*Results*

The Luth survey company recruited participants to take part in the study. We set a target sample size of 1,500 participants, to be collected in two waves of 750. Luth collects data from participants in 20 minute sessions, and considers a complete survey to be one in which the participant finishes the entire 20-minute session. Because each session contains a number of studies, there is inevitably dropout between the first and last study in the session; this means that although ~1500 participants completed the total session, 3,146 participants completed the target study (“Labels”). Similarly, although we refer to participants being split into two waves of 750, more than 750 participants completed the target study in each wave. The waves of the study are identified by when data collection began (8/13/17 for wave 1 and 8/21/2017 for wave 2.)

The dummy variable for condition was coded such that 1 = the researcher used the phrase “climate change deniers” and 0 = the researcher did not use such a phrase. The primary DV, researcher’s beliefs, is coded as 1 = the researcher believes global warming has been happening, 0 = otherwise.

**Wave 1 Results**

1,539 Wave 1 participants completed the target study. Of these participants, 1,037 correctly answered the pre-registered attention check item. This item was placed at the end of the study and required participants to correctly recall which condition they were assigned to (recall whether the researcher used the phrase climate change deniers or now.) 1,024 participants responded to all measures and were included in the OLS regression.

We conducted an OLS regression predicting the researcher’s belief variable from the dummy variable indicating condition as well as the pre-registered demographic controls (see the table below for results). The results of the OLS regression reveal a significant effect of condition, such that participants who are read about the researcher that used the phrase “climate change deniers” they believed the researcher was more likely to believe that global warming has been happening, *t*(1005) = 7.62, *p* < .001, *b* = .2262967.

. reg dummy condition\_r female\_missing female\_missing age\_eighteen age\_25 age\_45

> age\_35 age\_55 age\_65 age\_miss hispanic\_miss less\_than\_hs hs\_grad some\_college

> college\_graduate educ\_miss income\_30k income\_49k income\_74k income\_99k income

> \_100k income\_miss region\_northeast region\_midwest region\_south region\_west

note: female\_missing omitted because of collinearity

note: age\_35 omitted because of collinearity

note: age\_miss omitted because of collinearity

note: hispanic\_miss omitted because of collinearity

note: hs\_grad omitted because of collinearity

note: educ\_miss omitted because of collinearity

note: income\_99k omitted because of collinearity

note: income\_miss omitted because of collinearity

Source | SS df MS Number of obs = 1,024

-------------+---------------------------------- F(18, 1005) = 4.28

Model | 17.1138869 18 .950771495 Prob > F = 0.0000

Residual | 223.135137 1,005 .222025011 R-squared = 0.0712

-------------+---------------------------------- Adj R-squared = 0.0546

Total | 240.249023 1,023 .23484753 Root MSE = .4712

-------------------------------------------------------------------------------

dummy\_resea~f | Coef. Std. Err. t P>|t| [95% Conf. Interval]

--------------+----------------------------------------------------------------

condition\_r~e | .2262967 .0297088 7.62 0.000 .1679984 .2845951

female\_miss~g | -.0070548 .3356481 -0.02 0.983 -.6657063 .6515966

female\_miss~g | 0 (omitted)

age\_eighteen | .0543241 .0597799 0.91 0.364 -.0629836 .1716317

age\_25 | .0218637 .0521444 0.42 0.675 -.0804607 .124188

age\_45 | -.0191638 .0493949 -0.39 0.698 -.1160926 .0777651

age\_35 | 0 (omitted)

age\_55 | -.089465 .0526087 -1.70 0.089 -.1927006 .0137705

age\_65 | -.0530184 .0518489 -1.02 0.307 -.1547629 .0487261

age\_miss | 0 (omitted)

hispanic\_miss | 0 (omitted)

less\_than\_hs | .0450892 .1047144 0.43 0.667 -.1603947 .2505731

hs\_grad | 0 (omitted)

some\_college | -.110941 .0500126 -2.22 0.027 -.2090821 -.0127999

college\_gra~e | -.0262928 .0455159 -0.58 0.564 -.1156099 .0630244

educ\_miss | 0 (omitted)

income\_30k | -.0022412 .0518092 -0.04 0.966 -.1039079 .0994255

income\_49k | .0041097 .05393 0.08 0.939 -.1017186 .1099381

income\_74k | .0134978 .0532278 0.25 0.800 -.0909526 .1179482

income\_99k | 0 (omitted)

income\_100k | .0030742 .0560719 0.05 0.956 -.1069572 .1131055

income\_miss | 0 (omitted)

region\_nort~t | -.1762056 .1973576 -0.89 0.372 -.5634859 .2110746

region\_midw~t | -.1545019 .1963467 -0.79 0.432 -.5397984 .2307946

region\_south | -.1998463 .1952214 -1.02 0.306 -.5829347 .183242

region\_west | -.1704017 .1960507 -0.87 0.385 -.5551174 .214314

\_cons | .500577 .2079888 2.41 0.016 .0924349 .908719

-------------------------------------------------------------------------------

.

**Wave 2 Results**

1,607 Wave 2 participants completed the target study. Of these participants, 1,058 participants correctly answered the pre-registered attention check item. 1,049 participants completed all measures and were included in the OLS regression.

We conducted an OLS regression predicting the researcher’s belief variable from the dummy variable indicating condition as well as the pre-registered demographic controls (see the table below for results). The results of the OLS regression reveal a significant effect of condition, such that participants who are read about the researcher that used the phrase “climate change deniers” they believed the researcher was more likely to believe that global warming has been happening, *t*(1029) = 6.24, *p* < .001, *b* = . 1839716.

. keep if wave2==1

(1,539 observations deleted)

. reg dummy condition\_r female\_missing female\_missing age\_eighteen age\_25 age\_45 age\_35 age\_55 age\_65 age\_

> miss hispanic\_miss less\_than\_hs hs\_grad some\_college college\_graduate educ\_miss income\_30k income\_49k in

> come\_74k income\_99k income\_100k income\_miss region\_northeast region\_midwest region\_south region\_west

note: female\_missing omitted because of collinearity

note: age\_25 omitted because of collinearity

note: age\_miss omitted because of collinearity

note: less\_than\_hs omitted because of collinearity

note: educ\_miss omitted because of collinearity

note: income\_99k omitted because of collinearity

note: income\_miss omitted because of collinearity

Source | SS df MS Number of obs = 1,049

-------------+---------------------------------- F(19, 1029) = 3.98

Model | 16.9092316 19 .889959556 Prob > F = 0.0000

Residual | 229.843867 1,029 .223366245 R-squared = 0.0685

-------------+---------------------------------- Adj R-squared = 0.0513

Total | 246.753098 1,048 .23545143 Root MSE = .47262

----------------------------------------------------------------------------------

dummy\_research~f | Coef. Std. Err. t P>|t| [95% Conf. Interval]

-----------------+----------------------------------------------------------------

condition\_recode | .1839716 .0294642 6.24 0.000 .1261548 .2417883

female\_missing | -.1740037 .2133192 -0.82 0.415 -.5925939 .2445865

female\_missing | 0 (omitted)

age\_eighteen | .1268692 .0614368 2.07 0.039 .0063135 .2474249

age\_25 | 0 (omitted)

age\_45 | .024578 .0489334 0.50 0.616 -.0714426 .1205987

age\_35 | .0399632 .0504555 0.79 0.429 -.0590441 .1389705

age\_55 | .0162757 .0505239 0.32 0.747 -.0828658 .1154173

age\_65 | -.0868769 .0506185 -1.72 0.086 -.186204 .0124503

age\_miss | 0 (omitted)

hispanic\_miss | -.4055357 .4755812 -0.85 0.394 -1.338755 .5276841

less\_than\_hs | 0 (omitted)

hs\_grad | .2443061 .1146531 2.13 0.033 .0193255 .4692867

some\_college | .2241812 .1130638 1.98 0.048 .0023193 .4460432

college\_graduate | .1676491 .1118181 1.50 0.134 -.0517685 .3870667

educ\_miss | 0 (omitted)

income\_30k | -.1019096 .0511782 -1.99 0.047 -.2023351 -.001484

income\_49k | -.0475185 .051762 -0.92 0.359 -.1490897 .0540526

income\_74k | -.107448 .0518691 -2.07 0.039 -.2092292 -.0056668

income\_99k | 0 (omitted)

income\_100k | -.0314796 .0563201 -0.56 0.576 -.1419949 .0790357

income\_miss | 0 (omitted)

region\_northeast | -.2239144 .1550889 -1.44 0.149 -.5282411 .0804122

region\_midwest | -.2546898 .1537567 -1.66 0.098 -.5564023 .0470227

region\_south | -.2339018 .1529785 -1.53 0.127 -.5340873 .0662836

region\_west | -.1868161 .1539682 -1.21 0.225 -.4889437 .1153114

\_cons | .3789892 .1908516 1.99 0.047 .0044863 .753492

----------------------------------------------------------------------------------

. restore

.

**Total Sample Results**

3,146 participants completed the target study. Of these participants, 2,095 participants correctly answered the pre-registered attention check item. 2,073 participants completed all measures and were included in the OLS regression.

We conducted an OLS regression predicting the researcher’s belief variable from the dummy variable indicating condition as well as the pre-registered demographic controls (see the table below for results). The results of the OLS regression reveal a significant effect of condition, such that participants who are read about the researcher that used the phrase “climate change deniers” they believed the researcher was more likely to believe that global warming has been happening, *t*(2053) = 9.93, *p* < .001, *b* = .2072173.

. reg dummy condition\_r female\_missing female\_missing age\_eighteen age\_25 age\_45

> age\_35 age\_55 age\_65 age\_miss hispanic\_miss less\_than\_hs hs\_grad some\_college

> college\_graduate educ\_miss income\_30k income\_49k income\_74k income\_99k income

> \_100k income\_miss region\_northeast region\_midwest region\_south region\_west

note: female\_missing omitted because of collinearity

note: age\_eighteen omitted because of collinearity

note: age\_miss omitted because of collinearity

note: hs\_grad omitted because of collinearity

note: educ\_miss omitted because of collinearity

note: income\_100k omitted because of collinearity

note: income\_miss omitted because of collinearity

Source | SS df MS Number of obs = 2,073

-------------+---------------------------------- F(19, 2053) = 6.77

Model | 28.7061227 19 1.51084856 Prob > F = 0.0000

Residual | 458.299184 2,053 .223233894 R-squared = 0.0589

-------------+---------------------------------- Adj R-squared = 0.0502

Total | 487.005306 2,072 .235041171 Root MSE = .47248

-------------------------------------------------------------------------------

dummy\_resea~f | Coef. Std. Err. t P>|t| [95% Conf. Interval]

--------------+----------------------------------------------------------------

condition\_r~e | .2072173 .0208625 9.93 0.000 .1663035 .2481312

female\_miss~g | -.1267623 .1796075 -0.71 0.480 -.4789941 .2254695

female\_miss~g | 0 (omitted)

age\_eighteen | 0 (omitted)

age\_25 | -.0751346 .0422917 -1.78 0.076 -.1580738 .0078045

age\_45 | -.0844356 .0404585 -2.09 0.037 -.1637795 -.0050917

age\_35 | -.0692274 .0423874 -1.63 0.103 -.1523543 .0138994

age\_55 | -.1194882 .0418358 -2.86 0.004 -.2015331 -.0374433

age\_65 | -.1577139 .0416995 -3.78 0.000 -.2394916 -.0759362

age\_miss | 0 (omitted)

hispanic\_miss | -.4206042 .4739661 -0.89 0.375 -1.350109 .5089002

less\_than\_hs | -.0741199 .0769506 -0.96 0.336 -.2250294 .0767895

hs\_grad | 0 (omitted)

some\_college | -.0626912 .0339136 -1.85 0.065 -.1291998 .0038175

college\_gra~e | -.0507765 .0308269 -1.65 0.100 -.1112318 .0096787

educ\_miss | 0 (omitted)

income\_30k | -.0392581 .0348264 -1.13 0.260 -.1075568 .0290406

income\_49k | -.0043948 .0358006 -0.12 0.902 -.0746041 .0658146

income\_74k | -.0304755 .0355674 -0.86 0.392 -.1002275 .0392765

income\_99k | .0126182 .0396965 0.32 0.751 -.0652314 .0904679

income\_100k | 0 (omitted)

income\_miss | 0 (omitted)

region\_nort~t | -.1941711 .1215628 -1.60 0.110 -.4325703 .0442282

region\_midw~t | -.2050766 .1208139 -1.70 0.090 -.4420071 .0318539

region\_south | -.2165884 .1201311 -1.80 0.072 -.45218 .0190031

region\_west | -.1749087 .1208158 -1.45 0.148 -.411843 .0620256

\_cons | .6307155 .1304632 4.83 0.000 .3748616 .8865695

-------------------------------------------------------------------------------

.

\*Note that because we did not pre-register which dummy variables would be the base case, I opted to let Stata optimize the model and drop the appropriate variables based on collinearity. The results are of the same direction and significance, and very similar effect size, if replicated without any demographic controls.