

## Novel Team Ritual/Norm Manipulation Study December 2019 (#33098)

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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?

We predict that altering a group activity that is more (vs. less) ritualistic results in more moral outrage, irrespective of the degree to which the group activity is a descriptive norm or injunctive norm.

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

1. Anger will be measured with the following five items: Imagine that your boss decides to ban team warm-up chants to save time. To what extent would you be..... angry, mad, irritated, annoyed, frustrated at your boss (1 to 7-point scale).
2. Perceived immorality will be measured with the following four items: To what extent do you think your boss's decision to ban team warm-up chants is..... wrong, inappropriate, immoral, offensive (1 to 7-point scale).

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

The experiment is a 2(high/low ritual) x 2(high/low descriptive norm) x 2(high/low injunctive norm) between-subjects design.

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

We will conduct a 2(high/low ritual) x 2(high/low descriptive norm) x 2(high/low injunctive norm) between-subjects ANOVA on each dependent variable specified in Section 3. Furthermore, we will follow-up with LSD pairwise comparisons.

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

We will prevent potential subjects from participating who fail at least one attention check (e.g., Please indicate what your occupation was in the year 1815). These two attention checks are in the beginning of the survey, and we will exclude these subjects prior to the introduction of the experimental manipulation. These attention checks are different from the ones outlined in Section 8.

### 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 recruit 800 participants.

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

We will include one question for exploratory purposes: ("To what extent is the scenario you just read plausible?"), measured on a 7-point scale.

We will have three manipulation checks: (1) descriptive norm ("Descriptive norms are behaviors or attitudes that most people actually do or have in a given situation. How much is a warm-up chant a descriptive norm for your team?"), (2) injunctive norm ("Injunctive norms are behaviors or attitudes that people believe others are supposed to do or have in a given situation. How much is a warm-up chant an injunctive norm for your team?"), and (3) ritual ("Rituals are predefined sequences of behaviors (or a single behavior) characterized by rigidity, formality, and repetition that are embedded in a larger system of symbolism and meaning. How much is a warm-up chant a ritual for your team?"), all measured on a 7-point scale.

We additionally have several attention checks after the experimental manipulation. Participants must answer these questions correctly before proceeding to the next page (which includes the manipulation checks). However, if participants answer these questions incorrectly, then they are given another try.

- (1) What percent of your team members believe that your team should do a warm-up chant? Please enter a number.
- (2) What percent of your team members actually do the warm-up chant? Please enter a number.
- (3) The warm-up chant: is meaningful / is not meaningful / not sure
- (4) The warm-up chant: is formal / is informal / not sure
- (5) The warm-up chant: must always be done the same way / can be done differently every time / not sure