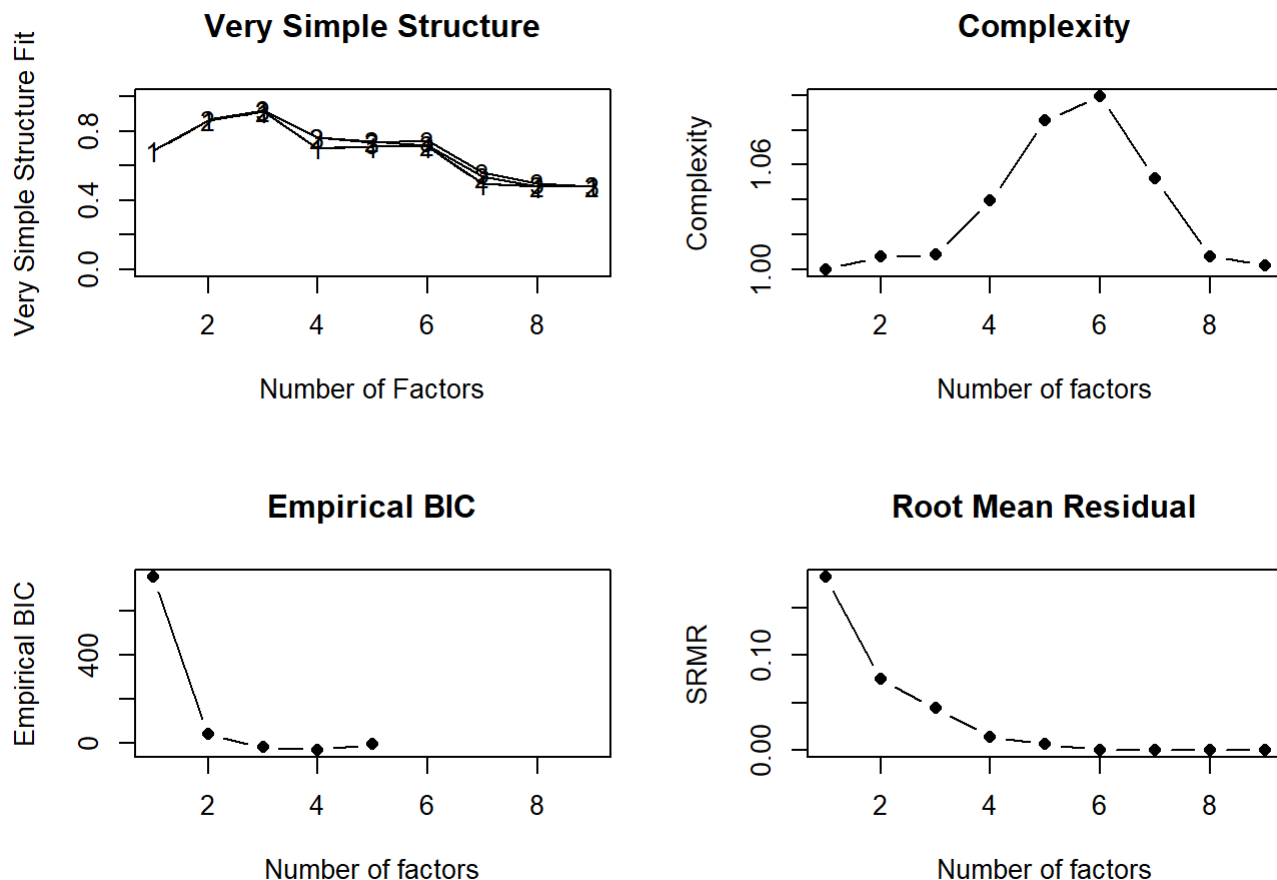


# Supplementary Material - Growth mindset and mindfulness inductions to facilitate effort after negative feedback

Data processing is available in “script/data\_processing.R”.

## S1. Exploratory factor analysis of the experiences after the experiment

After the last IQ performance was measured, we asked nine questions from the participants about their experiences during the study. We used exploratory factor analysis to extract the main factors from these questions. Based on multiple factor number estimating methods, we chose a three factor solution.



```
##
## Number of factors
## Call: vss(x = x, n = n, rotate = rotate, diagonal = diagonal, fm = fm,
##       n.obs = n.obs, plot = FALSE, title = title, use = use, cor = cor,
##       max.iter = 500)
## VSS complexity 1 achieves a maximum of 0.91 with 3 factors
## VSS complexity 2 achieves a maximum of 0.92 with 3 factors
## The Velicer MAP achieves a minimum of 0.07 with 2 factors
## Empirical BIC achieves a minimum of -30.24 with 4 factors
## Sample Size adjusted BIC achieves a minimum of 7.14 with 5 factors
##
## Statistics by number of factors
##   vss1 vss2  map dof   chisq      prob sqresid  fit RMSEA   BIC SABIC complex
## 1 0.69 0.00 0.082  27 7.2e+02 2.7e-134    6.7 0.69  0.26 559.2 644.9    1.0
## 2 0.86 0.87 0.068  19 3.5e+02 3.0e-62    2.9 0.87  0.21 234.7 295.0    1.0
## 3 0.91 0.92 0.122  12 2.4e+02 6.2e-44    1.7 0.92  0.22 165.9 203.9    1.0
## 4 0.70 0.76 0.133   6 2.9e+01 6.4e-05    5.1 0.76  0.10  -6.8  12.2    1.0
## 5 0.71 0.74 0.181   1 9.9e+00 1.6e-03    5.3 0.75  0.15   4.0   7.1    1.1
## 6 0.71 0.72 0.302  -3 1.0e-05      NA    5.1 0.76   NA   NA   NA    1.1
## 7 0.49 0.54 0.482  -6 4.0e-08      NA    9.5 0.56   NA   NA   NA    1.1
## 8 0.48 0.48 1.000  -8 2.3e-11      NA   10.8 0.49   NA   NA   NA    1.0
## 9 0.48 0.48   NA  -9 0.0e+00      NA   11.0 0.48   NA   NA   NA    1.0
##   eChisq  SRMR eCRMS  eBIC
## 1 9.1e+02 1.8e-01 0.210 754.4
## 2 1.5e+02 7.5e-02 0.103  41.0
## 3 5.4e+01 4.4e-02 0.076 -17.8
## 4 5.4e+00 1.4e-02 0.034 -30.2
## 5 1.1e+00 6.3e-03 0.038  -4.9
## 6 1.6e-06 7.7e-06   NA   NA
## 7 4.3e-09 3.9e-07   NA   NA
## 8 1.7e-12 7.9e-09   NA   NA
## 9 2.5e-27 3.0e-16   NA   NA
```

Five questions loaded to the first factor (stress), and three questions loaded to the second factor (task boredom). Only one item loaded to the third factor, that we didn't analyze. Factor scores for task boredom and stress were calculated using the regression method, and were used in the later analyses.

### EFA Factor loadings

	Factor 1	Factor 2	Factor 3	<i>Communality</i>
How boring was the IQ test for you?	0.03	0.96	0.02	<i>0.91</i>
How exciting was the IQ test for you?	0.02	-0.65	-0.01	<i>0.43</i>
How bored were you filling the survey?	-0.04	0.76	-0.03	<i>0.59</i>
How nervous were you filling the survey?	0.82	-0.07	0.06	<i>0.72</i>
How stressful did you find the IQ test?	0.86	-0.01	0.05	<i>0.77</i>
How calm were you during the IQ test?	-0.79	-0.01	0.04	<i>0.62</i>

Did stress affect your performance on the IQ test?	0.83	-0.01	-0.02	0.66
To what extent has stress worsened your performance on the IQ test?	0.83	0.08	-0.05	0.64
How challenging was the IQ test for you?	0.00	0.01	0.96	0.92
<i>Total Communalities</i>				6.25

## S2. Compare baseline characteristics

Number of participants in each group, and by gender.

Number of participants by group				
	Fixed - Control	Fixed - Mindfulness	Growth - Control	Growth - Mindfulness
	90	102	101	90

Number of participants of each gender by group				
Gender	Fixed - Control	Fixed - Mindfulness	Growth - Control	Growth - Mindfulness
Female	74	79	82	71
Male	16	23	19	19

## Compare baseline characteristics by group

Measure	Group			
	Fixed-Control	Fixed-Mindfulness	Growth-Control	Growth-Mindfulness
Gender: Male	18.0%	23.0%	19.0%	21.0%
Age	21.94 (2.38)	22.28 (4.33)	22.86 (4.89)	22.14 (4.63)
Prior growth mindset	4.02 (1.03)	3.90 (1.10)	4.14 (0.93)	3.97 (1.07)
Trait mindfulness	2.80 (0.39)	2.78 (0.46)	2.84 (0.40)	2.83 (0.38)
Ego-resilience	2.78 (0.50)	2.78 (0.42)	2.87 (0.48)	2.77 (0.43)
Grit	2.73 (0.68)	2.65 (0.75)	2.63 (0.70)	2.62 (0.67)

Measure	Group			
	Fixed-Control	Fixed-Mindfulness	Growth-Control	Growth-Mindfulness
Self-compassion	3.00 (0.64)	2.98 (0.66)	3.00 (0.58)	3.00 (0.65)
Global self-esteem	1.92 (0.52)	2.04 (0.57)	2.08 (0.55)	2.04 (0.54)

None of the groups differed in any trait characteristics. The following table shows the results of the linear models that were used for the comparisons.

term	estimate	std.error	statistic	p.value
<b>Gender: Male</b>				
(Intercept)	0.18	0.04	4.19	0.0000
mindsetGrowth	0.01	0.06	0.18	0.8594
interventionMindfulness	0.05	0.06	0.82	0.4129
mindsetGrowth:interventionMindfulness	-0.02	0.08	-0.30	0.7644
<b>Age</b>				
(Intercept)	21.94	0.44	49.50	0.0000
mindsetGrowth	0.92	0.61	1.50	0.1334
interventionMindfulness	0.34	0.61	0.56	0.5766
mindsetGrowth:interventionMindfulness	-1.06	0.86	-1.23	0.2205
<b>Prior growth mindset</b>				
(Intercept)	4.02	0.11	36.95	0.0000
mindsetGrowth	0.12	0.15	0.80	0.4262
interventionMindfulness	-0.12	0.15	-0.80	0.4221
mindsetGrowth:interventionMindfulness	-0.05	0.21	-0.25	0.8057
<b>Trait mindfulness</b>				
(Intercept)	2.80	0.04	64.71	0.0000
mindsetGrowth	0.04	0.06	0.66	0.5102

term	estimate	std.error	statistic	p.value
interventionMindfulness	-0.02	0.06	-0.35	0.7302
mindsetGrowth:interventionMindfulness	0.02	0.08	0.20	0.8448
<b>Ego-resilience</b>				
(Intercept)	2.78	0.05	57.48	0.0000
mindsetGrowth	0.09	0.07	1.31	0.1924
interventionMindfulness	0.00	0.07	0.03	0.9793
mindsetGrowth:interventionMindfulness	-0.10	0.09	-1.02	0.3094
<b>Grit</b>				
(Intercept)	2.73	0.07	36.46	0.0000
mindsetGrowth	-0.10	0.10	-1.01	0.3112
interventionMindfulness	-0.08	0.10	-0.79	0.4308
mindsetGrowth:interventionMindfulness	0.08	0.14	0.53	0.5958
<b>Self-compassion</b>				
(Intercept)	3.00	0.07	45.00	0.0000
mindsetGrowth	0.00	0.09	-0.02	0.9830
interventionMindfulness	-0.03	0.09	-0.30	0.7658
mindsetGrowth:interventionMindfulness	0.03	0.13	0.23	0.8217
<b>Global self-esteem</b>				
(Intercept)	1.92	0.06	33.04	0.0000
mindsetGrowth	0.16	0.08	1.96	0.0505
interventionMindfulness	0.12	0.08	1.46	0.1442
mindsetGrowth:interventionMindfulness	-0.15	0.11	-1.35	0.1789

## S3. Determinants of the task performance

We fitted a linear model to predict iq\_real with mindset and intervention. The model's explanatory power is very weak ( $R^2 = 3.57\text{e-}03$ , adj.  $R^2 = -4.32\text{e-}03$ ). The model's intercept is at 0.74 (95% CI [0.70, 0.78]). Within this model:

- The effect of mindset [Growth] is statistically non-significant and negative (beta = -0.02, 95% CI [-0.07, 0.03],  $t(379) = -0.62$ ,  $p = 0.533$ , Std. beta = -0.09)
- The effect of intervention [Mindfulness] is statistically non-significant and positive (beta =  $2.83\text{e-}03$ , 95% CI [-0.05, 0.05],  $t(379) = 0.11$ ,  $p = 0.911$ , Std. beta = 0.02)
- The interaction effect of intervention [Mindfulness] on mindset [Growth] is statistically non-significant and negative (beta =  $-9.11\text{e-}03$ , 95% CI [-0.08, 0.06],  $t(379) = -0.25$ ,  $p = 0.800$ , Std. beta = -0.05)

“Real” IQ test result				
Predictors	std. Beta	standardized CI	Statistic	p
(Intercept)	0.05	-0.16 – 0.26	39.63	<0.001
mindset [Growth]	-0.09	-0.38 – 0.20	-0.61	0.539
intervention [Mindfulness]	0.02	-0.27 – 0.30	0.11	0.912
mindset [Growth] * intervention [Mindfulness]	-0.05	-0.46 – 0.35	-0.25	0.801
Observations	383			
$R^2$ / $R^2$ adjusted	0.004 / -0.004			
AIC	-238.904			

## S4. Moderators for the task performance

Here we only found that the score on the “real” IQ test was weakly associated with the grit score (the upper row means the name of the moderator, that is used in the table as “value”).

term	estimate	conf.low	conf.high	statistic	p.value
<b>Age</b>					
(Intercept)	-0.52	-2.46	1.41	-0.53	0.5943
mindsetGrowth	1.10	-1.06	3.25	1.00	0.3171
interventionMindfulness	1.43	-0.76	3.62	1.29	0.1990
Age	0.03	-0.06	0.11	0.59	0.5579
mindsetGrowth:interventionMindfulness	-1.62	-4.21	0.98	-1.23	0.2210
mindsetGrowth:Age	-0.05	-0.15	0.04	-1.08	0.2811

term	estimate	conf.low	conf.high	statistic	p.value
interventionMindfulness:Age	-0.06	-0.16	0.03	-1.28	0.2029
mindsetGrowth:interventionMindfulness:Age	0.07	-0.05	0.19	1.19	0.2363
<b>Trait mindfulness</b>					
(Intercept)	0.05	-0.16	0.25	0.43	0.6704
mindsetGrowth	-0.09	-0.38	0.20	-0.62	0.5355
interventionMindfulness	0.03	-0.26	0.31	0.18	0.8571
Trait mindfulness	-0.13	-0.35	0.09	-1.18	0.2379
mindsetGrowth:interventionMindfulness	-0.06	-0.47	0.34	-0.31	0.7549
mindsetGrowth:Trait mindfulness	0.19	-0.10	0.49	1.28	0.2021
interventionMindfulness:Trait mindfulness	0.20	-0.08	0.48	1.42	0.1560
mindsetGrowth:interventionMindfulness:Trait mindfulness	-0.15	-0.56	0.26	-0.71	0.4780
<b>Grit</b>					
(Intercept)	0.06	-0.15	0.26	0.54	0.5884
mindsetGrowth	-0.10	-0.38	0.19	-0.67	0.5025
interventionMindfulness	0.01	-0.27	0.29	0.07	0.9471
Grit	0.22	0.00	0.43	1.99	0.0468
mindsetGrowth:interventionMindfulness	-0.04	-0.44	0.36	-0.20	0.8449
mindsetGrowth:Grit	-0.17	-0.46	0.12	-1.18	0.2378
interventionMindfulness:Grit	-0.07	-0.35	0.21	-0.50	0.6182
mindsetGrowth:interventionMindfulness:Grit	0.19	-0.22	0.59	0.91	0.3654
<b>Prior growth mindset</b>					
(Intercept)	0.05	-0.16	0.26	0.48	0.6331
mindsetGrowth	-0.07	-0.35	0.22	-0.46	0.6424

term	estimate	conf.low	conf.high	statistic	p.value
interventionMindfulness	0.01	-0.27	0.30	0.10	0.9181
Prior growth mindset	-0.09	-0.30	0.12	-0.83	0.4068
mindsetGrowth:interventionMindfulness	-0.08	-0.48	0.33	-0.38	0.7005
mindsetGrowth:Prior growth mindset	-0.10	-0.40	0.20	-0.64	0.5206
interventionMindfulness:Prior growth mindset	0.09	-0.19	0.37	0.62	0.5377
mindsetGrowth:interventionMindfulness:Prior growth mindset	-0.02	-0.42	0.39	-0.08	0.9359
<b>Ego-resilience</b>					
(Intercept)	0.05	-0.16	0.26	0.48	0.6288
mindsetGrowth	-0.08	-0.37	0.20	-0.57	0.5659
interventionMindfulness	0.01	-0.27	0.30	0.10	0.9217
Ego-resilience	0.04	-0.15	0.24	0.44	0.6588
mindsetGrowth:interventionMindfulness	-0.06	-0.46	0.35	-0.27	0.7861
mindsetGrowth:Ego-resilience	-0.10	-0.37	0.17	-0.75	0.4538
interventionMindfulness:Ego-resilience	-0.04	-0.33	0.25	-0.25	0.7995
mindsetGrowth:interventionMindfulness:Ego-resilience	0.14	-0.28	0.55	0.65	0.5172
<b>Self-compassion</b>					
(Intercept)	0.05	-0.16	0.26	0.47	0.6405
mindsetGrowth	-0.09	-0.38	0.20	-0.62	0.5382
interventionMindfulness	0.02	-0.27	0.30	0.11	0.9139
Self-compassion	-0.02	-0.22	0.19	-0.16	0.8718
mindsetGrowth:interventionMindfulness	-0.05	-0.46	0.35	-0.26	0.7945
mindsetGrowth:Self-compassion	-0.10	-0.39	0.20	-0.65	0.5163
interventionMindfulness:Self-compassion	0.01	-0.27	0.29	0.07	0.9408



term	estimate	conf.low	conf.high	statistic	p.value
mindsetGrowth:interventionMindfulness:Self-compassion	0.19	-0.22	0.60	0.93	0.3555
<b>Global self-esteem</b>					
(Intercept)	0.11	-0.10	0.32	1.04	0.3007
mindsetGrowth	-0.15	-0.43	0.14	-0.99	0.3214
interventionMindfulness	-0.05	-0.33	0.24	-0.33	0.7415
Global self-esteem	0.08	-0.14	0.30	0.74	0.4588
mindsetGrowth:interventionMindfulness	0.00	-0.40	0.41	0.02	0.9831
mindsetGrowth:Global self-esteem	-0.16	-0.45	0.13	-1.06	0.2901
interventionMindfulness:Global self-esteem	-0.01	-0.30	0.27	-0.09	0.9245
mindsetGrowth:interventionMindfulness:Global self-esteem	0.10	-0.30	0.51	0.49	0.6232

## S5. Secondary outcomes

### Task boredom

We fitted a linear model to predict out\_2 with mindset and intervention. The model's explanatory power is very weak ( $R^2 = 2.02e-03$ , adj.  $R^2 = -5.88e-03$ ). The model's intercept is at -0.02 (95% CI [-0.22, 0.18]). Within this model:

- The effect of mindset [Growth] is statistically non-significant and positive (beta = 0.09, 95% CI [-0.18, 0.37],  $t(379) = 0.67$ ,  $p = 0.500$ , Std. beta = 0.10)
- The effect of intervention [Mindfulness] is statistically non-significant and positive (beta =  $1.56e-03$ , 95% CI [-0.27, 0.28],  $t(379) = 0.01$ ,  $p = 0.991$ , Std. beta =  $1.62e-03$ )
- The interaction effect of intervention [Mindfulness] on mindset [Growth] is statistically non-significant and negative (beta = -0.11, 95% CI [-0.50, 0.28],  $t(379) = -0.54$ ,  $p = 0.587$ , Std. beta = -0.11)

<b>Boredom</b>				
Predictors	std. Beta	standardized CI	Statistic	p
(Intercept)	-0.02	-0.23 – 0.18	-0.22	0.824
mindset [Growth]	0.10	-0.19 – 0.38	0.67	0.500
intervention [Mindfulness]	0.00	-0.28 – 0.29	0.01	0.991

mindset [Growth] *	-0.11	-0.52 – 0.29	-0.54	0.587
intervention [Mindfulness]				
Observations	383			
R <sup>2</sup> / R <sup>2</sup> adjusted	0.002 / -0.006			

## Stress

We fitted a linear model to predict out\_1 with mindset and intervention. The model's explanatory power is very weak (R<sup>2</sup> = 0.01, adj. R<sup>2</sup> = 2.48e-03). The model's intercept is at 0.12 (95% CI [-0.08, 0.32]). Within this model:

- The effect of mindset [Growth] is statistically non-significant and negative (beta = -0.23, 95% CI [-0.50, 0.05], t(379) = -1.63, p = 0.104, Std. beta = -0.24)
- The effect of intervention [Mindfulness] is statistically non-significant and negative (beta = -0.20, 95% CI [-0.47, 0.07], t(379) = -1.44, p = 0.152, Std. beta = -0.21)
- The interaction effect of intervention [Mindfulness] on mindset [Growth] is statistically non-significant and positive (beta = 0.38, 95% CI [-1.92e-03, 0.77], t(379) = 1.96, p = 0.051, Std. beta = 0.40)

Stress/anxiety				
Predictors	std. Beta	standardized CI	Statistic	p
(Intercept)	0.13	-0.08 – 0.33	1.21	0.226
mindset [Growth]	-0.24	-0.52 – 0.05	-1.63	0.104
intervention [Mindfulness]	-0.21	-0.49 – 0.08	-1.44	0.152
mindset [Growth] * intervention [Mindfulness]	0.40	-0.00 – 0.80	1.96	0.051
Observations	383			
R <sup>2</sup> / R <sup>2</sup> adjusted	0.010 / 0.002			

## Achievement goals

We fitted several independent linear regressions with each achievement goal scale as the outcome. None of the achievement goal variables were associated with the manipulated variables.

term	estimate	conf.low	conf.high	statistic	p.value
<b>agq_oap</b>					
(Intercept)	3.76	3.37	4.14	19.23	0.0000
mindsetGrowth	-0.37	-0.90	0.15	-1.39	0.1641

<b>term</b>	<b>estimate</b>	<b>conf.low</b>	<b>conf.high</b>	<b>statistic</b>	<b>p.value</b>
interventionMindfulness	-0.02	-0.54	0.51	-0.06	0.9543
mindsetGrowth:interventionMindfulness	0.32	-0.42	1.07	0.85	0.3950
<b>agq_oav</b>					
(Intercept)	4.47	4.07	4.87	22.02	0.0000
mindsetGrowth	-0.07	-0.62	0.48	-0.25	0.8002
interventionMindfulness	0.13	-0.42	0.67	0.45	0.6497
mindsetGrowth:interventionMindfulness	0.32	-0.45	1.10	0.82	0.4144
<b>agq_sap</b>					
(Intercept)	4.55	4.23	4.87	28.06	0.0000
mindsetGrowth	-0.22	-0.66	0.22	-0.98	0.3281
interventionMindfulness	-0.03	-0.46	0.41	-0.11	0.9088
mindsetGrowth:interventionMindfulness	0.34	-0.28	0.96	1.09	0.2757
<b>agq_sav</b>					
(Intercept)	5.54	5.26	5.83	38.54	0.0000
mindsetGrowth	-0.12	-0.51	0.27	-0.60	0.5488
interventionMindfulness	0.05	-0.34	0.44	0.25	0.8053
mindsetGrowth:interventionMindfulness	0.23	-0.32	0.77	0.81	0.4200
<b>agq_tap</b>					
(Intercept)	5.62	5.36	5.88	42.54	0.0000
mindsetGrowth	0.19	-0.17	0.54	1.02	0.3081
interventionMindfulness	0.29	-0.07	0.64	1.57	0.1161
mindsetGrowth:interventionMindfulness	-0.38	-0.88	0.13	-1.47	0.1433
<b>agq_tav</b>					

<b>term</b>	<b>estimate</b>	<b>conf.low</b>	<b>conf.high</b>	<b>statistic</b>	<b>p.value</b>
(Intercept)	4.77	4.45	5.10	28.68	0.0000
mindsetGrowth	0.05	-0.40	0.50	0.22	0.8286
interventionMindfulness	0.31	-0.14	0.76	1.36	0.1737
mindsetGrowth:interventionMindfulness	-0.11	-0.74	0.53	-0.33	0.7452
<b>agt_p_oap</b>					
(Intercept)	3.61	3.13	4.08	14.98	0.0000
mindsetGrowth	-0.36	-1.00	0.29	-1.09	0.2772
interventionMindfulness	-0.14	-0.80	0.51	-0.44	0.6630
mindsetGrowth:interventionMindfulness	0.83	-0.08	1.75	1.80	0.0732
<b>agt_p_oav</b>					
(Intercept)	4.22	3.71	4.73	16.23	0.0000
mindsetGrowth	-0.23	-0.93	0.46	-0.66	0.5074
interventionMindfulness	-0.13	-0.83	0.58	-0.35	0.7257
mindsetGrowth:interventionMindfulness	0.89	-0.10	1.88	1.78	0.0767
<b>agt_p_sap</b>					
(Intercept)	4.58	4.16	5.00	21.31	0.0000
mindsetGrowth	-0.09	-0.66	0.49	-0.30	0.7673
interventionMindfulness	0.12	-0.46	0.71	0.42	0.6747
mindsetGrowth:interventionMindfulness	0.48	-0.34	1.29	1.15	0.2494
<b>agt_p_sav</b>					
(Intercept)	5.46	5.07	5.84	28.12	0.0000
mindsetGrowth	-0.12	-0.64	0.40	-0.45	0.6545
interventionMindfulness	0.04	-0.49	0.56	0.14	0.8926
mindsetGrowth:interventionMindfulness	0.32	-0.41	1.06	0.87	0.3870

<b>term</b>	<b>estimate</b>	<b>conf.low</b>	<b>conf.high</b>	<b>statistic</b>	<b>p.value</b>
<b>agt_p_tap</b>					
(Intercept)	5.45	5.11	5.79	31.75	0.0000
mindsetGrowth	0.12	-0.34	0.58	0.51	0.6100
interventionMindfulness	0.34	-0.12	0.81	1.45	0.1488
mindsetGrowth:interventionMindfulness	-0.21	-0.86	0.44	-0.63	0.5266
<b>agt_p_tav</b>					
(Intercept)	4.71	4.30	5.12	22.74	0.0000
mindsetGrowth	0.09	-0.46	0.64	0.32	0.7464
interventionMindfulness	0.32	-0.24	0.88	1.13	0.2613
mindsetGrowth:interventionMindfulness	0.27	-0.52	1.05	0.67	0.5062