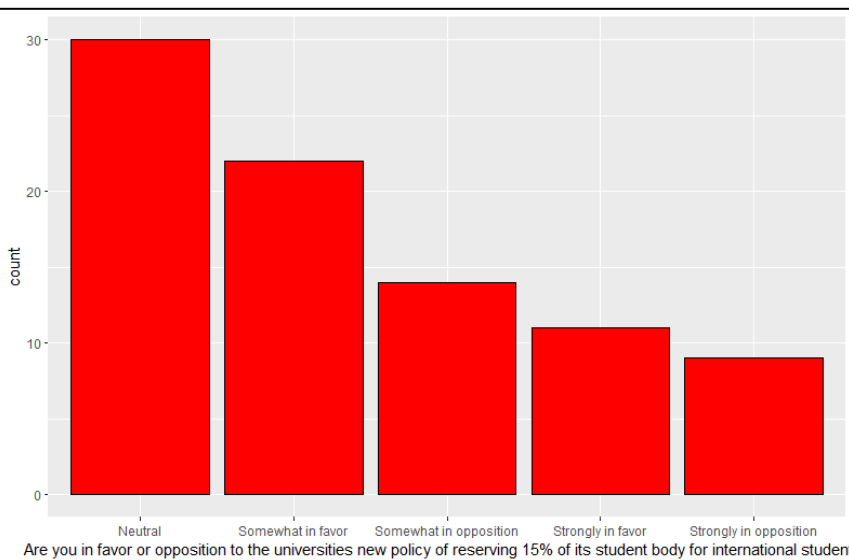


Final Reflection

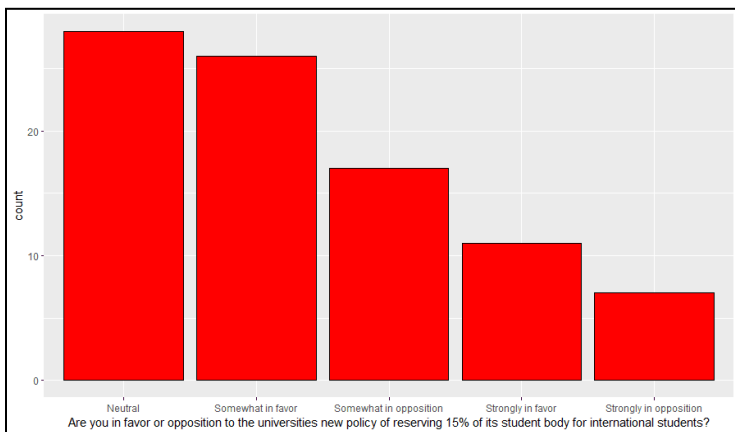
Our original hypothesis was that Americans would show a clear preference for the economic justification vs the moral justification. We believed this as much of the discourse around immigrants and foreign residents in the US is negative which we believed would cause Americans to only support international students when it was in their clear personal interest; which the economic justification would display.

Within the economic justification, 38.4% of respondents viewed the policy favorably vs the moral justification 41.6% of respondents viewed the policy favorably. What is abundantly clear is that having any justification is more effective than having none, as in the control group only 34.1% of respondents viewed the policy favorably.



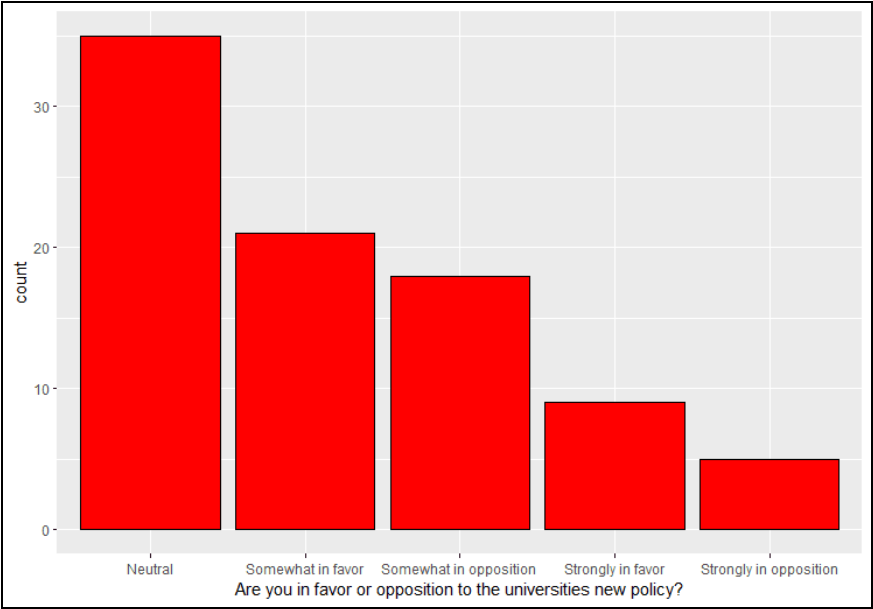
Question: Are you in favor or opposition to the universities new policy of reserving 15% of its student body for international students?

Response	N	Percent Responding
Neutral	30	34.9
Somewhat in favor	22	25.6
Somewhat in opposition	14	16.3
Strongly in favor	11	12.8
Strongly in opposition	9	10.5



Question: Are you in favor or opposition to the universities new policy of reserving 15% of its student body for international students?

Response	N	Percent Responding
Neutral	28	31.5
Somewhat in favor	26	29.2
Somewhat in opposition	17	19.1
Strongly in favor	11	12.4
Strongly in opposition	7	7.9



Question: Are you in favor or opposition to the universities new policy of reserving 15% of its student body for international students?

Response	N	Percent Responding
Neutral	35	39.8
Somewhat in favor	21	23.9
Somewhat in opposition	18	20.5
Strongly in favor	9	10.2
Strongly in opposition	5	5.7

With the two main justifications, it is interesting to look at how effective the respondents reported their article was. For the economic justification, 43% of respondents found the article convincing while for the moral justification, 45% of respondents found the article convincing.

What is fascinating about these numbers is that both are higher than the percentage of respondents who reported favorable views of the policy; potentially meaning that these articles that were designed to convince readers to support the policy were convincing instead because they swayed the reader against the policy. This may mean in future iterations of the study that the articles may need to be revised to further make clear they support the policy.

Question: How convincing did you find the article to be in justifying the universities new policy of reserving 15% of its student body for international students?

Response	N	Percent Responding
Neither convincing nor unconvincing	32	37.2
Somewhat convincing	18	20.9
Somewhat unconvincing	11	12.8
Strongly convincing	19	22.1
Strongly unconvincing	6	7.0

Question: How convincing did you find the article to be in justifying the universities new policy of reserving 15% of its student body for international students?

Response	N	Percent Responding
Neither convincing nor unconvincing	34	38.2
Somewhat convincing	33	37.1
Somewhat unconvincing	11	12.4
Strongly convincing	7	7.9
Strongly unconvincing	4	4.5

When asked whether or not they thought the 15% is the correct amount, too high, or too low every condition had a clear preference for the 15% is the correct amount response. This may be a result of the anchoring effect, however considering the percentage had to be set at some amount, the anchoring effect was going to be an issue regardless. In future iterations of this study, it may be wise to consider removing this question as not much information can be gleaned from it anyway.

The most common response across all conditions to our question about supporting the policy was neutral but the moral justification shrinks the gap between the most popular two answers. For the moral justification neutral received 31.5% of the responses while the second most popular answer, somewhat in favor, received 29.2% of the responses. When you compare this to the other two conditions which also share the same top two answers it is clear that the moral justification was the most successful in making people less apathetic about the issue. For the control group neutral received 39.8% of the responses while somewhat in favor received 23.9% of the responses and for the economic group neutral received 34.9% of the responses while somewhat in favor received 25.6% of the responses. Again it is clear that any justification will lower apathy but the moral justification is the most successful at doing so significantly.

It is also important to note that this clear preference for neutrality between every condition reflects the idea that Americans largely do not care about foreign policy. The results of our study would seem to back that idea up.

The results of this study clearly show that our original hypothesis was wrong. Americans do in fact have a clear preference for moral justifications surrounding international students

compared to economic justifications which is the opposite of what we hypothesized. This study gives a loud and clear message to universities when it comes to policy around international students, and perhaps policy in general, any justification is better than no justification and moral justification is the most effective.

Further research may wish to build off of this study in a number of ways. One could apply the format/questions to immigrants instead of international students. Instead of percentage of the student base, one could say a number of immigrants per year, ask questions about whether the number is too high, low, or the correct amount, and use the same broad justification categories. It would be interesting to see if the preference for moral justifications carries over to immigrants. One could also take this study a different way and see if where the international students are from changes the most popular justification or whether it changes the support being more popular than not support in every condition. Finally one could also see if change in any policy reflects the preferences shown in this study. Applying the same base justifications it would be interesting to see if people still show the same preferences for policy changes not involving international students.

There clearly are many ways this study could be built upon and we the researchers would be fascinated to see any way in which further research could build upon our own, hopefully starting with the suggestions we offer. We hope that this study can offer guidance to universities in any future policy-making that requires public support.

