

## Appendix

Replication material is available at <https://osf.io/g8d53/>

### *Descriptive statistics and measurement models:*

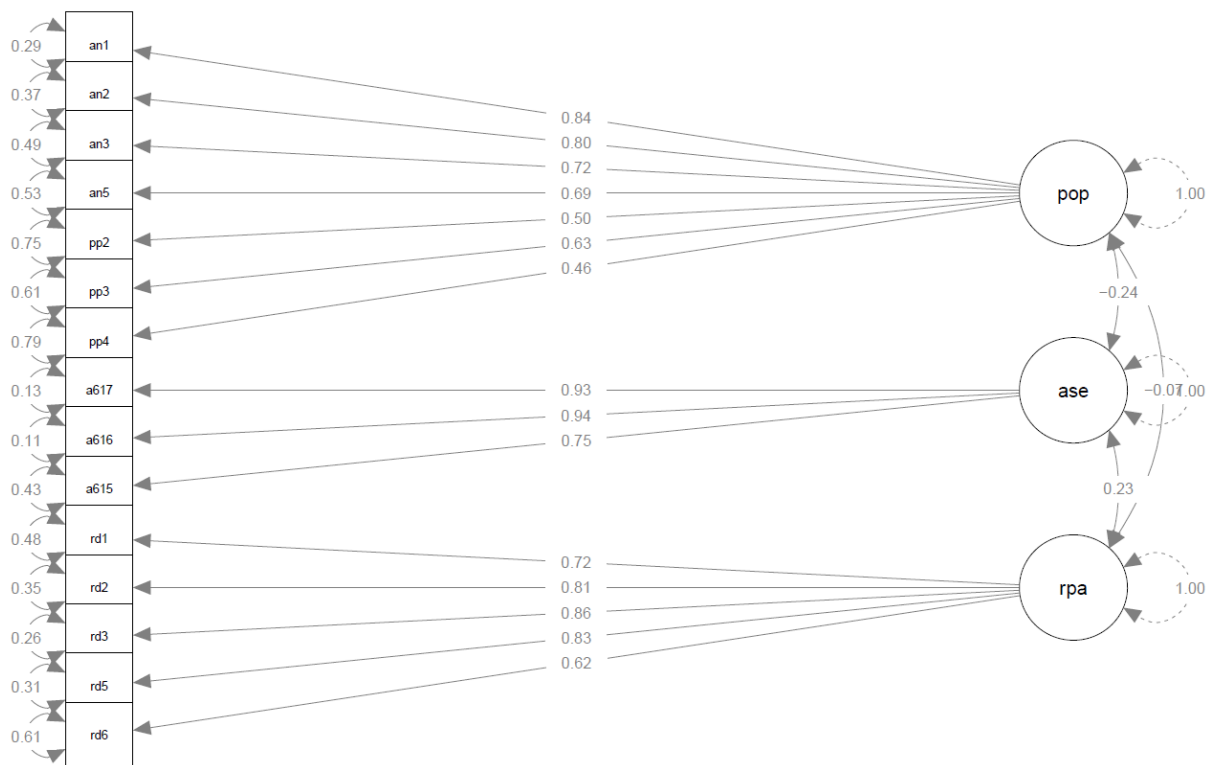
Below are the descriptive statistics and measurement models of all the latent constructs used in the analyses. Distribution of indicator items are displayed on Figure A4 at the end of this section. We report McDonald's (1999) omega ( $\omega$ ) for the reliabilities; to compute the omega's we fitted confirmatory factor models by allowing all the latent constructs to covary instead of defining structural relationships between them. Similar to Cronbach's alpha, higher omegas correspond to higher reliabilities; values exceeding .8 indicate good reliability (Crutzen & Peters, 2015; Rodriguez, Reise, & Haviland, 2016).

<b>Table A1: Study 1 U.S.</b>						
Latent Construct	Indicator Abbreviation	Item Wording	Mean	SD	% Missing	Range & Response Categories [1-7]
		<i>Please indicate to what extent do you agree or disagree with the following statements</i>				
<i>Populism (Populist Attitudes &amp; Anti-Elitism)</i>	an1	Elected politicians sell out to various interests groups	5.63	1.41	39.01 <sup>a</sup>	strongly disagree - strongly agree
	an2	Elected politicians sell out to big business	5.53	1.40	39.47 <sup>a</sup>	
	an3	High level public officials seek power for its own sake	5.22	1.44	38.85 <sup>a</sup>	
	an5	Politicians do not want to improve the lives of ordinary people	4.58	1.66	38.39 <sup>a</sup>	
	pp2	The politicians in Congress need to follow the will of the people	5.72	1.26	40.40 <sup>a</sup>	
	pp3	The power of a few special interests prevents our country from making progress	5.18	1.63	41.18 <sup>a</sup>	
	pp4	The people, not the politicians, should make the most important policy decisions	5.03	1.53	40.87 <sup>a</sup>	

		<i>How certain are you that during the next national elections you will...</i>				
Positive Political Engagement: <i>active support in elections</i>	a615	do any work for one of the parties or candidates?	2.11	1.69	0.00	not at all certain - absolutely certain
	a616	give money to an individual candidate running for public office?	2.16	1.73	0.00	
	a617	give money to a political party?	2.05	1.67	0.00	
		<i>Please consider to what extent do you agree or disagree with the following statements.</i>				
Negative Political Engagement: <i>legitimate radical political action</i>	rd1	In extreme circumstances, it is acceptable for someone in your community to physically harm a government official to express political discontent.	1.92	1.48	38.24 <sup>b</sup>	strongly disagree - strongly agree
	rd2	In extreme circumstances, it is acceptable for someone in your community to protest violently to express political discontent.	2.49	1.71	38.08 <sup>b</sup>	
	rd3	In extreme circumstances, it is acceptable for someone in your community to destroy property to express political discontent	2.22	1.59	35.60 <sup>b</sup>	
	rdt5	In extreme circumstances, it is acceptable for someone in your community to call for violence to express political discontent.	2.26	1.56	37.00 <sup>b</sup>	
	rdt6	In extreme circumstances, it is acceptable for people in your community to arm and isolate themselves to express political discontent.	2.96	1.82	39.32 <sup>b</sup>	

<sup>a</sup> Planned missing: Out of 85 total statements of the pre-treatment batteries (including attention checks) checks), participants were shown only 49. 36 were randomly hidden for each respondent.

<sup>b</sup> Planned missing: Out of 32 total statements in post-treatment batteries, participants were shown only 20. The other 12 were randomly hidden for each respondent.

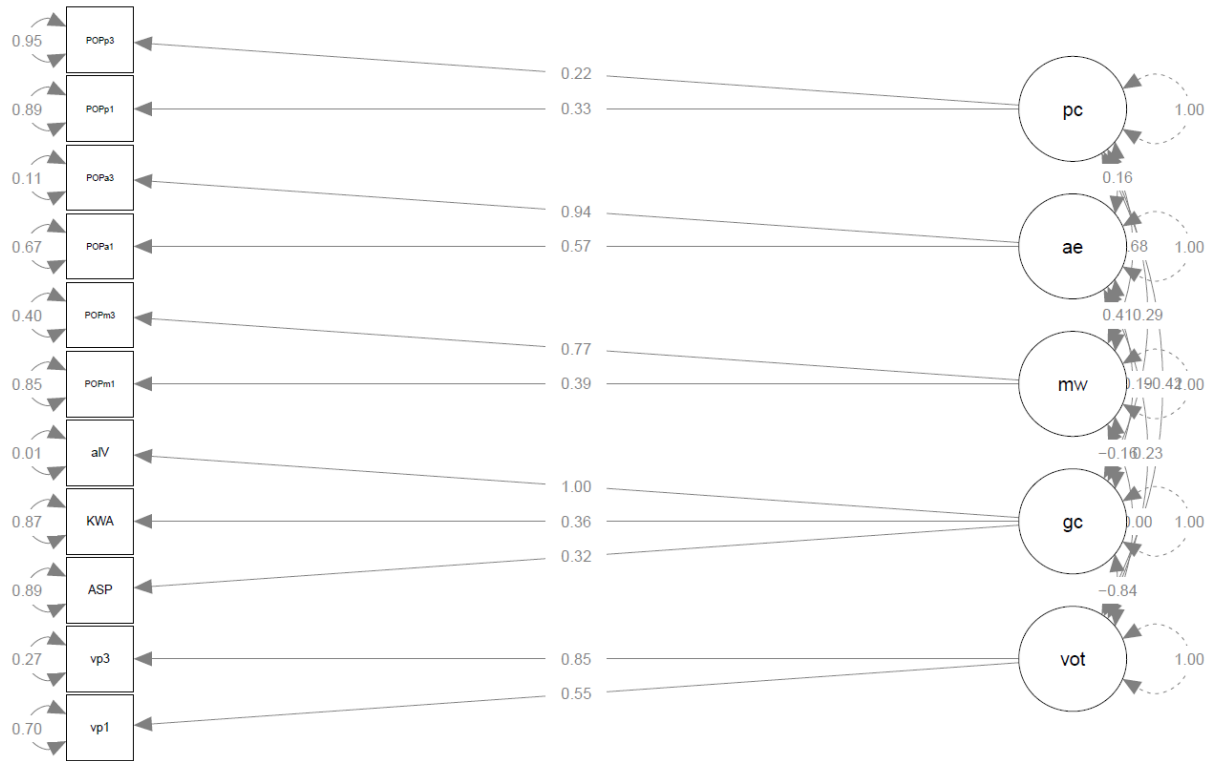


**Figure A1: All latent constructs used in Study 1 U.S.**

		McDonald's $\omega$	Cronbach's $\alpha$
<b>pop:</b>	composite measure of populist attitudes (anti-elitism & populism)	.85	.85
<b>ase:</b>	positive political engagement - active support in elections	.91	.91
<b>rpa:</b>	negative political engagement - legitimate radical political action	.89	.88
	Omega - Alpha Total	.87	.72
All factor loadings are significant at p <.000 level			

Table A2: Study 2 Germany						
Latent Construct	Indicator Abbreviation	Item Wording	Mean	SD	% Missing	Range & Response Categories [1-7]

		Below are some statements on various political issues.  Please indicate whether you agree or disagree on a scale of 1 to 7, where 1 is strongly disagree and 7 is strongly agree				
Populist Attitudes measured in three dimensions:	POPp1	I take pride in being an ordinary person	3.64	1.54	1.97	strongly disagree - strongly agree
	POPp3	Politicians should follow rather than lead the people	2.51	1.55	1.32	
	POPp1	The government is pretty much run by a few big interests looking out for themselves	4.27	1.60	1.64	
	POPp3	Politicians do not want to improve the lives of ordinary people	3.43	1.55	1.97	
People-Centrism,	POPm1	You can tell if a person is good or bad if you know their politics	3.25	1.62	1.64	
Anti-Elitism, Manichean View of Politics	POPm3	Politics is a struggle between good and evil	2.61	1.62	1.97	
		There are different views on voting. Please state your opinion on the following:				
Negative Political Engagement: abstaining to vote	vp1	It is right not to participate in elections to protest	2.33	1.71	1.97	strongly disagree - strongly agree
	vp3	A good citizen is characterized by the fact that s/he she always votes (R)	2.93	1.74	1.97	
		There are different opinions as to what it takes to be a good citizen. As far as you are concerned personally on a scale of 1 to 7, where 1 is not at all important and 7 is very important, how important is it:				
Positive Political Engagement: being an active citizen	ASP	to be active in social or political associations	4.59	1.56	1.64	not at all important - very important
	alV	always to vote in elections	5.82	1.48	1.32	
	KWA	to keep watch on the actions of government	5.37	1.28	1.32	
(R) is reverse-scored.						



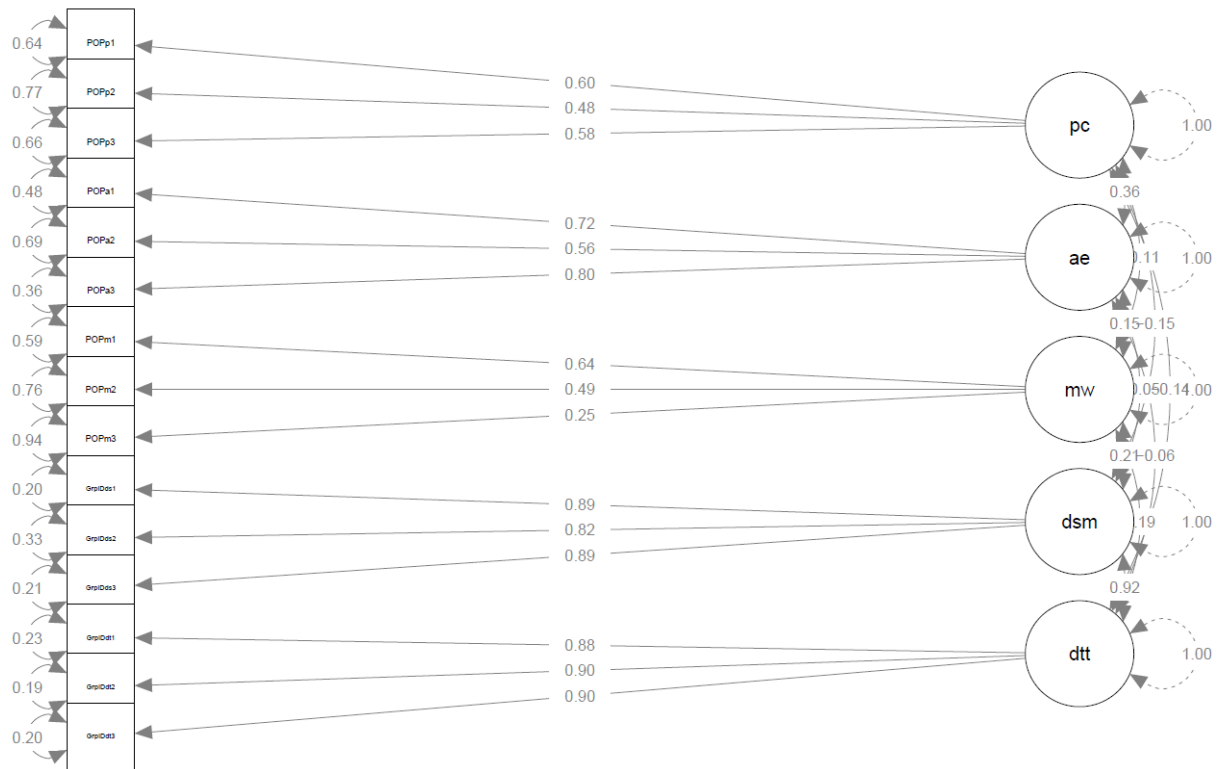
**Figure A2: All latent constructs used in Study 2 DE**

		McDonald's $\omega$	Cronbach's $\alpha$
<b>pc:</b>	people-centrism	.14	.14
<b>ae:</b>	anti-elitism	.74	.70
<b>mw:</b>	Manichean view of politics	.52	.46
<b>gc:</b>	positive political engagement: being an active citizen	.54	.64
<b>vot:</b>	negative political engagement: abstaining to vote	.67	.63
	Omega - Alpha Total	.44	.30
All factor loadings are significant at $p < .000$ level except the indicators of <b>pc</b> , which are significant at $p < .05$ level			

**Table A3: Study 3 Germany**

Latent Construct	Variable Name	Item Wording	Mean	SD	% Missing	Range & Response Categories
		<i>There are different views about the political opinions regarding the [demonstration]. To what extent do you agree with the following statements?</i>				
Populist Attitudes measured in three dimensions: <i>People-Centrism,</i> <i>Anti-Elitism,</i> <i>Manichean view of politics</i>	POPp1	Politicians should always listen closely to the problems of the people	6.07	1.00	0.90	strongly disagree - strongly agree [1-7]
	POPp2	Politicians don't have to spend time among ordinary people to do a good job (R)	5.91	1.36	0.60	
	POPp3	The will of the people should be the highest principle in this country's politics	5.09	1.33	0.60	
	POPp1	The government is pretty much run by a few big interests looking out for themselves	4.27	1.55	0.90	
	POPp2	Government officials use their power to try to improve people's lives (R)	3.72	1.21	1.49	
	POPp3	Quite a few of the people running the government are crooked	3.54	1.58	0.60	
		<i>When you think of somebody who disagrees with you about the concerns of the [demonstration], to what extent do you agree with the following statements?</i>				
	POPm1	You can tell if a person is good or bad if you know their politics	3.14	1.59	1.79	
	POPm2	The people I disagree with politically are not evil (R)	2.54	1.47	2.09	
	POPm3	The people I disagree with politically are just misinformed	3.31	1.60	2.09	
		<i>The following statements refer to the demonstrators who participate in</i>				

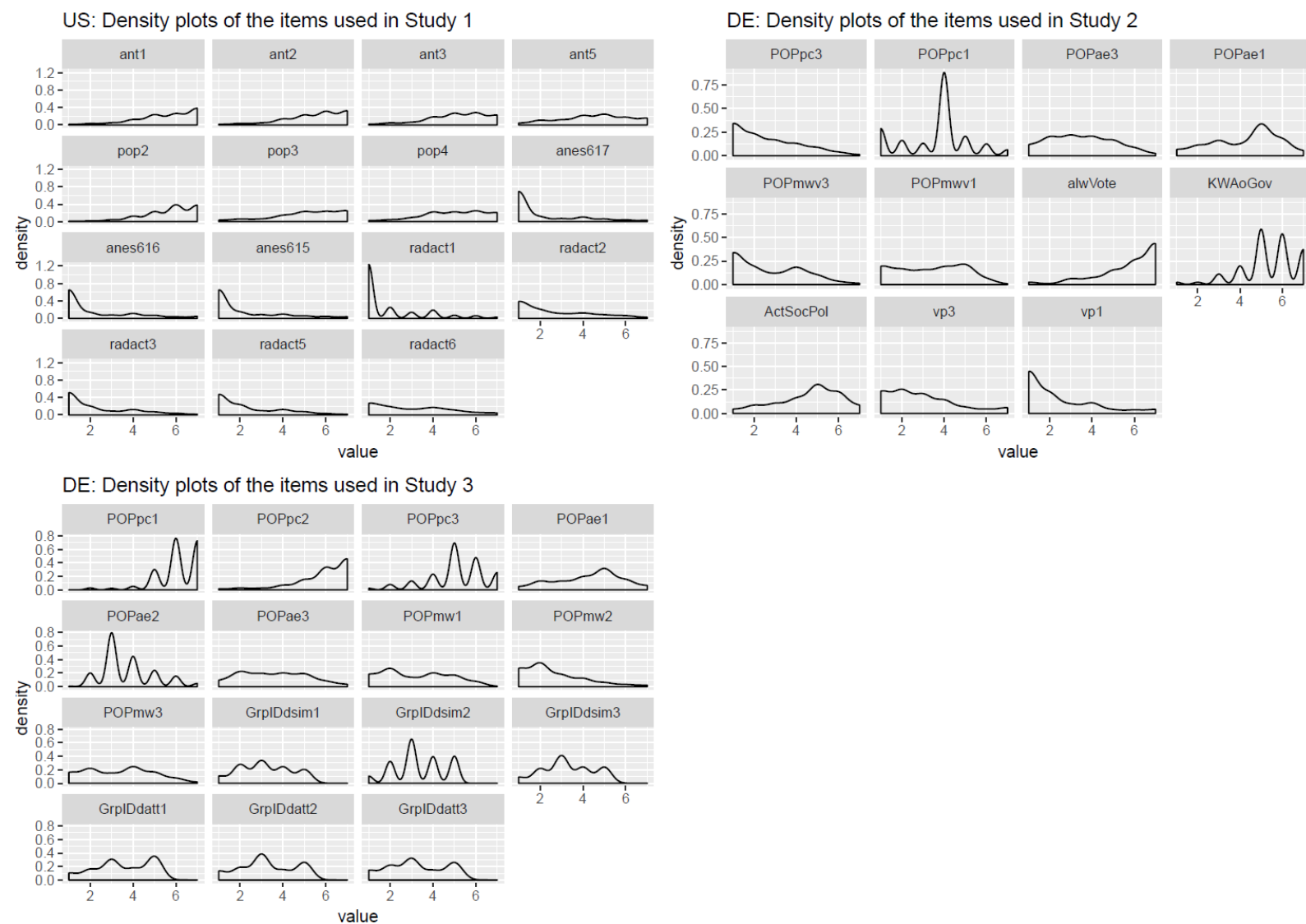
		<i>[demonstration]. To what extent do you agree with these statements?</i>				
Political Engagement:	GrpIDdt1	I feel a distance between myself and this group.	3.48	1.33	4.48	strongly disagree - strongly agree [1-5]
(+) engagement:	GrpIDdt2	I feel detached from this group.	3.20	1.30	5.07	
(dis)identification with the demonstrators at the German re-unification in Leipzig	GrpIDdt3	I feel alienated to this group.	3.15	1.35	5.07	
(-) engagement:	GrpIDds1	I have nothing in common with most members of this group.	3.14	1.22	4.78	
(dis)identification with the demonstrators at the PEGIDA meeting	GrpIDds2	I'm dissimilar to the average person of this group.	3.35	1.16	4.78	
	GrpIDds3	I'm completely different from other members of this group.	3.27	1.19	4.78	
(R) is reverse-scored.						



*Figure A3 All latent constructs used in Study 3 DE*

		McDonald's $\omega$	Cronbach's $\alpha$
<b>pc:</b>	people-centrism	.57	.57
<b>ae:</b>	anti-elitism	.74	.73
<b>mw:</b>	Manichean view of politics	.47	.40
<b>dsm:</b>	group-dissimilarity	.90	.90
<b>dt:</b>	group-detachment	.92	.92
	Omega - Alpha Total	.82	.72
All factor loadings are significant at p <.000 level except POPm3, which is significant at p <.05 level			





**Figure A4** Density plots of all the items used in three studies

*Summary of the independent, dependent variables and the treatments in the studies:*

<i>Table A4: Study 1 U.S.</i>				
	IV	Treatment: <i>Speech by a fictional congressional candidate</i>	DV1: (+) Political Engagement	DV2: (-) Political Engagement
<b>Experimental Group</b>	<i>Populist attitudes</i> (composite)	Read the populist version	<i>Active support in elections</i>	<i>Legitimate radical political action</i>
<b>Control Group</b>	<i>Populist attitudes</i> (composite)	Read the non-populist version	<i>Active support in elections</i>	<i>Legitimate radical political action</i>
<i>Table A5: Study 2 Germany</i>				
	IV	Treatment: <i>Populist views of politics</i>	DV1: (+) Political Engagement	DV2: (-) Political Engagement
<b>Experimental Group</b>	<i>Populist attitudes</i> (1) people-centrism, (2) anti-elitism, (3) Manichean view of politics)	(1) anti-establishment, (2) people-centrism, (3) out-group exclusion)	<i>being an active citizen in politics</i>	<i>abstaining from voting</i>
<b>Control Group</b>	<i>Populist attitudes</i> (1) people-centrism, (2) anti-elitism, (3) Manichean view of politics)	received no treatment	<i>being an active citizen in politics</i>	<i>abstaining from voting</i>
<i>Table A6: Study 3 Germany</i>				
	IV	Treatment: <i>Seeing the Slogan Wir sind das Volk in ...</i>	DV1: (+) Political Engagement	DV2: (-) Political Engagement
<b>Experimental Group 1</b>	<i>Populist attitudes</i> (1) people-centrism, (2) anti-elitism, (3) Manichean view of politics)	... the PEGIDA context		<i>Identification with the demonstrators (by reporting feeling similar and attached to the group)</i>
<b>Experimental Group 2</b>	<i>Populist attitudes</i> (1) people-centrism, (2) anti-elitism, (3) Manichean view of politics)	... the German Reunification (LEIPZIG) context	<i>Identification with the demonstrators (by reporting feeling similar and attached to the group)</i>	
<b>Control Group</b>	<i>Populist attitudes</i> (1) people-centrism, (2) anti-elitism, (3) Manichean view of politics)	Saw a peace march without any slogans	<i>Identification with the demonstrators (by reporting feeling similar and attached to the group)</i>	

## ***Experimental treatments:***

### *Study 1:*

Non-populist speech: The old saying "You don't know what you've got until it's gone" was seldom so right. Some might not understand today, but future generations will certainly question our judgment and wonder how we could have failed to see the significance of this place. They will want to know what was wrong with "those people back then". And they will be right. If the demolition goes through, a large piece of our community's history will be gone forever.

This stadium could be used for a whole host of great things, from a sport museum to a space for kids to practice. Just imagine how incredible it would be: the chance of practicing on the same field where legends they all hear about made their names. However, instead of children dressed for sports, the area will be filled with parked cars and dollar stores. It will mark the disappearance of a community, of jobs that employ, directly or indirectly, hundreds of people in this region. The disappearance of a large chunk of this side's economy.

Still, some might argue that many other jobs, construction jobs, could be created through the demolition, and that all this economic activity would just move to another part of town. Unfortunately, that is not the case. First, those construction jobs would also be created if we chose to update the existing structure. Second, it is highly questionable whether the city center needs such an investment to boost its economic activity that, today, thank you very much, is all well. On top of that, the project as it stands is poorly designed, and sadly captures the worst of two worlds. It is neither a remarkably original design destined to become a new landmark, nor does it live up to the old stadium's glorious past. Tens of millions of dollars would be spent on building this new space, and the benefits for our community are all but clear. It is often repeated that the city will win. I still fail to see what.

No doubt, the construction may well end up bringing jobs and even more prosperity to the region where it will be set. But what about the area that will lose one of its most traditional sites? What about all those small shops and restaurants whose survival depends on the thousands of fans coming in? Sacrificing one part of the city is as bad a way as there is of developing another. If this becomes reality, our community has only to lose.

Populist speech: It was decades ago that, thanks to the grit and determination of our community, our stadium came off of the paper plans and came to life. Since then, championships were spectacularly won and sports legends have played their best here. But in fact, most fans who've been here these past decades, they don't think about the championship games when they're asked why this place is so meaningful. Instead, they recall the day their fathers first brought them to a game. The day they first saw all those strangers hugging and celebrating and felt they belonged there. Or the day after that terrible week, when we were the clear underdogs and we crushed them, and, for only a moment, no problem in life seemed to matter anymore.

But now some people are seeking the dubious glory of being known as those who tore down this historical stadium. They want to pour incredible amounts of money into a suspiciously expensive replica of every new arena-slash-shopping-mall that can be found in all over. Actually want to spend much more money than would be needed to update our existing house to contemporary requirements - while keeping its age-old magic.

But keeping up a treasure of our city is a wish that only we, the fans, have. That is of no concern for those who make the calls. For them, the prohibitive ticket prices that will surely be applied in a new stadium are fine. It might help to attract “the right kind of people” to the skyboxes. They see no problem in separating us from our beloved stadium. Separating us from that unforgettable smell of barbecue, beer and fireworks smoke, when people pour from all over the country to cheer, sing, celebrate - man, I've even seen a few couples getting married around there! But no, the city's priority is that some development company with good friends up there gets a multimillion dollars project. These are the only beneficiaries. Money talks, history walks.

The people's voice was never heard. Just as a terminal diagnosis of a loved one, the community is expected to prepare for the end. The thing is, that this fatal disease is not inevitable! Citizens have a right to say if they approve! And I have no doubts the answer is no! These guys might have power, but united we can show that messing with our dearest memories is not on the table. Generations to come will learn from our example. Our community's history is not for sale.

*Study 2:*

Participants in the control-group proceeded directly to the dependent variables after answering the batteries before the experimental treatment; participants in the experimental-group responded to the following extra-items on populism before proceeding to the dependent variables.

<b>Anti-Establishment</b>	Die demokratischen Parteien zerreden alles und lösen die Probleme nicht.	Democratic parties ignore problems and do not solve problems.
	Politiker umgehen die bestehenden Gesetze, wenn es um ihre eigenen Vorteile geht.	Politicians bend/dodge existing laws when it comes to their own advantages.
	Politiker nehmen sich mehr Rechte heraus als normale Bürger.	Politicians take/use more rights than ordinary citizens.
	Das Allgemeinwohl wird heutzutage gegenüber den Bedürfnissen des Establishments ignoriert.	The common good is ignored for the sake of the need of the establishment.
<b>People Centrism</b>	Nur die Gesellschaft kann ein Land stark machen.	Only the people can make a country strong.
	Die Meinung des kleinen Mannes ist ehrlicher als die von Politikern oder Experten.	The ordinary people's opinion is more honest than the political experts' opinions.
	In einer Demokratie sollte sich immer der Wille der Mehrheit durchsetzen.	The will of the majority should prevail in a democracy.
	Die Politik sollte sich um die schweigende Mehrheit kümmern, die vor allem damit beschäftigt ist, über die Runden zu kommen.	Politics should watch for the silent majority (ordinary people) ...
<b>Out-group Exclusion</b>	Dass Bürger sich auch mit Gewalt gegen Asylantenheime zur Wehr setzen, finde ich verständlich.	I find the citizens' anger against the asylum-seekers understandable.
	Wir sollten keine Ausländer hier integrieren, sondern sie in ihre Heimatländer zurückbringen und dort unterstützen.	We should support foreigners in their home countries, not integrate them here.
	Die Wut der Bürger auf die Zuwanderung ist absolut verständlich.	The rage of the citizens against refugees is absolutely understandable.
	In Deutschland darf man nichts Schlechtes über Ausländer sagen, ohne gleich als Rassist beschimpft zu werden.	In Germany, one cannot speak against foreigners without being labeled as racist.
These extra-items on populism are adopted from the following sources: Akkerman, Mudde, and Zaslove (2014); Swiss pilot-study of Silva et al. (2018); Zick, Küpper, and Krause (2017)		

### *Study 3:*

Participants in the control-group responded to the populism battery after being exposed to the images displayed in the first column of the table below; participants in the PEGIDA-condition responded to the populism battery after being exposed to the images displayed in the second column; participants in the Leipzig-condition responded to the populism battery after being exposed to the images displayed in the third column. All participants were also asked to write their comments on the demonstrating group. All participants in the experimental groups (PEGIDA & Leipzig) are specifically instructed to pay attention to the slogans in the images; the slogans were also provided as text in the instructions of the questionnaire.

	Control Group	Experimental Treatment 1 (PEGIDA demonstration)	Experimental Treatment 2 (Leipzig demonstration)
People-Centric Slogan	 <p>1</p>	 <p>3</p>	 <p>5</p>
Anti-Establishment Slogan	 <p>2</p>	 <p>4</p>	 <p>6</p>
<p>1 Autor: Rufus46, CC BY-SA 3.0, <a href="https://commons.wikimedia.org/wiki/File:Ostermarsch_M%C3%BCnchen_2005.jpg">https://commons.wikimedia.org/wiki/File:Ostermarsch_M%C3%BCnchen_2005.jpg</a></p> <p>2 Autor: blu-news.org, CC BY-SA 2.0, <a href="https://commons.wikimedia.org/wiki/File:Rucksack_und_Friede_(12269701676).jpg">https://commons.wikimedia.org/wiki/File:Rucksack_und_Friede_(12269701676).jpg</a></p> <p>3 Autor: Metropolico.org, CC BY-SA 2.0, <a href="https://commons.wikimedia.org/wiki/File:PEGIDA_Demonstration_Dresden_2015-03-23_16903273726_2e40a0b844_o.jpg">https://commons.wikimedia.org/wiki/File:PEGIDA_Demonstration_Dresden_2015-03-23_16903273726_2e40a0b844_o.jpg</a></p> <p>4 Autor: Kalispera Dell, CC BY 3.0, <a href="https://commons.wikimedia.org/wiki/File:PEGIDA_Demo_DRESDEN_25_Jan_2015_116139763.jpg">https://commons.wikimedia.org/wiki/File:PEGIDA_Demo_DRESDEN_25_Jan_2015_116139763.jpg</a> “Politicians live in a different reality”</p> <p>5 Autor: Thomas Lehmann, CC-BY-SA 3.0, <a href="https://commons.wikimedia.org/wiki/File:Bundesarchiv_Bild_183-1989-1104-008_Berlin_Plakate_auf_Kundgebung_am_Alexanderplatz.jpg">https://commons.wikimedia.org/wiki/File:Bundesarchiv_Bild_183-1989-1104-008_Berlin_Plakate_auf_Kundgebung_am_Alexanderplatz.jpg</a></p> <p>6 Autor: Wolfgang Kluge, CC-BY-SA 3.0, <a href="https://commons.wikimedia.org/wiki/File:Bundesarchiv_Bild_183-1990-0129-029_Leipzig_Montagsdemonstration.jpg">https://commons.wikimedia.org/wiki/File:Bundesarchiv_Bild_183-1990-0129-029_Leipzig_Montagsdemonstration.jpg</a> “All big-wigs need to go to trial”</p>			

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