**BOYS - SCRIPT 1**

**Reputationally Motivated Student Described First**

**GENERAL INSTRUCTIONS:**

Make sure to gender match the script/dolls to the participant!

**You should always describe the doll on the left (from the participant’s perspective) first**.

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

** **

I'm going to tell you a story about two boys, Sam (point) and Jessie (point), who like to play games at the playground with other kids.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of him. He wants *everyone* to think he is the best at all the games and that he wins all the time.

This is Jessie (point to doll throughout description). Jessie *doesn’t really care* about what other people think of him. He wants to play games a lot and enjoys playing them all the time.

**Q1: Which of these two boys do you like better? Sam (point) or Jessie (point)?**

Today, Sam (point) and Jessie (point) each played a game at the playground and each of them did badly. So Sam (point) did badly at the game and Jessie (point) did badly at the game.

Later, another kid, who just arrived at the playground, came up to Sam (point) and Jessie (point) and asked each of them how they did at the game. One of these boys (gesture toward dolls) lied and said he did great at the game.

**Q2: Which boy lied and said he did great at the game? Sam (point) or Jessie (point)?**

**CC (comprehension check):** Earlier, I told you that one of these boys really cares about what other people think of him. He wants everyone to think he is the best at all the games and that he wins all the time. Which boy was that?

**If correct:** That’s right! Sam really cares about what other people think of him. Sam wants everyone to think he is the best at all the games and that he wins all the time.

**If incorrect:** Actually, it’s Sam who really cares about what other people think of him. Sam wants everyone to think he is the best at all the games and that he wins all the time.

**CC (comprehension check):** I also told you that one of these boys doesn’t really care about what other people think of him. He wants to play games a lot and enjoys playing them all the time. Which boy was that?

**If correct:** That’s right! Jessie doesn’t really care about what other people think of him. Jessie wants to play games a lot and enjoys playing them all the time.

**If incorrect:** Actually, it’s Jessie who doesn’t really care about what other people think of him. Jessie wants to play games a lot and enjoys playing them all the time.

One day, Sam (point) and Jessie (point) were at the playground again and all the kids had left a bunch of toys all over the place. When everyone left to go eat lunch, someone cleaned up all the toys.

Later, someone asked: “Who helped clean up the toys?” Even though neither of them helped clean up the toys, one of these boys lied and said he was the one who helped clean up the toys.

**Q3: Which boy lied and said he was the one who helped clean up the toys? 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!

**You should always describe the doll on the left (from the participant’s perspective) first**.

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

** **

I'm going to tell you a story about two boys, Jessie (point) and Sam (point), who like to play games at the playground with other kids.

This is Jessie (point to doll throughout description). Jessie *doesn’t really care* about what other people think of him. He wants to play games a lot and enjoys playing them all the time.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of him. He wants *everyone* to think he is the best at all the games and that he wins all the time.

**Q1: Which of these two boys do you like better? Jessie (point) or Sam (point)?**

Today, Jessie (point) and Sam (point) each played a game at the playground and each of them did badly. So Jessie (point) did badly at the game and Sam (point) did badly at the game.

Later, another kid, who just arrived at the playground, came up to Jessie (point) and Sam (point) and asked each of them how they did at the game. One of these boys (gesture toward dolls) lied and said he did great at the game.

**Q2: Which boy lied and said he did great at the game? Jessie (point) or Sam (point)?**

**CC (comprehension check):** Earlier, I told you that one of these boys doesn’t really care about what other people think of him. He wants to play games a lot and enjoys playing them all the time. Which boy was that?

**If correct:** That’s right! Jessie doesn’t really care about what other people think of him. Jessie wants to play games a lot and enjoys playing them all the time.

**If incorrect:** Actually, it’s Jessie who doesn’t really care about what other people think of him. Jessie wants to play games a lot and enjoys playing them all the time.

**CC (comprehension check):** I also told you that one of these boys really cares about what other people think of him. He wants everyone to think he is the best at all the games and that he wins all the time. Which boy was that?

**If correct:** That’s right! Sam really cares about what other people think of him. Sam wants everyone to think he is the best at all the games and that he wins all the time.

**If incorrect:** Actually, it’s Sam who really cares about what other people think of him. Sam wants everyone to think he is the best at all the games and that he wins all the time.

One day, Jessie (point) and Sam (point) were at the playground again and all the kids had left a bunch of toys all over the place. When everyone left to go eat lunch, someone cleaned up all the toys.

Later, someone asked: “Who helped clean up the toys?” Even though neither of them helped clean up the toys, one of these boys lied and said he was the one who helped clean up the toys.

**Q3: Which boy lied and said he was the one who helped clean up the toys? 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!

**You should always describe the doll on the left (from the participant’s perspective) first** –

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

** **

I'm going to tell you a story about two girls, Sam (point) and Jessie (point), who like to play games at the playground with other kids.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of her. She wants *everyone* to think she is the best at all the games and that she wins all the time.

This is Jessie (point to doll throughout description). Jessie *doesn’t really care* about what other people think of her. She wants to play games a lot and enjoys playing them all the time.

**Q1: Which of these two girls do you like better? Sam (point) or Jessie (point)?**

Today, Sam (point) and Jessie (point) each played a game at the playground and each of them did badly. So Sam (point) did badly at the game and Jessie (point) did badly at the game.

Later, another kid, who just arrived at the playground, came up to Sam (point) and Jessie (point) and asked each of them how they did at the game. One of these girls (gesture toward dolls) lied and said she did great at the game.

**Q2: Which girl lied and said she did great at the game? Sam (point) or Jessie (point)?**

**CC (comprehension check):** Earlier, I told you that one of these girls really cares about what other people think of her. She wants everyone to think she is the best at all the games and that she wins all the time. Which girl was that?

**If correct:** That’s right! Sam really cares about what other people think of her. Sam wants everyone to think she is the best at all the games and that she wins all the time.

**If incorrect:** Actually, it’s Sam who really cares about what other people think of her. Sam wants everyone to think she is the best at all the games and that she wins all the time.

**CC (comprehension check):** I also told you that one of these girls doesn’t really care about what other people think of her. She wants to play games a lot and enjoys playing them all the time. Which girl was that?

**If correct:** That’s right! Jessie doesn’t really care about what other people think of her. Jessie wants to play games a lot and enjoys playing them all the time.

**If incorrect:** Actually, it’s Jessie who doesn’t really care about what other people think of her. Jessie wants to play games a lot and enjoys playing them all the time.

One day, Sam (point) and Jessie (point) were at the playground again and all the kids had left a bunch of toys all over the place. When everyone left to go eat lunch, someone cleaned up all the toys.

Later, someone asked: “Who helped clean up the toys?” Even though neither of them helped clean up the toys, one of these girls lied and said she was the one who helped clean up the toys.

**Q3: Which girl lied and said she was the one who helped clean up the toys? 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!

**You should always describe the doll on the left (from the participant’s perspective) first** –

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

** **

I'm going to tell you a story about two girls, Jessie (point) and Sam (point), who like to play games at the playground with other kids.

This is Jessie (point to doll throughout description). Jessie *doesn’t really care* about what other people think of her. She wants to play games a lot and enjoys playing them all the time.

This is Sam (point to doll throughout description). Sam *really cares* about what other people think of her. She wants *everyone* to think she is the best at all the games and that she wins all the time.

**Q1: Which of these two girls do you like better? Jessie (point) or Sam (point)?**

Today, Jessie (point) and Sam (point) each played a game at the playground and each of them did badly. So Jessie (point) did badly at the game and Sam (point) did badly at the game.

Later, another kid, who just arrived at the playground, came up to Jessie (point) and Sam (point) and asked each of them how they did at the game. One of these girls (gesture toward dolls) lied and said she did great at the game.

**Q2: Which girl lied and said she did great at the game? Jessie (point) or Sam (point)?**

**CC (comprehension check):** Earlier, I told you that one of these girls doesn’t really care about what other people think of her. She wants to play games a lot and enjoys playing them all the time. Which girl was that?

**If correct:** That’s right! Jessie doesn’t really care about what other people think of her. Jessie wants to play games a lot and enjoys playing them all the time.

**If incorrect:** Actually, it’s Jessie who doesn’t really care about what other people think of her. Jessie wants to play games a lot and enjoys playing them all the time.

**CC (comprehension check):** I also told you that one of these girls really cares about what other people think of her. She wants everyone to think she is the best at all the games and that she wins all the time. Which girl was that?

**If correct:** That’s right! Sam really cares about what other people think of her. Sam wants everyone to think she is the best at all the games and that she wins all the time.

**If incorrect:** Actually, it’s Sam who really cares about what other people think of her. Sam wants everyone to think she is the best at all the games and that she wins all the time.

One day, Jessie (point) and Sam (point) were at the playground again and all the kids had left a bunch of toys all over the place. When everyone left to go eat lunch, someone cleaned up all the toys.

Later, someone asked: “Who helped clean up the toys?” Even though neither of them helped clean up the toys, one of these girls lied and said she was the one who helped clean up the toys.

**Q3: Which girl lied and said she was the one who helped clean up the toys? Jessie (point) or Sam (point)?**