PARTICIPANT EXCLUSIONS

For studies 1-3, all 294 participants were included in all analyses. Studies 4 & 5 included basic data quality checks. Participants who failed any one of the following criterion tended to fail others as well; thus the ns reported below overlap heavily. Participants were excluded from studies 4-5 if they (a) did not complete the task, i.e., provided no estimate (*n*=39), (b), provided an estimate too small to be logically valid (this was operationalized as an estimate for the *sum* of the seven numbers that was not greater than the largest *one* of those seven numbers, and therefore, not a logically possible sum; (*n*=49), (c) provided an estimate so large that we did not believe it represented a genuine estimate (four such estimates were excluded: $80,000 $100,000, $225,000 and $108.2 million), (d) spent fewer than five seconds "reading" the instructions for the main task (*n*=39), (e) failed the manipulation check ("Was the river drying up caused by a person?" [yes/no]) (*n*=44), (f) failed the reading check question ("For how many weeks did the river dry up?") (correct answer, 2 weeks—participants were considered to have failed if they were off by more than one week, though results were statistically identical if this criterion was made more stringent so as to require a precisely correct answer, or if the criterion was relaxed or removed altogether; *n*=19). Following the application of these *a priori* criteria, participants were also excluded as statistical outliers if their estimates were more than three standard deviations above or below the mean (*n*=7).

In addition, participants who had participated in any study reported here or in any study related to this line of research were automatically and preemptively disqualified from all other studies related to this line of research. This was accomplished via newly developed and publicly available code (Peer, Paolacci, Chandler & Mueller, 2012).

REFERENCE

Peer, E., Paolacci, G., Chandler, J., & Mueller, P. (2012). Screening participants from previous studies on Amazon Mechanical Turk and Qualtrics. Retrieved June 27, 2012 from http://experimentalturk.wordpress.com/resources/