

A Rose by Any Other Name?

**Subtle Linguistic Cue Impacts Anger and Corresponding Policy Support in Intractable
Conflict**

Supplementary Materials

Additional analyses of the effect of linguistic cue on the dependent variables in Study 1 without controlling for political ideology

Effects of linguistic cue (noun vs. verb form) on anger toward the State and on support for concessions. Participants in the noun condition reported significantly less anger toward the State ($M = 3.19, SD = 1.30$) than participants in the verb condition ($M = 3.69, SD = 1.43; t(127) = 2.06, p = .041$; Cohen's $d = .37$). Additionally, participants in the noun condition reported significantly greater support for concessions ($M = 2.04, SD = .99$) than participants in the verb condition ($M = 1.70, SD = .85; t(127) = 2.05, p = .043$; Cohen's $d = .37$).

Anger towards the State as a mediator of the effect of linguistic cue on support for concessions. To test the mediating role of anger toward the State in the relation between linguistic cue and support for concessions, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed that the total effect of the linguistic cue on support for concessions was reduced after the mediator, anger toward the State, was introduced into the model, and the indirect effect through anger was significant ($effect = .06, SE = .03, 95\% CI: [.01, .15]$). The model (see Figure 1) suggests that the use of noun labelling relative to verb labelling reduced levels of anger towards the State, which in turn increased support for concessions.

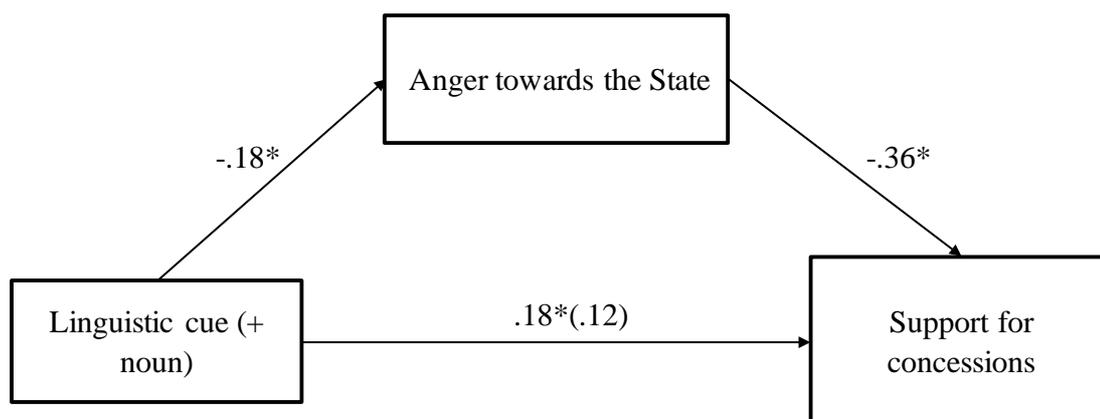


Figure 1. Anger towards the State as a mediator of the effect of linguistic cues on support for concessions. All coefficients are standardized ($*p < .05$).

Additional analyses of the effect of linguistic cue on the dependent variables in Study 2 without controlling for political ideology

The effects of linguistic cue (noun vs. verb condition) on anger towards the State, anger towards Palestinians, and support for concessions. Participants in the noun condition reported marginally significantly less anger toward the State ($M = 3.04$, $SD = 1.32$) than participants in the verb condition ($M = 3.37$, $SD = 1.29$; $t(190) = 1.76$, $p = .080$; Cohen's $d = .25$). Additionally, participants in the noun condition reported significantly less anger toward the Palestinians ($M = 3.11$, $SD = 1.49$) than participants in the verb condition ($M = 3.90$, $SD = 1.40$; $t(190) = 3.70$, $p < .001$; Cohen's $d = .55$). Finally, there was no significant difference between the noun ($M = 2.98$, $SD = 1.37$) and verb conditions ($M = 2.72$, $SD = 1.23$) in support for concessions ($t(190) = 1.36$, $p = .177$; Cohen's $d = .20$).

Anger toward the State and anger towards Palestinians as mediators of the effect of linguistic cue on support for concessions. To test the mediating role of anger toward the State and the role of anger towards the Palestinians in the relation between linguistic cue condition and support for concessions, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed that the total effect of the linguistic cue on support for concessions was reduced after the mediators, anger toward the State and anger towards Palestinians, were introduced into the model, and the indirect effect through anger towards the Palestinians was significant ($effect = .14$, $SE = .04$, 95% CI: [.07, .24]). The indirect effect through anger towards the State was not significant ($effect = .01$, $SE = .01$, 95% CI: [-.005, .04]). The model (see Figure 2) suggests that the use of noun versus verb labelling reduced levels of anger towards the Palestinians, which in turn increased support for concessions. It is worth noting that when anger towards the State was introduced to the model without anger towards the Palestinians, its indirect effect was marginally significant ($effect = .04$, $SE = .03$, 90% CI: [.005, .09]).

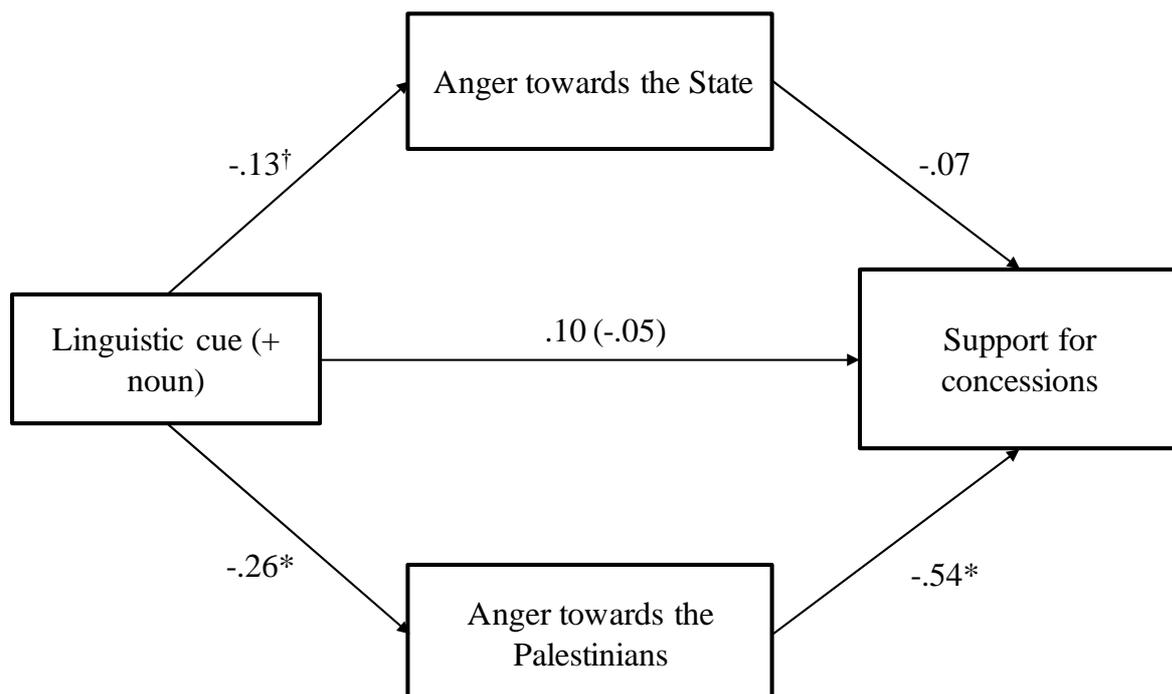


Figure 2. Anger towards Palestinians mediated the effect of linguistic cues on support for concessions. All coefficients are standardized ($†p = .08$; $*p < .05$).

Additional analyses of the effect of linguistic cue on the dependent variables in Study 3 without controlling for political ideology: Part 1

The effects of linguistic cue (noun versus verb condition) on emotions and support for concessions. Participants in the noun condition reported significantly less anger toward the State ($M = 3.43$, $SD = 1.19$) than participants in the verb condition ($M = 3.92$, $SD = 1.16$; $t(268) = 3.40$, $p = .001$; Cohen's $d = .42$). Participants also showed marginally significantly less anger towards the Palestinians in the noun condition ($M = 3.29$, $SD = .96$) than in the verb condition ($M = 3.53$, $SD = 1.25$; $t(230) = 1.80$, $p = .080$, Cohen's $d = .22$). Participants in the noun condition reported significantly less fear of Palestinians ($M = 3.25$, $SD = 1.08$) than participants in the verb condition ($M = 3.62$, $SD = 1.18$; $t(268) = 2.69$, $p = .008$; Cohen's $d = .33$). Additionally, participants in the noun condition reported significantly less guilt towards Palestinians ($M = 2.88$, $SD = 1.14$) than participants in the verb condition ($M = 3.21$, $SD = 1.41$;

$t(237) = 2.14, p = .033$, Cohen's $d = .26$). Participants in the noun condition showed more hope ($M = 3.60, SD = 1.27$), compared with the verb condition ($M = 3.25, SD = 1.42; t(268) = 2.11, p = .036$, Cohen's $d = .26$). Importantly, participants in the noun condition reported significantly greater support for concessions ($M = 3.01, SD = 1.36$) than participants in the verb condition ($M = 2.33, SD = .97; t(259) = 4.67, p < .001$; Cohen's $d = .58$).

However, as emotions in conflict are often highly correlated (Halperin, 2011), an increase of any one emotion is likely to lead to movement in additional related emotions. Therefore, to gauge the impact of the manipulation uniquely on each of the emotions moved, we created a measure of the residual of each emotion regressed on the other emotions. Re-analyses using the residualized measures of each emotion revealed that only anger toward the State and was uniquely impacted by the noun/verb frame ($t(268) = 2.42, p = .016$), fear was marginally significantly impacted ($t(268) = 1.88, p = .061$), whereas the impact on anger towards Palestinians, guilt, and hope became non-significant ($t(247) = 1.12, p = .264$), $t(238) = .85, p = .394$), and $t(268) = .92, p = .359$), respectively).

Anger towards the State and fear as mediators of the effect of linguistic cue on support for concessions. To test the mediating role of anger toward the State and the role of fear of Palestinians in the relation between linguistic cue condition and support for concessions, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4), specifying the residualized measures of anger toward the State, and fear of Palestinians as mediators. The analysis revealed that the total effect of the linguistic cue on support for concessions was reduced after the mediators, anger toward the State and fear, were introduced into the model, and the indirect effect through both anger towards the Palestinians ($effect = .02, SE = .01, 95\% CI: [.003, .06]$), and fear of Palestinians ($effect = .02, SE = .01, 95\% CI: [.001, .05]$) were significant. The model (see Figure 3) suggests that the use of noun versus verb

labelling reduced levels of anger towards the Palestinians, and marginally significantly fear of Palestinians, which in turn increased support for concessions.

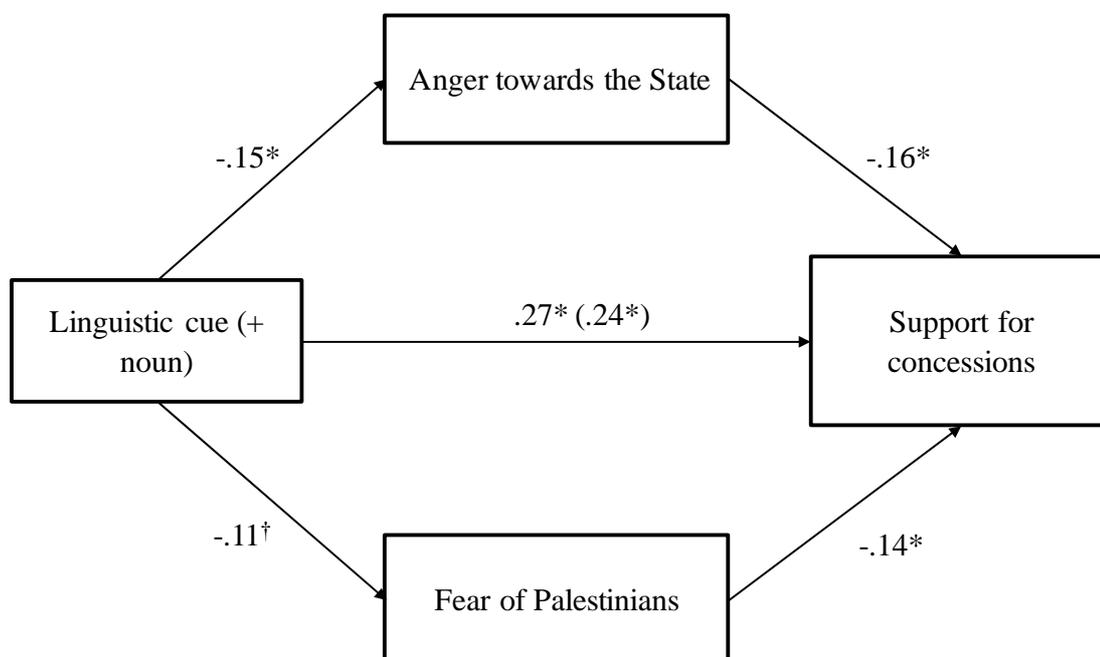


Figure 3. Anger towards Palestinians and fear of Palestinians mediated the effect of linguistic cues on support for concessions. All coefficients are standardized ($^{\dagger}p = .06$; $*p < .05$).

Additional analyses of the effect of linguistic cue on the dependent variables in Study 3 without controlling for political ideology: Part 2

The effects of linguistic cue (noun versus verb condition) on emotions and support for retaliatory policies. Participants in the noun condition reported significantly less anger toward Palestinians ($M = 3.63$, $SD = 1.28$) than participants in the verb condition ($M = 4.22$, $SD = 1.35$; $t(256) = 3.60$, $p < .001$; Cohen's $d = .45$). No significant effect was found on anger towards the State (noun condition: $M = 3.27$, $SD = 1.46$; verb condition: $M = 3.00$, $SD = 1.23$; $t(256) = 1.58$, $p = .115$; Cohen's $d = .20$). Participants in the noun condition reported significantly less fear of Palestinians ($M = 3.06$, $SD = 1.39$) than participants in the verb condition ($M = 3.46$, $SD = 1.46$; $t(256) = 2.23$, $p = .027$; Cohen's $d = .28$). No significant effects were found on guilt

(noun condition: $M = 3.62$, $SD = 1.40$; verb condition: $M = 3.41$, $SD = 1.52$; $t(256) = 1.16$, $p = .247$, Cohen's $d = .14$), nor on hope (noun condition: $M = 2.64$, $SD = 1.28$; verb condition: $M = 2.78$, $SD = 1.40$; $t(256) = .88$, $p = .379$; Cohen's $d = .10$). Importantly, participants in the noun condition reported significantly less support for retaliatory policies ($M = 2.87$, $SD = 1.34$) than participants in the verb condition ($M = 3.97$, $SD = 1.18$; $t(255) = 7.06$, $p < .001$; Cohen's $d = .87$).

As in the analyses of the first part of Study 3, to gauge the impact of the manipulation uniquely on each of the emotions moved, we created a measure of the residual of each emotion regressed on the other emotions that were impacted by the manipulation. Re-analyses using the residualized measures of each emotion revealed that only anger toward the Palestinians was uniquely impacted by the noun/verb frame ($t(256) = 3.07$, $p = .002$), whereas the impact on fear of Palestinians became non-significant ($t(256) = 1.27$, $p = .204$).

Anger towards Palestinians as a mediator of the effect of linguistic cue on support retaliatory policies. To test the mediating role of anger toward the Palestinians in the relation between linguistic cue and support for retaliatory policies, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4), specifying the residualized measure of anger toward Palestinians as mediator. The analysis revealed that the total effect of the linguistic cue on support for retaliatory policies was reduced after the mediator anger toward Palestinians was introduced into the model, and that the indirect effect through anger was significant ($effect = -.09$, $SE = .03$, 95% CI: $[-.15, -.03]$). The model (see Figure 4) suggests that the use of noun versus verb form reduced levels of anger towards the Palestinians, which in turn decreased support for retaliatory policies (see supplementary material for mediation analyses using the non-residualized measures of anger towards Palestinians and fear).

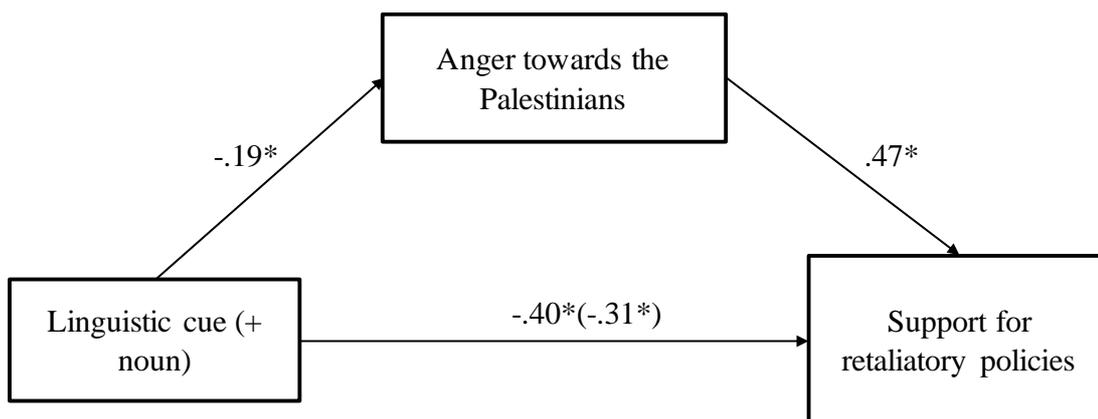


Figure 4. Anger towards Palestinians mediated the effect of linguistic cues on support for retaliatory policies. All coefficients are standardized (* $p < .05$).

Additional analyses of the effect of linguistic cue on the dependent variables in Study

1 moderated by political ideology

To examine the effects of the linguistic cue (noun vs. verb), and the moderating effect of political ideology on our dependent variables, we used Hayes' (2013) PROCESS model throughout the following statistical analysis. As the effects of the linguistic cue were detailed in the main text, below we elaborate only on the effects of political ideology, and the interaction between the linguistic cue and political ideology.

Anger toward the State. First, when we examined the model with anger towards the State as the dependent variable ($R^2 = .19$, $F(3, 125) = 10.01$, $p < .001$), we found that it was predicted by the linguistic cue ($b = -.47$, $SE = .22$, $t = -2.08$, $p = .040$; 95% CI: [-.91, -.02]), and by political ideology ($b = -.40$, $SE = .08$, $t = -4.82$, $p < .001$; 95% CI: [-.56, -.23]), such that the more participants were leftists the less they expressed anger toward the State. We also found a marginally significant interaction between the linguistic cue and political ideology in their effect on anger toward the State ($b = .28$, $SE = .17$, $t = 1.70$, $p = .091$; 90% CI: [.01, .56]). The marginal interaction was examined using simple slope analysis (Aiken & West, 1991). Political ideology was fixed at +1 SD, hereafter termed leftist participants, and -1 SD, hereafter termed rightist participants. The conditional effects revealed a non-significant

effect for the leftist participants ($b = -.09$, $SE = .32$, $t = -.27$, $p = .788$; 95% CI: [-.71, .54]), whereas for the rightist participants, in the noun condition they showed less anger toward the State compared to the verb condition ($b = -.85$, $SE = .32$, $t = -2.66$, $p = .009$; 95% CI: [-1.48, -.22]).

Support for Concessions. When we examined the model with support for concessions as the dependent variable ($R^2 = .36$, $F(3, 125) = 23.94$, $p < .001$), we found that it was predicted by the linguistic cue ($b = .30$, $SE = .13$, $t = 2.26$, $p = .026$; 95% CI: [.04, .56]), and by political ideology ($b = .39$, $SE = .05$, $t = 8.06$, $p < .001$; 95% CI: [.30, .49]), such that the more participants were leftist, the more they supported concessions. Finally, support for concessions was not predicted by the interaction between the linguistic cue and political ideology ($b = .01$, $SE = .10$, $t = .10$, $p = .919$; 95% CI: [-.18, .20]).

Additional analyses of the effect of linguistic cue on the dependent variables in Study 2 moderated by political ideology

Anger toward the State. When we examined the model with anger toward the State as the dependent variable ($R^2 = .08$, $F(3, 188) = 5.17$, $p = .002$), we found that it was marginally predicted by the linguistic cue ($b = -.33$, $SE = .19$, $t = -1.75$, $p = .082$; 90% CI: [-.64, -.02]), and significantly predicted by political ideology ($b = -.24$, $SE = .07$, $t = -3.50$, $p < .001$; 95% CI: [-.38, -.11]), such that the more they were leftist, the less anger toward the State they expressed. Finally, anger toward the State was not predicted by the interaction between the linguistic cue and political ideology ($b = .05$, $SE = .14$, $t = .31$, $p = .754$; 95% CI: [-.24, .33]).

Anger toward the Palestinians. When we examined the model with anger toward the Palestinians as the dependent variable ($R^2 = .29$, $F(3, 188) = 25.24$, $p < .001$), we found that it was predicted by the linguistic cue ($b = -.77$, $SE = .19$, $t = -4.10$, $p < .001$; 95% CI: [-1.14, -.40]), and by political ideology ($b = -.52$, $SE = .07$, $t = -7.47$, $p < .001$; 95% CI: [-.65, -.38]),

such that the more they were leftist, the less anger toward the Palestinians they expressed. Finally, anger toward the Palestinians was not predicted by the interaction between the linguistic cue and political ideology ($b = -.07$, $SE = .14$, $t = -.52$, $p = .603$; 95% CI: [-.36, .21]).

Support for Concessions. When we examined the model with support for concessions as the dependent variable ($R^2 = .54$, $F(3, 188) = 73.92$, $p < .001$), we found that it was marginally predicted by the linguistic cue ($b = .23$, $SE = .13$, $t = 1.76$, $p = .081$; 90% CI: [.01, .45]), and significantly predicted by political ideology ($b = .72$, $SE = .05$, $t = 14.71$, $p < .001$; 95% CI: [.62, .81]), such that the more participants were leftist, the more they supported concessions. Finally, support for concessions was not predicted by the interaction between the linguistic cue and political ideology ($b = -.06$, $SE = .10$, $t = -.63$, $p = .532$; 95% CI: [-.26, .14]).

Additional analyses of the effect of linguistic cue on the dependent variables in Study 3 moderated by political ideology: Part 1

Anger toward the State. When we examined the model with anger toward the State as the dependent variable ($R^2 = .14$, $F(3, 266) = 14.77$, $p < .001$), we found that it was predicted by the linguistic cue ($b = -.42$, $SE = .14$, $t = -3.04$, $p = .003$; 95% CI: [-.69, -.15]), and by political ideology ($b = -.25$, $SE = .04$, $t = -5.58$, $p < .001$; 95% CI: [-.34, -.16]), such that the more they were leftist, the less anger toward the state they expressed. Anger toward the State was not predicted by the interaction between the linguistic cue and political ideology ($b = -.06$, $SE = .09$, $t = -.66$, $p = .512$; 95% CI: [-.23, .12]). When examining this analysis with the residual of anger toward the State after accounting for the variance explained by fear from the Palestinians, and guilt toward the Palestinians, the pattern of results outlined above remains completely identical.

Anger toward the Palestinians. When we examined the model with anger toward the Palestinians as the dependent variable ($R^2 = .14$, $F(3, 266) = 14.71$, $p < .001$), we found that it was not significantly predicted by the linguistic cue ($b = -.17$, $SE = .13$, $t = -1.31$, $p = .191$; 95% CI: [-.41, .08]), but was significantly predicted by political ideology ($b = -.26$, $SE = .04$, $t = -6.35$, $p < .001$; 95% CI: [-.34, -.18]), such that the more they were leftist, the less anger toward the Palestinians they expressed. Finally, anger toward the Palestinians was not predicted by the interaction between the linguistic cue and political ideology ($b = -.04$, $SE = .08$, $t = -.48$, $p = .632$; 95% CI: [-.20, .12]).

Fear of Palestinians. When we examined the model with fear from the Palestinians as the dependent variable ($R^2 = .07$, $F(3, 266) = 7.06$, $p < .001$), we found that it was predicted by the linguistic cue ($b = -.32$, $SE = .14$, $t = -2.39$, $p = .018$; 95% CI: [-.59, -.06]), and by political ideology ($b = -.16$, $SE = .04$, $t = -3.69$, $p < .001$; 95% CI: [-.25, -.08]), such that the more they were leftist, the less fear from the Palestinians they expressed. Fear of Palestinians was not predicted by the interaction between the linguistic cue and political ideology ($b = -.02$, $SE = .09$, $t = -.18$, $p = .857$; 95% CI: [-.19, .16]). When examining this analysis with the residual of fear from the Palestinians after accounting for the variance explained by anger toward the State, and guilt toward the Palestinians, the pattern of results outlined above remains completely identical, but the effect of the linguistic cue becomes not significant ($b = -.19$, $SE = .13$, $t = -1.44$, $p = .150$; 95% CI: [-.45, .07]).

Guilt toward the Palestinians. When we examined the model with guilt toward the Palestinians as the dependent variable ($R^2 = .03$, $F(3, 266) = 2.84$, $p = .039$), we found that it was marginally significantly predicted by the linguistic cue ($b = -.30$, $SE = .16$, $t = -1.96$, $p = .052$; 90% CI: [-.56, -.05]), and by political ideology ($b = -.10$, $SE = .05$, $t = -1.96$, $p = .051$; 95% CI: [-.18, -.02]), such that the more they were leftist, the less guilt toward the Palestinians they expressed. Guilt toward the Palestinians was not predicted by the interaction

between the linguistic cue and political ideology ($b = -.03$, $SE = .10$, $t = -.26$, $p = .798$; 95% CI: [-.22, .17]). When examining this analysis with the residual of guilt toward the Palestinians after accounting for the variance explained by fear from the Palestinians, and anger toward the State, the pattern of results both the effect of the linguistic cue and the effect of political ideology become not significant ($b = -.11$, $SE = .15$, $t = -.72$, $p = .470$; 95% CI: [-.39, .18]; and $b = .01$, $SE = .05$, $t = .27$, $p = .784$; 95% CI: [-.08, .11], respectively), while the effect on the interaction remains not significant.

Hope. When we examined the model with hope as the dependent variable ($R^2 = .19$, $F(3, 266) = 20.80$, $p < .001$), we found that it was not significantly predicted by the linguistic cue ($b = .24$, $SE = .15$, $t = 1.59$, $p = .112$; 95% CI: [-.06, .54]), but was significantly predicted by political ideology ($b = .37$, $SE = .05$, $t = 7.52$, $p < .001$; 95% CI: [.27, .46]), such that the more they were leftist, the more hope they expressed. Finally, hope was not predicted by the interaction between the linguistic cue and political ideology ($b = .08$, $SE = .10$, $t = .84$, $p = .399$; 95% CI: [-.11, .27]).

Support for Concessions. When we examined the model with support for concessions as the dependent variable ($R^2 = .45$, $F(3, 266) = 73.66$, $p < .001$), we found that it was predicted by the linguistic cue ($b = .54$, $SE = .11$, $t = 4.77$, $p < .001$; 95% CI: [.32, .76]), and by political ideology ($b = .49$, $SE = .04$, $t = 13.42$, $p < .001$; 95% CI: [.42, .56]), such that the more participants were leftist, the more they supported concessions. Finally, support for concessions was also predicted by the interaction between the linguistic cue and political ideology ($b = .17$, $SE = .07$, $t = 2.38$, $p = .018$; 95% CI: [.03, .32]). The conditional effects revealed that the leftist participants showed more support for concessions in the noun condition than the verb condition ($b = .81$, $SE = .16$, $t = 5.03$, $p < .001$; 95% CI: [.49, 1.12]), whereas for the rightist participants, this effect was only marginal ($b = .27$, $SE = .16$, $t = 1.70$, $p = .090$; 90% CI: [.01, .53]).

Additional analyses of the effect of linguistic cue on the dependent variables in Study 3 moderated by political ideology: Part 2

Anger toward the State. When we examined the model with anger toward the State as the dependent variable ($R^2 = .37$, $F(3, 254) = 49.36$, $p < .001$), we found that it was not significantly predicted by the linguistic cue ($b = .11$, $SE = .14$, $t = .78$, $p = .434$; 95% CI: [-.16, .38]), but was significantly predicted by political ideology ($b = .52$, $SE = .04$, $t = 11.85$, $p < .001$; 95% CI: [.44, .61]), such that the more they were leftist, the more anger toward the State they expressed. Finally, anger toward the State was also predicted by the interaction between the linguistic cue and political ideology ($b = .18$, $SE = .09$, $t = 2.05$, $p = .041$; 95% CI: [.01, .36]). The conditional effects revealed that the leftist participants expressed more anger toward the State in the noun condition than the verb condition ($b = .39$, $SE = .20$, $t = 1.99$, $p = .048$; 95% CI: [.004, .77]), whereas for the rightist participants, there was no significant difference between the conditions ($b = -.17$, $SE = .19$, $t = -.91$, $p = .366$; 95% CI: [-.55, .20]).

Anger toward the Palestinians. When we examined the model with anger toward the Palestinians as the dependent variable ($R^2 = .07$, $F(3, 254) = 6.74$, $p < .001$), we found that it was predicted by the linguistic cue ($b = -.55$, $SE = .16$, $t = -3.35$, $p < .001$; 95% CI: [-.87, -.23]), and by political ideology ($b = -.14$, $SE = .05$, $t = -2.64$, $p = .009$; 95% CI: [-.24, -.04]), such that the more they were leftist, the less anger toward the Palestinians they expressed. Anger toward the Palestinians was not predicted by the interaction between the linguistic cue and political ideology ($b = -.01$, $SE = .11$, $t = -.10$, $p = .923$; 95% CI: [-.22, .20]). When examining this analysis with the residual of anger toward the Palestinians after accounting for the variance explained by fear from the Palestinians, the pattern of results outlined above remains identical.

Fear of Palestinians. When we examined the model with fear from the Palestinians as the dependent variable ($R^2 = .03$, $F(3, 254) = 2.48$, $p = .062$), we found that it was predicted by the linguistic cue ($b = -.42$, $SE = .18$, $t = -2.38$, $p = .018$; 95% CI: [-.78, -.07]), but not by political ideology ($b = .09$, $SE = .06$, $t = 1.57$, $p = .118$; 95% CI: [-.02, .20]). Finally, fear from the Palestinians was not predicted by the interaction between the linguistic cue and political ideology ($b = .01$, $SE = .12$, $t = .09$, $p = .925$; 95% CI: [-.22, .24]). When examining this analysis with the residual of fear from the Palestinians after accounting for the variance explained by anger toward the Palestinians, the effect of the linguistic cue becomes not significant ($b = -.26$, $SE = .17$, $t = 1.52$, $p = .130$; 95% CI: [-.60, .08]), while the effect of political ideology becomes significant ($b = .13$, $SE = .06$, $t = 2.39$, $p = .018$; 95% CI: [.02, .24]), such that the more participants were leftist, the more fear they expressed. The interaction between the linguistic cue and political ideology remains not significant.

Guilt toward the Palestinians. When we examined the model with guilt toward the Palestinians as the dependent variable ($R^2 = .07$, $F(3, 254) = 6.72$, $p < .001$), we found that it was not significantly predicted by the linguistic cue ($b = .18$, $SE = .18$, $t = 1.01$, $p = .316$; 95% CI: [-.17, .53]), but was significantly predicted by political ideology ($b = .14$, $SE = .06$, $t = 2.44$, $p = .016$; 95% CI: [.03, .25]), such that the more they were leftist, the more guilt toward the Palestinians they expressed. Finally, guilt toward the Palestinians was also predicted by the interaction between the linguistic cue and political ideology ($b = .41$, $SE = .11$, $t = 3.60$, $p < .001$; 95% CI: [.19, .64]). The conditional effects revealed that the leftist participants expressed more guilt toward the Palestinians in the noun condition than the verb condition ($b = .82$, $SE = .25$, $t = 3.23$, $p = .001$; 95% CI: [.32, 1.31]), whereas the rightist participants expressed marginally less guilt in the noun condition compared to the verb condition ($b = -.46$, $SE = .25$, $t = -1.85$, $p = .065$; 95% CI: [-.87, -.05]).

Hope. When we examined the model with hope as the dependent variable ($R^2 = .06$, $F(3, 254) = 5.15$, $p = .002$), we found that it was not significantly predicted by the linguistic cue ($b = -.08$, $SE = .16$, $t = -.51$, $p = .612$; 95% CI: [-.40, .24]), but was significantly predicted by political ideology ($b = -.20$, $SE = .05$, $t = -3.82$, $p < .001$; 95% CI: [-.31, -.10]), such that the more they were leftist, the less hope they expressed. Finally, hope was not predicted by the interaction between the linguistic cue and political ideology ($b = -.01$, $SE = .11$, $t = -.05$, $p = .961$; 95% CI: [-.20, .21]).

Support for Retaliatory Policies. When we examined the model with support for retaliatory policies as the dependent variable ($R^2 = .33$, $F(3, 254) = 41.55$, $p < .001$), we found that it was predicted by the linguistic cue ($b = -1.00$, $SE = .14$, $t = -7.03$, $p < .001$; 95% CI: [-1.29, -.72]), and by political ideology ($b = -.35$, $SE = .05$, $t = -7.50$, $p < .001$; 95% CI: [-.44, -.26]), such that the more participants were leftist, the less they supported retaliatory policies. Finally, support for retaliatory policies was also predicted by the interaction between the linguistic cue and political ideology ($b = -.27$, $SE = .09$, $t = -2.87$, $p = .004$; 95% CI: [-.45, -.08]). The conditional effects revealed that the leftist participants showed less support for retaliatory policies in the noun condition than the verb condition ($b = -1.42$, $SE = .20$, $t = -6.94$, $p < .001$; 95% CI: [-1.82, -1.01]). The rightist participants showed a similar significant pattern of results, but the effect was descriptively smaller ($b = -.59$, $SE = .20$, $t = -2.96$, $p = .003$; 95% CI: [-.99, -.20]).

Analysis of the reversed mediation models

Study 1: Support for concessions as a mediator of the effect of linguistic cue on anger towards the State. To test the mediating role of support for concessions in the relation between linguistic cue condition and anger toward the State, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed

that the total effect of the linguistic cue on anger toward the State was reduced after the mediator, support for concessions, was introduced into the model, and the indirect effect through concessions was significant ($effect = -.03$, $SE = .02$, 95% CI: [-.08, -.005]; see Figure 5).

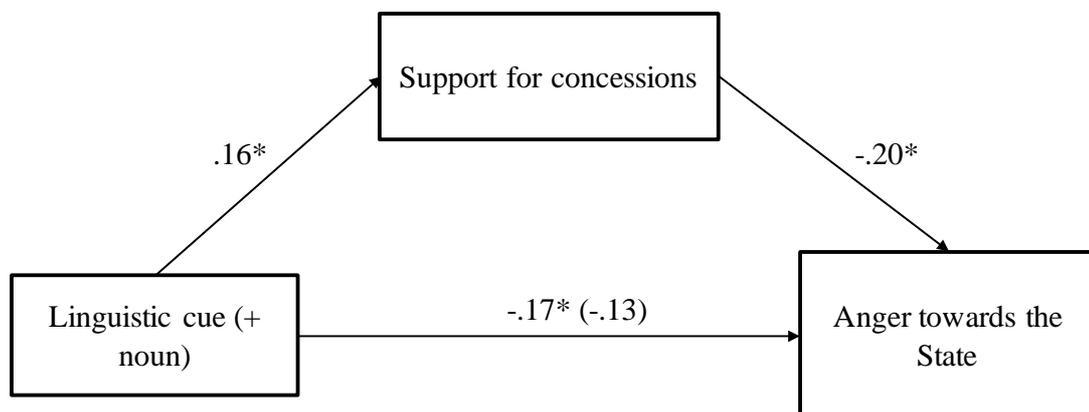


Figure 5. Support for concessions as a mediator of the effect of linguistic cues on anger towards the State. All coefficients are standardized ($*p < .05$).

Study 2: Support for concessions as a mediator of the effect of linguistic cue on anger towards the State. To test the mediating role of support for concessions in the relation between linguistic cue condition and anger toward the State, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed that the total effect of the linguistic cue on anger toward the State was reduced after the mediator, support for concessions, was introduced into the model, and the indirect effect through concessions was significant ($effect = -.02$, $SE = .01$, 95% CI: [-.06, -.002]; see Figure 6).

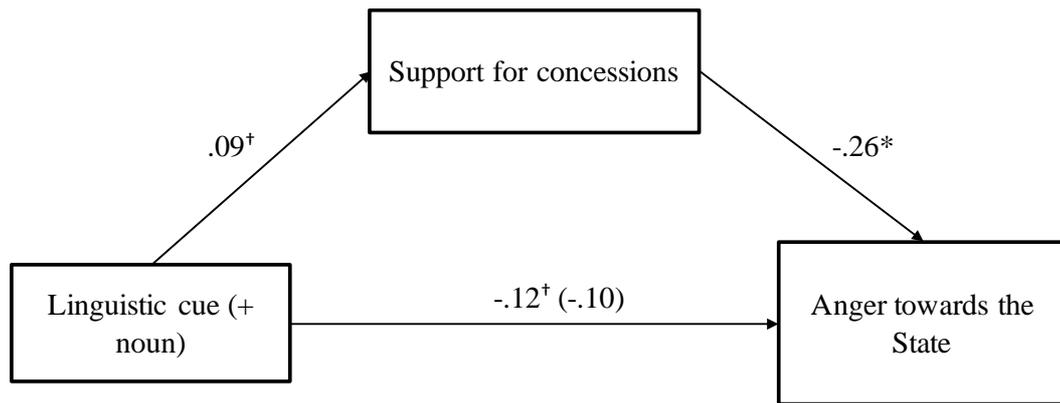


Figure 6. Support for concessions as a mediator of the effect of linguistic cues on anger towards the State. All coefficients are standardized ($^{\dagger}p = .08$; $*p < .05$).

Study 2: Support for concessions as a mediator of the effect of linguistic cue on anger towards the Palestinians. To test the mediating role of support for concessions in the relation between linguistic cue condition and anger toward the Palestinians, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed that the total effect of the linguistic cue on anger toward the Palestinians was reduced after the mediator, support for concessions, was introduced into the model. However, the indirect effect through concessions was only marginally significant ($effect = -.04$, $SE = .02$, $CI: [-.07, -.01]$; Figure 7).

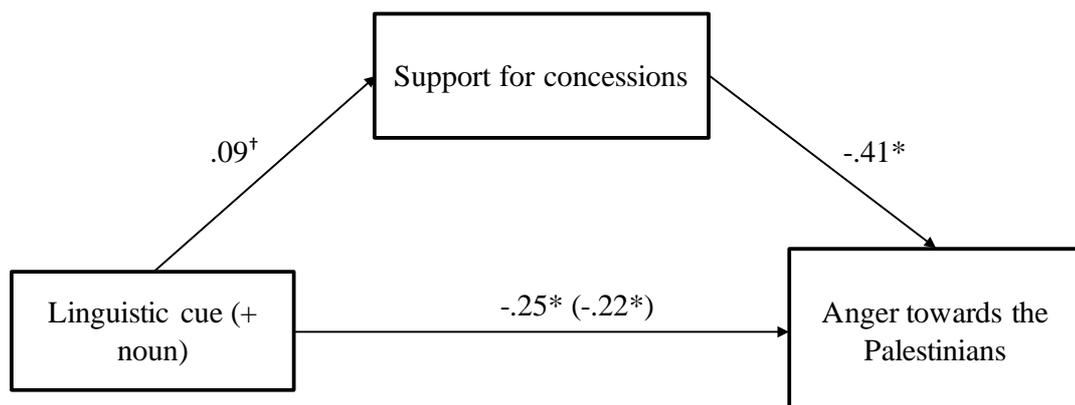


Figure 7. Support for concessions as a mediator of the effect of linguistic cues on anger towards the Palestinians. All coefficients are standardized ($^{\dagger}p = .08$; $*p < .05$).

Study 3: Support for concessions as a mediator of the effect of linguistic cue on anger towards the State. To test the mediating role of support for concessions in the relation between linguistic cue condition and (the residualized) anger toward the State, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed that the total effect of the linguistic cue on anger toward the State was reduced after the mediator, support for concessions, was introduced into the model, and the indirect effect through concessions was significant ($effect = -.06$, $SE = .02$, 95% CI: [-.11, -.02]; see Figure 8).

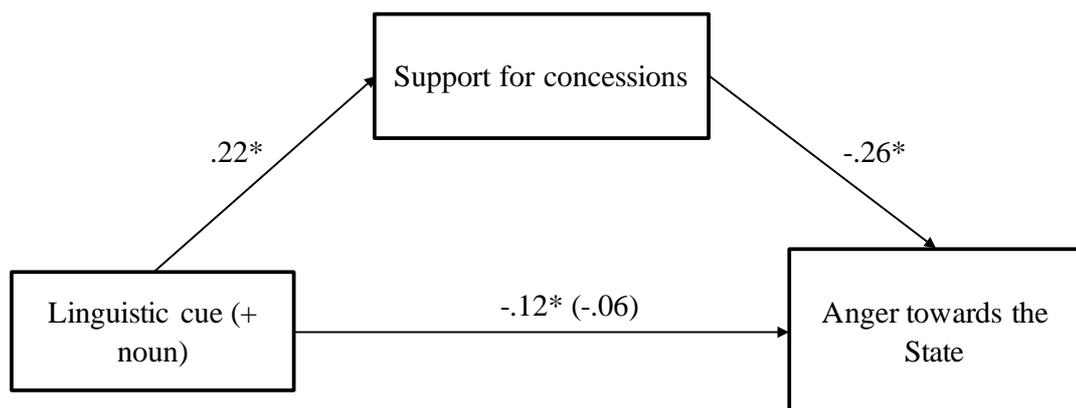


Figure 8. Support for concessions as a mediator of the effect of linguistic cues on anger towards the State. All coefficients are standardized (* $p < .05$).

Study 3: Support for retaliatory policies as a mediator of the effect of linguistic cue on anger towards the Palestinians. To test the mediating role of support for retaliatory policies in the relation between linguistic cue condition and (the residualized) anger toward the Palestinians, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4). The analysis revealed that the total effect of the linguistic cue on anger toward the Palestinians was reduced after the mediator, support for retaliatory policies, was introduced

into the model, and the indirect effect through retaliatory policies was significant ($effect = -.20$, $SE = .08$, 95% CI: [-.29, -.13]; see Figure 9).

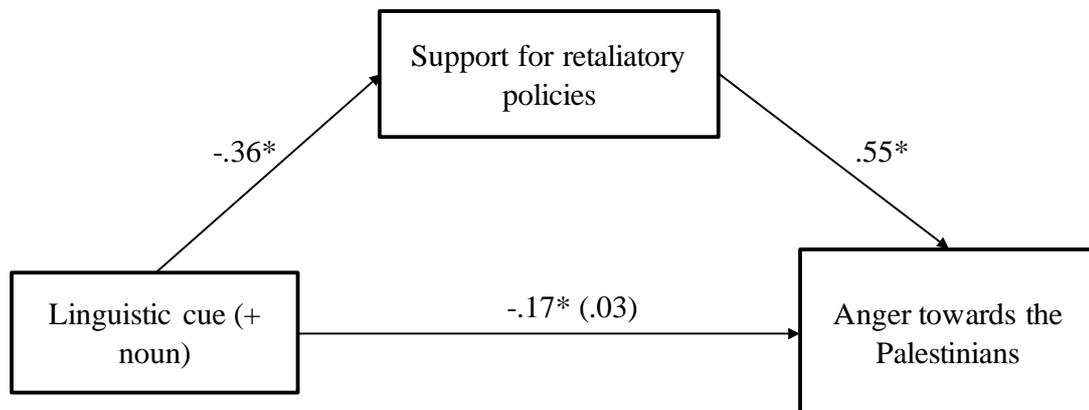


Figure 9. Support for retaliatory policies as a mediator of the effect of linguistic cues on anger towards the Palestinians. All coefficients are standardized ($*p < .05$).

Re-analysis of the mediation models in Study 3: Part 1

Study 3: Non-residualized anger towards the State, fear and guilt as mediators of the effect of linguistic cue on support for concessions. To test the mediating role of the non-residualized anger toward the State, fear and guilt, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4), specifying the non-residualized measures of anger toward the State, fear and guilt as mediators. The analysis revealed that the total effect of the linguistic cue on support for concessions was reduced after the mediators were introduced into the model, and the indirect effects through anger toward the State ($effect = .03$, $SE = .02$, 95% CI: [.01, .07]) and fear ($effect = .02$, $SE = .01$, 95% CI: [.002, .04]) were significant; while the effect through guilt was not significant ($effect = -.004$, $SE = .01$, 95% CI: [-.02, .01]; see Figure 10).

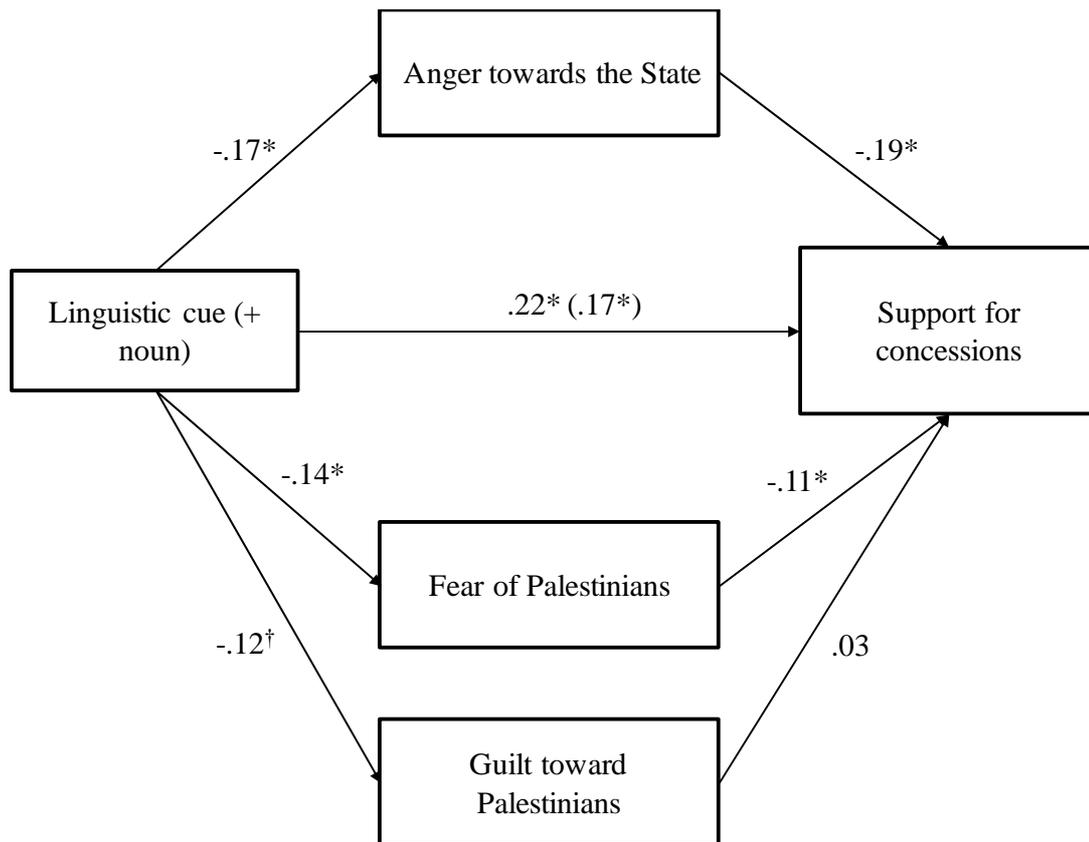


Figure 10. Non-residualized anger toward the State, fear of Palestinians, and guilt toward Palestinians as mediators of the effect of linguistic cues support for concessions. All coefficients are standardized ($^\dagger p = .052$; $*p < .05$).

Re-analysis of the mediation models in Study 3: Part 2

Study 3: Non-residualized anger towards the Palestinians and fear as mediators of the effect of linguistic cue on support for retaliatory policies. To test the mediating role of the non-residualized anger toward the Palestinians and fear, we used Hayes' (2013) PROCESS bootstrapping command with 5,000 iterations (model 4), specifying the non-residualized measures of anger toward the Palestinians, and fear as mediators. The analysis revealed that the total effect of the linguistic cue on support for retaliatory policies was reduced after the mediators were introduced into the model, and the indirect effect through anger toward the Palestinians (*effect* = $-.09$, *SE* = $.03$, 95% CI: $[-.16, -.04]$); while the effect through fear (*effect* = $.01$, *SE* = $.01$, 95% CI: $[-.02, .03]$); see Figure 11) was not significant.

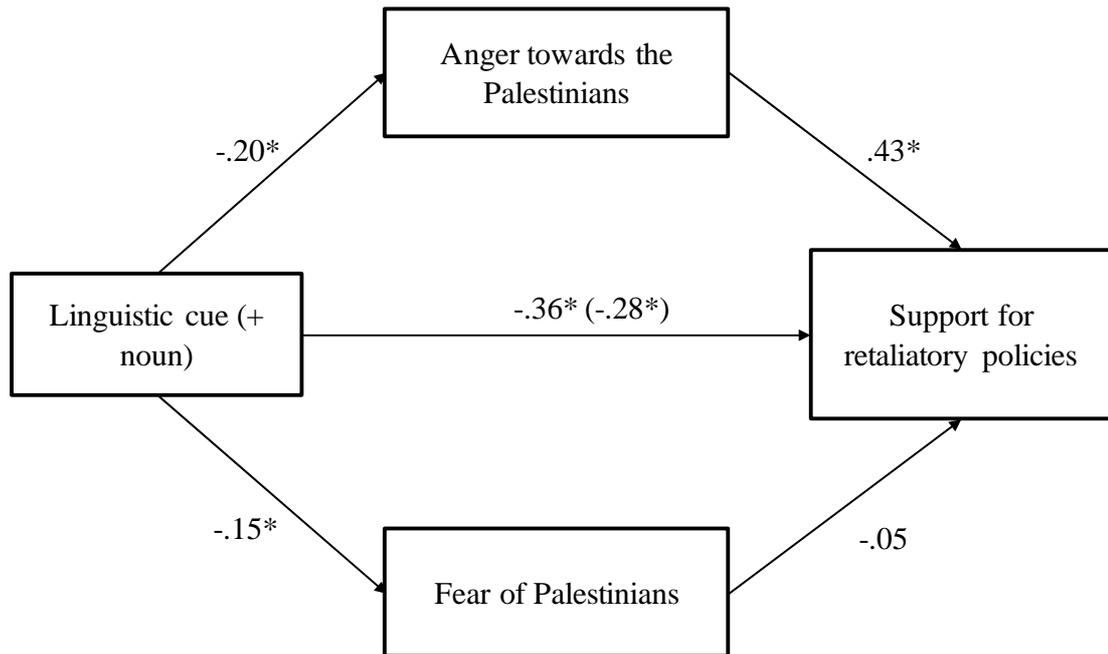


Figure 11. Non-residualized anger toward the Palestinians, and fear of Palestinians as mediators of the effect of linguistic cues support for retaliatory policies. All coefficients are standardized (* $p < .05$).

Translations of policy and emotion items from Hebrew

Note that this is a literal translation of wording that sounds natural in Hebrew.

Concessions

Please circle your extent of agreement with the carrying out of each of the following steps by the State of Israel in the context of negotiations regarding the Israeli-Palestinian conflict:

1. I am for *returning/the return* to the 67' borders.
2. I am for *returning/the return of* Palestinian refugees to Israeli borders.
3. I am for *dividing/the division of* Jerusalem within a permanent solution.
4. I am for *releasing/the release of* all the Palestinian prisoners that do not have blood on their hands.
5. I am for *negotiating/negotiations* with Palestinians without preconditions (such as their recognition of Israel as a Jewish State).

Retaliatory policies

Please circle your extent of agreement with the carrying out of each of the following steps by the State of Israel in the context of the management of the Israeli-Palestinian conflict:

1. *Demolishing/The demolition of* homes belonging to family members of those involved in terrorist activities.
2. *Arresting/The arrest of* rock throwers under the age of 14 without the presence of their parents.
3. *Harming/The harming of* uninvolved Palestinian civilians within a pursuit of a terrorist.
4. *Cutting off/The cutting off of* supply of electricity to Gaza during wartime.

Emotions

To what extent do you feel the following emotions with regard to this policy?

Anger towards the State

Anger towards Palestinians

Fear of Palestinians

Guilt towards Palestinians

Hope for a better future

Hope for a solution to the conflict

References

- Aiken, L. S., & West, S. G. (1991). *Multiple regression: Testing and interpreting interactions*. Thousand Oaks, CA: Sage.
- Hayes, A. F. (2013). *Introduction to mediation, moderation, and conditional process analysis*. New York, NY: Guilford Press.