

# BOYS - SCRIPT 1

## Reputationally Motivated Student Described First

### GENERAL INSTRUCTIONS:

Make sure to gender match the script/dolls to the participant! Always place the doll with the blue shirt on the left and the doll with the green shirt on the right (from the participant's perspective).

**You should always describe the doll on the left (from the participant's perspective) first** – so, in the “Sam First” script, Sam would be the doll on the left, and in the “Jessie First” script, Jessie would be the doll on the left.

**\*\*\*SO, FOR THIS CONDITION, THE PARTICIPANT SHOULD SEE THIS\*\*\*:**



**SAM**



**JESSIE**

### SCRIPT:

I'm going to tell you a story about two students, Sam (point) and Jessie (point), who are in the same class.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of him. He wants *everyone* to think he gets the best grades in the class and that he's really smart.

This is Jessie (point to doll throughout description). Jessie *doesn't really care* about what other people think of him. He wants to learn a lot and do his best job on every assignment.

Today, Sam (point) and Jessie (point) each took a test and found out that they did badly. So Sam (point) did badly on the test and Jessie (point) did badly on the test.

At recess, a classmate came up to Sam (point) and Jessie (point) and asked each of them how they did on the test. One of these boys (gesture toward dolls) lied and said he did great on the test.

**Q1:** Which boy lied? Sam (point) or Jessie (point)?

*\*Note: For all questions, if the child answers “both” or “neither,” encourage them to choose one (e.g., “If you had to choose **one**, who do you think raised his hand? Sam or Jessie?”)*

### **Exploratory questions:**

A few days later, imagine that Sam (point) and Jessie (point) have homework to do. They both know their teacher never checks or grades homework.

**Q2:** Who will get the most questions right on their homework? Sam (point) or Jessie (point)?

**Q3:** Who will spend more time on their homework? Sam (point) or Jessie (point)?

# BOYS - SCRIPT 2

## Intrinsically Motivated Student Described First

### GENERAL INSTRUCTIONS:

Make sure to gender match the script/dolls to the participant! Always place the doll with the blue shirt on the left and the doll with the green shirt on the right (from the participant's perspective).

**You should always describe the doll on the left (from the participant's perspective) first** – so, in the “Sam First” script, Sam would be the doll on the left, and in the “Jessie First” script, Jessie would be the doll on the left.

**\*\*\*SO, FOR THIS CONDITION, THE PARTICIPANT SHOULD SEE THIS\*\*\*:**



JESSIE



SAM

### SCRIPT:

I'm going to tell you a story about two students, Jessie (point) and Sam (point), who are in the same class.

This is Jessie (point to doll throughout description). Jessie *doesn't really care* about what other people think of him. He wants to learn a lot and do his best job on every assignment.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of him. He wants *everyone* to think he gets the best grades in the class and that he's really smart.

Today, Jessie (point) and Sam (point) each took a test and found out that they did badly. So Jessie (point) did badly on the test and Sam (point) did badly on the test.

At recess, a classmate came up to Jessie (point) and Sam (point) and asked each of them how they did on the test. One of these boys (gesture toward dolls) lied and said he did great on the test.

**Q1:** Which boy lied? Jessie (point) or Sam (point)?

*\*Note: For all questions, if the child answers “both” or “neither,” encourage them to choose one (e.g., “If you had to choose **one**, who do you think raised his hand? Jessie or Sam?”)*

### **Exploratory questions:**

A few days later, imagine that Jessie (point) and Sam (point) have homework to do. They both know their teacher never checks or grades homework.

**Q2:** Who will get the most questions right on their homework? Jessie (point) or Sam (point)?

**Q3:** Who will spend more time on their homework? Jessie (point) or Sam (point)?

# GIRLS - SCRIPT 1

## Reputationally Motivated Student Described First

### GENERAL INSTRUCTIONS:

Make sure to gender match the script/dolls to the participant! Always place the doll with the blue shirt on the left and the doll with the green shirt on the right (from the participant's perspective).

**You should always describe the doll on the left (from the participant's perspective) first** – so, in the “Sam First” script, Sam would be the doll on the left, and in the “Jessie First” script, Jessie would be the doll on the left.

**\*\*\*SO, FOR THIS CONDITION, THE PARTICIPANT SHOULD SEE THIS\*\*\*:**



SAM



JESSIE

### SCRIPT:

I'm going to tell you a story about two students, Sam (point) and Jessie (point), who are in the same class.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of her. She wants *everyone* to think she gets the best grades in the class and that she's really smart.

This is Jessie (point to doll throughout description). Jessie *doesn't really care* about what other people think of her. She wants to learn a lot and do her best job on every assignment.

Today, Sam (point) and Jessie (point) each took a test and found out that they did badly. So Sam (point) did badly on the test and Jessie (point) did badly on the test.

At recess, a classmate came up to Sam (point) and Jessie (point) and asked each of them how they did on the test. One of these girls (gesture toward dolls) lied and said she did great on the test.

**Q1:** Which girl lied? Sam (point) or Jessie (point)?

\*Note: For all questions, if the child answers “both” or “neither,” encourage them to choose one (e.g., “If you had to choose **one**, who do you think raised her hand? Sam or Jessie?”)

### **Exploratory questions:**

A few days later, imagine that Sam (point) and Jessie (point) have homework to do. They both know their teacher never checks or grades homework.

**Q2:** Who will get the most questions right on their homework? Sam (point) or Jessie (point)?

**Q3:** Who will spend more time on their homework? Sam (point) or Jessie (point)?

# GIRLS - SCRIPT 2

## Intrinsically Motivated Student Described First

### GENERAL INSTRUCTIONS:

Make sure to gender match the script/dolls to the participant! Always place the doll with the blue shirt on the left and the doll with the green shirt on the right (from the participant's perspective).

**You should always describe the doll on the left (from the participant's perspective) first** – so, in the “Sam First” script, Sam would be the doll on the left, and in the “Jessie First” script, Jessie would be the doll on the left.

**\*\*\*SO, FOR THIS CONDITION, THE PARTICIPANT SHOULD SEE THIS\*\*\*:**



JESSIE



SAM

### SCRIPT:

I'm going to tell you a story about two students, Jessie (point) and Sam (point), who are in the same class.

This is Jessie (point to doll throughout description). Jessie *doesn't really care* about what other people think of her. She wants to learn a lot and do her best job on every assignment.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of her. She wants *everyone* to think she gets the best grades in the class and that she's really smart.

Today, Jessie (point) and Sam (point) each took a test and found out that they did badly. So Jessie (point) did badly on the test and Sam (point) did badly on the test.

At recess, a classmate came up to Jessie (point) and Sam (point) and asked each of them how they did on the test. One of these girls (gesture toward dolls) lied and said she did great on the test.

**Q1:** Which girl lied? Jessie (point) or Sam (point)?

\*Note: For all questions, if the child answers “both” or “neither,” encourage them to choose one (e.g., “If you had to choose **one**, who do you think raised her hand? Jessie or Sam?”)

### **Exploratory questions:**

A few days later, imagine that Jessie (point) and Sam (point) have homework to do. They both know their teacher never checks or grades homework.

**Q2:** Who will get the most questions right on their homework? Jessie (point) or Sam (point)?

**Q3:** Who will spend more time on their homework? Jessie (point) or Sam (point)?