

Explanations Study (HUM00017331)

Part 1C – Attribution 3

In this section, we would like to know about people's perceptions of different individuals. In what follows, you are presented with several situations. In each situation, there is an individual that engages in a certain behavior. You will be asked several questions about the behavior of the individual. For example, you will be asked to consider different reasons for the individual's behavior. You will also be asked to make different judgments about the behavior and/or the individual. Please read the situations carefully and then answer the questions that follow.

Situation One:

Sara Martin is a top executive at a pharmaceutical company that recently developed a new and expensive drug for treating malaria. Shortly after the company developed the drug, there was a significant outbreak of malaria in Africa. In response, Sara Martin decided to donate a lot of medicine to the countries in Africa needing assistance.

The following statements refer to situation one, the story about Sara Martin (the executive who donated malaria medicine to countries in Africa needing assistance). Please read each statement carefully and indicate the extent to which you agree or disagree with the statement.

1. Features of Sara Martin (such as her character, attitude, or temperament) influenced her behavior (donating malaria medicine to countries in Africa needing assistance).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

2. Features of the environment that surround Sara Martin (such as the atmosphere, social norms, or other contextual factors) influenced her behavior (donating malaria medicine to countries in Africa needing assistance).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

3. Sara Martin would have acted differently if her features (such as her character, attitude, or temperament) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

4. Sara Martin would have acted differently if features of the environment that surround her (such as the atmosphere, social norms, or other contextual factors) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

5. The executive, Sara Martin, is conscientious.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

6. The executive, Sara Martin, is immoral.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

7. The executive, Sara Martin, is evil.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

8. The executive, Sara Martin, is honest.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

9. The executive, Sara Martin, is respectable.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

10. The executive, Sara Martin, is manipulative.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

Situation Two:

A doctor at a large hospital, David Conner, provides treatment for many people in the Baltimore area. He specializes in surgeries and performs them often. Recently, a woman underwent routine surgery to treat her stomach ulcers. During the surgery, an avoidable mistake was made and the woman died. David Conner concealed the mistake and told the woman’s family that she died of a heart attack.

The following statements refer to situation two, the story about David Conner (the doctor who concealed an avoidable mistake that caused the death of a patient). Please read each statement carefully and indicate the extent to which you agree or disagree with the statement.

1. Features of David Conner (such as his character, attitude, or temperament) influenced his behavior (concealing an avoidable mistake that caused the death of a patient).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

2. Features of the environment that surround David Conner (such as the atmosphere, social norms, or other contextual factors) influenced his behavior (concealing an avoidable mistake that caused the death of a patient).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

3. David Conner would have acted differently if his features (such as his character, attitude, or temperament) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

4. David Conner would have acted differently if features of the environment that surround him (such as the atmosphere, social norms, or other contextual factors) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

5. The doctor, David Conner, is conscientious.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

6. The doctor, David Conner, is immoral.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

7. The doctor, David Conner, is evil.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

8. The doctor, David Conner, is honest.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

9. The doctor, David Conner, is respectable.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

10. The doctor, David Conner, is manipulative.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

Situation Three:

Emma Peterson, a prominent banker at a large bank in Boston, is well known in the local community. The bank lost a lot of money in the stock market, but she did not reveal the loss to the company’s shareholders. Instead, Emma Peterson reported a sizable profit at the annual meeting of the shareholders.

The following statements refer to situation three, the story about Emma Peterson (the prominent banker who concealed a sizable loss in the stock market from shareholders). Please read each statement carefully and indicate the extent to which you agree or disagree with the statement.

1. Features of Emma Peterson (such as her character, attitude, or temperament) influenced her behavior (concealing a sizable loss in the stock market from shareholders).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

2. Features of the environment that surround Emma Peterson (such as the atmosphere, social norms, or other contextual factors) influenced her behavior (concealing a sizable loss in the stock market from shareholders).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

3. Emma Peterson would have acted differently if her features (such as her character, attitude, or temperament) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

4. Emma Peterson would have acted differently if features of the environment that surround her (such as the atmosphere, social norms, or other contextual factors) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

5. The banker, Emma Peterson, is conscientious.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

6. The banker, Emma Peterson, is immoral.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

7. The banker, Emma Peterson, is evil.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

8. The banker, Emma Peterson, is honest.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

9. The banker, Emma Peterson is respectable.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

10. The banker, Emma Peterson is manipulative.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

Situation Four:

Steve Jensen is the president of an electric company in Oregon that provides electricity to several large cities in the state. Last year, the winter in Portland was very cold and there were three unexpected snowstorms. Many elderly people in Portland could not afford to pay expensive electricity bills. In response, Steve Jensen decided to provide free electricity to disadvantaged elderly people during the winter months.

The following statements refer to situation four, the story about Steve Jensen (the president who provided free electricity to disadvantaged elderly people). Please read each statement carefully and indicate the extent to which you agree or disagree with the statement.

1. Features of Steve Jensen (such as his character, attitude, or temperament) influenced his behavior (providing free electricity to disadvantaged elderly people).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

2. Features of the environment that surround Steve Jensen (such as the atmosphere, social norms, or other contextual factors) influenced his behavior (providing free electricity to disadvantaged elderly people).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

3. Steve Jensen would have acted differently if his features (such as his character, attitude, or temperament) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

4. Steve Jensen would have acted differently if features of the environment that surround him (such as the atmosphere, social norms, or other contextual factors) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

5. The president, Steve Jensen, is conscientious.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

6. The president, Steve Jensen, is immoral.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

7. The president, Steve Jensen, is evil.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

8. The president, Steve Jensen, is honest.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

9. The president, Steve Jensen is respectable.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

10. The president, Steve Jensen is manipulative.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

A pitcher for a professional baseball team, Tom Lyons, lost several games in the beginning of the season. Instead of spending extra time practicing, he used performance-enhancing drugs for the rest of the regular season. Tom Lyons continued to use the drugs, even though the use of performance-enhancing drugs is illegal and considered to be cheating.

The following statements refer to situation one, the story about Tom Lyons (the professional pitcher who used performance-enhancing drugs). Please read each statement carefully and indicate the extent to which you agree or disagree with the statement.

1. Features of Tom Lyons (such as his character, attitude, or temperament) influenced his behavior (using performance-enhancing drugs).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

2. Features of the environment that surround Tom Lyons (such as the atmosphere, social norms, or other contextual factors) influenced his behavior (using performance-enhancing drugs).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

3. Tom Lyons would have acted differently if his features (such as his character, attitude, or temperament) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

4. Tom Lyons would have acted differently if features of the environment that surround him (such as the atmosphere, social norms, or other contextual factors) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

5. The pitcher, Tom Lyons, is conscientious.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

6. The pitcher, Tom Lyons is immoral.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

7. The pitcher, Tom Lyons is evil.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

8. The pitcher, Tom Lyons is honest.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

9. The pitcher, Tom Lyons, is respectable.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

10. The pitcher, Tom Lyons, is manipulative.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

A popular rock singer, Gina Gold, spent twelve months traveling all over the country on a big concert tour. At the end of the tour, she performed four additional charity concerts to raise money for New York City's youth organizations. Gina Gold raised almost one million dollars for the youth organizations.

The following statements refer to situation six, the story about Gina Gold (the popular rock singer who performed charity concerts to raise money for youth organizations). Please read each statement carefully and indicate the extent to which you agree or disagree with the statement.

1. Features of Gina Gold (such as her character, attitude, or temperament) influenced her behavior (performing charity concerts to raise money for youth organizations).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

2. Features of the environment that surround Gina Gold (such as the atmosphere, social norms, or other contextual factors) influenced her behavior (performing charity concerts to raise money for youth organizations).

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

3. Gina Gold would have acted differently if her features (such as her character, attitude, or temperament) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

4. Gina Gold would have acted differently if features of the environment that surround her (such as the atmosphere, social norms, or other contextual factors) had been different.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

5. The singer, Gina Gold, is conscientious.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

6. The singer, Gina Gold, is immoral.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

7. The singer, Gina Gold, is evil.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

8. The singer, Gina Gold, is honest.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

9. The singer, Gina Gold, is respectable.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7

10. The singer, Gina Gold, is manipulative.

Strongly Disagree	Disagree	Somewhat Disagree	Neither	Somewhat Agree	Agree	Strongly Agree
1	2	3	4	5	6	7