INSTRUCTIONS FOR STUDY 1: SEMANTIC SIMILARITY STUDY

WELCOME

| Please read these instructions very carefully. |
|---|
| Thank you for participating in our study. |
| Before we begin, please answer the following demographic questions. |
| How old are you (in years)? |
| What is your ethnicity? |
| ○ White (1) |
| O Hispanic-Latino (2) |
| O Native American (3) |
| O Black (4) |
| O Asian (5) |
| Other (6) |
| What is your gender? |
| ○ Man (1) |
| ○ Woman (2) |
| Other (3) |
| |

Below is a pair of words or phrases. Please rate how similar they are to each other in meaning.

A new word pair will be shown automatically after you select an answer.

| | Influence | VS. | Threat | | |
|-----------------------------------|-----------|-----|--------|---|---|
| 1 - Not at all similar in meaning | 3 | 4 | 5 | 6 | 7 - Extremely similar in meaning |

[The 351 word pairs rated are as follows]

| 4 | Otativa | Deputation |
|-----|---------|------------------------|
| 1. | Status | Reputation |
| 2. | Status | Influence |
| 3. | Status | Decision-Making Impact |
| 4. | Status | Attended To |
| 5. | Status | Being the Leader |
| 6. | Status | In Charge |
| 7. | Status | Prestige |
| 8. | Status | Respect |
| 9. | Status | Admiration |
| 10. | Status | Reverence |
| 11. | Status | Success |
| 12. | Status | Skills |
| 13. | Status | Expertise |
| 14. | Status | Competence |
| 15. | Status | Recognition |
| 16. | Status | Achievement |
| 17. | Status | Dominance |
| 18. | Status | Coercion |
| 19. | Status | Force |
| 20. | Status | Threat |
| 21. | Status | Intimidation |
| 22. | Status | Fear |
| 23. | Status | Aggression |
| 24. | Status | Control |
| | | |

| 25. | Status | Authority |
|-----|------------|-----------|
| 26. | Status | Bully |
| 27. | Reputation | Influence |
| | | |

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28. Reputation **Decision-Making Impact**

29. Reputation Attended To 30. Reputation Being the Leader

In Charge 31. Reputation 32. Prestige Reputation 33. Reputation Respect 34. Reputation Admiration 35. Reputation Reverence 36. **Success** Reputation 37. Skills Reputation 38. Reputation Expertise 39. Reputation Competence 40. Reputation Recognition 41. Reputation Achievement 42. Reputation **Dominance** 43. Reputation Coercion

44. Reputation Force

45. Reputation **Threat**

46. Reputation Intimidation 47. Reputation Fear

48. Reputation Aggression 49. Control Reputation 50. Authority Reputation 51. Reputation Bully

52. Influence **Decision-Making Impact**

Attended To 53. Influence 54. Influence Being the Leader

55. Influence In Charge 56. Prestige Influence 57. Influence Respect 58. Influence Admiration 59. Influence Reverence 60. Influence Success 61. Influence Skills 62. Influence Expertise 63. Influence Competence 64. Influence Recognition 65. Influence Achievement 66. Influence **Dominance** 67. Influence Coercion

| 68. | Influence | Force |
|------|------------------------|------------------|
| 69. | Influence | Threat |
| 70. | Influence | Intimidation |
| 71. | Influence | Fear |
| 72. | Influence | Aggression |
| 73. | Influence | Control |
| 74. | Influence | Authority |
| 75. | Influence | Bully |
| 76. | Decision-Making Impact | Attended To |
| 77. | Decision-Making Impact | Being the Leader |
| 78. | Decision-Making Impact | In Charge |
| 79. | Decision-Making Impact | Prestige |
| 80. | Decision-Making Impact | Respect |
| 81. | Decision-Making Impact | Admiration |
| 82. | Decision-Making Impact | Reverence |
| 83. | Decision-Making Impact | Success |
| 84. | Decision-Making Impact | Skills |
| 85. | Decision-Making Impact | Expertise |
| 86. | Decision-Making Impact | Competence |
| 87. | Decision-Making Impact | Recognition |
| 88. | Decision-Making Impact | Achievement |
| 89. | Decision-Making Impact | Dominance |
| 90. | Decision-Making Impact | Coercion |
| 91. | Decision-Making Impact | Force |
| 92. | Decision-Making Impact | Threat |
| 93. | Decision-Making Impact | Intimidation |
| 94. | Decision-Making Impact | Fear |
| 95. | Decision-Making Impact | Aggression |
| 96. | Decision-Making Impact | Control |
| 97. | Decision-Making Impact | Authority |
| 98. | Decision-Making Impact | Bully |
| 99. | Attended To | Being the Leader |
| 100. | Attended To | In Charge |
| 101. | Attended To | Prestige |
| 102. | Attended To | Respect |
| 103. | Attended To | Admiration |
| 104. | Attended To | Reverence |
| 105. | Attended To | Success |
| 106. | Attended To | Skills |
| 107. | Attended To | Expertise |
| 108. | Attended To | Competence |
| 109. | Attended To | Recognition |
| 110. | Attended To | Achievement |
| - | | |

| 111. | Attended To | Dominance |
|------|------------------|--------------|
| 112. | Attended To | Coercion |
| 113. | Attended To | Force |
| 114. | Attended To | Threat |
| 115. | Attended To | Intimidation |
| 116. | Attended To | Fear |
| 117. | Attended To | Aggression |
| 118. | Attended To | Control |
| 119. | Attended To | Authority |
| 120. | Attended To | Bully |
| 121. | Being the Leader | In Charge |
| 122. | Being the Leader | Prestige |
| 123. | Being the Leader | Respect |
| 124. | Being the Leader | Admiration |
| 125. | Being the Leader | Reverence |
| 126. | Being the Leader | Success |
| 127. | Being the Leader | Skills |
| 128. | Being the Leader | Expertise |
| 129. | Being the Leader | Competence |
| 130. | Being the Leader | Recognition |
| 131. | Being the Leader | Achievement |
| 132. | Being the Leader | Dominance |
| 133. | Being the Leader | Coercion |
| 134. | Being the Leader | Force |
| 135. | Being the Leader | Threat |
| 136. | Being the Leader | Intimidation |
| 137. | Being the Leader | Fear |
| 138. | Being the Leader | Aggression |
| 139. | Being the Leader | Control |
| 140. | Being the Leader | Authority |
| 141. | Being the Leader | Bully |
| 142. | In Charge | Prestige |
| 143. | In Charge | Respect |
| 144. | In Charge | Admiration |
| 145. | In Charge | Reverence |
| 146. | In Charge | Success |
| 147. | In Charge | Skills |
| 148. | In Charge | Expertise |
| 149. | In Charge | Competence |
| 150. | In Charge | Recognition |
| 151. | In Charge | Achievement |
| 152. | In Charge | Dominance |
| 153. | In Charge | Coercion |
| | | |

| 154. | In Charge | Force |
|------|-----------|--------------|
| 155. | In Charge | Threat |
| 156. | In Charge | Intimidation |
| 157. | In Charge | Fear |
| 158. | In Charge | Aggression |
| 159. | In Charge | Control |
| 160. | In Charge | Authority |
| 161. | In Charge | Bully |
| 162. | Prestige | Respect |
| 163. | Prestige | Admiration |
| 164. | Prestige | Reverence |
| 165. | Prestige | Success |
| 166. | Prestige | Skills |
| 167. | Prestige | Expertise |
| 168. | Prestige | Competence |
| 169. | Prestige | Recognition |
| 170. | Prestige | Achievement |
| 171. | Prestige | Dominance |
| 172. | Prestige | Coercion |
| 173. | Prestige | Force |
| 174. | Prestige | Threat |
| 175. | Prestige | Intimidation |
| 176. | Prestige | Fear |
| 177. | Prestige | Aggression |
| 178. | Prestige | Control |
| 179. | Prestige | Authority |
| 180. | Prestige | Bully |
| 181. | Respect | Admiration |
| 182. | Respect | Reverence |
| 183. | Respect | Success |
| 184. | Respect | Skills |
| 185. | Respect | Expertise |
| 186. | Respect | Competence |
| 187. | Respect | Recognition |
| 188. | Respect | Achievement |
| 189. | Respect | Dominance |
| 190. | Respect | Coercion |
| 191. | Respect | Force |
| 192. | Respect | Threat |
| 193. | Respect | Intimidation |
| 194. | Respect | Fear |
| 195. | Respect | Aggression |
| 196. | Respect | Control |
| | | |

| 107 | Dognost | A uthority |
|--------------|--------------------|--------------|
| 197. 198. | Respect | Authority |
| | Respect Admiration | Bully |
| 199. | | Reverence |
| 200. | Admiration | Success |
| 201. | Admiration | Skills |
| 202. | | Expertise |
| 203. | | Competence |
| 204. | | Recognition |
| 205. | Admiration | Achievement |
| 206. | | Dominance |
| 207. | Admiration | Coercion |
| 208. | | Force |
| 209. | Admiration | Threat |
| 210. | Admiration | Intimidation |
| 211. | Admiration | Fear |
| 212. | Admiration | Aggression |
| 213. | Admiration | Control |
| 214. | Admiration | Authority |
| 215. | Admiration | Bully |
| 216. | Reverence | Success |
| 217. | Reverence | Skills |
| 218. | Reverence | Expertise |
| 219. | Reverence | Competence |
| 220. | Reverence | Recognition |
| 221. | Reverence | Achievement |
| 222. | Reverence | Dominance |
| 223. | Reverence | Coercion |
| 224. | Reverence | Force |
| 225. | Reverence | Threat |
| 226. | Reverence | Intimidation |
| 227. | Reverence | Fear |
| 228. | Reverence | Aggression |
| 229. | Reverence | Control |
| 230. | Reverence | Authority |
| 231. | Reverence | Bully |
| 232. | Success | Skills |
| 233. | Success | Expertise |
| 234. | Success | Competence |
| 235. | Success | Recognition |
| 236. | Success | Achievement |
| 237. | Success | Dominance |
| 238. | Success | Coercion |
| 239. | Success | Force |
| | | |

| 240. | Success | Threat |
|------|------------|--------------|
| 241. | Success | Intimidation |
| 242. | Success | Fear |
| 243. | Success | Aggression |
| 244. | Success | Control |
| 245. | Success | Authority |
| 246. | Success | Bully |
| 247. | Skills | Expertise |
| 248. | Skills | Competence |
| 249. | Skills | Recognition |
| 250. | Skills | Achievement |
| 251. | Skills | Dominance |
| 252. | Skills | Coercion |
| 253. | Skills | Force |
| 254. | Skills | Threat |
| 255. | Skills | Intimidation |
| 256. | Skills | Fear |
| 257. | Skills | Aggression |
| 258. | Skills | Control |
| 259. | Skills | Authority |
| 260. | Skills | Bully |
| 261. | Expertise | Competence |
| 262. | Expertise | Recognition |
| 263. | Expertise | Achievement |
| 264. | Expertise | Dominance |
| 265. | Expertise | Coercion |
| 266. | Expertise | Force |
| 267. | Expertise | Threat |
| 268. | Expertise | Intimidation |
| 269. | Expertise | Fear |
| 270. | Expertise | Aggression |
| 271. | Expertise | Control |
| 272. | Expertise | Authority |
| 273. | Expertise | Bully |
| 274. | Competence | Recognition |
| 275. | Competence | Achievement |
| 276. | Competence | Dominance |
| 277. | Competence | Coercion |
| 278. | Competence | Force |
| 279. | Competence | Threat |
| 280. | Competence | Intimidation |
| 281. | Competence | Fear |
| 282. | Competence | Aggression |
| | | |

| 283. | Competence | Control |
|------|-------------|--------------|
| 284. | Competence | Authority |
| 285. | Competence | Bully |
| 286. | Recognition | Achievement |
| 287. | Recognition | Dominance |
| 288. | Recognition | Coercion |
| 289. | Recognition | Force |
| 290. | Recognition | Threat |
| 291. | Recognition | Intimidation |
| 292. | Recognition | Fear |
| 293. | Recognition | Aggression |
| 294. | Recognition | Control |
| 295. | Recognition | Authority |
| 296. | Recognition | Bully |
| 297. | Achievement | Dominance |
| 298. | Achievement | Coercion |
| 299. | Achievement | Force |
| 300. | Achievement | Threat |
| 301. | Achievement | Intimidation |
| 302. | Achievement | Fear |
| 303. | Achievement | Aggression |
| 304. | Achievement | Control |
| 305. | Achievement | Authority |
| 306. | Achievement | Bully |
| 307. | Dominance | Coercion |
| 308. | Dominance | Force |
| 309. | Dominance | Threat |
| 310. | Dominance | Intimidation |
| 311. | Dominance | Fear |
| 312. | Dominance | Aggression |
| 313. | Dominance | Control |
| 314. | Dominance | Authority |
| 315. | Dominance | Bully |
| 316. | Coercion | Force |
| 317. | Coercion | Threat |
| 318. | Coercion | Intimidation |
| 310 | Coercion | Fear |

319. Coercion Fear 320. Aggression Coercion 321. Coercion Control 322. Coercion Authority Bully 323. Coercion 324. Force Threat 325. Force Intimidation

| 326. | Force | Fear |
|------|--------------|--------------|
| 327. | Force | Aggression |
| 328. | Force | Control |
| 329. | Force | Authority |
| 330. | Force | Bully |
| 331. | Threat | Intimidation |
| 332. | Threat | Fear |
| 333. | Threat | Aggression |
| 334. | Threat | Control |
| 335. | Threat | Authority |
| 336. | Threat | Bully |
| 337. | Intimidation | Fear |
| 338. | Intimidation | Aggression |
| 339. | Intimidation | Control |
| 340. | Intimidation | Authority |
| 341. | Intimidation | Bully |
| 342. | Fear | Aggression |
| 343. | Fear | Control |
| 344. | Fear | Authority |
| 345. | Fear | Bully |
| 346. | Aggression | Control |
| 347. | Aggression | Authority |
| 348. | Aggression | Bully |
| 349. | Control | Authority |
| 350. | Control | Bully |
| 351. | Authority | Bully |
| | | |

Were there any problems or errors, or any part that was confusing?