

CONFIDENTIAL - FOR PEER-REVIEW ONLY

Study 3 (#127685)

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1) Have any data been collected for this study already?

No, no data have been collected for this study yet.

2) What's the main question being asked or hypothesis being tested in this study?

We will examine the interaction between incentive salience (high vs. low) and prosocial motivation (individual difference measure) on engagement with a prosocial cause.

3) Describe the key dependent variable(s) specifying how they will be measured.

Our main DV is engagement with a prosocial cause, which will be measured by the number of mouse clicks made during a charity "click-a-thon" fundraiser.

4) How many and which conditions will participants be assigned to?

This study will have two conditions (incentive salience: low vs. high) in a between-subjects design. Participants will be randomly assigned to one of two conditions such that a bonus amount is either updated after each click (high incentive salience) or shown as a summed amount after the click-a-thon (low incentive salience).

Prosocial motivation will be measured as an individual difference before the fundraising activity and before assignment to condition.

5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.

-We will conduct a t-test to examine whether our manipulation affected our manipulation check variable.

- We will conduct a linear regression predicting engagement in a charitable cause from incentive salience (high vs. low), prosocial motivation (continuous variable), and their interaction.

6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.

We will check for duplicate IP addresses/worker IDs and exclude participants with both duplicate IP address and worker ID. We will exclude implausible click counts (i.e., 3 standard deviations from the mean).

7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.

We will open the survey for 970 who previously completed a measure of prosocial motivation

8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)

At the end of the study, we will measure the following items:

1. Perceptual attention to benefiting others (To what extent were you thinking about benefiting the CHARITY during the click marathon?)
2. Perceptual attention to benefiting oneself (To what extent were you thinking about benefiting YOURSELF during the click marathon?)
3. Incentive importance (3-item scale)
4. Charity importance (3-item scale)

We expect our manipulation of incentive salience to shift incentive importance, which we will examine via a t-test analysis. We will examine the effect of incentive salience and the interaction between incentive salience and prosocial motivation on the four items above.

We will also compute relative attention paid to incentives' (computed as: perceptual attention to benefiting self / [perceptual attention to benefiting others + perceptual attention to on benefiting self]). We will test for moderated mediation (process model 7): whether relative attention paid to incentives as computed above mediates the effect of incentive salience on keypresses.

We will measure click marathon enjoyment (5-item scale) and a manipulation check (how aware were you of the bonus amount you would receive?).

BUNDLE

This pre-registration is part of a set of similar and/or related pre-registrations sharing at least one author. When one of these pre-registrations was shared by an author, the rest were shared automatically. Links to other pre-registration(s), appear below:

#127269 - https://aspredicted.org/X1R_2HT - Title: 'Incentive Prosocial S2B 230331'