Participants’ responses were coded for content by two independent coders according to a pre-specified system. Coders assigned codes to each participant independently, and then met to resolve discrepancies. Participants were assigned at least one code, and assigned two codes in cases where two codes described their response equally well.

* Instead of writing about “I” or the self, writing about “you” or “Everyone” (1)
* Writing that they don’t know, don’t want to answer, or that they can’t answer (2)
* Writing about deserving more when in the lowent/control condition, or writing about being undeserving while in the hient/entitlement condition. (3)
* “Only if hard work” (4)
* “It depends” without mention of work (5)
* Writing in a language other than English, or otherwise unintelligibly to an average English speaker. (6)
* Writing less than ten words (7)
* Writing about a topic unrelated to the manipulation instructions. (8)
* In addition, there may be unanticipated ways in which participants fail to satisfactorily complete the manipulation. If a participant has failed to satisfactorily complete the manipulation for a reason other than those listed above, mark code (9).

Codes of 0 indicated absence of any of the above codes. Data of participants whose responses received only codes of 0 and 1 were analyzed.