

STUDIES 1 & 2

Thank you for agreeing to take part in our research project. We are investigating how people form quick social judgments & decisions based on limited information. To study this, we are going to ask you to read a short scenario and then answer some questions about it. The scenario is in the box below. As you read it, try to imagine yourself in the scenario and create a vivid mental picture about what it would be like.

We would like you to imagine that:

[scenario goes here]

Please take a moment to think about what it what this experience would be like.

Just so we know you've been paying attention, please briefly summarise the scenario you were asked to imagine in the box below:

We will now ask you some questions. Please answer them by circling the appropriate number on the scale provided. You should base your answers on the scenario that you have just imagined. There are no right or wrong answers so please be as honest and as accurate as you can. All responses are anonymous.

*Based on the information you have been given, how much **trust** do you think you would have for the other members of your group during the journey/meeting?*

1	2	3	4	5	6	7
I would not trust them at all						I would trust them completely

*Based on the information you have been given, how might you describe the **relationship** between group members during the [journey/meeting]?*

1	2	3	4	5	6	7
Like total strangers						Like "blood relatives"

*Based on the information you have been given, how would you describe the level of **group-bonding** during the [journey/meeting]?*

1	2	3	4	5	6	7
Not bonded at all						Extremely well bonded

*How much **humour** do you think would be evident within the group during the [journey/meeting]?*

1	2	3	4	5	6	7
None at all						A lot

*How much **camaraderie*** do you think would be evident within the group during the [journey/meeting]?*

1	2	3	4	5	6	7
None at all						A lot

How much **friendship** do you think would be evident within the group during the [journey/meeting]?

1	2	3	4	5	6	7
None at all						A lot

How much **rapport*** do you think would be evident within the group during the [journey/meeting]?

1	2	3	4	5	6	7
None at all						A lot

How much **co-operation** do you think would be evident within the group during the [journey/meeting]?

1	2	3	4	5	6	7
None at all						A lot

Please estimate how **enjoyable** you think it might be to take part in this [journey/meeting]

1	2	3	4	5	6	7
Not enjoyable at all						Very enjoyable

Based on the way that you imagined the scenario, how likely do you think it is that the group will work together again in the future?

1	2	3	4	5	6	7
Not at all likely						Highly Likely

*For experiments 2-5, definitions were provided for these terms. These were:

Camaraderie = a spirit of familiarity and trust

Rapport = a close and harmonious relationship in which the people concerned understand each other's feelings or ideas and communicate well

STUDY 3

Thank you for agreeing to take part in our research project. We are investigating how people judge social situations based on limited information.

To study this, we are going to ask you to read a short scenario and then answer some questions about it. The scenario is in the box below. As you read it, try to imagine yourself in the scenario and create a vivid mental picture about what it would be like.

We would like you to imagine that:

[scenario goes here]

Please take a moment to think about what it what this experience would be like. Try to imagine the relationship between the group members during the three days that you spend [travelling/living] with them. Think of all the things that the group might do together. Once you have done that, please turn the page and answer some questions. Please do not turn the page until you have a clear image in your head about what it might be like to spend three days [travelling/living] with a small group of [friends/strangers].

Just so we know you've been paying attention, please answer the following questions about the activity that you were just asked to imagine (it's fine to look back at the description on the previous page if you need to)

- *Are you in a large group or a small group? (please circle) LARGE/SMALL*
- *How long will the group be together? _____*
- *Based on the information you have been given (and nothing else) please state what activity the group will be doing during their time together _____*
- *Are your companions friends or strangers? (please circle) FRIENDS/STRANGERS*
- *What sex are your companions? _____*
- *Based on how you imagined the scenario, how many other people are in your group? _____*

In the box below, please write down 3 things that you imagined happening during the time that the group spent together. All responses are completely anonymous.

We will now ask you some questions about how you imagined the social relationship between the group during the activity that you imagined. Please answer these questions by circling the appropriate number on the scale provided. You should base your answers on the scenario that you have just imagined. There are no right or wrong answers so please be as honest and as accurate as you can. All responses are anonymous.

Based on how you imagined the scenario, how much **trust** do you think you would have for the other members of your group?

1	2	3	4	5	6	7
I would not trust them at all						I would trust them completely

Compared to what it was at the start, how much do you think the **levels of trust** would have changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
Levels of trust would have decreased significantly				Would not change				Levels of trust would have increased significantly

Based on how you imagined the scenario, how would you describe the **relationship** between group members?

1	2	3	4	5	6	7
Like total strangers						Like "blood relatives"

Compared to what it was at the start, how much do you think the **relationship** between the group members would have changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
The group became significantly more detached from each other.				Their relationship did not change at all				The group became significantly closer to each other

How would you describe the level of **group-bonding** between members of your group?

1	2	3	4	5	6	7
Not bonded at all						Extremely well bonded

Compared to what it was at the start, how much do you think the level of **group bonding** changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
The group became significantly less bonded				Bonding did not change at all				The group became significantly more bonded

How much **humour** do you think would be evident within the group?

1	2	3	4	5	6	7
None at all						A lot

Compared to what it was at the start, how much do you think the **humour** within the group changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
The humour significantly decreased				Did not change				The humour significantly increased

How much **camaraderie** do you think would be evident within the group? (camaraderie = a spirit of familiarity and trust)

1	2	3	4	5	6	7
None at all						A lot

Compared to what it was at the start, how much do you think the **camaraderie** within the group changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
Camaraderie significantly decreased				Did not change				Camaraderie significantly increased

How much **friendship** do you think would be evident within the group?

1	2	3	4	5	6	7
None at all						A lot

Compared to what it was at the start, how much do you think the **friendship** between the group members changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
Significantly decreased				Did not change				Significantly increased

How much **rapport** do you think would be evident within the group? (Rapport = a close and harmonious relationship in which the people concerned understand each other's feelings or ideas and communicate well)

1	2	3	4	5	6	7
None at all						A lot

Compared to what it was at the start, how much do you think the **rapport** between the group members changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
Significantly decreased				Did not change				Significantly increased

How much **co-operation** do you think would be evident within the group?

1	2	3	4	5	6	7
None at all						A lot

Compared to what it was at the start, how much do you think the levels of **co-operation** between the group members changed over the three days that the group spent [travelling/living] together?

-4	-3	-2	-1	0	+1	+2	+3	+4
Significantly decreased				Did not change				Significantly increased

Please estimate how **enjoyable** you think it might be to spend three days [travelling/living] with this group

1	2	3	4	5	6	7
Not enjoyable at all						Very enjoyable

Over the course of the three days, do you think the experience would get **more enjoyable** or **less enjoyable** as time went on?

-4	-3	-2	-1	0	+1	+2	+3	+4
It would become significantly less enjoyable				It would get neither more nor less enjoyable				It would become significantly more enjoyable

Based on the way that you imagined the scenario, how likely do you think it is that the group would spend time together again in the **future**?

1	2	3	4	5	6	7
Not at all likely						Highly Likely

Over the course of the three days, do you think the likelihood of the group spending time together again in the future increased or decreased as time went on?

-4	-3	-2	-1	0	+1	+2	+3	+4
Spending time together again became significantly less likely				Likelihood of spending time together again did not change				Spending time together again became significantly more likely

STUDY 4

You and your group have successfully completed your task and located Roger the Duck. We would now like you to answer some questions about your experience of the task that you have just completed.

Please tell us how **easy** you found locating Roger the Duck to be...

1	2	3	4	5	6	7
Not easy at all						Very easy

Please tell us how **enjoyable** it was for you to locate Roger the Duck...

1	2	3	4	5	6	7
Not enjoyable at all						Very enjoyable

Please tell us how **entertaining** you found locating Roger the Duck to be...

1	2	3	4	5	6	7
Not entertaining at all						Very entertaining

We would now like you to answer some questions about the group that you collaborated with to locate Roger the Duck.

Please remember that all responses are confidential and anonymous so please be as honest as you can be.

At the beginning of your mission to rescue Roger the Duck, all of your group members were unknown to each other. If your group was to be given a new task tomorrow, how would you describe the relationship between group members going into the new task?

1	2	3	4	5	6	7
We would still be like total strangers						We would treat each other as "blood relatives"

*How would you describe the level of **group-bonding** between the members of your group?*

1	2	3	4	5	6	7
Not bonded at all						Extremely well bonded

*How much **humour** do you think would be evident within the group were you to collaborate together again on a new task?*

1	2	3	4	5	6	7
None at all						A lot

*How much **camaraderie** do you think would be evident within the group were you to collaborate together again on a new task? (camaraderie = a spirit of familiarity and trust)*

1	2	3	4	5	6	7
None at all						A lot

*How much **friendship** do you think would be evident within the group were you to collaborate together again on a new task?*

1	2	3	4	5	6	7
None at all						A lot

How much **rapport** do you think would be evident within the group were you to collaborate together again on a new task? (Rapport = a close and harmonious relationship in which the people concerned understand each other's feelings or ideas and communicate well)

1	2	3	4	5	6	7
None at all						A lot

How much **co-operation** do you think would be evident within the group were you to collaborate together again on a new task?

1	2	3	4	5	6	7
None at all						A lot

Please estimate how **enjoyable** you think it might be to collaborate together again on a new task?

1	2	3	4	5	6	7
Not enjoyable at all						Very enjoyable

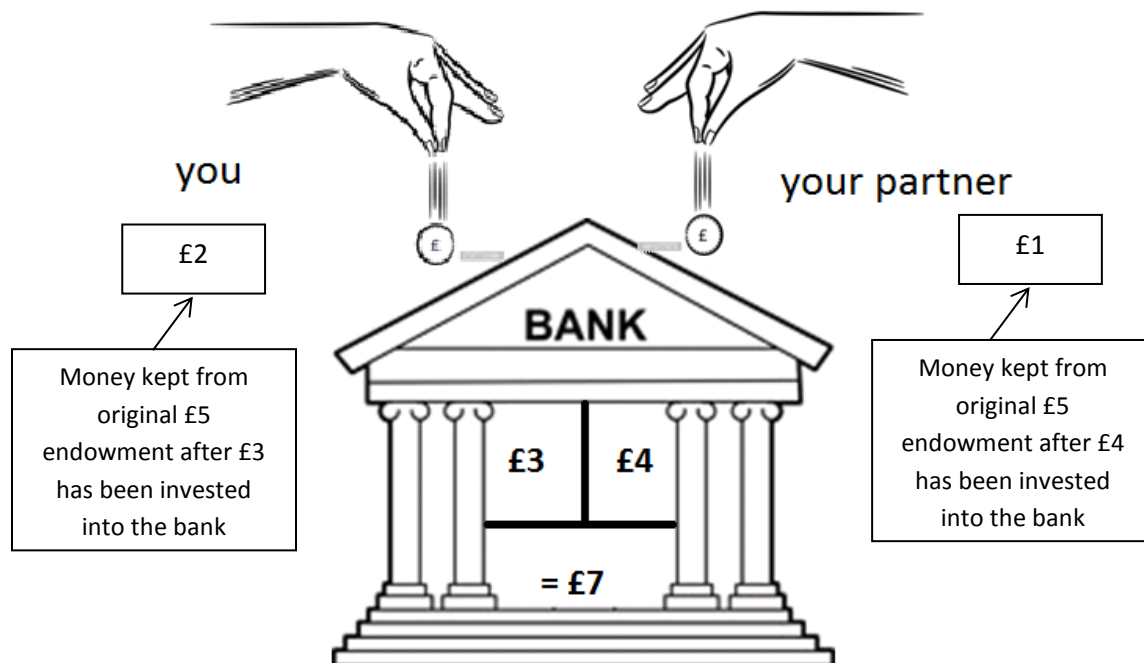
Locate the small envelope next to you. Open it and look inside. You will find £5. Everyone in your group has also been given £5. Leave the £5 in the envelope for now.

In a moment you will be **randomly** and **anonymously** paired with another member of your group. You will have no way of knowing who you are paired with, and nobody else in your group will know who they are paired with. Both of you will play an anonymous *investment game*. The rules of this game are explained below.

REMEMBER THAT NO COMMUNICATION IS ALLOWED BETWEEN ANY GROUP MEMBERS

You have been given £5. This is your endowment. You can choose to **keep** all of that £5 if you wish. Or you can choose to **invest** some (or all) of it with your partner. You can choose to invest as much or as little as you like. So, you could invest zero, 50p, £1, £1.10, £2.25 and so on up to £5. The money that you choose to invest will go into a central “bank”.

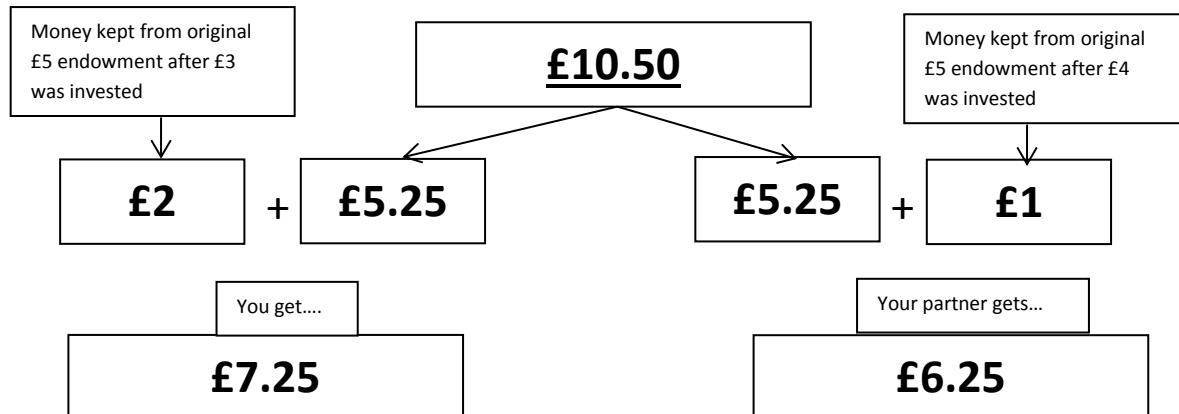
The money that you choose to invest will be added to the money that your partner has chosen to invest....



.....The total of the two investments will then be **multiplied by 1.5** and divided up equally between both of you.

$$\begin{aligned} & \text{£7} \times 1.5 \\ & = \text{£10.50} \end{aligned}$$

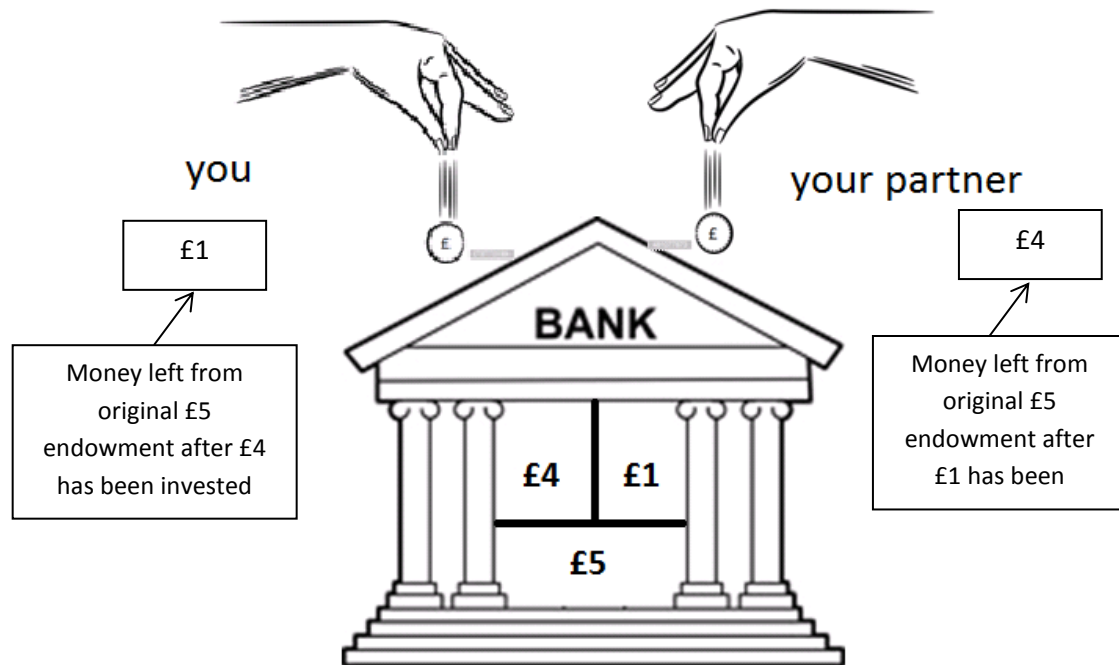
You will then receive the money that you did not invest in addition to the money that is shared between you and your partner from the bank.



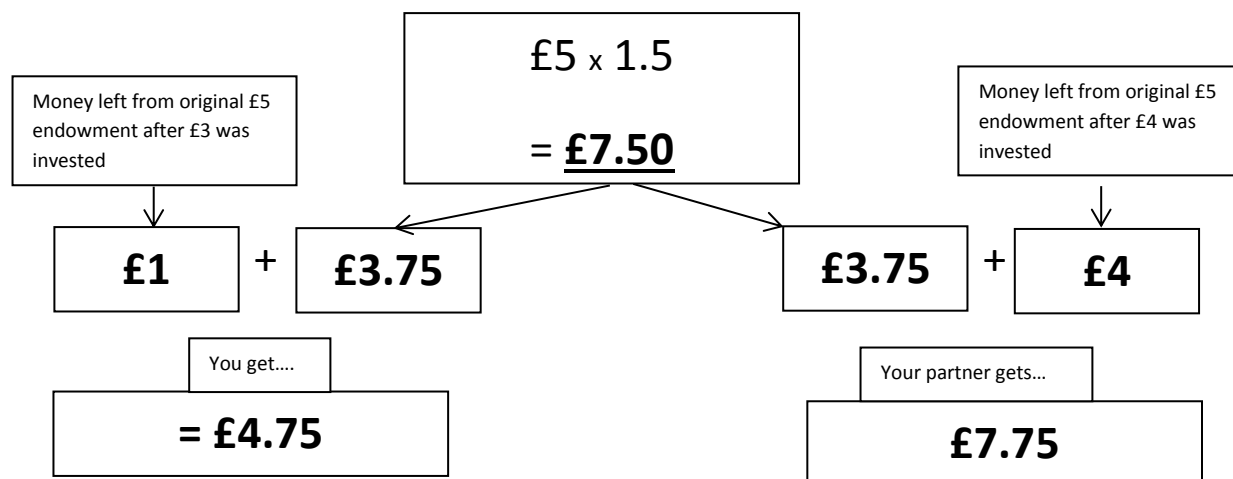
How much money you will take home depends on how much you and your partner jointly invest. This means that you must think about how much YOU want to invest along with how much you think your PARTNER will invest

If you trust your partner completely you might decide to invest all of your endowment money (£5). However, your partner might not trust you at all and they might decide to invest zero (£0). In this case, you would end up taking home £3.75 and your partner would end up taking home £8.75.

Alternatively, you might decide to invest £4 and keep £1. This means you have quite a lot of trust for your partner, but if your partner doesn't trust you, they might decide to do the opposite and invest £1 and keep £4, as illustrated below...



Total multiplied by 1.5 and divided up equally:



You can see from this example that trusting a partner who doesn't trust you back can prove costly. As a pair, you can both maximise your joint earnings by trusting each other and investing a lot. However, if you invest a lot and your partner does not, then you will lose out. Likewise, if you invest nothing and your partner invests a lot, then you will do well and your partner will lose out.

So that we know that you understand these rules, please complete blanks in the following examples (if you want to use the calculator on your phone that is OK and if you want to consult the diagrams on the previous pages, this is also OK)

Original Endowment	Your Investment	Your Partner's Investment	Money in "Bank" (your investment + partner's investment)	"Bank" x 1.5	Money to be given to each partner	Your Total*	Your Partner's Total*
£5	£5	£5	£10	£15	£7.50	£7.50	£7.50
£5	50p	£4.50	£5	£7.50	£3.75	£8.25	£4.25
£5	£2.50	£2.50	£5	£7.50	£3.75	£6.25	£6.25
£5	£2.50	50p	£3	£4.50			
£5	£3.50	50p	£4	£6			
£5	£1	£2.50	£3.50				

**Don't forget to add the money that was not invested from the original £5*

If you have any questions about this, please ask the researcher now...

We now want you to play this game for real. Remember, your partner has been selected at random and both of your choices are completely anonymous: nobody will know how much or how little you have invested. Please decide how much to invest according to how much trust you have in your partner. You can invest any amount you wish, from £0 up to £5. Please indicate below how much of your £5 you would like to invest with your anonymous partner and how much you expect your partner to invest

<p>I wish to invest:</p> 	<p>I expect my partner to invest:</p>
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STUDY 5

You and your partner have successfully completed the task you were allocated. We would now like you to answer some questions about your experience.

Please tell us how **easy** you found the task that you have just completed...

1	2	3	4	5	6	7
Not easy at all						Very easy

Please tell us how **enjoyable** the task was...

1	2	3	4	5	6	7
Not enjoyable at all						Very enjoyable

Please tell us how **entertaining** you found the task

1	2	3	4	5	6	7
Not entertaining at all						Very entertaining

Please estimate **how much time you spent talking to each other** during the task

1	2	3	4	5	6	7
Not at all						Constantly

We would now like you to answer some questions about the social dynamics between you and your partner.

Please remember that all responses are confidential and anonymous so please be as honest as you can be. YOUR PARTNER WILL NOT SEE YOUR RESPONSES AND YOU WILL NOT SEE YOUR PARTNER'S RESPONSES

*At the beginning of the task you and your partner were unknown to each other. If you were both to be given a new task tomorrow, how would you **describe the relationship** between the two of you going into the new task?*

1	2	3	4	5	6	7
We would still be like total strangers						We would treat each other like "blood relatives"

*If you were both about to start a new task together, how would you describe the level of **trust** between you and your partner going into it?*

1	2	3	4	5	6	7
I would not trust them at all						I would trust them completely

*How would you describe the level of **bonding** between you and your partner?*

1	2	3	4	5	6	7
Not bonded at all						Extremely well bonded

*How much **humour** do you think would be evident between you were you to collaborate together again on a new task?*

1	2	3	4	5	6	7
None at all						A lot

*How much **camaraderie** do you think would be evident between you were you to collaborate together again on a new task? (camaraderie = a spirit of familiarity and trust)*

1	2	3	4	5	6	7
None at all						A lot

How much **friendship** do you think would be evident between you were you to collaborate together again on a new task?

1	2	3	4	5	6	7
None at all						A lot

How much **rapport** do you think would be evident between you were you to collaborate together again on a new task? (Rapport = a close and harmonious relationship in which the people concerned understand each other's feelings or ideas and communicate well)

1	2	3	4	5	6	7
None at all						A lot

How much **co-operation** do you think would be evident between you were you to collaborate together again on a new task?

1	2	3	4	5	6	7
None at all						A lot

Please estimate how **enjoyable** you think it might be to collaborate together again on a new task?

1	2	3	4	5	6	7
Not enjoyable at all						Very enjoyable

How **willing** would you be to collaborate with this person again on a future task?

1	2	3	4	5	6	7
I would <u>not be willing</u> <u>at all</u> to collaborate on a new task						I would be <u>very willing</u> to collaborate on a new task