

**Method Appendix of “A Brief Mindfulness Exercise Promotes the Correspondence  
Between the Implicit Affiliation Motive and Goal Setting” by Strick & Papies**

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## Session 1

### Measurement of implicit affiliation and power motive

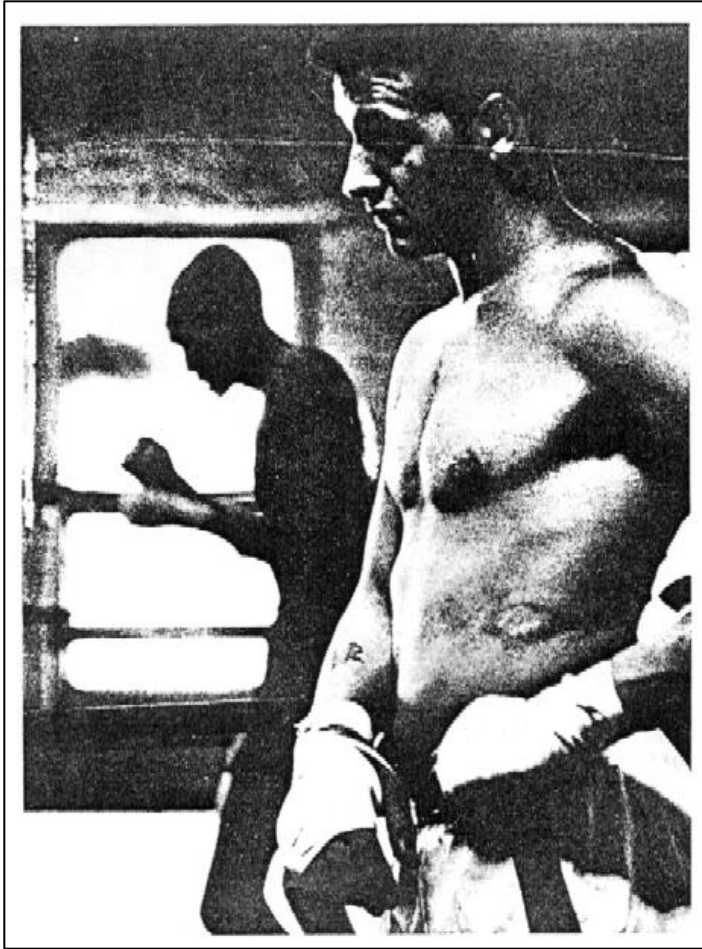
>> **Note:** *the procedure and instructions for measuring implicit motives were made available to us by the Human Motivation & Affective Neuroscience Lab. For information and additional sources see their website: <http://www.psych2.phil.uni-erlangen.de/~oschult/humanlab/index.htm> <<*

“The first task is called the "Picture Story Exercise".

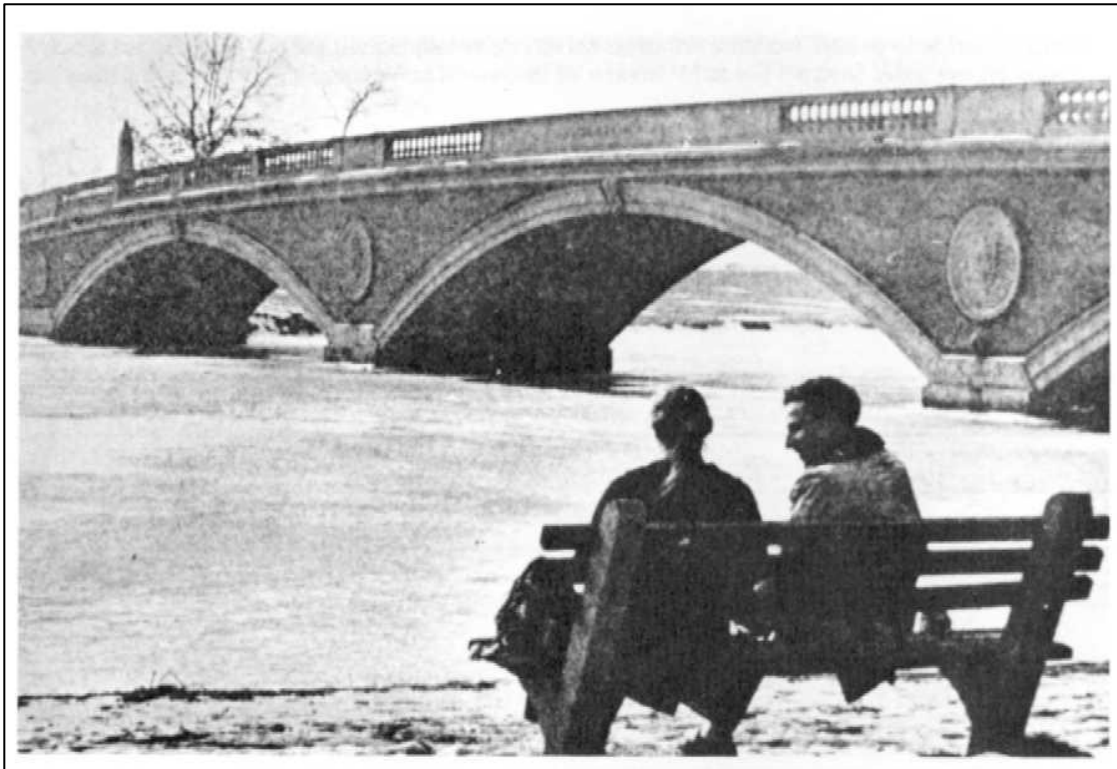
In the Picture Story Exercise, your task is to write a complete story about each of a series of 6 pictures - an imaginative story with a beginning, a middle, and an end. Try to portray who the people in each picture are, what they are feeling, thinking, and wishing for. Try to tell what led to the situation depicted in each picture and how everything will turn out in the end. Please type your story in the window presented on the screen. In the upper left hand corner there are some guiding questions - these should only be used as guides to writing your story. You do NOT need to answer them specifically.

Each picture will be presented for ten seconds. After it has disappeared, write whatever story comes to your mind. Don't worry about grammar, spelling, or punctuation - they are of no concern here. You will have about four minutes for each story; the computer will then warn you when you have 20 seconds left. If you take less than the entire four minutes, the computer will be ready to move on after three minutes.”

>> *The following six pictures were then presented in random order: <<*



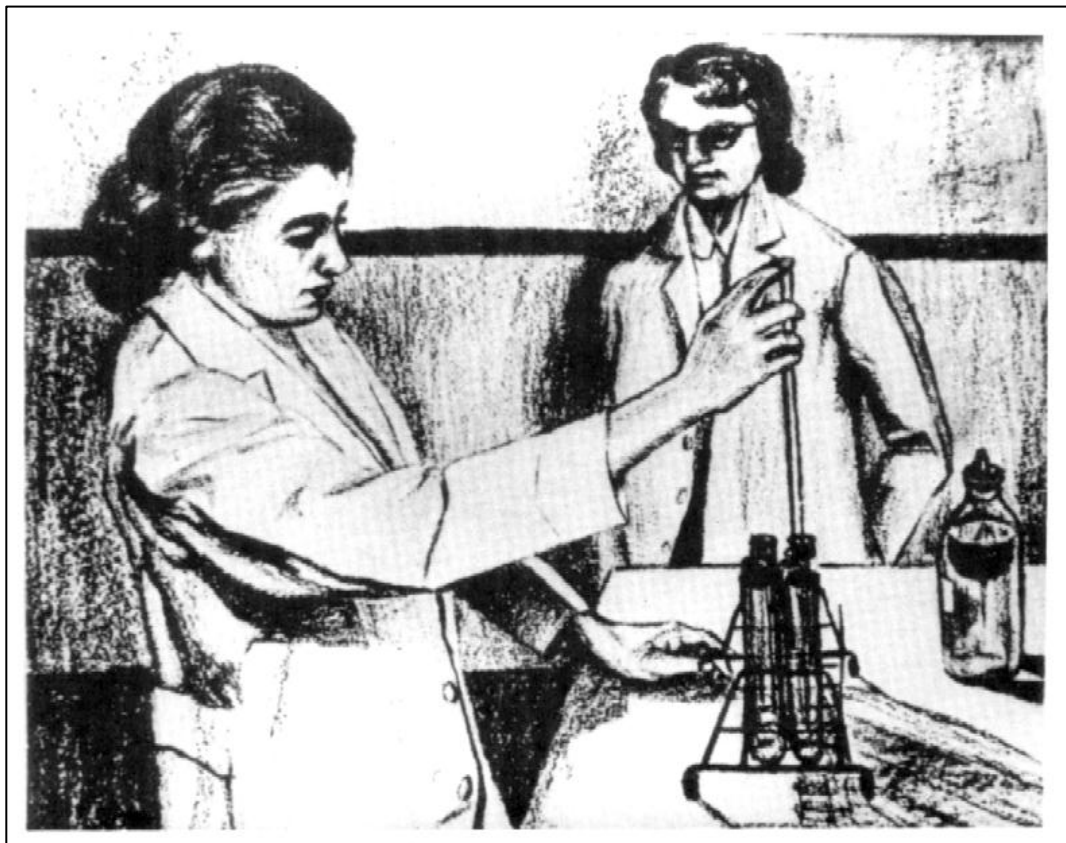
Presentation size: 12.3 x 16.5 cm



Presentation size: 23.7 x 16.3 cm



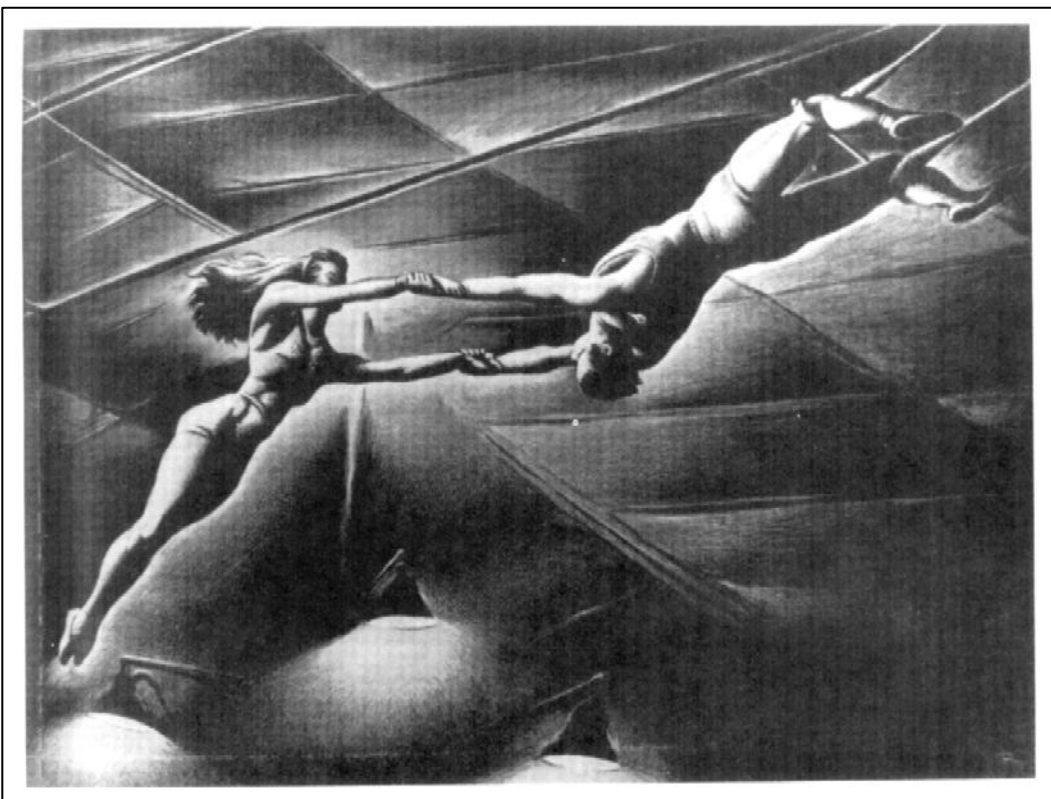
Presentation size: 18.1 x 16.4 cm



Presentation size: 21.0 x 16.5 cm



Presentation size: 23.8 x 16.5 cm



Presentation size: 21.8 x 16.4 cm

*>> Each picture was presented for 10 seconds. After the presentation of each picture, an empty textbox in which participants could write their story was presented. Along with the textbox, the following questions appeared on screen in the left upper hand corner: <<*

"What is happening? Who are the people?

What happened before?

What are the people thinking about and feeling? What do they want?

What will happen next?"

### **Measurement of explicit affiliation and power motive**

"In the next task, you will get to see 36 statements about your personality.

It is your task to indicate to what extent each statement applies to who you are.

You can answer on a scale ranging from 1 "not true at all" to 7 "definitely true". Please press the space bar to go to the first statement."

*>> The following statements were presented one-by-one in random order, with a 7-point Likert scale below them. Statements 1 through 12 measure the explicit achievement motive, statements 13 through 24 measure the explicit affiliation motive, and statements 25 through 36 measure the explicit power motive. <<*

1. "I enjoy doing things which challenge me."
2. "I will keep working on a problem after others have given up."
3. "I prefer to be paid on the basis of how much work I have done rather than on how many hours I have worked."
4. "People have always said that I am a hard worker."
5. "Sometimes people say I neglect other important aspects of my life because I work so hard."
6. "I enjoy work more than play."
7. "I try to work just hard enough to get by."
8. "I would rather do an easy job than one involving obstacles which must be overcome."
9. "I really don't enjoy hard work."
10. "When people are not going to see what I do, I often do less than my very best."
11. "It doesn't really matter to me whether I become one of the best in my field."
12. "I am sure people think that I don't have a great deal of drive."
13. "I pay little attention to the interests of people I know."
14. "Usually I would rather go somewhere alone than go to a party."

15. "I seldom go out of my way to do something just to make others happy."
16. "When I see someone I know from a distance, I don't go out of my way to say 'Hello.'"
17. "I want to remain unhampered by obligations to friends."
18. "I am quite independent of the people I know."
19. "I believe that a person who is incapable of enjoying the people around him misses much in life."
20. "Loyalty to my friends is quite important to me."
21. "I am considered friendly."
22. "I try to be in the company of friends as much as possible."
23. "To love and be loved is of greatest importance to me."
24. "Most people think I am warm-hearted and sociable."
25. "I try to control others rather than permit them to control me."
26. "I feel confident when directing the activities of others."
27. "I am quite good in keeping others in line."
28. "I seek out positions of authority."
29. "When I am with someone else I do most of the decision-making."
30. "I try to convince others to accept my principles."
31. "I am not very insistent in an argument."
32. "I have little interest in leading others."
33. "I would make a poor judge because I dislike telling others what to do."
34. "I think it is better to be quiet than assertive."
35. "I would not do well as a salesman because I am not very persuasive."
36. "I don't have a forceful or dominating personality."

## Session 2

### Mindfulness manipulation

“In a few moments you will be asked to put on the headphones and listen to an audiotape. On the next page you can choose whether you want the audiotape to be in Dutch or in English.”

>> *Participants chose the Dutch or English version.* <<

“You can now put on the headphones to listen to the audiotape. Make sure you are seated comfortably, and follow the audio-instructions.

The audiotape lasts for 10-15 minutes.

When you are ready to start listening, press the space bar.”

>> *The instruction shown in the table below (developed by David Marchiori & Esther K. Papiés) was read by a female voice. It was presented in Dutch or English depending on the participant’s choice. After every row, a short break was taken; also after every \*, a short break was taken. There were also longer breaks during the text. These are indicated by the approximate number of seconds they lasted.* <<

Ga voor deze oefening gemakkelijk en rechtop op je stoel zitten. Zorg dat je ook lekker zit zodat je de komende 10 tot 15 minuten zo kunt blijven zitten.	For this exercise, sit in a relaxed, upright position. Make sure that you also sit * comfortably, so that you can remain in this position for the next 10 or 15 minutes.
Zet beide voeten op de grond, en laat je handen gemakkelijk rusten op je benen, of in je schoot. Houd je schouders ontspannen. * Zit met een rechte rug, maar zonder te verkrampen. *Je kunt je ogen rustig dicht doen, als je dat fijn vindt.	Place both feet on the ground, and let your hands rest easily on your legs, or in your lap. Keep your shoulders relaxed. * Keep your back straight, but without being tight. * You may close your eyes, if that feels good.
Wees je nu * bewust van je lichaam, * met open, * ontspannen aandacht.	Now * be aware of your body * with an open,* relaxed awareness.
Probeer in deze oefening even niet te oordelen * over wat er gebeurt * of hoe je de oefening doet. * Laat je ervaring gewoon zijn wat die is, * en kijk er op een milde en ontspannen manier na. * Je hoeft de oefening niet “perfect” te doen.	During this exercise, try not to judge what is going on *, or how you do the exercise. * Let your experience simply be what it is, * and look at it in a mild, nonjudgmental manner. * You don’t have to do this exercise perfectly.
Het zal vast ook voorkomen dat je afdwaalt, dat je aan andere dingen gaat denken. * Dat is helemaal géén probleem. Als je opmerkt dat je bent afgedwaald, kom dan gewoon rustig terug naar de oefening.	Most likely, your thoughts will start to wander at some point, and you will find yourself thinking about other things. * That is no problem at all. As soon as you notice that your mind has wandered, * simply bring



	your attention back to the exercise.
Deze oefening gaat ongeveer 10 minuten duren. Kijk of je het jezelf kan gunnen * om alles wat je meedraagt voor de duur van deze oefening, * even naast je neer te leggen, * en gewoon te zijn. <u>3 sec</u>	This exercise will take about 10 minutes. Try,* for this period * to allow yourself * to set aside * everything else that you carry with you at the moment * and to just * be. <u>3 sec</u>
Breng nu * rustig je aandacht naar het feit dat je ademt. * Voel rustig hoe je inademt, en hoe je uitademt. ( <u>2 sec</u> ) Adem nu een paar keer heel diep en heel langzaam in en uit, door je neus. <u>5 sec</u>	Now, * slowly bring your attention to the fact that you are breathing. * Calmly feel how you breathe in, and how you breathe out. ( <u>2 sec</u> ). Now take a few deep, slow breaths, breathing through your nose. <u>5 sec</u>
Terwijl je dit doet, laat jezelf bij het uitademen ontspannen. Voel je adem rustig door je neus uit je lichaam stromen. ( <u>10 sec</u> )	While you are doing this, allow yourself to relax when breathing out. Calmly feel your breath stream through your nose, exiting your body. ( <u>10 sec</u> )
Laat je adem nu rustig zijn beloop.* Merk gewoon op <i>hoe</i> je ademt. * Probeer je adem niet te veranderen, laat hem gewoon *komen en gaan, * zo als die komt en gaat. Misschien merk je * dat je adem nu diep is, of * dat ie ondiep is. Misschien merk je regelmaat, of onregelmatigheid * merk het gewoon op. <u>5 sec</u>	Now, just let your breath come and go naturally. * Simply notice <i>how</i> your breath passes through you. * Don't try to change your breathing, * just let it come and go, * as it comes and goes. Maybe, you will notice that your breath is shallow, * or that it is deep. Maybe you notice that it is regular, or irregular. * Simply be aware of your breath. <u>5 sec</u>
Merk op * waar je je adem het beste kunt voelen. * Misschien voel je je buik iets uitzetten als je inademt, en weer terugkomen als je uitademt. * Misschien voel je de adem door keel stromen, * of misschien voel je de lucht in je neusgaten.	Notice * where you can feel your breath most easily. * Maybe you feel your stomach expand a little when you inhale, and come back a bit when you exhale. * Maybe you feel your breath pass through your throat, * or maybe you feel the air in your nostrils.
Kijk gewoon heel mild en rustig waar je je adem kunt opmerken. Je kunt deze plek in je lichaam * als anker gebruiken.	Simply try to see where you can notice your breath most easily. You can use this place in your body * as an anchor for your attention.
Als je gedachtes zijn afgedwaald, kun je terugkomen naar je adem, * en gewoon rustig je adem voelen, waar je hem goed kunt opmerken. Maakt niet uit waar dit is. *Voel je adem, zoals die komt en gaat. <u>3 sec</u>	Whenever your mind has wandered, you can return to your breath * and simply feel your breath, wherever you can notice it easily. No matter where this is. * Feel your breath, as it comes, and goes. <u>3 sec</u>
Nu zullen we beginnen je aandacht naar de verschillende delen van je lichaam te brengen.	We will now start to move your attention to the different parts of your body.

<p>Daarvoor wil ik je uitnodigen * om bij de volgende inademing * je aandacht te verplaatsen * naar je linker voet. * Hoe voelt op dit ogenblik * je linker voet? * Voel de zool van je voet, * je tenen, * de bovenkant van je voet; * voel je enkel. <u>3 sec</u> Ervaar nu je voet als geheel. * Wat voel je op dit moment in je voet?</p>	<p>During your next inhale, * let me invite you * to move your attention * to your left foot. How does your left foot feel, at this moment? * Feel the sole of your foot, your toes, the top of your foot; feel your ankle. <u>3 sec</u> Now experience your foot as a whole. * What can you feel in your foot, at this moment?</p>
<p>Het is zelfs mogelijk dat je daar niets voelt. * En dan is dat hetgeen dat je daar nu voelt. * Bekijk het zonder te oordelen, mild, zonder iets te willen <i>veranderen</i>, * zonder dat er iets moet. Ervaar het met milde aandacht. <u>5 sec</u></p>	<p>Maybe * you don't feel anything in your foot. * Then, that is what you experience. * Look at it, whatever comes up, without judging it, without wanting to <i>change</i> anything, * without having to do anything. * Experience it, with non-judgmental awareness. <u>5 sec</u></p>
<p>Breng nu je aandacht naar je linker onderbeen. * Voel je kuit, * en je scheenbeen. * Breng je aandacht even helemaal * naar je linker onderbeen. <u>5 sec</u></p>	<p>You can now move your attention to the lower part of your left leg. * Feel your calf, *, and your shin * Bring your attention completely * to the lower part of your left leg. <u>5 sec</u></p>
<p>Dan kun je nu je aandacht verder uitbreiden, via je knie, * naar je bovenbeen. * Hoe voelt je bovenbeen? * Voel je je hand op je bovenbeen rusten? <u>5 sec</u></p>	<p>Now expand your attention further, passing through your knee, * to your thigh. * How does your thigh feel? * Can you feel your hand rest on your thigh? <u>5 sec</u></p>
<p>Kun je nu je linker been en voet als één geheel ervaren? * Ga even helemaal in je linker been en voet zitten. * Je hoeft je ervaringen niet te veranderen, of vast te houden. * Kijk gewoon naar hoe het nu voelt, * merk het op, * zonder te proberen iets te veranderen. * <u>6 sec</u></p>	<p>Can you now experience your left leg and foot as one whole? * Completely experience your left leg and foot. * You don't have to change your experience, or hang on to it. * Just notice what you feel now, * be aware of it, * without trying to change anything. <u>6 sec</u></p>
<p>Dan kun je nu je aandacht brengen * naar je rechter voet. * Voel de onderkant van je rechter voet, * de tenen, * de bovenkant, * de hele voet. <u>10 sec</u> Breid dan je aandacht uit naar je rechter onderbeen, * knie, en * bovenbeen; * ervaar je rechter been als geheel. <u>3 sec</u> Ervaar helemaal * je rechter been. <u>2 sec</u></p>	<p>Then, move your attention * to your right foot. Feel the sole of your foot, * the toes, * the top of the foot * the whole foot. <u>10 sec</u> Then expand your attention, to your calf, * knee, * and thigh; * experience your right leg as a whole. <u>3 sec.</u> Completely experience* your right leg. <u>2 sec</u></p>
<p>Wellicht merk je op dat je tussendoor afdwaalt. Dan kom je gewoon met je aandacht weer terug, naar dit moment, terug naar je adem, * terug naar je lichaam. <u>3 sec</u></p>	<p>It is possible that you notice that your mind wanders off at some point. Then, simply bring your attention back, to this moment*, back to your breath, * back to your body. <u>3 sec.</u></p>
<p>Bij een volgende inademing breid je je aandacht uit van je benen, naar je billen. *</p>	<p>At your next inhale, bring your attention from your legs, to your buttocks. * Can you</p>

<p>Voel je je billen op de stoel? <u>3 sec</u> Ga door naar je rug; * voel je onderrug, * bovenrug; * ervaar je gehele rug. <u>2 sec</u></p>	<p>feel your buttocks rest on your chair? <u>3 sec</u>. Continue on to your back *, feel your lower back *, your upper back *, experience your back as a whole <u>2 sec</u>.</p>
<p>Breng je aandacht langzaam verder naar boven, naar de achterkant van je schouders, en je nek. <u>3 sec</u></p>	<p>Slowly keep your attention moving upward, to the back of your shoulders, and your neck. <u>3 sec</u>.</p>
<p>Voel dan je hoofd. * Kun je je haar voelen, hoe het op je hoofdhuid rust? * Voel je misschien ergens kriebel op je hoofd? * Breng je aandacht omlaag naar je gezicht. * Voel je ogen, je wangen, * je neus, <u>2 sec</u>* voel het stukje onder je neus waar je adem overheen gaat, * voel je lippen, * je tong, * je kaken. <u>5 sec</u> Ervaar je gezicht als geheel. * Hoe voelt je gezicht nu? Voelt het gespannen, * of ontspannen? * Laat je aandacht gewoon op je gezicht rusten, hoe het ook voelt. <u>5 sec</u></p>	<p>Now, feel your head. * Can you feel your hair rest on your scalp? * Maybe you feel an itch somewhere on your head? * Move your attention down to your face. * Feel your eyes, * your cheeks, * your nose; * <u>2 sec</u> feel the skin under your nose, as your breath softly blows over it; * feel your lips, * your tongue*, your jaws. <u>5 sec</u>. Experience your face as a whole. * How does your face feel at this moment? Does it feel tense, or relaxed? * Just let your attention rest on your face, however it feels. <u>5 sec</u></p>
<p>Breng dan * rustig * je aandacht naar je armen. * Begin met je linker schouder; voel je hele linker schouder. * Breid dan je aandacht uit * naar je linker bovenarm. * Voel de spieren in je bovenarm. * Breng je aandacht verder * naar je elleboog, * en je onderarm. <u>5 sec</u></p>	<p>Then, * slowly * move your attention to your arms. * Start with your left shoulder; feel your whole left shoulder. * Then expand your attention * to your left upper arm. * Feel the muscles in your left upper arm. * Move your attention further * to your elbow * and your lower arm. <u>5 sec</u></p>
<p>Voel dan je linker hand, en alle vingers van je hand. * Voel je hoe je hand rust op je been, of tegen de andere hand aan? <u>2 sec</u> Adem even helemaal naar je hand toe. <u>3 sec</u> *Hoe voelt je hand? Misschien voelt je hand warm, of koud, of zwaar, of onrustig, of misschien voel je niets bijzonders? *Merk het gewoon op, zo als het nu voelt. <u>3 sec</u></p>	<p>Next feel your left hand, and all the fingers of your left hand. * Can you feel how your hand rests on your leg, or how it touches the other hand? <u>2 sec</u> Feel as if you guide your breath toward your left hand <u>3 sec</u> . How does your hand feel? Maybe it feels warm, or cold, or heavy, or restless, or maybe you don't feel anything in particular? * Just notice it, whatever it is that you feel in your hand at this moment. <u>3 sec</u></p>
<p>Ervaar nu * je linker arm en hand als één geheel, * ga even helemaal in je linker arm en hand zitten. <u>5 sec</u></p>	<p>Now * experience your left arm and hand as one whole * try to completely <i>be</i> in your left arm and hand for a little while. <u>5 sec</u></p>
<p>Nu doen we hetzelfde met je rechter arm. * Voel je rechter schouder, * bovenarm, de spieren; * voel je rechter elleboog en onderarm. <u>3 sec</u></p>	<p>Now we will do the same with your right arm. * Feel your right shoulder, * upper arm, the muscles; feel your right elbow * and lower arm. <u>3 sec</u></p>
<p>Breng dan je aandacht rustig naar je rechter</p>	<p>Then, slowly move your attention to your</p>

<p>hand, * en alle vingers van je rechter hand. Adem helemaal naar je rechter hand toe. * Voel je rechter arm en hand als één geheel. <u>5 sec</u></p>	<p>right hand * and all the fingers of your right hand. Feel as if you guide your breath to your right hand. * Experience your right arm and right hand as one whole. <u>5 sec</u></p>
<p>Breng nu ,* heel mild , * de aandacht naar de voorkant van je lichaam, * je borst * en je buik. * Voel de beweging van de ademhaling in je borst, * en in je buik. * Misschien voel je je kleren * tegen de buitenkant van je buik aan, * voel je je broek, of je riem; * misschien voel je ook iets aan de binnenkant van je buik; voel even helemaal in je buik.* Merk gewoon op hoe het daar voelt, * wat je daar tegenkomt, je kunt er met een milde, open aandacht helemaal bij zijn. *Zonder er verder iets mee te doen. <u>5 sec</u> Als je afdwaalt, breng je aandacht dan gewoon terug naar je buik, voel je buik van binnenuit. <u>6 sec</u></p>	<p>Now * very carefully, * move your attention to the front of your torso, * your chest * and your stomach. * Feel the motion of your breath in your chest, * and in your stomach *. Maybe you feel the clothes * touching the exterior of your belly * , maybe you feel your pants, or your belt; * maybe you also feel something inside your stomach. Completely feel <i>into</i> your stomach for a while. * Simply notice whatever you feel there * whatever sensation you notice * just observe it with an open, nonjudgmental awareness. * Without doing anything further. * <u>5 sec</u> If you wander off, just bring your attention back to your stomach, feel your stomach from the inside. <u>6 sec</u></p>
<p>Laat nu je aandacht uitbreiden vanuit je buik * naar de rest van je lichaam. Ervaar je lichaam als één geheel. * Voel de verbondenheid van je lichaamsdelen, en hoe je lichaam op de stoel rust. Voel * hoe je adem * je lichaam in en uitstroomt. <u>10 sec</u></p>	<p>Now let your attention expand from your stomach * to the rest of your body. Experience your body as <i>one</i> whole. * Feel the connectedness of your body parts * and how your body rests on the chair. Feel * how your breath * moves through your body * when you inhale and exhale. <u>10 sec</u></p>
<p>Als je zo ver bent, laat dan je aandacht rustig terugkomen naar deze ruimte. Je kunt zachtjes een beetje bewegen, en rustig je ogen weer openen. <u>2 sec</u> Je gaat terugkeren naar de activiteiten van de dag.</p>	<p>When you are ready, let your attention slowly come back to this room. You can move a little bit if you like, and slowly open your eyes. <u>2 sec.</u> You will now return to the activities of the day.</p>

### Control manipulation

“In the first part of this research you are asked to read magazines. In front of you, on the desk, is a paper box with assorted magazines. In a few moments you will be asked to open the box and choose any magazine that you would like to read.

You are asked to read magazines for 10-15 minutes. During this time we ask you to put on the headphones, so you can hear the audio message asking you to stop when time is (almost) up.

You can choose any magazine you like, and you are free to change to another magazine at any time. Just be sure to stop reading when time is up.

When you are ready to start reading the magazines, put on the headphones and press the space bar.”

*>> After 13 minutes, the following message was read by a female voice through the headphones. The text was simultaneously presented on screen: <<*

"Please stop reading and put the magazines back in the paper box. Close the lid so that the magazines are not visible for the next participant. Then press the space bar."

### **Block 1 – Measurement of goal selection**

“During the next task you are asked to imagine being in a specific situation:

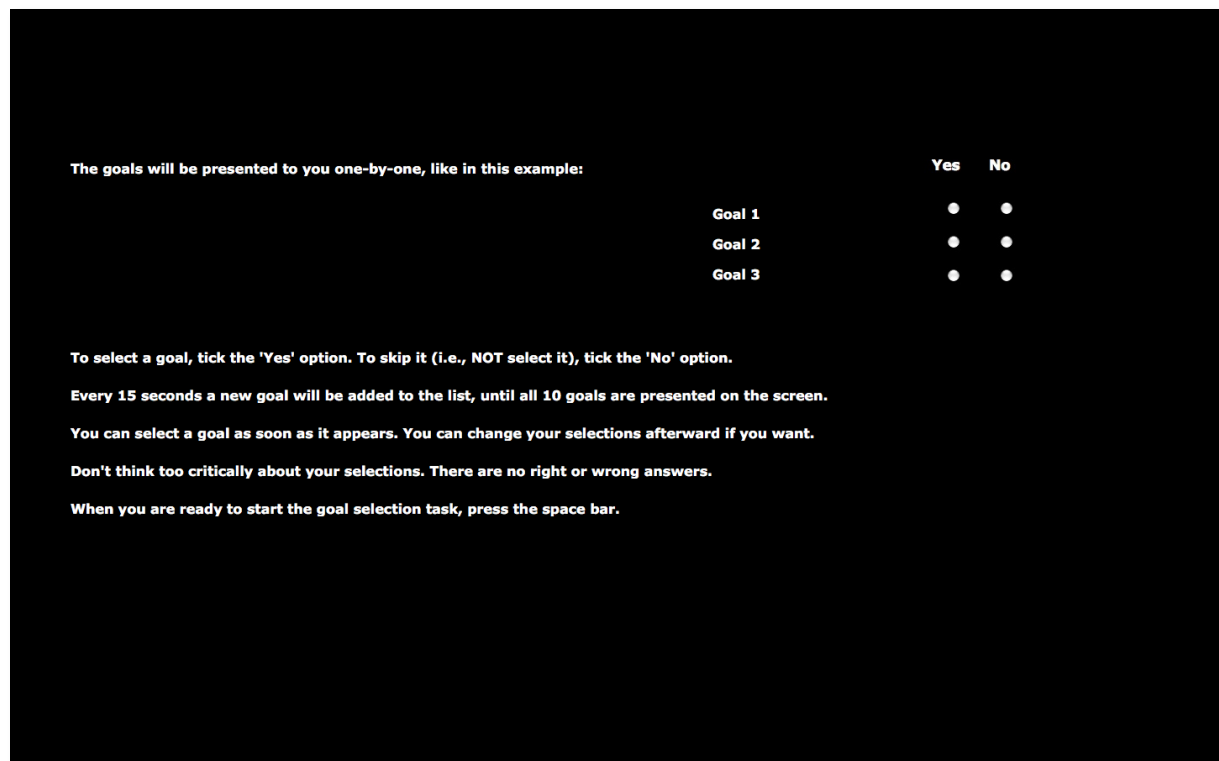
Imagine you have finished your education. You have spent a short time searching for employment and found a job as a project leader in a company. The job description and your first impression of the work and the company as a whole correspond with what you desire. You will start your job in a few days. You are now thinking about the goals you want to strive for at your new workplace...

In a few moments, you will be presented with a list of 10 goals that people could strive for at a new workplace.

Your task is to select goals that YOU would wish to strive for in the job scenario just described.

The goals will be presented to you one-by-one, like in this example:”

*>> An example illustrated how the goals would be presented on screen, as shown in Screenshot 1. <<*



*Screenshot 1*

“To select a goal, tick the 'Yes' option. To skip it (i.e., NOT select it), tick the 'No' option.

Every 15 seconds a new goal will be added to the list, until all 10 goals are presented on the screen.

You can select a goal as soon as it appears. You can change your selections afterward if you want.

Don't think too critically about your selections. There are no right or wrong answers.

When you are ready to start the goal selection task, press the space bar.”

*>> The goal selection task comprised the goals listed below. They were presented in a fixed order, alternating affiliation and power goals. The goals appeared on screen in a step-wise manner: the first goal appeared, 15 seconds later the second goal appeared, 15 seconds later the third goal appeared, et cetera, until all goals were on screen. Participants could select the goals or not select them by checking “Yes” or “No”, respectively, as shown Screenshot 2. Participants could select the goals as soon as they appeared on screen, but were allowed to take as much time as they needed. <<*

**Affiliation goals:**

I would like to work in a team with other colleagues.

I would like to make contact with as many people in the company as possible.

I would like to have an amicable atmosphere in our team.

I would like to have friendly and warm contacts with my colleagues.

I want to organize my work so that I can collaborate with others as much as possible.

### Power goals:

I would like to become a respected professional in my area.

I would like to rise within the organization as fast as possible.

I want to act self-confident among my colleagues.

I would like to gain respect from colleagues working below me.

I would like to stand out in the company and not just be a number.

For each goal, please indicate if you want to strive for it (Yes) or not (No).

	Yes	No
1. I would like to work in a team with other colleagues.	<input checked="" type="radio"/>	<input type="radio"/>
2. I would like to become a respected professional in my area.	<input type="radio"/>	<input checked="" type="radio"/>
3. I would like to make contact with as many people in the company as possible.	<input checked="" type="radio"/>	<input type="radio"/>
4. I would like to rise within the organization as fast as possible.	<input type="radio"/>	<input checked="" type="radio"/>
5. I would like to have an amicable (vriendschappelijke) atmosphere in our team.	<input checked="" type="radio"/>	<input type="radio"/>
6. I want to act self-confident among my colleagues.	<input checked="" type="radio"/>	<input type="radio"/>
7. I would like to have friendly and warm contacts with my colleagues.	<input checked="" type="radio"/>	<input type="radio"/>
8. I would like to gain respect from colleagues working below me.	<input type="radio"/>	<input checked="" type="radio"/>
9. I want to organize my work so that I can collaborate with others as much as possible.	<input checked="" type="radio"/>	<input type="radio"/>
10. I would like to stand out in the company and not just be a number.	<input checked="" type="radio"/>	<input type="radio"/>

IMPORTANT: Before you press 'Next', make sure that you responded to ALL goals by either selecting it (Yes) or skipping it (No).

Next

Screenshot 2

## Block 1 – Measurement of goal motivation

“In the next task, you will be presented with the goals again, one-by-one.

For each goal, indicate to what degree you would be motivated to pursue it in the job scenario just described. You can indicate your level of motivation on a scale from 1 (not at all) to 7 (very much).”

>> The same goals appeared again, this time one-by-one, as shown in Screenshot 3. <<





**Affiliation goals:**

I would like to meet my colleagues outside of work to get to know them better.

I would like to have a closer relationship with at least one other person in the company.

I would like to develop new friendships in my workplace.

I would like to get to know my colleagues personally.

I want to work in a team where colleagues know each other on a personal level.

**Power goals:**

In discussions I would like to convince others of my ideas.

I would like to have a say in staff meetings.

I would like to motivate my colleagues and bosses for my projects.

I would like to take on responsibilities and change things in the company.

I would like to impact the operations of the organization.

**Block 2 - Measurement of goal motivation**

“In the next task, you will be presented with the goals again, one-by-one.

For each goal, indicate to what degree you would be motivated to pursue it in the job scenario described earlier. You can again indicate your level of motivation on a scale from 1 (not at all) to 7 (very much).

Before rating each goal, try once again to picture the concrete situation, your behaviors, reactions, and feelings as lively as possible.”

*>> The same goals appeared again, this time one-by-one, as shown in Screenshot 3. <<*

### **Session 3**

*>> Note: The procedure and instructions were identical to Session 2, except that the assignment to conditions was reversed, a different scenario (i.e., new-study scenario) was presented, and a different set of goals was presented.*

*The instruction for the new-study scenario was: <<*

“During the next task you are asked to imagine being in a specific situation:

Imagine you have finished your education. You have spent a short time orienting on the job market and found a career path that you want to pursue. As this career path requires you to get additional education and training, you decide to pursue a second study. The first semester starts in a few days. You are now thinking about the goals you want to strive for at your new study...

In a few moments, you will be presented with a list of 10 goals that people could strive for at a new study.

Your task is to select goals that YOU would wish to strive for in the study scenario just described.”

*>> The goals presented in Block 1 were: <<*

#### **Affiliation goals**

I would like to be in a study group with other students.

I want to make contact with as many other students as possible.

I want the atmosphere among the students to be sociable and warm.

I would like to have friendly relations with my classmates.

I want to take classes where I can collaborate with other students as much as possible.

#### **Power goals**

I would like to become recognized as a talented student.

I would like to earn my degree as fast as possible.

I would like to gain respect from my teachers and co-students.

I want to be self-assured and show self-reliance among the students.

I want to stand out from the crowd and be visible among my peers.

*The goals presented in Block 2 were:*

#### **Affiliation goals**

I would like to participate in trips and social events with the other students.

I want to have a relation of trust with at least one other student.

I want to develop a social network at my study.

I would like to get to know the other students in my class personally.

From time to time, I would like to chat or have a drink with fellow students.

### **Power goals**

In group discussions I want to convince others of my opinion.

I want to have something to say in work groups.

I want to give inspiring and persuasive presentations.

I would like to take initiative and get things done in the student community.

I want to be assertive and get what I want out of my education.

### Questions, Anchors, and Responses to the Exit Questions in Session 1

Question	Anchors	Response
How motivated were you to participate in the Picture Story Exercise and the questionnaires so far?	1( <i>Not at all</i> ) – 7( <i>Very much</i> )	$M (SD) = 5.70 (0.79)$
How difficult did you find participating in these tasks and questionnaires, considering that they were in English?	1( <i>Very easy</i> ) – 7( <i>Very difficult</i> )	$M (SD) = 3.18 (1.51)$
To what extent are you a person who is likely to portray him/herself in a favorable light?	1( <i>Not at all</i> ) – 7( <i>Very much</i> )	$M (SD) = 3.90 (1.25)$
What do you think was the purpose of the Picture Story Exercise?	<i>Open-ended question</i>	Often mentioned: no idea, creativity assessment, personality assessment.
Do you have any further comments about the research so far?	<i>Open-ended question</i>	Only minor comments were given.

### Questions, Anchors, and Responses to the Exit Questions in Sessions 2 and 3

Question	Anchors	Response Control Condition	Response Mindfulness Condition
How well could you picture yourself in the scenario about starting a new job / starting a new study?	1( <i>Not at all</i> ) – 7( <i>Very well</i> )	$M (SD) = 5.07 (1.10)$	$M (SD) = 5.17 (1.34)$
How soon do you expect to be in the actual situation of starting a new job / new study?	<i>Open-ended question</i>	$M (SD) = 760 \text{ days } (497)$	$M (SD) = 777 \text{ days } (592)$
In general, how negative or positive do you expect to feel when starting a new job / new study?	1( <i>Very negative</i> ) – 7( <i>Very positive</i> )	$M (SD) = 5.40 (1.06)$	$M (SD) = 5.25 (1.32)$
How carefully did you follow the instructions on the audiotape?*	1( <i>Not at all</i> ) – 7( <i>Very much</i> )	N/a	$M (SD) = 6.00 (0.86)$
How enjoyable was it for you to listen to the audiotape / to read the magazines?	1( <i>Not enjoyable at all</i> ) – 7( <i>very enjoyable</i> )	$M (SD) = 5.47 (1.26)$	$M (SD) = 5.23 (1.41)$

<p>Did you read or see anything in the magazines that affected you emotionally? If so, please describe what you read or saw and how this made you feel.**</p>	<p><i>Open-ended question</i></p>	<p>No (73%)</p>	<p>N/a</p>
		<p>Yes, negative (20%)</p>	
		<p>Yes, positive (7%)</p>	
<p>What do you think was the purpose of the audiotape / reading the magazines?</p>	<p><i>Open-ended question</i></p>	<p>Often mentioned: relaxation or priming/influence.</p>	<p>Often mentioned: relaxation and/or body-awareness.</p>
<p>Did you have mindfulness training in the past, and/or do you still frequently practice meditation or mindfulness exercises?***</p>	<p><i>Open-ended question</i></p>	<p>No (78%)</p>	
		<p>Yes, at least some experience (22%)</p>	
<p>Do you have any further comments about the research? You can mention anything that comes up.</p>	<p><i>Open-ended question</i></p>	<p>Only minor comments were given.</p>	<p>Only minor comments were given.</p>

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\* only presented in the mindfulness condition

\*\* only presented in the control condition

\*\*\* presented in Session 2, irrespective of condition