

### *Participants*

Sixty participants were consented to participate in this experiment. Two participants were excluded due to computer collection issues that resulted in complete data loss. Nine other participants were run in the study, but met a priori exclusionary criteria and were excluded from all analyses. These criteria included outlier estimates of their logit model fitting (see Figure 1) or accepting every offer in the Ultimatum Game ( $n = 4$ ), recent participation in an intergroup study in the lab within the last 2 months ( $n = 3$ ), because of concern that the extensive debriefing would result in participants coming into the Ultimatum Game primed to attend to race and tuned to our hypotheses, and residing in the United States for less than a year ( $n = 2$ ) and, thereby, presumably being less familiar with the social group stereotypes and attitudes in the United States. Excluding outliers and individuals without variability in their responses is standard practice in the decision-making and psychology literatures (e.g. Blair, Judd, & Fallman, 2004; Stanley et al., 2012; Sokol-Hessner et al., 2009; Vagnoni, Lourenco, & Longo, 2012). In this task, rational decisions result in no variability in decisions (i.e. participants employed a rule to accept every offer). The other exclusionary criteria are standard practices in the intergroup literature (see Donders, Correll, & Wittenbrink, 2008; Navarrete et al., 2009; Rhodes, Locke, Ewing, & Evangelista, 2009).

### Results For Other Race Proposers

The stereotypes and attitudes associated with Asians, Hispanics, and Middle Easterners (the Other race proposers' demographics) vary and differ from stereotypes and prejudices about Black Americans. Because of this variability, there were no a priori predictions regarding responding to Other race proposers. Other race proposers were included to decrease participants' awareness that the study was about responding to White and Black proposers. Additionally,

there were not as many samples of data for the Other race proposers to warrant a direct comparison with the Black and White proposers in the main manuscript. Therefore, analyses involving Other race proposers were exploratory. However, some readers may be interested in intergroup effects (responding to ingroup versus outgroup members), so we have included the Other race proposers' data for comparison.

One additional participant had an outlier model-fitting estimate for Other race proposers (see Figure 1), but had typical response to White and Black proposers. This participant was included in all analyses in the main manuscript, but is eliminated from all of the following analyses involving comparisons with Other race proposers.

#### *Acceptance Rates*

Results revealed similar acceptance rates for White ( $M=.52$ ) and Other race proposers ( $M=.52$ ) and Black ( $M=.51$ ) and Other race proposers. Results for the non-Black participants revealed similar acceptance rates for White ( $M=.48$ ) and Other race proposers ( $M_{Other}=.48$ ) and Black ( $M=.47$ ) and Other race proposers. Results for the White participants revealed similar acceptance rates for White ( $M=.45$ ) and Other race proposers ( $M=.44$ ) and Black ( $M=.44$ ) and Other race proposers.

#### *Modeling Behavior*

Other race proposers ( $M=6.84$ ) had significantly flatter slopes than Black proposers ( $M=8.91$ ;  $F(1,47)=9.19$ ,  $p<.01$ ,  $\eta_p^2=.16$ ). There was no difference in slopes between Other race and White proposers ( $M=7.71$ ). Participants had marginally different 50% acceptance rates between Black ( $M=1.91$ ) and Other race proposer ( $M=1.86$ ;  $F(1,47)=3.59$ ,  $p=.06$ ,  $\eta_p^2=.07$ ). Participants' points-of-indifference were similar for White proposers ( $M=1.85$ ) and Other race proposers.

For non-Black proposers, Other race proposers ( $M=6.98$ ) had significantly flatter slopes than Black proposers ( $M=9.76$ ;  $F(1,34)=10.98$ ,  $p<.01$ ,  $\eta_p^2=.24$ ). There was no difference in slopes between Other race and White proposers ( $M=8.22$ ). Non-Black participants had similar 50% acceptance rates between Black ( $M=1.96$ ) and Other race proposer ( $M=1.92$ ) and White ( $M=1.91$ ) and Other race proposers. For White participants, Other race proposers ( $M=6.76$ ) had significantly flatter slopes than Black proposers ( $M=10.01$ ;  $F(1,26)=11.35$ ,  $p<.01$ ,  $\eta_p^2=.30$ ) and White proposers ( $M=8.31$ ;  $F(1,26)=4.69$ ,  $p<.05$ ,  $\eta_p^2=.15$ ). White participants had similar 50% acceptance rates between Black ( $M=2.05$ ) and Other race proposer ( $M=2.01$ ) and White ( $M=2.01$ ) and Other race proposers.

### *Response Latency*

Participants were faster to accept offers from Other race proposers' ( $M=1.08$  s) than White proposers ( $M=1.12$  s;  $F(1,47)=65.48$ ,  $p<.01$ ,  $\eta_p^2=.58$ ). Responses were similarly fast for Other race and Black proposers ( $M=1.09$  s).

Non-Black participants were faster to accept offers from Other race proposers' ( $M=1.10$  s) than White proposers ( $M=1.15$  s;  $F(1,34)=41.07$ ,  $p<.01$ ,  $\eta_p^2=.55$ ). Responses were similarly fast for Other race and Black proposers ( $M=1.13$  s). White participants were faster to accept offers from Other race proposers' ( $M=1.14$  s) than White proposers ( $M=1.20$  s;  $F(1,26)=24.10$ ,  $p<.01$ ,  $\eta_p^2=.48$ ). Responses were similarly fast for Other race and Black proposers ( $M=1.17$  s).

### References

- Donders, N. C., Correll, J., & Wittenbrink, B. (2008). Danger stereotypes predict racially biased attentional allocation. *Journal of Experimental Social Psychology, 44*(5), 1328–1333. Retrieved from <http://www.sciencedirect.com/science/article/B6WJB-4SBHXBV-1/2/ca200bb6c91d08e171493f937a53a949>
- Navarrete, C. D., Olsson, A., Ho, A. K., Mendes, W. B., Thomsen, L., & Sidanius, J. (2009). Fear extinction to an out-group face: the role of target gender. *Psychological science, 20*(2), 155–158. doi:10.1111/j.1467-9280.2009.02273.x
- Rhodes, G., Locke, V., Ewing, L., & Evangelista, E. (2009). Race coding and the other-race effect in face recognition. *Perception, 38*(2), 232–241. doi:10.1068/p6110
- Sokol-Hessner, P., Hsu, M., Curley, N.G., Delgado, M.R., Camerer, C.F., & Phelps, E.A. (2009). Thinking like a trader selectively reduces individuals' loss aversion. *Proceedings of the National Academy of Sciences of the United States of America, 106*(13), 5035-5040.
- Stanley, D. A., Sokol-Hessner, P., Banaji, M. R., & Phelps, E. A. (2011). Implicit race attitudes predict trustworthiness judgments and economic trust decisions. *Proceedings of the National Academy of Sciences of the United States of America, 108*(19), 7710–7715.
- Stanley, D. A., Sokol-Hessner, P., Fareri, D.S., Perino, M.T., Delgado, M.R., Banaji, M. R., & Phelps, E. A. (2012). Race and reputation: Perceived racial group trustworthiness influences the neural correlates of trust decisions. *Philosophical Transaction of the Royal Society of London-Series B: Biological Sciences, 367*(1589), 744-753.

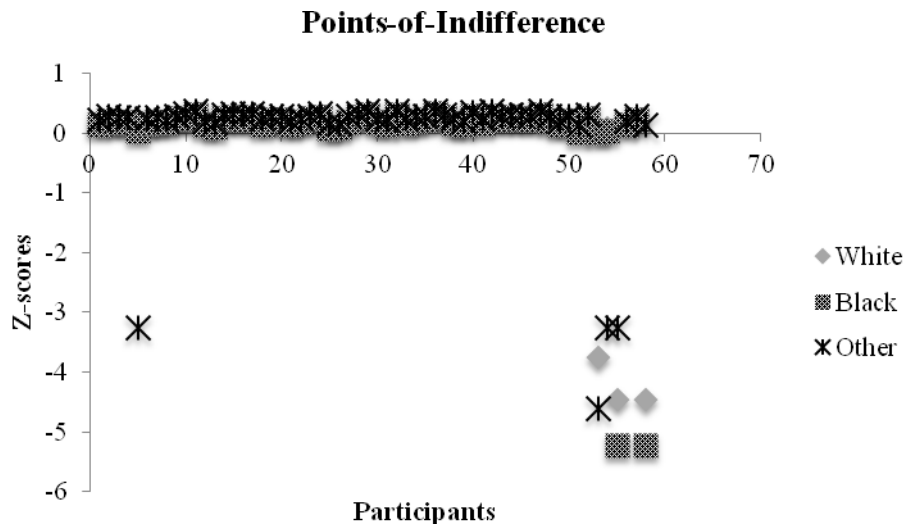


Figure 1. Z-scored points-of-indifference for each category of proposers. Participants with z-scored points-of-indifference greater or less than 3 were eliminated from the analyses prior to analyzing their data.