieting and plan around them. Spend more time exercising every week.
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Effort Teamwork Difficulty - USE

Darcie and her team failed to deliver their product on time to their client. Their client got really upset and terminated the contract. Darcie realised that her team's low effort led to the delays in production.

\ \ /h	at do you think Darois should do in this situation? Places salest the ention which
	at do you think Darcie should do in this situation? Please select the option which
you	think she should focus on most.
0	Continue business as usual.
0	Discuss methods of improving the efficiency of production with the team.
0	Motivate the team to work harder at production.
0	Leave this ineffective team.
0	Identify the specific causes of inefficiency and figure out how to improve them.
0	Give the team more time to complete future products.
Str	rategy Sales Difficulty - USE
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	leb started working in sales and has had difficulty meeting his monthly quota. s is because he has not been applying effective sales strategies.
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Wh	at do you think Caleb should do in this situation? Please select the option which
you	think he should focus on most.
\bigcirc	Just keep trying. His cales should improve over time
	Just keep trying. His sales should improve over time.
O	Learn more about the customers' needs and specifically tailor his sales pitch to them.
0	Spend more time making sales pitches.
0	Find a different profession that he can excel at.
0	Try different persuasion methods and see what works better.
\bigcirc	Work longer hours to make a higher volume of sales.

Effort Sales Difficulty - USE

Caleb started working in sales and has difficulty meeting his monthly quota. This is because he has not been putting much effort into his sales.

What do you think Caleb should do in this situation? Please select the option which you think he should focus on most.
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Strategy Relationship Difficulty - USE
Jacob and Martha both feel that their relationship have not been going well. This is probably because they have not been working on their relationship effectively.
What do you think the couple should do in this situation? Please select the option which you think they should focus on most.
 Just keep trying. The relationship will improve if they persist. Have discussions to find ways of making each other happier. Devote more quality time to doing things together.

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O They should break off the relationship.	
O Read self-help books to learn ways of improving the re	elationship.
O Invest more time and energy into the relationship.	
Effort Relationship Difficulty - USE	
Jacob and Martha both feel that their relationship have is probably because they have not been putting enoug relationship.	
is probably because they have not been putting enoug	h effort into the
is probably because they have not been putting enoug relationship.	h effort into the
is probably because they have not been putting enough relationship. What do you think the couple should do in this situation?	h effort into the Please select the option
is probably because they have not been putting enough relationship. What do you think the couple should do in this situation? which you think they should focus on most.	h effort into the Please select the option persist.
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is probably because they have not been putting enough relationship. What do you think the couple should do in this situation? which you think they should focus on most. O Just keep trying. The relationship will improve if they property they are the couple should have discussions to find ways of making each other have discussions to find the couple each other have discussions to find the couple each other have discussions to find the couple each other have discussed the coup	h effort into the Please select the option persist.
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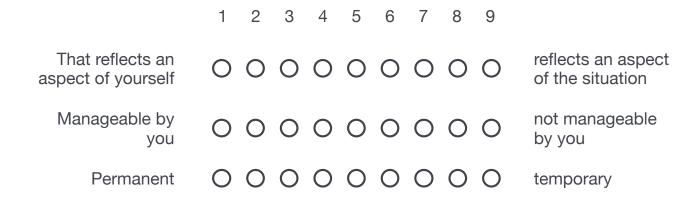
Attribution Scale Instructions

On the next few pages, you will be presented with two causes of success and failure in achievement-related situations: effort and strategy. You will be asked to respond based on what you think about these two causes.

Effort Dimensions

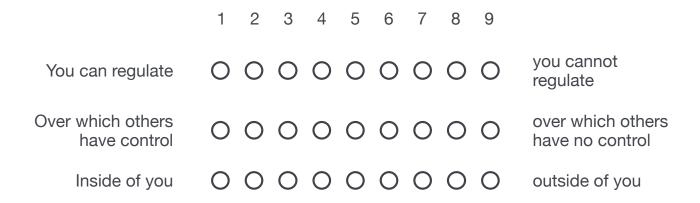
If you failed something because of a lack of effort,

Is effort something:



If you failed something because of a lack of effort,

Is effort something:



If you failed something because of a lack of effort,

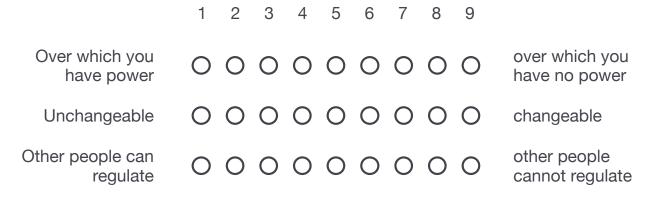
Is effort something:

1 2 3 4 5 6 7 8 9

Stable over time	0	0	0	0	0	0	0	0	0	variable over time
Under the power of other people	0	0	0	0	0	0	0	0	0	not under the power of other people
Something about you	0	0	0	0	0	0	0	0	0	something about others

If you failed something because of a lack of effort,

Is effort something:



Strategy Dimensions

If you failed something because of a lack of strategy,

Is strategy something:

	1	2	3	4	5	6	7	8	9	
That reflects an aspect of yourself	0	0	0	0	0	0	0	0	0	reflects an aspect of the situation
Manageable by you	0	0	0	0	0	0	0	0	0	not manageable by you

ualtrics Survey Software										14/7/19, 11:39 PM
Permanent	0	0	0	0	0	0	0	0	0	temporary
If you failed something	na he	ecal.	ise (of a	lack	of s	trate	eav		
ii you iailoa comoaiii	ig b	Jour	.00)	idort	01 0	, ci a ci	9,		
Is your strategy sor	neth	ing:								
	1	2	3	4	5	6	7	8	9	
You can regulate	0	0	0	0	0	0	0	0	0	you cannot regulate
Over which others have control	0	0	0	0	0	0	0	0	0	over which others have no control
Inside of you	\circ	\bigcirc	\bigcirc	\bigcirc	0	\bigcirc	\bigcirc	\bigcirc	\bigcirc	outside of you
include of you										catolac of you
If you failed something	ng be	ecau	ise d	of a	lack	of s	trate	egy,		
Is your strategy sor	neth	ina								
is your strategy sor	iio tii	mg.								
	1	2	3	4	5	6	7	8	9	
Stable over time	0	0	0	0	0	0	0	0	0	variable over time
Under the power	\circ	\bigcirc	0	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc	not under the power of other
of other people										people
Something about	0	0	0	0	0	0	0	0	0	something about others
you										Outers

If you failed something because of a lack of strategy,

Is your strategy something:

Qualtrics Survey Software 14/7/19, 11:39 PM 1 2 3 4 5 6 7 Over which you 00000000 over which you have power have no power 000000000 Unchangeable changeable Other people can other people 00000000 regulate cannot regulate **Demographics** This is the final part of the survey. Please share with us a little bit about your background. What is your gender? O Male O Female Other What is your race/ ethnicity? You may select more than one if you identify with more than one. ☐ White Hispanic/Latino Black/African American Native American/American Indian Asian/Pacific Islander Other, please specify

What is your age in years, as of 1st January 2019?
n your own schooling, what is the <u>highest</u> degree you have received?
C Elementary School
Middle School
High School
Some College
College Degree
Masters Degree
Professional Degree (e.g., J.D., Ph.D.)

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