

## Study 3 - Counterfactual mindsets and motivation (#31932)

Created: 11/28/2019 06:32 AM (PT)

Public: 08/18/2022 12:10 AM (PT)

### Author(s)

Kevin Winter (Leibniz-Institut für Wissensmedien) - k.winter@iwm-tuebingen.de

Kai Epstude (University of Groningen) - k.epstude@rug.nl

### 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?

Research question: Is chronic regulatory focus related to the strategies people apply in decision making?

Hypothesis 1: Higher chronic promotion focus is associated with more eager decision making.

Hypothesis 2: Higher chronic prevention focus is associated with more vigilant decision making.

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

The main dependent variable is response bias in a recognition task. Participants have to indicate for a sequence of 40 non-words (20 old and 20 new each) whether they had already seen them in the previous encoding phase or not. A tendency towards saying "no" represents a "conservative" response bias (i.e., vigilant decision making), whereas a tendency towards saying "yes" corresponds with a "risky" response bias (i.e., eager decision making; see Crowe & Higgins, 1997).

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

no experimental conditions

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

Bivariate correlations between chronic promotion focus and response bias (i.e., beta; for the exact calculation see Crowe & Higgins, 1997; Stanislaw & Todorov, 1999) as well as chronic prevention focus and response bias.

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

Requirements for participation: only participants fluent in English (because materials are language sensitive), no psychology students (because they might be suspicious about hypotheses), not familiar with the used materials (especially the recognition task).

The remaining data will be checked for outliers using studentized deleted residuals (SDR) from a regression of the main DV on the main IVs. Participants with an absolute SDR > 2.69 will be regarded as statistical outliers.

### 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 are aiming at collecting data from N = 100 participants.

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

Chronic regulatory focus will be assessed via two scales (20 items from Sassenberg et al., 2012; 11 items from Higgins et al., 2001) with a subscale for promotion and prevention focus each. We expect the same results to occur for both scales.

For exploratory reasons we will also assess risk attitude via 5 items (adapted from Gino & Margolis, 2011).