

Experiment 1

Welcome! You will see some short descriptions and will be asked to make simple judgments after reading each one. Please read the descriptions carefully and respond as honestly as possible.

Mark works for an auction house, and receives some items to be sold soon. These items will be described in the pages that follow. Please read the descriptions carefully. Proceed to the next page to view the first item.

OldSterile

A metal spoon. The spoon is very valuable because it was made over two thousand years ago. Mark can have the spoon sterilized. This will clean the spoon, and will not damage it. If sterilized, the value of the spoon...

A silk scarf. The scarf is very valuable because it was made over two thousand years ago. Mark can have the scarf sterilized. This will clean the scarf, and will not damage it. If sterilized, the value of the scarf...

RareSterile

A metal spoon. The spoon is very valuable because it is made of an extremely rare metal. Mark can have the spoon sterilized. This will clean the spoon, and will not damage it. If sterilized, the value of the spoon...

A silk scarf. The scarf is very valuable because it is made out of extremely rare silk. Mark can have the scarf sterilized. This will clean the scarf, and will not damage it. If sterilized, the value of the scarf...

OldStored

A metal spoon. The spoon is very valuable because it was made over two thousand years ago. Mark can have the spoon stored for one month. This will keep the spoon safe from damage. If stored, the value of the spoon...

A silk scarf. The scarf is very valuable because it was made over two thousand years ago. Mark can have the scarf stored for one month. This will keep the scarf safe from damage. If stored, the value of the scarf...

RareStored

A metal spoon. The spoon is very valuable because it is made of an extremely rare metal. Mark can have the spoon stored for one month. This will keep the spoon safe from damage. If stored, the value of the spoon...

A silk scarf. The scarf is very valuable because it is made out of extremely rare silk. Mark can have the scarf stored for one month. This will keep the scarf safe from damage. If stored, the value of the scarf...

Comprehension questions

Where were the objects going to be sold? *an auction house; a garage sale; a gift shop*

Which item was never mentioned? *spoon; scarf; sandals*

Experiment 2

Welcome! You will see a number of short descriptions and will be asked to make simple judgments after reading each one. Please read everything carefully and respond as honestly as possible.

An archaeologist discovers ancient items used by Roman soldiers in battle. These items are described in the pages that follow. Please read each description carefully. Here is what he found...

Counterbalancing group A.

A helmet with a blood stain on it. The blood is from a warrior injured in battle while wearing the helmet. If the blood is removed, the value of the helmet...

A sword with mud on its handle. The mud is from the battle that the sword was used in. If the mud is removed, the value of the sword...

An armored vest with burn marks on it. The marks were caused by an enemy's torch during the battle. If the burn marks are removed, the value of the vest...

A shield with scratch marks on it. The scratches were caused by an enemy's sword during the battle. If the scratch marks are removed, the value of the shield...

Counterbalancing group B.

A helmet with a blood stain on it. The blood is from an explorer who recently cut his finger while handling the helmet.

A sword with mud on its handle. The mud is from the dirt that the sword was found in. If the mud is removed, the value of the sword...

An armored vest with burn marks on it. The marks were caused by an explorer's torch a few months ago. If the burn marks are removed, the value of the vest...

A shield with scratch marks on it. The scratches were caused by an archaeologist's shovel during the excavation. If the scratch marks are removed, the value of the shield...

Comprehension Questions

Where did the objects originate from? *Ancient Rome; Ancient India; Ancient China*

What were the objects originally used for? *battle; religious worship; navigation*

Experiment 3

Welcome! You will read a short description and will then be asked to make a judgment. Please read the description carefully and respond as honestly as possible.

Ritual

A statue is being examined at an auction house. The statue is very valuable because it was used in ancient rituals in a temple. The statue is covered in an oily residue, which has been on the statue since ancient times.

The residue formed because the statue was exposed to oils and ashes. The oils and ashes were rubbed onto the statue by temple priests in ancient rituals.

New

A statue is being examined at an auction house. The statue is very valuable because it was used in ancient rituals in a temple. The statue is covered in an oily residue, which has been on the statue for about a month.

The residue formed because the statue was exposed to oils and ashes. The oils and ashes came from car exhaust and other pollution near the auction house.

TempleSmoke

A statue is being examined at an auction house. The statue is very valuable because it was used in ancient rituals in a temple. The statue is covered in an oily residue, which has been on the statue since ancient times.

The residue formed because the statue was exposed to oils and ashes. The oils and ashes came from oil lamps that were burned in the temple in ancient rituals.

MarketSmoke

A statue is being examined at an auction house. The statue is very valuable because it was used in ancient rituals in a temple. The statue is covered in an oily residue, which has been on the statue since ancient times.

The residue formed because the statue was exposed to oils and ashes. The oils and ashes came from fires that once burned in an ancient market near the temple.

Test Question (all conditions)

If the oily residue is removed without damaging the statue, the value of the statue...

Comprehension

What object was discovered in the ancient temple? *a statue; an oil lamp; a necklace*

Where was the object transported to? *an auction house; a museum; an art gallery*

How long has there been oil on the object? *about a month; since ancient times; two years*

Experiment 4

On the following screen, you will read a story, and then answer a question about the story. Note that there is no right or wrong answer, it's your personal opinion that interests us. Therefore, please answer the question as frankly as possible.

On the very last screen, you will see a unique participation mTurk code that you can use to confirm your participation and claim your remuneration.

Midorian cleaned temple

Thousands of years ago, two identical statues were in a Midorian temple high atop a mountain. Ancient sacrifices in the temple led both of the statues to be coated with ashes and oily residue. One day the Midorian people vanished, and the temple was abandoned.

Just before the Midorians vanished, they cleaned most of the temple.

The Midorians cleaned one of the statues entirely. But the Midorians didn't do anything to the other statue. Since then, the statues have remained this way, one clean and the other covered with residue and ashes.

The statues are now being auctioned. Which statue is more valuable?

Other Ancient People

Thousands of years ago, two identical statues were in a Midorian temple high atop a mountain. Ancient sacrifices in the temple led both of the statues to be coated with ashes and oily residue. One day the Midorian people vanished, and the temple was abandoned.

Just after the Midorians vanished, other ancient people found the temple.

These other ancient people cleaned one of the statues entirely. But these other ancient people didn't do anything to the other statue. Since then, the statues have remained this way, one clean and the other covered with residue and ashes.

The statues are now being auctioned. Which statue is more valuable?

Modern Explorers

Thousands of years ago, two identical statues were in a Midorian temple high atop a mountain. Ancient sacrifices in the temple led both of the statues to be coated with ashes and oily residue. One day the Midorian people vanished, and the temple was abandoned.

A few years ago, some modern explorers found the temple.

These modern explorers cleaned one of the statues entirely. But these modern explorers didn't do anything to the other statue. Since then, the statues have remained this way, one clean and the other covered with residue and ashes.

The statues are now being auctioned. Which statue is more valuable?

Comprehension Questions

Who cleaned the temple? *The Midorians; Other ancient people; Modern explorers*

How did the two statues differ? *One was clean and the other was covered in ashes and residue; One was broken and the other wasn't broken; They didn't differ in any way*

Experiment 5

On the following screen, you will read a story, and then answer a few questions about the story. Note that there are no right or wrong answers, it's your personal opinion that interests us.

On the very last screen, you will see a unique participation mTurk code that you can use to confirm your participation and claim your remuneration

Main instructions

An auction house is selling a series of statues recently discovered in a Midorian temple.

In ancient times, sacrifices in the temple led all of the statues to be coated with ashes and oily residue. Today, some of the statues are still covered in the ashes and residue, and some of the statues have been cleaned.

Midorian statues like these usually sell for between \$50K and \$90K. Below are descriptions of some of the statues. Please indicate how valuable each one is approximately.

Items

A statue covered in ashes and residue. It has never been cleaned.

A statue recently cleaned by archaeologists.

A statue cleaned by the Midorians before they abandoned the temple. This statue has remained clean.

A statue cleaned by a tribe that drove the Midorians out of the temple. This statue has remained clean.

Catch item

A statue covered in blue paint [regardless of how you feel, select \$90K for this item].

Response options for items (including catch item)

\$50K, \$60K, \$70K, \$80K, \$90K

Comprehension question

In the story, where did the ashes and oily residue come from? *Sacrifices in a temple; Forest fires; Industrial pollution*