**New (Shorter) Protocol:**

1. Prior to running participant, make sure to:
   1. Login to Qualtrics and pull up the survey (”whatever the name is”).
   2. Fill out the sign-in sheet
2. When participant enters the room, seat them in front of the computer and have them read over and accept the informed consent on Qualtrics.
3. Once informed consent is accepted, hand participants the sample sheet of example questions with answers and instructions. Then, read the following:

*I’m going to read a script and it’s very important that you listen* [pause -make sure they’re paying attention]. *In addition to the instructions that I will be explaining, you will be allowed to use the example sheet that was given to you as a reference throughout the duration of the experiment. You are about to respond to 45 questions on the computer. In these questions, you will be asked to rate how desirable or undesirable, in the U.S., a characteristic is.*

*Please take a look at Example Item 1.* [pause -point to Example Item 1 on the sample sheet]. *In this example, you are being asked to rate how desirable it is for a person to be in the top 30% of people who get irritated by people who ask favors of them. This means that when asked for a favor, this person – because they display an above average concentration of this characteristic – is a bit likely to get irritated. In the U.S., it is quite undesirable for someone to get irritated when someone asks a favor of them.*

*Now, please take a look at Example Item 2.* [pause -point to Example Item 2 on the sample sheet]. *In this example, you are being asked to rate how desirable it is for a person to be in the bottom 1% of people who get irritated by people who ask favors of them. This means that when asked for a favor, this person* *-because they display an extremely low concentration of this characteristic - will be very unlikely not get irritated when someone asks a favor of them. In the U.S., it is typically very desirable for someone to not get irritated when people ask favors of them.*

*At this point in time, I ask that you walk me through the next three examples given on the sheet. Please read the characteristic and the rating provided for each characteristic out loud. Walk the administrator through you rational for the answer. Please begin with Example Item 3.* [pause -point to Example Item 3. Allow the participant to formulate a rationale for the characteristic and rating provided. If correct, move onto the next example until completion of Example Item 5 is reached. If incorrect, go over the rationale and explain to the participant in a similar manner to the rationale explanations given for Example Items 1 and 2]

Once Example Items 1-5 have been completed, please say the following:

*We ask that you do not leave the room during the study. Your responses will be timed; because of this, we ask that you answer as quickly and accurately as possible. Once you provide a response, the questionnaire will automatically move on to the next characteristic; there* ***will not*** *be a break between ratings. We will now begin the assessment – the first two sets of ratings are meant to be made collectively, so I will help you with 10 computer administered items, but then you will be asked to complete the ratings on your own.*

1. Wait for the participant to come get you and/or signal that they are finished. Once checking that the Qualtrics survey has been completed, let the participant know that they are free to go.

When the experiment is over:

1. Go into SONA and grant credit or no-show status.

**Edward’s Condition:**

1. Prior to running participant, make sure to:
   1. Login to Qualtrics and pull up the Edwards questionnaire.
2. When participant enters the room, seat them in front of the computer and have them read over and accept the informed consent on Qualtrics.
3. Once informed consent is accepted, hand participants the sample sheet of example questions with answers and instructions. Then, read the following:

*I’m going to read a script and it’s very important that you listen* [pause -make sure they’re paying attention]. *In addition to the instructions that I will be explaining, you will be allowed to use the sample sheet that was given to you as a reference throughout the duration of the experiment. You are about to respond to a 300-item personality questionnaire on the computer. In this task, you will be asked to rate how desirable or undesirable, in the U.S., a characteristic is in an individual.*

*Please take a look at Example 1.* [pause -point to Example 1 on the sample sheet]. *In this example, you are being asked to rate how desirable it is for a person to get angry about others asking favors of them, where a 1 means that you believe this characteristic is Extremely Undesirable, and a 9 means that you believe this characteristic is Extremely Desirable. This means that, when someone asks this person for a favor, there is a chance that this person may act angry about being asked, but not always. In the U.S., it is typically somewhat undesirable to be irritated when someone asks a favor of you.*

*We ask that you do not leave the room during the study; if you need to use the restroom, we ask that you do so now. We also ask that all devices are silenced at this point in time* [pause -make sure participant turns their phone on silent]. *Your responses will be timed; because of this, we ask that you answer as quickly and accurately as possible. Once you provide a response, the questionnaire will automatically move on to the next characteristic; there* ***will not*** *be a break between ratings. You will not be allowed to ask the administrator questions during the assessment, however, you will be allowed to refer to the sample sheet at any point in time. Before we begin the assessment, do you have any questions?* [Pause -allow the participant to ask any questions at this point in time]. *We will now begin the assessment.*

1. Wait for the participant to come get you and/or signal that they are finished. Once checking that the Qualtrics survey has been completed, let the participant know that they are free to go.

When the experiment is over:

1. Go into SONA and grant credit or no-show status.