

Better vs. Worse - Decline Effect Confirmation Wave (#24718)

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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?

When Team A is said to be significantly more qualified than Team B, people will think both teams are more qualified overall than when Team B is said to be significantly less qualified than Team A.

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

Responses on an 11-point scale (ranging from -5 to +5) on the following items:

- 1.) Based on this, how qualified do you think Team A is?
- 2.) Based on this, how qualified do you think Team B is?
- 3.) Based on this, how qualified do you think the worst team at the company is?
- 4.) Based on this, how qualified do you think the best team at the company is?
- 5.) Based on this, how qualified do you think the average team at the company is?

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

Two conditions -

- 1.) Team A is described as significantly more qualified than Team B.
- 2.) Team B is described as significantly less qualified than Team A.

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

For our primary hypothesis, we will compare the responses to the question, "Based on this, how qualified do you think Team B is?" between the two conditions using an independent samples t-test. We expect the average response to this question to be higher when Team A is described as more qualified than Team B than when Team B is described as less qualified than Team A.

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

We will exclude participants who incorrectly respond to an attention check that asks participants to recall which team was more qualified (the correct answer is always Team A).

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.

This study will be the first part of a 20-minute session of surveys. We will continue data collection until 1,500 participants have completed the entire 20-minute session and correctly answered an attention check item in a separate survey. Because there is sometimes participant dropout between the beginning and end of the survey session, it is possible that more than 1,500 participants will complete this survey.

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

We will also compare participants' responses to the question, "Based on this, how qualified do you think Team A is?" between the two conditions. We also expect the average response to this question to be higher when Team A is described as more qualified than Team B than when Team B is described as less qualified than Team A.