*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, 2,036 participants completed the target study (“Self-Control”). 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 (6/13/19 for wave 1 and 6/17/2019 at 11:00am PDT for wave 2.)

**Wave 2 Results**

814 Wave 2 participants completed the target study and correctly answered the pre-registered attention check item. This item required participants to recall a simple detail from the study they completed.

Participants read that they were a manager at a technology firm and needed to pick a team to assign to a new project. The participants were told that their assistant had narrowed down the selection to two options. Participants in the “better” condition were told that Team A was better than Team B. Participants in the “worse” condition were told that Team B was worse than Team A.

The primary dependent variable of interest was participants’ response to the item, “Based on this, how qualified do you think “Team B” is, on an 11-point scale.

We conducted an independent samples *t*-test and found that, as predicted, participants in the better condition rated Team B as significantly more qualified than participants in the worse condition, *M*better 5.97, *SE* = .10, *M*worse = 4.82, *SE* = .12, *t*(812) = 7.54, *p* < .001, *d* = .53.

**Wave 1 Results**

813 Wave 1 participants completed the target study and correctly answered the pre-registered attention check item.

We conducted an independent samples *t*-test and found that, as predicted, participants in the better condition rated Team B as significantly more qualified than participants in the worse condition, *M*better 6.23, *SE* = .09, *M*worse = 4.87, *SE* = .11, *t*(811) = 9.84, *p* < .001, *d* = .69.

**Total Sample Results**

1,627participants completed the target study and correctly answered the pre-registered attention check item.

We conducted an independent samples *t*-test and found that, as predicted, participants in the better condition rated Team B as significantly more qualified than participants in the worse condition, *M*better 6.10, *SE* = .07, *M*worse = 4.84, *SE* = .08, *t*(1,625) = 12.21, *p* < .001, *d* = .60.