

## Investing in goals - choosing to eliminate costs (#9019)

### Author(s)

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### 1) Have any data been collected for this study already?

No, no data have been collected for this study yet.

### 2) What's the main question being asked or hypothesis being tested in this study?

If people are more willing to invest resources in goals, they should choose, when possible, to reduce costs associated with means, compared to equivalent costs associated with goals. Therefore, we predict that people will express a stronger desire to eliminate costs associated with means, thereby shifting resources toward goals.

### 3) Describe the key dependent variable(s) specifying how they will be measured.

Participants will indicate how likely it is they would eliminate a cost associated with a goal and a cost associated with a means. Participants will respond using seven-point scales for each.

### 4) How many and which conditions will participants be assigned to?

Three between-subjects scenarios (replicates to show robustness of the phenomenon)  
Two within-subjects factors (eliminate cost of goal vs. eliminate cost of means)

### 5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.

Mixed ANOVA with scenario as the between-subjects factor and cost eliminated as a within-subjects factor. We predict a main effect of cost eliminated. Participants will indicate that they prefer to eliminate costs associated with means, rather than costs associated with goals.

### 6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.

We will not exclude any observations.

### 7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.

We will open a HIT on MTurk for 300 participants total (targeting 100 per between-subjects scenario).

### 8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)