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# Complete Output of SEM for Studies 1-3

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1 | 1.00 | .04 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | .98 | .02 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | .96 | .02 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .53 | .20 |
| surprise | =~ | consist2 | .75 | .08 |
| surprise | =~ | certconsist1 | .61 | .26 |
| surprise | =~ | certconsist2 | .71 | .17 |
| surprise | =~ | surprise1 | 1.01 | .03 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.04 | .05 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .96 | .02 |
| att | =~ | att3 | .94 | .03 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | 1.10 | .09 | 12.19 | <.001 |
| trust | ~ | Biased | -.45 | .08 | -5.78 | <.001 |
| bias | ~ | Untrust | .03 | .08 | .35 | .72 |
| trust | ~ | Untrust | -1.65 | .08 | -19.67 | <.001 |
| bias | ~ | BxUT | -.18 | .09 | -2.01 | .04 |
| trust | ~ | BxUT | .19 | .08 | 2.42 | .02 |
| credibility | ~ | bias | -.07 | .03 | -2.06 | .04 |
| credibility | ~ | trust | .96 | .03 | 35.60 | <.001 |
| surprise | ~ | bias | .33 | .06 | 5.91 | <.001 |
| surprise | ~ | trust | -.02 | .08 | -.27 | .78 |
| InfoQual | ~ | surprise | .17 | .07 | 2.25 | .02 |
| InfoQual | ~ | credibility | .17 | .03 | 5.16 | <.001 |
| att | ~ | InfoQual | .79 | .05 | 14.82 | <.001 |

Correlated Residuals

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| certcons1\_1 | ~~ | certcons2\_1 | 1.70 | .47 | 3.61 | <.001 |
| surprise1 | ~~ | surprise2 | 2.35 | .71 | 3.31 | .001 |
| consist1 | ~~ | consist2 | -.54 | .19 | -2.83 | .005 |

# Effects of Bias and Untrustworthiness on Perceptions of Information Quality in Studies 1-3

We tested a latent variable model in which the bias and untrustworthiness manipulations were entered as exogenous observed variables predicting perceptions of information quality, which was entered as an endogenous latent variable with all its indicators. This model had acceptable model fit, RMSEA = .04 [.00, .10], TLI = .99, SRMR = .008. More importantly, neither bias, nor the bias x untrustworthiness interaction had a significant total effect on perceptions of information quality. This highlights the role of source credibility, which suppresses the positive effect of bias on perceptions of information quality through surprise. However, untrustworthiness had a significant negative total effect on perceptions of information quality.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| AQ | =~ | AQ1 | 1.00 | .00 |
| AQ | =~ | AQ2 | 1.11 | .32 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| InfoQual | ~ | Biased | -.04 | .07 | -.59 | .55 |
| InfoQual | ~ | Untrust | -.30 | .08 | -3.73 | <.001 |
| InfoQual | ~ | BxUT | .11 | .07 | 1.45 | .15 |

# Effects of Bias and Untrustworthiness on Attitudes in Studies 1-3

We tested a latent variable model in which the bias and untrustworthiness manipulations were entered as exogenous observed variables predicting attitudes, which was entered as an endogenous latent variable with all of its indicators. This model had acceptable model fit, RMSEA = .00 [.00, .00], TLI = 1.005, SRMR = .003. More importantly, neither bias, nor the bias x untrustworthiness interaction had a significant total effect on attitudes. This highlights the role of source credibility, which suppresses the positive effect of bias on attitudes through surprise. However, untrustworthiness had a significant negative total effect on perceptions of attitudes.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .96 | .02 |
| att | =~ | att3 | .94 | .03 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| att | ~ | Biased | -.04 | .07 | -.53 | .59 |
| att | ~ | Untrust | -.24 | .07 | -3.31 | .001 |
| att | ~ | BxUT | .01 | .07 | .20 | .84 |

# Complete Output of SEM for Studies 4-6

Measurement Model

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | | |
| *path* | | | | | *estimate* | | *se* | |
|  | | | | | | | | |
| bias | =~ | | bias2 | | 1.00 | | .000 | |
| bias | =~ | | bias1 | | .88 | | .05 | |
| bias | =~ | | bias3S3 | | .70 | | .09 | |
| bias | =~ | | bias4S3 | | .97 | | .05 | |
| bias | =~ | | bias1S4 | | .88 | | .07 | |
| bias | =~ | | bias3S4 | | 1.09 | | .06 | |
| bias | =~ | | bias4S4 | | 1.14 | | .06 | |
| trust | =~ | | trustCI | | 1.00 | | .00 | |
| trust | =~ | | trust1 | | .91 | | .04 | |
| trust | =~ | | trust3S3 | | .81 | | .05 | |
| trust | =~ | | trust4S4 | | 1.03 | | .04 | |
| expert | =~ | | expert1 | | 1.00 | | .00 | |
| expert | =~ | | expert2 | | .91 | | .06 | |
| expert | =~ | | expert3 | | .87 | | .06 | |
| expert | =~ | | expert4 | | 1.01 | | .04 | |
| credibility | =~ | | credible1 | | 1.00 | | .00 | |
| credibility | =~ | | credible2 | | 1.09 | | .03 | |
| credibility | =~ | | credible3 | | 1.04 | | .04 | |
| surprise | =~ | | surprise2 | | 1.00 | | .00 | |
| surprise | =~ | | consist1 | | .92 | | .09 | |
| surprise | =~ | | consist2 | | .95 | | .07 | |
| surprise | =~ | | certconsist1 | | .94 | | .08 | |
| surprise | =~ | | certconsist2 | | .94 | | .09 | |
| surprise | =~ | | surprise1 | | 1.04 | | .05 | |
| InfoQual | =~ | | AQ1 | | 1.00 | | .00 | |
| InfoQual | =~ | | AQ2 | | 1.11 | | .05 | |
| InfoQual | =~ | | compell | | 1.11 | | .18 | |
| InfoQual | =~ | | amntinfo | | .77 | | .15 | |
| att | =~ | | att1 | | 1.00 | | .00 | |
| att | =~ | | att2 | | 1.01 | | .02 | |
| att | =~ | | att3 | | .97 | | .02 | |
|  |  | |  | |  | |  | |
| Structural Model | | | | | | | | | | |
| *path* | | | | *estimate* | | *se* | | *z* | | *p* | |
| bias | ~ | Biased | | .55 | | .08 | | 6.88 | | <.001 | |
| trust | ~ | Biased | | -.21 | | .09 | | -2.47 | | .01 | |
| expert | ~ | Biased | | .53 | | .13 | | 3.95 | | <.001 | |
| credibility | ~ | bias | | -.11 | | .04 | | -2.81 | | .005 | |
| credibility | ~ | trust | | .68 | | .06 | | 11.85 | | <.001 | |
| credibility | ~ | expert | | .36 | | .09 | | 4.10 | | <.001 | |
| surprise | ~ | bias | | .31 | | .06 | | 5.04 | | <.001 | |
| surprise | ~ | trust | | .06 | | .05 | | 1.13 | | .26 | |
| surprise | ~ | expert | | .20 | | .10 | | 2.01 | | .04 | |
| InfoQual | ~ | surprise | | .39 | | .06 | | 6.53 | | <.001 | |
| InfoQual | ~ | credibility | | .15 | | .05 | | 2.83 | | .005 | |
| att | ~ | InfoQual | | .45 | | .12 | | 3.62 | | <.001 | |

Correlated Residuals

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| certcons1\_1 | ~~ | certcons2\_1 | .87 | .21 | 4.21 | <.001 |
| surprise1 | ~~ | surprise2 | 1.02 | .21 | 4.88 | <.001 |
| consist1 | ~~ | consist2 | -.01 | .15 | -.04 | .97 |
| AQ1 | ~~ | AQ1 | 1.21 | .32 | 3.73 | <.001 |
| compell | ~~ | amntinfo | -.09 | .13 | -.65 | .52 |

# SEM Output for only Studies 4 and 5

**Factor Loadings**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias1 | 1.00 | .00 |
| bias | =~ | bias2 | 1.15 | .07 |
| bias | =~ | bias3S3 | .80 | .11 |
| bias | =~ | bias4S3 | 1.10 | .07 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2S3 | 1.11 | .07 |
| trust | =~ | trust3 | .92 | .09 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | 1.09 | .03 |
| credibility | =~ | credible3 | 1.02 | .03 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .82 | .16 |
| surprise | =~ | consist2 | .82 | .10 |
| surprise | =~ | certconsist1 | .90 | .16 |
| surprise | =~ | certconsist2 | .81 | .14 |
| surprise | =~ | surprise1 | 1.00 | .05 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.08 | .08 |
| InfoQual | =~ | compell | .91 | .24 |
| InfoQual | =~ | amntinfo | .62 | .21 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .96 | .04 |
| att | =~ | att3 | .90 | .05 |

**Structural Model**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* | |
| bias | ~ | Biased | .46 | .09 | 4.89 | <.001 | |
| trust | ~ | Biased | -.33 | .12 | -2.73 | .01 | |
| credibility | ~ | bias | -.15 | .06 | -2.67 | .01 | |
| credibility | ~ | trust | .97 | .07 | 13.74 | <.001 | |
| surprise | ~ | bias | .39 | .10 | 3.97 | <.001 | |
| surprise | ~ | trust | -.06 | .09 | -.73 | .46 | |
| InfoQual | ~ | surprise | .34 | .09 | 3.76 | <.001 | |
| InfoQual | ~ | credibility | .13 | .06 | 2.26 | .02 | |
| att | ~ | InfoQual | .95 | .15 | 6.29 | <.001 | |

**Fit Indices:**

RMSEA = .06 [.05, .07]

SRMR = .06

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 10,000 bootstrapped samples crossing zero** |
| bias through surprise | .06 | [.02, .11] | .30 |
| bias through credibility | -.01 | [-.02, .00] | .80 |

# Effects of Bias and Untrustworthiness on Perceptions of Information Quality in Studies 4-6

We tested a latent variable model in which the bias manipulation was entered as an exogenous observed variable predicting perceptions of information quality, which was entered as an endogenous latent variable with all its indicators. This model had acceptable model fit, RMSEA = 0 [.00, .06], TLI = 1.01, SRMR = .007. More importantly, in this study, bias did have a small significant total effect on perceptions of information quality, *b* = .15, *se* = .07, *z* = 2.09, *p* = .04.

Measurement Model:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.11 | .06 |
| InfoQual | =~ | compell | 1.15 | 1.34 |
| InfoQual | =~ | amntinfo | .73 | .89 |

# Effects of Bias and Untrustworthiness on Perceptions of Attitudes in Studies 4-6

We tested a latent variable model in which the bias manipulation was entered as an exogenous observed variable predicting attitudes, which was entered as an endogenous latent variable with all its indicators. This model had acceptable model fit, RMSEA = 0 [.00, .07], TLI = 1.00, SRMR = .003. More importantly, in this study, bias did not have a total effect on attitudes, *b* = .03, *se* = .11, *z* = .27, *p* = .79.

Measurement Model:

|  |  |  |  |
| --- | --- | --- | --- |
|  | | | |
| *path* | | | *estimate* | *se* |
| atts | =~ | att1 | 1.00 | .00 |
| atts | =~ | att2 | 1.01 | .01 |
| atts | =~ | att3 | .97 | .02 |

# Complete Output of SEM for Study 7

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias1 | 1.00 | .00 |
| bias | =~ | bias2 | 1.04 | .05 |
| bias | =~ | bias3 | .94 | .08 |
| bias | =~ | bias4 | 1.09 | .06 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | 1.05 | .02 |
| trust | =~ | trust3 | .88 | .03 |
| trust | =~ | trust4 | 1.03 | .02 |
| credibility | =~ | credibility1 | 1.00 | .00 |
| credibility | =~ | credibility2 | 1.02 | .02 |
| credibility | =~ | credibility3 | 1.04 | .02 |
| surprise | =~ | consist1 | 1.00 | .00 |
| surprise | =~ | consist2 | .96 | .07 |
| surprise | =~ | certcons1\_1 | .94 | .06 |
| surprise | =~ | certcons2\_1 | .91 | .06 |
| surprise | =~ | surprise1 | .97 | .09 |
| surprise | =~ | surprise2 | .93 | .10 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.05 | .04 |
| InfoQual | =~ | compell | 1.10 | .07 |
| InfoQual | =~ | amntinfo | .84 | .06 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .98 | .02 |
| att | =~ | att3 | .92 | .02 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .46 | .07 | 6.63 | <.001 |
| trust | ~ | Biased | -.18 | .07 | -2.54 | .01 |
| bias | ~ | Untrust | .22 | .07 | 3.25 | .001 |
| trust | ~ | Untrust | -1.27 | .07 | -17.16 | <.001 |
| bias | ~ | BxUT | -.10 | .07 | -1.54 | .12 |
| trust | ~ | BxUT | -.05 | .07 | -.75 | .46 |
| credibility | ~ | bias | -.14 | .03 | -4.40 | <.001 |
| credibility | ~ | trust | .92 | .03 | 34.35 | <.001 |
| surprise | ~ | bias | .34 | .06 | 5.73 | <.001 |
| surprise | ~ | trust | -.02 | .04 | -.46 | .65 |
| InfoQual | ~ | credibility | .08 | .03 | 2.98 | .003 |
| InfoQual | ~ | surprise | .46 | .06 | 7.75 | <.001 |
| att | ~ | InfoQual | 1.01 | .08 | 13.40 | <.001 |

Correlated Residuals

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| certcons1\_1 | ~~ | certcons2\_1 | 1.12 | .19 | 5.97 | <.001 |
| surprise1 | ~~ | surprise2 | 2.29 | .32 | 7.14 | <.001 |
| consist1 | ~~ | consist2 | -.09 | .14 | -.62 | .53 |
| AQ1 | ~~ | AQ1 | .69 | .13 | 5.15 | <.001 |
| compell | ~~ | amntinfo | -.05 | .08 | -.65 | .52 |

# Effects of Bias and Untrustworthiness on Perceptions of Information Quality in Study 7

We tested a latent variable model in which the bias and untrustworthiness manipulations were entered as exogenous observed variables predicting perceptions of information quality, which was entered as an endogenous latent variable with all its predictors. This model had acceptable model fit, RMSEA = .03 [.00, .06], TLI = .99, SRMR = .013. More importantly, neither bias, untrustworthiness, nor their interaction had a significant total effect on perceptions of information quality. This highlights the role of source credibility, which suppresses the positive effect of bias on perceptions of information quality through surprise.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.05 | .05 |
| InfoQual | =~ | compell | .17 | .42 |
| InfoQual | =~ | amntinfo | .14 | .34 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| InfoQual | ~ | Biased | -.01 | .07 | -.09 | .93 |
| InfoQual | ~ | Untrust | -.05 | .07 | -.69 | .49 |
| InfoQual | ~ | BxUT | .05 | .07 | .66 | .51 |

# Effects of Bias and Untrustworthiness on Attitudes in Study 7

We tested a latent variable model in which the bias and untrustworthiness manipulations were entered as exogenous observed variables predicting attitudes, which was entered as an endogenous latent variable with all its predictors. This model had acceptable model fit, RMSEA = .01 [.00, .06], TLI = 1.00, SRMR = .007. More importantly, neither bias, untrustworthiness, nor their interaction had a significant total effect on post-message attitudes. This highlights the role of source credibility, which suppresses the positive effect of bias on persuasion through surprise.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .98 | .02 |
| att | =~ | att3 | .93 | .02 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| att | ~ | Biased | -.05 | .07 | -.70 | .48 |
| att | ~ | Untrust | .02 | .07 | .32 | .75 |
| att | ~ | BxUT | -.02 | .07 | -.30 | .77 |

# Details about the bias and untrustworthiness common items

Common items for bias and trustworthiness included the following. Studies 1 – 5 and 7 contained the perceived bias item, “How much do you think the position APL News took on <target> was motivated by their ideology? (1 – not at all motivated by their ideology, 9 – very much motivated by their ideology).” In the integrative analysis, we treated this item as common to the bias item in Study 6 that was worded, “How much would you perceive the position John Myers took as motivated by a personal bias? (1 – not at all, 9 – very much).”

For trustworthiness, Studies 1-3 contained the item, “How much do you see APL News as truthful? (1 – not at all truthful, 9 – very truthful)”, which we treated as common to the item in Studies 4, 5, and 7 that read, “How much do you see APL News as truthfully communicating the facts as they see them? (1 – not at all, 9 - very much)” and the item in Study 6 that read, “How much do you see John Myers as trying to truthfully communicate information as he sees it? (1 – not at all, 9 - very much).”

The factor loadings of the common items across samples were fixed at 1 to set the scale of the respective latent variables equally across studies. Our early studies were conducted when we had planned to use regression analysis rather than SEM (which was introduced in response to an early editorial comment). As such, some of the variables in the early studies only included two indicators.

# R code and alternative analyses for Study 7

R code for bootstrapping the standard errors (analyses reported in text)

model <- '

#measurement model

bias =~ bias1 + bias2 + bias3 + bias4

trust =~ trust1 + trust2 + trust3 + trust4

credibility =~ credibility1 + credibility2 + credibility3

surprise =~ consist1 + consist2 + certcons1\_1 + certcons2\_1 + surprise1 + surprise2

InfoQual =~ AQ1 + AQ2 + compell + amntinfo

att =~ att1 + att2 + att3

#structural model

bias ~ a\*Biased

trust ~ Biased

bias ~ Untrust

trust ~ b\*Untrust

bias + trust ~ BxT

credibility ~ g\*bias + i\*trust

surprise ~ e\*bias + h\*trust

InfoQual ~ j\*credibility + f\*surprise

att ~ d\* InfoQual

#residual correlations

certcons1\_1 ~~ certcons2\_1

surprise1 ~~ surprise2

consist1 ~~ consist2

AQ1 ~~ AQ2

compell ~~ amntinfo

indirect\_biassurp := a\*e\*f\*d

indirect\_trustsurp := b\*h\*f\*d

indirect\_biascred := a\*g\*j\*d

indirect\_trustcred := b\*i\*j\*d

'

fit <- sem(model,

missing="ML",

data=data,

se = "bootstrap",

bootstrap=10000

)

summary(fit, fit.measures=TRUE, ci=TRUE)

bs\_samples <-as.data.frame(fit@boot)

indirect\_biassurp <- bs\_samples$coef.19\*bs\_samples$coef.27\*bs\_samples$coef.30\*bs\_samples$coef.31

quantile(indirect\_biassurp, probs = c(.025, .975))

prop.table(table(indirect\_biassurp>0))

indirect\_trustsurp <- bs\_samples$coef.22\*bs\_samples$coef.28\*bs\_samples$coef.30\*bs\_samples$coef.31

quantile(indirect\_trustsurp, probs = c(.025, .975))

prop.table(table(indirect\_trustsurp>0))

indirect\_biascred <- bs\_samples$coef.19\*bs\_samples$coef.25\*bs\_samples$coef.29\*bs\_samples$coef.31

quantile(indirect\_biascred, probs = c(.025, .975))

prop.table(table(indirect\_biascred>0))

indirect\_trustcred <- bs\_samples$coef.22\*bs\_samples$coef.26\*bs\_samples$coef.29\*bs\_samples$coef.31

quantile(indirect\_trustcred, probs = c(.025, .975))

prop.table(table(indirect\_trustcred>0))

R code for bootstrapping after obtaining standard errors based on the delta method (analyses reported below)

model <- '

#measurement model

bias =~ bias1 + bias2 + bias3 + bias4

trust =~ trust1 + trust2 + trust3 + trust4

credibility =~ credibility1 + credibility2 + credibility3

surprise =~ consist1 + consist2 + certcons1\_1 + certcons2\_1 + surprise1 + surprise2

InfoQual =~ AQ1 + AQ2 + compell + amntinfo

att =~ att1 + att2 + att3

#structural model

bias ~ a\*Biased

trust ~ Biased

bias ~ Untrust

trust ~ b\*Untrust

bias + trust ~ BxT

credibility ~ g\*bias + i\*trust

surprise ~ e\*bias + h\*trust

InfoQual ~ j\*credibility + f\*surprise

att ~ d\* InfoQual

#residual correlations

certcons1\_1 ~~ certcons2\_1

surprise1 ~~ surprise2

consist1 ~~ consist2

AQ1 ~~ AQ2

compell ~~ amntinfo

indirect\_biassurp := a\*e\*f\*d

indirect\_trustsurp := b\*h\*f\*d

indirect\_biascred := a\*g\*j\*d

indirect\_trustcred := b\*i\*j\*d

'

fit <- sem(model,

missing="ML",

data=data)

summary(fit, fit.measures=TRUE)

bs\_samples <- bootstrapLavaan(fit, R = 10000)

bs\_samples <- as.data.frame(bs\_samples)

indirect\_biassurp <- bs\_samples$a\*bs\_samples$e\*bs\_samples$f\*bs\_samples$d

quantile(indirect\_biassurp, probs = c(.025, .975))

prop.table(table(indirect\_biassurp>0))

indirect\_trustsurp <- bs\_samples$b\*bs\_samples$h\*bs\_samples$f\*bs\_samples$d

quantile(indirect\_trustsurp, probs = c(.025, .975))

prop.table(table(indirect\_trustsurp>0))

indirect\_biascred <- bs\_samples$a\*bs\_samples$g\*bs\_samples$j\*bs\_samples$d

quantile(indirect\_biascred, probs = c(.025, .975))

prop.table(table(indirect\_biascred>0))

indirect\_trustcred <- bs\_samples$b\*bs\_samples$i\*bs\_samples$j\*bs\_samples$d

quantile(indirect\_trustcred, probs = c(.025, .975))

prop.table(table(indirect\_trustcred>0))

Results from model using the Delta Method:

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias1 | 1.00 | .00 |
| bias | =~ | bias2 | 1.04 | .05 |
| bias | =~ | bias3 | .94 | .05 |
| bias | =~ | bias4 | 1.09 | .05 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | 1.05 | .02 |
| trust | =~ | trust3 | .88 | .03 |
| trust | =~ | trust4 | 1.03 | .03 |
| credibility | =~ | credibility1 | 1.00 | .00 |
| credibility | =~ | credibility2 | 1.02 | .02 |
| credibility | =~ | credibility3 | 1.04 | .02 |
| surprise | =~ | consist1 | 1.00 | .00 |
| surprise | =~ | consist2 | .96 | .06 |
| surprise | =~ | certcons1\_1 | .94 | .07 |
| surprise | =~ | certcons2\_1 | .91 | .07 |
| surprise | =~ | surprise1 | .97 | .08 |
| surprise | =~ | surprise2 | .93 | .08 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.05 | .04 |
| InfoQual | =~ | compell | 1.10 | .07 |
| InfoQual | =~ | amntinfo | .84 | .06 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .98 | .02 |
| att | =~ | att3 | .92 | .02 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .46 | .07 | 6.73 | <.001 |
| trust | ~ | Biased | -.18 | .07 | -2.55 | .01 |
| bias | ~ | Untrust | .22 | .07 | 3.28 | .001 |
| trust | ~ | Untrust | -1.27 | .07 | -16.97 | <.001 |
| bias | ~ | BxT | -.10 | .07 | -1.54 | .12 |
| trust | ~ | BxT | -.05 | .07 | -.74 | .46 |
| credibility | ~ | bias | -.14 | .03 | -4.66 | <.001 |
| credibility | ~ | trust | .92 | .03 | 31.22 | <.001 |
| surprise | ~ | bias | .34 | .04 | 7.51 | <.001 |
| surprise | ~ | trust | -.02 | .03 | -.54 | .59 |
| InfoQual | ~ | credibility | .08 | .02 | 3.23 | .001 |
| InfoQual | ~ | surprise | .46 | .05 | 9.02 | <.001 |
| att | ~ | InfoQual | 1.01 | .07 | 14.99 | <.001 |

**Fit Indices:**

RMSEA = .06 [.06, .07]

TLI = .94

SRMR = .07

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 10,000 bootstrapped samples crossing zero** |
| bias through surprise | .07 | [.04, .11] | .00 |
| untrustworthiness through surprise | .01 | [-.03, .05] | 31.00 |
| bias through credibility | -.01 | [-.01, .00] | .10 |
| untrustworthiness through credibility | -.09 | [-.15, -.03] | .10 |

# R code and alternative analyses for Integrative Data Analysis

R code for bootstrapping the standard errors (analyses reported in text)

model <- '

#measurement model

bias =~ bias2 + bias1 + bias3S3 + bias4S3 + bias1S4 + bias3S4 + bias4S4

trust =~ trustCI + trust1 + trust3S3 + trust4S4

expert =~ expert1 + expert2 + expert3 + expert4

credibility =~ credible1 + credible2 + credible3

surprise =~ surprise2 + consist1 + consist2 + certconsist1 + certconsist2 + surprise1

AQ =~ AQ1 + AQ2 + compell + amntinfo

att =~ att1 + att2 + att3

#regressions

bias ~ a\*Biased

trust ~ Biased

expert ~ Biased

credibility ~ g\*bias + trust + expert

surprise ~ c\*bias + trust + expert

AQ ~ e\*surprise + i\*credibility

att ~ f\*AQ

consist1 ~~ consist2

certconsist1 ~~ certconsist2

surprise1 ~~ surprise2

AQ1 ~~ AQ2

compell ~~ amntinfo

indirect\_biassurp := a\*c\*e\*f

indirect\_biascred := a\*g\*i\*f

'

fit <- sem(model,

missing="ML",

data=data,

se = "bootstrap")

summary(fit, standardized=TRUE, fit.measures=TRUE)

parameterestimates(fit, ci = TRUE, level = .80)

bs\_samples <-as.data.frame(fit@boot)

indirect\_biassurp <- bs\_samples$coef.25\*bs\_samples$coef.31\*bs\_samples$coef.34\*bs\_samples$coef.36

quantile(indirect\_biassurp, probs = c(.025, .975))

indirect\_biascred <- bs\_samples$coef.25\*bs\_samples$coef.28\*bs\_samples$coef.35\*bs\_samples$coef.36

quantile(indirect\_biascred, probs = c(.025, .975))

prop.table(table(indirect\_biassurp>0))

prop.table(table(indirect\_biascred>0))

R code for bootstrapping after obtaining standard errors based on the delta method (analyses reported below)

model <- '

#measurement model

bias =~ bias2 + bias1 + bias3S3 + bias4S3 + bias1S4 + bias3S4 + bias4S4

trust =~ trustCI + trust1 + trust3S3 + trust4S4

expert =~ expert1 + expert2 + expert3 + expert4

credibility =~ credible1 + credible2 + credible3

surprise =~ surprise2 + consist1 + consist2 + certconsist1 + certconsist2 + surprise1

AQ =~ AQ1 + AQ2 + compell + amntinfo

att =~ att1 + att2 + att3

#regressions

bias ~ a\*Biased

trust ~ Biased

expert ~ Biased

credibility ~ g\*bias + trust + expert

surprise ~ c\*bias + trust + expert

AQ ~ e\*surprise + i\*credibility

att ~ f\*AQ

consist1 ~~ consist2

certconsist1 ~~ certconsist2

surprise1 ~~ surprise2

AQ1 ~~ AQ2

compell ~~ amntinfo

indirect\_biassurp := a\*c\*e\*f

indirect\_biascred := a\*g\*i\*f

'

fit <- sem(model,

missing="ML",

data=data)

summary(fit, standardized=TRUE, fit.measures=TRUE)

parameterestimates(fit, ci = TRUE, level = .80)

bs\_samples <- bootstrapLavaan(fit, R = 10000)

bs\_samples <- as.data.frame(bs\_samples)

indirect\_biassurp <- bs\_samples$a\*bs\_samples$c\*bs\_samples$e\*bs\_samples$f

quantile(indirect\_biassurp, probs = c(.025, .975))

prop.table(table(indirect\_biassurp>0))

indirect\_biascred <- bs\_samples$a\*bs\_samples$g\*bs\_samples$i\*bs\_samples$f

quantile(indirect\_biascred, probs = c(.025, .975))

prop.table(table(indirect\_biascred>0))

Results from using Delta method:

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1 | .95 | .02 |
| bias | =~ | bias3S3 | .79 | .03 |
| bias | =~ | bias4S3 | .95 | .03 |
| bias | =~ | bias1S4 | .84 | .06 |
| bias | =~ | bias3S4 | 1.05 | .04 |
| bias | =~ | bias4S4 | 1.10 | .04 |
| trust | =~ | trustCI | 1.00 | .00 |
| trust | =~ | trust1 | .97 | .01 |
| trust | =~ | trust3S3 | .83 | .02 |
| trust | =~ | trust4S4 | .98 | .02 |
| expert | =~ | expert1 | 1.00 | .00 |
| expert | =~ | expert2 | .91 | .05 |
| expert | =~ | expert3 | .87 | .04 |
| expert | =~ | expert4 | 1.01 | .05 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | 1.03 | .01 |
| credibility | =~ | credible3 | 1.03 | .02 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .80 | .04 |
| surprise | =~ | consist2 | .88 | .04 |
| surprise | =~ | certconsist1 | .81 | .04 |
| surprise | =~ | certconsist2 | .86 | .04 |
| surprise | =~ | surprise1 | 1.02 | .02 |
| AQ | =~ | AQ1 | 1.00 | .00 |
| AQ | =~ | AQ2 | 1.09 | .03 |
| AQ | =~ | compell | 1.13 | .06 |
| AQ | =~ | amntinfo | .88 | .06 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .99 | .01 |
| att | =~ | att3 | .96 | .01 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* | |
| bias | ~ | Biased | .73 | .05 | 15.14 | <.001 | |
| trust | ~ | Biased | -.31 | .06 | -5.31 | <.001 | |
| expert | ~ | Biased | .63 | .11 | 5.92 | <.001 | |
| credibility | ~ | bias | -.11 | .02 | -5.96 | <.001 | |
| credibility | ~ | trust | .88 | .02 | 48.41 | <.001 | |
| credibility | ~ | expert | .17 | .04 | 3.89 | <.001 | |
| surprise | ~ | bias | .32 | .03 | 11.62 | <.001 | |
| surprise | ~ | trust | .03 | .02 | 1.31 | .19 | |
| surprise | ~ | expert | .20 | .06 | 3.42 | .001 | |
| AQ | ~ | surprise | .29 | .03 | 10.97 | <.001 | |
| AQ | ~ | credibility | .05 | .02 | 2.88 | .004 | |
| att | ~ | AQ | .95 | .05 | 18.81 | <.001 | |

**Fit Indices:**

RMSEA = .05 [.04, .05]

SRMR = .17

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 10,000 bootstrapped samples crossing zero** |
| bias through surprise | .06 | [.04, .08] | .00 |
| bias through credibility | -.004 | [-.01, .00] | .60 |

# Integrative Data Analysis with ALL possible data

As mentioned in the text, there were several data collections that we undertook to test manipulations or collect pilot data. When we undertook these collections, we never intended to analyze them as a separate study. Nevertheless, we could use them to test our hypotheses. Therefore, we wanted to include them in a model to show that our results could not be a product of selective reporting.

These data collections included two pre-tests (total *N* = 230) that we conducted prior to our pre-registered replication to develop our manipulations. The manipulations used in these studies were very similar to that used in the pre-registered replication.

The pilot study (*N* = 114) was very similar to Study 1, but used a politician as the topic rather than the university service program. We switched to the university service topic after running this pilot because with the politician, we found a weaker relation between surprise at position switching and perceptions of argument quality (though still in the predicted direction). We were concerned that perhaps something about the context of an election campaign might make participants think more about the potential political reasons to switch positions and less about the message presented in support of the new position.

This model also includes Studies S1 and S2 reported in this online supplement, which only tested the effects of bias on surprise, and not its downstream consequences.

As shown below, the model with all the data available to test these hypotheses continues to provide support for each path in our key indirect effect.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1 | 0 |
| bias | =~ | bias1 | .95 | .02 |
| bias | =~ | bias3S3 | .80 | .04 |
| bias | =~ | bias4S3 | .96 | .02 |
| bias | =~ | bias1S4 | .90 | .04 |
| bias | =~ | bias3S4 | 1.05 | .03 |
| bias | =~ | bias4S4 | 1.07 | .03 |
| trust | =~ | trustCI | 1 | 0 |
| trust | =~ | trust1 | .97 | .01 |
| trust | =~ | trust3S3 | .84 | .02 |
| trust | =~ | trust4S4 | .98 | .01 |
| expert | =~ | expert1 | 1 | 0 |
| expert | =~ | expert2 | .91 | .06 |
| expert | =~ | expert3 | .87 | .06 |
| expert | =~ | expert4 | 1.01 | .04 |
| credibility | =~ | credible1 | 1 | 0 |
| credibility | =~ | credible2 | 1.04 | .01 |
| credibility | =~ | credible3 | 1.03 | .01 |
| surprise | =~ | surprise2 | 1 | 0 |
| surprise | =~ | consist1 | .81 | .05 |
| surprise | =~ | consist2 | .89 | .04 |
| surprise | =~ | certconsist1 | .82 | .05 |
| surprise | =~ | certconsist2 | .88 | .04 |
| surprise | =~ | surprise1 | 1.01 | .02 |
| InfoQual | =~ | AQ1 | 1 | 0 |
| InfoQual | =~ | AQ2 | 1.06 | .03 |
| InfoQual | =~ | compell | .95 | .06 |
| InfoQual | =~ | amntinfo | .71 | .05 |
| att | =~ | att1 | 1 | 0 |
| att | =~ | att2 | 1.00 | .01 |
| att | =~ | att3 | .98 | .01 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .73 | .04 | 18.40 | <.001 |
| trust | ~ | Biased | -.28 | .05 | -5.57 | <.001 |
| expert | ~ | Biased | .66 | .16 | 4.09 | <.001 |
| credibility | ~ | bias | -.12 | .02 | -6.57 | <.001 |
| credibility | ~ | trust | .87 | .02 | 56.87 | <.001 |
| credibility | ~ | expert | .12 | .08 | 1.50 | .13 |
| surprise | ~ | bias | .31 | .03 | 10.06 | <.001 |
| surprise | ~ | trust | .06 | .02 | 2.59 | .01 |
| surprise | ~ | expert | .18 | .10 | 1.81 | .07 |
| InfoQual | ~ | surprise | .35 | .03 | 11.47 | <.001 |
| InfoQual | ~ | credibility | .09 | .02 | 4.15 | <.001 |
| att | ~ | InfoQual | .83 | .04 | 20.54 | <.001 |

**Fit Indices:**

RMSEA = .04 [.04, .05]

SRMR = .18

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | .07 | [.05, .08] | .00 |
| bias through credibility | -.006 | [-.01, .00] | .00 |

# Integrative Data Analysis Only Studies 1-5 and 7

**Factor Loadings**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1 | 0 |
| bias | =~ | bias1 | .94 | .02 |
| bias | =~ | bias3S3 | .79 | .05 |
| bias | =~ | bias4S3 | .95 | .03 |
| trust | =~ | trustCI | 1 | 0 |
| trust | =~ | trust1 | .97 | .01 |
| trust | =~ | trust3S3 | .84 | .03 |
| trust | =~ | trust4S4 | .99 | .02 |
| credibility | =~ | credible1 | 1 | 0 |
| credibility | =~ | credible2 | 1.02 | .01 |
| credibility | =~ | credible3 | 1.02 | .01 |
| surprise | =~ | surprise2 | 1 | 0 |
| surprise | =~ | consist1 | .77 | .07 |
| surprise | =~ | consist2 | .86 | .04 |
| surprise | =~ | certconsist1 | .77 | .07 |
| surprise | =~ | certconsist2 | .82 | .05 |
| surprise | =~ | surprise1 | 1.01 | .02 |
| InfoQual | =~ | AQ1 | 1 | 0 |
| InfoQual | =~ | AQ2 | 1.08 | .03 |
| InfoQual | =~ | compell | 1.06 | .07 |
| InfoQual | =~ | amntinfo | .83 | .06 |
| att | =~ | att1 | 1 | 0 |
| att | =~ | att2 | .96 | .01 |
| att | =~ | att3 | .92 | .02 |

**Structural Model**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .75 | .05 | 15.28 | <.001 |
| trust | ~ | Biased | -.34 | .06 | -5.49 | <.001 |
| credibility | ~ | bias | -.11 | .02 | -5.61 | <.001 |
| credibility | ~ | trust | .91 | .02 | 51.24 | <.001 |
| surprise | ~ | bias | .34 | .04 | 9.52 | <.001 |
| surprise | ~ | trust | -.02 | .03 | -.73 | .47 |
| InfoQual | ~ | surprise | .32 | .03 | 9.54 | <.001 |
| InfoQual | ~ | credibility | .09 | .02 | 4.45 | <.001 |
| att | ~ | InfoQual | 1.01 | .05 | 18.55 | <.001 |

**Fit Indices:**

RMSEA = .06 [.05, .06]

SRMR = .08

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 10,000 bootstrapped samples crossing zero** |
| bias through surprise | .08 | [.06, .11] | 0.0 |
| bias through credibility | -.01 | [-.01, -.004] | 0.0 |

# Integrative Data Analysis Only Studies 1-5

**Factor Loadings**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1 | 0 |
| bias | =~ | bias1 | .95 | .02 |
| bias | =~ | bias3S3 | .69 | .09 |
| bias | =~ | bias4S3 | .94 | .05 |
| trust | =~ | trustCI | 1 | 0 |
| trust | =~ | trust1 | .98 | .02 |
| trust | =~ | trust3S3 | .83 | .07 |
| credibility | =~ | credible1 | 1 | 0 |
| credibility | =~ | credible2 | 1.01 | .02 |
| credibility | =~ | credible3 | .97 | .03 |
| surprise | =~ | surprise2 | 1 | 0 |
| surprise | =~ | consist1 | .62 | .13 |
| surprise | =~ | consist2 | .76 | .06 |
| surprise | =~ | certconsist1 | .69 | .14 |
| surprise | =~ | certconsist2 | .76 | .10 |
| surprise | =~ | surprise1 | 1.00 | .02 |
| AQ | =~ | AQ1 | 1 | 0 |
| AQ | =~ | AQ2 | 1.06 | .04 |
| AQ | =~ | compell | .67 | .12 |
| AQ | =~ | amntinfo | .43 | .11 |
| att | =~ | att1 | 1 | 0 |
| att | =~ | att2 | .96 | .02 |
| att | =~ | att3 | .93 | .02 |

**Structural Model**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* | |
| bias | ~ | Biased | .94 | .07 | 13.24 | <.001 | |
| trust | ~ | Biased | -.44 | .08 | -5.41 | <.001 | |
| credibility | ~ | bias | -.08 | .03 | -2.94 | .003 | |
| credibility | ~ | trust | .93 | .03 | 34.98 | <.001 | |
| surprise | ~ | bias | .33 | .04 | 7.51 | <.001 | |
| surprise | ~ | trust | .01 | .05 | .27 | .79 | |
| InfoQual | ~ | surprise | .19 | .05 | 3.48 | .001 | |
| InfoQual | ~ | credibility | .14 | .03 | 4.62 | <.001 | |
| att | ~ | InfoQual | .94 | .10 | 9.22 | <.001 | |

**Fit Indices:**

RMSEA = .05 [.05, .06]

SRMR = .09

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 10,000 bootstrapped samples crossing zero** |
| bias through surprise | .06 | [.02, .09] | .10 |
| bias through credibility | -.01 | [-.02, -.003] | .40 |

# Study 1 SEM Results

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1 | 1.04 | .08 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | 1.02 | .04 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .13 | .26 |
| surprise | =~ | consist2 | .80 | .25 |
| surprise | =~ | certconsist1 | .33 | .36 |
| surprise | =~ | certconsist2 | .57 | .24 |
| surprise | =~ | suprise1 | 1.00 | .05 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.15 | .16 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .97 | .03 |
| att | =~ | att3 | .84 | .06 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | 1.29 | .20 | 6.39 | <.001 |
| trust | ~ | Biased | -1.04 | .10 | -10.54 | <.001 |
| bias | ~ | Untrust | .24 | .18 | 1.32 | .19 |
| trust | ~ | Untrust | -1.04 | .10 | -10.54 | <.001 |
| bias | ~ | BxUT | -.08 | .17 | -.50 | .62 |
| trust | ~ | BxUT | .28 | .17 | 1.68 | .09 |
| surprise | ~ | bias | .32 | .12 | 2.60 | .01 |
| surprise | ~ | trust | -.11 | .12 | -.92 | .36 |
| InfoQual | ~ | surprise | -.02 | .11 | -.15 | .88 |
| att | ~ | InfoQual | .74 | .09 | 8.42 | <.001 |

**Fit Indices:**

RMSEA = .11 [.09, .12]

TLA = .89

SRMR = .10

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | -.01 | [-.06, .07] | 48 |
| untrustworthiness through surprise | -.001 | [-.05, .01] | 35 |

# Study 2 SEM Results

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1 | .95 | .18 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | 1.07 | .07 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | 1.05 | .42 |
| surprise | =~ | consist2 | .29 | .22 |
| surprise | =~ | certconsist1 | 1.56 | .59 |
| surprise | =~ | certconsist2 | 1.22 | .38 |
| surprise | =~ | suprise1 | .95 | .09 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.02 | .11 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .97 | .04 |
| att | =~ | att3 | .98 | .03 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .61 | .19 | 3.19 | .001 |
| trust | ~ | Biased | -.95 | .11 | -8.67 | <.001 |
| bias | ~ | Untrust | -.15 | .18 | -.80 | .42 |
| trust | ~ | Untrust | -.95 | .11 | -8.67 | <.001 |
| bias | ~ | BxUT | -.16 | .21 | -.74 | .46 |
| trust | ~ | BxUT | .07 | .17 | .42 | .68 |
| surprise | ~ | bias | .24 | .12 | 1.90 | .06 |
| surprise | ~ | trust | .22 | .08 | 2.77 | .01 |
| InfoQual | ~ | surprise | .67 | .27 | 2.49 | .01 |
| att | ~ | InfoQual | .91 | .10 | 9.14 | <.001 |

**Fit Indices:**

RMSEA = .09 [.07, .11]

TLA = .90

SRMR = .11

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | .09 | [.01, .20] | 0.70 |
| untrustworthiness through surprise | -.13 | [-.23, -.02] | 1.21 |

# Test of alternative amount of processing hypothesis in Study 2:

Study 2 allowed us to test an alternative explanation for the positive consequences of surprise on persuasion. It is possible that when participants are surprised, they elaborate more on the new message. This would result in a positive effect of surprise on persuasion when the source presents strong arguments for their new position (like they did in Study 1), but a negative effect of surprise on persuasion when the source presents weak arguments for the new position.

To test this hypothesis, we examined SEMs in which surprise predicted attitudes at each level of argument quality. We compared a model in which the effect of surprise on attitudes was constrained to be equal in each to condition to a model in which it was free to vary. A chi-square difference test suggested that the two models did not differ from one another, χ2 (1) = .24=7, *p* = .61. Indeed, in the unconstrained model, surprise had a positive effect on attitudes in both the strong, *b* = .92, *se* = .31, *z* = 2.97, *p* = .003, and weak argument conditions, *b* = .71, *se* = .27, *z* = 2.60, *p* = .009. This provides evidence against the alternative amount of processing explanation.

# Study 3 SEM Results

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias1 | 1.00 | .00 |
| bias | =~ | bias2 | .98 | .05 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | .97 | .02 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | .96 | .02 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .71 | .17 |
| surprise | =~ | consist2 | .80 | .11 |
| surprise | =~ | certconsist1 | .67 | .18 |
| surprise | =~ | certconsist2 | .78 | .12 |
| surprise | =~ | surprise1 | 1.02 | .04 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.02 | .06 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .94 | .03 |
| att | =~ | att3 | .96 | .04 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | 1.19 | .12 | 9.88 | <.001 |
| trust | ~ | Biased | -.42 | .10 | -4.06 | <.001 |
| bias | ~ | Untrust | .01 | .13 | .10 | .92 |
| trust | ~ | Untrust | -1.71 | .11 | -15.74 | <.001 |
| bias | ~ | BxUT | -.23 | .12 | -1.89 | .06 |
| trust | ~ | BxUT | .18 | .10 | 1.72 | .09 |
| credibility | ~ | bias | -.07 | .03 | -2.08 | .04 |
| credibility | ~ | trust | .96 | .03 | 36.27 | <.001 |
| surprise | ~ | bias | .27 | .07 | 3.61 | <.001 |
| surprise | ~ | trust | -.04 | .08 | -.49 | .62 |
| InfoQual | ~ | credibility | .16 | .04 | 3.66 | <.001 |
| InfoQual | ~ | surprise | .18 | .08 | 2.08 | .04 |
| att | ~ | InfoQual | .77 | .09 | 8.66 | <.001 |

**Fit Indices:**

RMSEA = .08 [.07, .08]

TLI = .94

SRMR = .08

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | .04 | [.002, .100] | 1.8 |
| untrustworthiness through surprise | .01 | [-.039, .043] | 32.4 |
| bias through credibility | -.01 | [-.02, -.001] | 2.1 |
| untrustworthiness through credibility | -.20 | [-.312, -.081] | .1 |

# Study 4 SEM Results

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias1 | 1.00 | .00 |
| bias | =~ | bias2 | 1.08 | .09 |
| bias | =~ | bias3S3 | .94 | .12 |
| bias | =~ | bias4S3 | 1.02 | .09 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2S3 | 1.21 | .13 |
| trust | =~ | trust3 | 1.07 | .13 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | 1.08 | .05 |
| credibility | =~ | credible3 | 1.00 | .05 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .82 | .32 |
| surprise | =~ | consist2 | 1.05 | .22 |
| surprise | =~ | certconsist1 | .74 | .27 |
| surprise | =~ | certconsist2 | .72 | .21 |
| surprise | =~ | surprise1 | 1.01 | .12 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.16 | .17 |
| InfoQual | =~ | compell | 1.17 | 18.58 |
| InfoQual | =~ | amntinfo | .95 | 21.12 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | .83 | .07 |
| att | =~ | att3 | .77 | .08 |

Structural Model

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | | | |
| *path* | | | *estimate* | *se* | | *z* | *p* | |
| bias | ~ | Biased | .44 | | .14 | 3.11 | | .002 |
| trust | ~ | Biased | -.14 | | .16 | -.85 | | .39 |
| credibility | ~ | bias | -.24 | | .09 | -2.55 | | .01 |
| credibility | ~ | trust | 1.06 | | .11 | 9.29 | | 0 |
| surprise | ~ | bias | .30 | | .14 | 2.11 | | .03 |
| surprise | ~ | trust | -.05 | | .15 | -.35 | | .72 |
| InfoQual | ~ | surprise | .34 | | .19 | 1.81 | | .07 |
| InfoQual | ~ | credibility | .11 | | .09 | 1.20 | | .23 |
| att | ~ | InfoQual | 1.02 | | .30 | 3.37 | | .001 |

**Fit Indices:**

RMSEA = .08 [.07, .09]

TLI = .90

SRMR = .09

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | .05 | [.002, .136] | 1.1 |
| bias through credibility | -.01 | [-.003, .00] | 2.5 |

# Study 5 SEM Results

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias1 | 1.00 | .00 |
| bias | =~ | bias2 | 1.24 | .11 |
| bias | =~ | bias3S3 | .69 | .18 |
| bias | =~ | bias4S3 | 1.17 | .11 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2S3 | 1.03 | .06 |
| trust | =~ | trust3 | .80 | .12 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | 1.10 | .05 |
| credibility | =~ | credible3 | 1.03 | .05 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .93 | .22 |
| surprise | =~ | consist2 | .67 | .17 |
| surprise | =~ | certconsist1 | 1.17 | .40 |
| surprise | =~ | certconsist2 | 1.02 | .35 |
| surprise | =~ | surprise1 | 1.03 | .06 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | .99 | .08 |
| InfoQual | =~ | compell | .71 | .40 |
| InfoQual | =~ | amntinfo | .33 | .32 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | 1.06 | .04 |
| att | =~ | att3 | 1.02 | .06 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .47 | .13 | 3.64 | <.001 |
| trust | ~ | Biased | -.51 | .16 | -3.22 | .001 |
| credibility | ~ | bias | -.07 | .07 | -.98 | .33 |
| credibility | ~ | trust | .88 | .08 | 10.33 | <.001 |
| surprise | ~ | bias | .43 | .14 | 2.98 | .003 |
| surprise | ~ | trust | -.06 | .10 | -.61 | .54 |
| InfoQual | ~ | surprise | .27 | .15 | 1.77 | .08 |
| InfoQual | ~ | credibility | .09 | .10 | .95 | .34 |
| att | ~ | InfoQual | .83 | .26 | 3.19 | .001 |

**Fit Indices:**

RMSEA = .06 [.05, .08]

TLI = .95

SRMR = .08

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | .05 | [-.01, .13] | 8.3 |
| bias through credibility | -.002 | [-.01, .004] | 2.8 |

# Study 6 SEM Results

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1S4 | .88 | .07 |
| bias | =~ | bias3S4 | 1.09 | .06 |
| bias | =~ | bias4S4 | 1.14 | .06 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust3 | 1.07 | .05 |
| trust | =~ | trust2S4 | .83 | .07 |
| trust | =~ | trust4S4 | 1.07 | .05 |
| expert | =~ | expert1 | 1.00 | .00 |
| expert | =~ | expert2 | .91 | .06 |
| expert | =~ | expert3 | .87 | .05 |
| expert | =~ | expert4 | 1.01 | .04 |
| credibility | =~ | credible1 | 1.00 | .00 |
| credibility | =~ | credible2 | 1.10 | .05 |
| credibility | =~ | credible3 | 1.08 | .07 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .99 | .12 |
| surprise | =~ | consist2 | 1.06 | .09 |
| surprise | =~ | certconsist1 | .90 | .11 |
| surprise | =~ | certconsist2 | .99 | .16 |
| surprise | =~ | surprise1 | 1.04 | .09 |
| InfoQual | =~ | AQ1 | 1.00 | .00 |
| InfoQual | =~ | AQ2 | 1.09 | .08 |
| InfoQual | =~ | compell | 1.03 | .14 |
| InfoQual | =~ | amntinfo | .73 | .12 |
| att | =~ | att1 | 1.00 | .00 |
| att | =~ | att2 | 1.01 | .02 |
| att | =~ | att3 | .93 | .02 |
| preatt | =~ | preatt1 | 1.00 | .00 |
| preatt | =~ | preatt2 | 1.00 | .04 |

Structural Model

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .57 | .12 | 4.80 | <.001 |
| trust | ~ | Biased | -.06 | .11 | -.50 | .62 |
| expert | ~ | Biased | .81 | .10 | 7.77 | <.001 |
| credibility | ~ | bias | -.18 | .04 | -5.06 | <.001 |
| credibility | ~ | trust | .38 | .07 | 5.67 | <.001 |
| credibility | ~ | expert | .57 | .05 | 11.71 | <.001 |
| surprise | ~ | bias | .32 | .08 | 4.00 | <.001 |
| surprise | ~ | trust | .20 | .07 | 2.75 | .01 |
| surprise | ~ | expert | .19 | .08 | 2.35 | .02 |
| InfoQual | ~ | surprise | .48 | .08 | 5.66 | <.001 |
| InfoQual | ~ | credibility | .23 | .09 | 2.53 | .01 |
| att | ~ | InfoQual | .14 | .08 | 1.86 | .06 |
| att | ~ | preatt | -1.24 | .06 | -21.87 | <.001 |

**Fit Indices:**

RMSEA = .07 [.07, .08]

TLI = .92

SRMR = .14

**Indirect Effects:**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **coefficient** | **95% CI** | **% 1,000 bootstrapped samples crossing zero** |
| bias through surprise | .01 | [.0003, .03] | 2.1 |
| bias through credibility | -.003 | [-.008, -.00006] | 2.1 |

# Significant Differences Between Studies 4-6

As noted in footnote 3 of the text, we found that when the parameter estimates of Studies 4-6 were constrained to be equal versus not, there was a significant difference between these models. Although we noted the paths of primary interest that differed in the text, we report the chi-squared difference test for all paths in the table below.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |  |
| *path* | | | *Χ2 difference* | *df difference* |  | *p* | *If difference, what does it mean?* |
| bias | ~ | Biased | .79 | 2 |  | .67 |  |
| trust | ~ | Biased | 4.17 | 2 |  | .12 |  |
| credibility | ~ | bias | 6.23 | 2 |  | .04 | This mostly reflects that we could not compare studies with expertise in the model. With expertise in the model, the effect of bias on credibility is similar across studies, but it is much smaller in Study 6 without expertise in the model |
| credibility | ~ | trust | 7.67 | 2 |  | .02 | Effect is smaller in Study 6 |
| surprise | ~ | bias | .93 | 2 |  | .63 |  |
| surprise | ~ | trust | 13.26 | 2 |  | .001 |  |
| InfoQual | ~ | surprise | 2.58 | 2 |  | .28 |  |
| InfoQual | ~ | credibility | 2.73 | 2 |  | .26 |  |
| att | ~ | InfoQual | 11.70 | 2 |  | .003 | Effect is smaller in Study 6 |

# Additional Study S1: Just Bias and Untrustworthiness Effects on Surprise

**Method**

**Participants.** One hundred and twenty-one Mechanical Turk workers were recruited to participate in this study. One participant was excluded for reporting that they did not take the study seriously.

**Design and procedure.** The study used a 2 (Bias: high vs. low) x 2 (Trustworthiness: high vs. low) design so we could examine independent effects of bias and untrustworthiness on expectations about future positions the source will take. After consenting to participate in the study, participants read about a hypothetical political campaign and were asked to imagine that it was happening in their locality. They read that a website, APL News, had endorsed Jim Smith, one of the candidates for county commissioner. Then they read a description of APL News from “Media Reports,” which they were told was an independent objective agency concerned with ensuring that people got their news from reputable sources. They read that Media Reports rates news organizations along two dimensions: how objective versus biased they are and how truthful versus untruthful they are. Then they read how Media Reports had rated APL News on each dimension (allowing us to cross bias and untrustworthiness). Next, participants were asked about their expectations about the position the source would take in a following message. Finally, participants were thanked for their participation and debriefed.

**Independent variables.**

***Source bias*.** Participants read that Media Reports rates news agencies along the dimension of how “Objective versus Biased: How objective versus ideologically biased they are.” They read that news organizations were given a rating from *-5 = very biased* to *5 = very objective*). Then, when participants received information about APL News, APL News was rated as “-4 (very biased)” in the high-bias condition and “4 (very objective)” in the low-bias condition.

***Source trustworthiness.*** Participants also read that Media Reports rates news agencies along the dimension of how “Truthful versus Untruthful: How honest (committed to reporting facts) versus dishonest (willing to report false information)” they are. They read that news organizations were given a rating from *-5 = very untruthful* to *5 = very truthful*. Then, when participants received information about APL News, APL News was rated as “-4 (very untruthful)”in the low-trustworthiness condition and “4 (very truthful)” in the high-trustworthiness condition.

Beyond the rating scales, participants received a description about the source. In the high-bias, high-trustworthiness condition, participants read, “APL News reporters are highly committed to reporting the truth, but they can only see the world through their ideological lens.” In the low-bias, low-trustworthiness condition, they read, “APL News has no identifiable political leaning. Sometimes they take liberal positions; sometimes they take conservative positions. On previous occasions, APL News has reported information that they knew was false.” In the low-bias, high-trustworthiness condition they read, “APL News has no identifiable political leaning. Sometimes they take liberal positions; sometimes they take conservative positions. APL News has reporters who are committing to reporting the truth.” Finally, in the high-bias, low-trustworthiness condition, they read, “APL News has reporters who can only view the world through their ideological lens. On previous occasions, APL News has reported information that they knew was false.”

**Dependent measures.**

***Perceptions of bias.*** Participants were asked, “How much do you think APL News is ideologically driven?” (*1 = not at all ideologically driven*, *9 = very ideologically driven*) and “How much do you think the position APL News took on Jim Smith was motivated by their ideology?” (*1 = not at all motivated by their ideology*, *9 = very much motivated by their ideology*).

***Perceptions of trustworthiness.*** Participants were asked, “How much do you see APL News as truthful?” (*1 = not at all truthful*, *9 = very truthful*) and “How much do you perceive APL News as honest?” (*1 = very dishonest*, *9 = very honest*).

***Surprise at position-switching.*** Participant surprise was composed through a combination of the strength of expectations that the source’s position would remain consistent over time along with direct reports of how surprising a change of position would be. Participants were asked, “If APL News were to publish an article about Jim Smith, to what extent do you think it would be consistent or inconsistent with their endorsement of Jim Smith?” (*1 = I would expect it to be inconsistent*, *5 = I would not know what to expect*, *9 = I would expect it to be consistent*), as well as “How certain are you in predicting the stance APL News would take toward Jim Smith in a future article?” (*1 = not at all certain*, *9 = very certain*). After that, participants were asked, “If APL News were to publish an article about Jim Smith, to what extent do you think it would be positive or negative toward Jim Smith?” (*1 = I would expect it to be positive*, *5 = I would not know what to expect*, *9 = I would expect it to be negative*). This item was reverse-scored before combining with the others so that the same pole reflected consistency as the first item. After that participants were asked, “How certain are you in predicting whether APL News would take a positive or negative stance toward Jim Smith in a future article?” (*1 = not at all certain*, *9 = very certain*). In addition, we asked participants, “If APL News provided an article opposed to Jim Smith, to what extent would you be surprised?” (*1 = not at all surprised*, *9 = very surprised*) and “How surprising would you find it if APL News published negative information about Jim Smith in their next article?” (*1 = not at all surprising*, *9 = very surprising*).

**Results**

***Surprise.*** Mirroring analyses in the text, we first examined experimental effects of bias and untrustworthiness on surprise. Thus, in a SEM, we entered the bias and untrustworthiness manipulations, along with their interaction as observed exogenous variables predicting the surprise latent variable, which was composed of all its indicators. Most importantly, the bias manipulation had a significant positive effect on surprise, *b* = .48, *se* = .23, *z* = 2.10, *p* = .04. Conversely, the untrustworthiness manipulation did not influence surprise, *b* = .05, *se* = .23, *z* = .23, *p* = .82, and neither did their interaction, *b* = .22, *se* = .19, *z* = 1.16, *p* = .25. This model did not reach traditional standards for acceptable fit, but we wanted to maintain the same analyses across studies (RMSEA = .18 [.15, .22], TLI = .65, SRMR = .10). The measurement model information is available in the Measurement Model table below.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .82 | .62 |
| surprise | =~ | consist2 | .81 | .82 |
| surprise | =~ | consistcert1 | .85 | 18.93 |
| surprise | =~ | consistcert2 | .19 | 60.87 |
| surprise | =~ | surprise1 | 1.04 | .32 |

***Mediation*.** Next, to examine manipulation checks and test the effects of the bias and untrustworthiness latent variables on surprise, we conducted a mediation analysis. In a SEM, we entered the bias and untrustworthiness manipulations along with their interaction as observed exogenous variables predicting the bias and trustworthiness latent endogenous variables. Then, the bias and trustworthiness latent variables predicted surprise.

As shown in the Structural Model table below, the bias manipulation had a larger effect on bias than on trustworthiness. Conversely, the trustworthiness manipulation had a large effect on trustworthiness and no effect on bias. Bias, but not trustworthiness, had a significant effect on surprise. This resulted in a significant indirect effect of bias, *b* = .36, 95% CI [.09, .64], .5% of bootstrap samples crossing zero, but no indirect effect of trustworthiness, *b* = .05, 95% CI [-.24, .40], 35% of bootstrap samples crossing zero. Once again, our model did not reach standard levels of acceptable fit, but we wanted to maintain the same model across studies (RMSEA = .13 [.11, .16], TLI = .83, SRMR = .10). The measurement model information is in the Measurement Model table below

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1 | 1.03 | .49 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | .95 | .04 |
| surprise | =~ | surprise2 | 1.00 | .00 |
| surprise | =~ | consist1 | .85 | .34 |
| surprise | =~ | consist2 | .79 | .20 |
| surprise | =~ | consistcert1 | .88 | .28 |
| surprise | =~ | consistcert2 | .26 | .40 |
| surprise | =~ | surprise1 | 1.04 | .12 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .99 | .22 | 4.49 | <.001 |
| trust | ~ | Biased | -.40 | .17 | -2.35 | .02 |
| bias | ~ | Untrust | .15 | .25 | .63 | .53 |
| trust | ~ | Untrust | -1.93 | .16 | -12.07 | <.001 |
| bias | ~ | BxUT | -.17 | .18 | -.93 | .35 |
| trust | ~ | BxUTm | .37 | .15 | 2.42 | .02 |
| surprise | ~ | bias | .37 | .12 | 3.13 | .002 |
| surprise | ~ | trust | -.02 | .09 | -.27 | .78 |

# Additional Study S2: Just Bias Effects on Surprise

**Method**

**Participants.** One hundred and sixteen Mechanical Turk workers were recruited to participate in this study. Two participants who reported that they did not take the study seriously were dropped from the study prior to data analysis.

**Design and procedure.** After consenting to participate, participants read about John Myers, who had written an article for a national news website supporting nuclear power. They received information suggesting that he was either previously involved with the nuclear power industry or not. Participants reported how much they perceived the source as biased, untrustworthy, and credible. Next, participants were asked about their expectations for the position the source would take in a following message and the related surprise they had at position switching. Finally, participants were thanked for their participation and debriefed.

**Independent variables.**

***Source bias*.** In the objective condition, participants read that John Myers was a reporter for a local news publication. In the biased condition, they read that John Myers was a retired CEO of a nuclear power company, who sometimes wrote articles for a local news publication. In both conditions, they were told that John Myers had written about several different topics, including one article last year about the positives of building more nuclear power plants in Canada. We predicted that when the source was the former CEO of a nuclear power company, they would perceive him as relatively biased but not necessarily untrustworthy (cf. Eagly et al., 1978).

**Dependent measures.**

***Perceptions of bias*.** Four items similar to previous studies were measured on a nine-point scale anchored with 1 = not at all, 9 = very much.

***Perceptions of trustworthiness*.** Four items similar to previous studies were measured on a nine-point scale anchored with 1 = not at all, 9 = very much.

***Perceptions of credibility.*** The three credibility items were the same as in previous studies.

***Surprise at position switching.*** The items were the same as previous studies except that they referred to John Myers’s stance on nuclear power. Further, for the surprise items, I told them that John Myers waspublishing an article opposed to nuclear power and asked how surprised they were.

**Results**

***Surprise.*** Mirroring analyses in the text, we first examined experimental effects of bias and untrustworthiness on surprise. Thus, in a SEM, we entered the bias manipulation as an observed exogenous variable predicting the surprise latent variable, which was composed of all its indicators. Most importantly, the bias manipulation had a significant positive effect on surprise, *b* = .35, *se* = .15, *z* = 2.32, *p* = .02. This model did reach traditional standards for acceptable fit (RMSEA = .07 [.00, .13], TLI = .98, SRMR = .03). The measurement model information is available in the Measurement Model table below.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| surprise | =~ | surprise2\_1 | 1.00 | .00 |
| surprise | =~ | consist1\_1 | .81 | .22 |
| surprise | =~ | consist2\_1 | 1.22 | .23 |
| surprise | =~ | certcons1\_1 | .70 | .14 |
| surprise | =~ | certcons2\_1 | 1.06 | .21 |
| surprise | =~ | surprise1\_1 | .90 | .07 |

***Credibility***. We also conducted the same analyses predicting credibility rather than surprise. Surprisingly, the bias manipulation had a non-significant positive effect on credibility, *b* = .23, *se* = .15, *z* = 1.55, *p* = .12. This is consistent with the possibility that the bias manipulation unintentionally had a positive effect on perceptions of source expertise, a possibility tested in Study 6 reported in the text. The current model did not reach traditional standards for acceptable fit, but we wanted to be consistent across studies (RMSEA = .17 [.07 .30], TLI = .94, SRMR = .04). The measurement model information is available in the Measurement Model table below.

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| *path* | | | *estimate* | *se* |
|  | | | | |
| credibility | =~ | cred1 | 1.00 | .00 |
| credibility | =~ | cred2 | 1.16 | .08 |
| credibility | =~ | cred3 | 1.09 | .08 |

***Mediation*.** Next, to examine manipulation checks and test the effects of the bias latent variable on surprise, we conducted a mediation analysis. In a SEM, we entered the bias manipulation as an observed exogenous variables predicting the bias and trustworthiness latent endogenous variables. Then, the bias and trustworthiness latent variables predicted surprise.

As shown in the Structural Model table below, the bias manipulation had a significant effect on bias, but no effect on trustworthiness. The bias latent variable, but not the trustworthiness latent variable, had a significant effect on surprise. In this model, trustworthiness had a significant effect on credibility, but bias did not. This resulted in a trending indirect effect of bias through surprise, *b* = .19, 95% CI [-.05, .64], 5% of bootstrap samples crossing zero, but not through credibility, *b* = -.03, 95% CI [-.29, .21], 26% of bootstrap samples crossing zero. Once again, our model did not reach standard levels of acceptable fit, but we wanted to maintain the same model across studies (RMSEA = .10 [.08, .11], TLI = .92, SRMR = .14). The measurement model information is in the Measurement Model table below

Measurement Model

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | | | |
| path | | | estimate | se |
|  | | | | |
| bias | =~ | bias2 | 1.00 | .00 |
| bias | =~ | bias1 | 1.01 | .05 |
| bias | =~ | bias3 | 1.08 | .06 |
| bias | =~ | bias4 | 1.05 | .06 |
| trust | =~ | trust1 | 1.00 | .00 |
| trust | =~ | trust2 | 1.04 | .04 |
| trust | =~ | trust3 | .98 | .04 |
| trust | =~ | trust4 | 1.05 | .04 |
| credibility | =~ | cred1 | 1.00 | .00 |
| credibility | =~ | cred2 | 1.14 | .08 |
| credibility | =~ | cred3 | 1.07 | .08 |
| surprise | =~ | surprise2\_1 | 1.00 | .00 |
| surprise | =~ | consist1\_1 | .88 | .27 |
| surprise | =~ | consist2\_1 | 1.25 | .28 |
| surprise | =~ | certcons1\_1 | .72 | .14 |
| surprise | =~ | certcons2\_1 | 1.07 | .20 |
| surprise | =~ | surprise1\_1 | .91 | .07 |

Structural Model

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
| *path* | | | *estimate* | *se* | *z* | *p* |
| bias | ~ | Biased | .56 | .17 | 3.39 | .001 |
| trust | ~ | Biased | .17 | .16 | 1.07 | .29 |
| surprise | ~ | bias | .33 | .11 | 2.90 | .004 |
| surprise | ~ | trust | .36 | .09 | 4.04 | <.001 |
| credibility | ~ | bias | -.06 | .08 | -.72 | .47 |
| credibility | ~ | trust | .67 | .08 | 8.28 | <.001 |

# Study 1 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 1. bias1 | 5.75 | 2.48 | 6.15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 5.77 | 2.55 | 5.73 | 6.48 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. trust1 | 4.77 | 2.56 | -1.53 | -1.43 | 6.57 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. trust2 | 4.69 | 2.52 | -1.91 | -1.63 | 6.07 | 6.33 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. consist1 | 6.57 | 1.84 | 0.99 | 0.96 | 1.32 | 1.02 | 3.39 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6. certcons1 | 5.96 | 2.21 | 1.85 | 1.77 | 1.12 | 0.93 | 1.76 | 4.87 |  |  |  |  |  |  |  |  |  |  |  |  |
| 7. consist2 | 6.14 | 1.97 | 1.64 | 1.50 | -1.43 | -1.46 | 0.50 | 0.89 | 3.86 |  |  |  |  |  |  |  |  |  |  |  |
| 8. certcons2 | 5.53 | 2.14 | 1.53 | 1.44 | 0.77 | 0.61 | 0.78 | 2.95 | 1.69 | 4.58 |  |  |  |  |  |  |  |  |  |  |
| 9. surprise1 | 5.58 | 2.52 | 1.85 | 1.59 | -1.05 | -1.07 | 0.31 | 1.18 | 3.14 | 2.32 | 6.34 |  |  |  |  |  |  |  |  |  |
| 10. surprise2 | 5.49 | 2.57 | 2.12 | 1.80 | -1.42 | -1.37 | 0.31 | 1.34 | 3.05 | 2.38 | 5.97 | 6.60 |  |  |  |  |  |  |  |  |
| 11. AQ1 | 6.79 | 1.62 | 0.14 | 0.28 | 0.80 | 0.81 | 0.54 | 0.54 | -0.07 | 0.20 | -0.15 | -0.29 | 2.63 |  |  |  |  |  |  |  |
| 12. AQ2 | 6.39 | 1.76 | -0.11 | -0.01 | 0.80 | 0.83 | 0.33 | 0.55 | -0.16 | 0.33 | 0.11 | -0.04 | 2.39 | 3.11 |  |  |  |  |  |  |
| 13. att1 | 6.92 | 1.60 | -0.04 | 0.30 | 0.42 | 0.35 | 0.29 | 0.20 | -0.29 | 0.22 | 0.03 | 0.00 | 1.47 | 1.78 | 2.56 |  |  |  |  |  |
| 14. att2 | 7.08 | 1.55 | -0.10 | 0.09 | 0.40 | 0.23 | 0.22 | 0.07 | -0.28 | 0.16 | -0.08 | -0.08 | 1.47 | 1.66 | 2.27 | 2.39 |  |  |  |  |
| 15. att3 | 7.18 | 1.40 | 0.05 | 0.37 | 0.46 | 0.37 | 0.26 | 0.32 | -0.03 | 0.28 | 0.05 | 0.10 | 1.42 | 1.55 | 1.94 | 1.90 | 1.97 |  |  |  |
| 16. Bias Manip |  |  | 1.34 | 1.35 | -0.27 | -0.46 | 0.32 | 0.40 | 0.39 | 0.14 | 0.41 | 0.43 | -0.01 | -0.12 | -0.19 | -0.10 | -0.03 | 1.01 |  |  |
| 17. Untrust Manip |  |  | 0.25 | 0.01 | -1.77 | -1.61 | -0.42 | -0.58 | 0.40 | -0.29 | 0.01 | 0.05 | -0.41 | -0.34 | -0.32 | -0.28 | -0.31 | -0.03 | 1.01 |  |
| 18. BxUT |  |  | -0.03 | -0.14 | 0.16 | 0.26 | 0.27 | 0.36 | 0.03 | 0.04 | -0.12 | -0.09 | 0.19 | 0.28 | -0.07 | 0.02 | 0.18 | 0.03 | 0.02 | 1.01 |

# Study 2 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 1. bias1 | 6.23 | 1.98 | 3.94 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.26 | 2.04 | 3.25 | 4.15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. trust1 | 5.19 | 2.49 | 0.32 | 0.18 | 6.19 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. trust2 | 5.21 | 2.42 | 0.09 | 0.02 | 5.24 | 5.88 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. consist1 | 6.44 | 2.03 | 0.79 | 0.69 | 1.84 | 1.28 | 4.11 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6. certcons1 | 6.20 | 1.94 | 1.25 | 1.12 | 1.92 | 1.78 | 2.32 | 3.76 |  |  |  |  |  |  |  |  |  |  |  |  |
| 7. consist2 | 5.73 | 1.93 | 0.77 | 0.45 | -1.13 | -1.23 | 0.52 | 0.39 | 3.74 |  |  |  |  |  |  |  |  |  |  |  |
| 8. certcons2 | 5.80 | 1.84 | 1.17 | 1.02 | 1.36 | 1.43 | 1.21 | 1.89 | 0.76 | 3.40 |  |  |  |  |  |  |  |  |  |  |
| 9. surprise1 | 5.59 | 2.30 | 1.04 | 0.79 | 0.04 | 0.23 | 1.23 | 1.59 | 1.93 | 2.04 | 5.30 |  |  |  |  |  |  |  |  |  |
| 10. surprise2 | 5.67 | 2.32 | 1.17 | 1.09 | 0.16 | 0.37 | 1.09 | 1.68 | 2.10 | 2.12 | 4.80 | 5.38 |  |  |  |  |  |  |  |  |
| 11. AQ1 | 6.56 | 1.80 | 0.15 | 0.25 | 0.88 | 0.97 | 0.56 | 1.07 | 0.27 | 0.51 | 0.75 | 0.76 | 3.23 |  |  |  |  |  |  |  |
| 12. AQ2 | 6.15 | 1.80 | 0.50 | 0.53 | 1.72 | 1.79 | 0.89 | 1.49 | -0.04 | 1.20 | 1.06 | 1.08 | 2.44 | 3.24 |  |  |  |  |  |  |
| 13. att1 | 6.83 | 1.90 | 0.14 | 0.30 | 1.09 | 1.17 | 1.26 | 1.65 | 0.43 | 0.98 | 1.35 | 1.35 | 2.27 | 2.19 | 3.63 |  |  |  |  |  |
| 14. att2 | 6.99 | 1.86 | -0.08 | 0.27 | 1.05 | 1.05 | 0.96 | 1.60 | 0.46 | 0.83 | 1.37 | 1.39 | 2.30 | 2.11 | 3.19 | 3.46 |  |  |  |  |
| 15. att3 | 7.02 | 1.80 | -0.04 | 0.16 | 1.09 | 1.14 | 1.18 | 1.57 | 0.44 | 0.91 | 1.40 | 1.27 | 2.11 | 2.01 | 3.23 | 3.14 | 3.22 |  |  |  |
| 16. Bias Manip |  |  | 0.53 | 0.65 | -0.41 | -0.69 | 0.22 | 0.05 | 0.24 | 0.26 | 0.53 | 0.60 | -0.20 | -0.10 | 0.06 | 0.04 | -0.04 | 1.01 |  |  |
| 17. Untrust Manip |  |  | -0.17 | -0.15 | -1.45 | -1.36 | -0.50 | -0.60 | 0.35 | -0.27 | 0.06 | -0.02 | -0.20 | -0.36 | -0.41 | -0.42 | -0.41 | -0.01 | 1.01 |  |
| 18. BxUT |  |  | -0.06 | -0.27 | 0.04 | -0.01 | 0.02 | 0.06 | 0.08 | 0.25 | 0.27 | 0.26 | 0.01 | 0.29 | 0.33 | 0.35 | 0.26 | 0.01 | 0.06 | 1.01 |

# Study 3 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 1. bias1 | 5.70 | 2.34 | 5.47 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 5.70 | 2.35 | 4.89 | 5.53 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. trust1 | 5.07 | 2.55 | -0.38 | -0.71 | 6.49 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. trust2 | 4.82 | 2.46 | -0.90 | -1.07 | 5.64 | 6.06 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. cred1 | 4.77 | 2.53 | -0.99 | -1.20 | 5.61 | 5.50 | 6.42 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6. cred2 | 4.73 | 2.49 | -0.96 | -1.07 | 5.28 | 5.31 | 5.93 | 6.21 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7. consist1 | 6.50 | 1.98 | 0.96 | 1.09 | 1.06 | 0.92 | 0.87 | 0.95 | 3.94 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8. certcons1 | 5.78 | 2.25 | 1.52 | 1.52 | 0.92 | 0.73 | 0.92 | 0.85 | 2.60 | 5.07 |  |  |  |  |  |  |  |  |  |  |  |  |
| 9. consist2 | 5.88 | 1.86 | 0.85 | 0.92 | -1.30 | -1.24 | -1.39 | -1.41 | 0.98 | 0.93 | 3.46 |  |  |  |  |  |  |  |  |  |  |  |
| 10. certcons2 | 5.36 | 2.29 | 1.12 | 1.12 | 0.36 | 0.30 | 0.46 | 0.47 | 2.20 | 3.66 | 1.69 | 5.23 |  |  |  |  |  |  |  |  |  |  |
| 11. surprise1 | 5.45 | 2.51 | 1.68 | 1.64 | -0.89 | -1.00 | -1.19 | -1.28 | 1.77 | 1.99 | 2.98 | 2.50 | 6.28 |  |  |  |  |  |  |  |  |  |
| 12. surprise2 | 5.45 | 2.55 | 1.46 | 1.41 | -0.68 | -0.80 | -0.91 | -1.07 | 1.82 | 2.08 | 2.81 | 2.59 | 5.81 | 6.48 |  |  |  |  |  |  |  |  |
| 13. AQ1 | 6.60 | 1.64 | 0.07 | -0.01 | 0.85 | 0.70 | 0.92 | 1.04 | 0.88 | 0.87 | 0.06 | 0.41 | -0.18 | 0.08 | 2.70 |  |  |  |  |  |  |  |
| 14. AQ2 | 6.24 | 1.74 | 0.06 | 0.03 | 0.79 | 0.50 | 0.81 | 0.79 | 0.82 | 1.12 | 0.10 | 0.70 | 0.11 | 0.34 | 2.28 | 3.03 |  |  |  |  |  |  |
| 15. att1 | 6.88 | 1.79 | 0.38 | 0.42 | 0.43 | 0.39 | 0.46 | 0.51 | 0.83 | 0.62 | 0.41 | 0.37 | 0.19 | 0.22 | 1.83 | 1.84 | 3.19 |  |  |  |  |  |
| 16. att2 | 7.10 | 1.64 | 0.37 | 0.31 | 0.49 | 0.38 | 0.58 | 0.57 | 0.68 | 0.65 | 0.32 | 0.27 | 0.17 | 0.20 | 1.57 | 1.64 | 2.55 | 2.68 |  |  |  |  |
| 17. att3 | 7.13 | 1.71 | 0.54 | 0.41 | 0.44 | 0.33 | 0.46 | 0.39 | 0.76 | 0.67 | 0.31 | 0.26 | 0.10 | 0.11 | 1.63 | 1.65 | 2.59 | 2.46 | 2.91 |  |  |  |
| 18. Bias Manip |  |  | 1.21 | 1.15 | -0.30 | -0.57 | -0.49 | -0.51 | 0.32 | 0.68 | 0.33 | 0.53 | 0.53 | 0.45 | 0.05 | 0.00 | 0.00 | -0.05 | -0.01 | 1.00 |  |  |
| 19. Untrust Manip |  |  | -0.02 | 0.11 | -1.84 | -1.60 | -1.62 | -1.53 | -0.48 | -0.36 | 0.33 | -0.16 | 0.15 | 0.13 | -0.33 | -0.31 | -0.16 | -0.10 | -0.11 | 0.01 | 1.00 |  |
| 20. BxUT |  |  | -0.22 | -0.29 | 0.04 | 0.27 | 0.33 | 0.32 | 0.03 | 0.21 | -0.11 | 0.09 | -0.06 | -0.06 | 0.01 | 0.02 | -0.08 | -0.15 | -0.17 | -0.02 | -0.01 | 1.00 |

# Study 4 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 1. bias1 | 6.16 | 1.67 | 2.79 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.26 | 1.74 | 2.27 | 3.03 |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 | 5.99 | 2.04 | 1.88 | 2.25 | 4.17 |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 | 6.25 | 1.82 | 2.28 | 2.27 | 1.85 | 3.30 |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 | 5.62 | 1.89 | -0.16 | -0.31 | -0.88 | 0.15 | 3.59 |  |  |  |  |  |  |  |  |  |
| 6. trust2 | 5.65 | 1.97 | -0.18 | -0.09 | -0.56 | -0.01 | 2.88 | 3.89 |  |  |  |  |  |  |  |  |
| 7. trust3 | 5.76 | 1.93 | -0.20 | -0.16 | -0.34 | -0.14 | 2.48 | 3.14 | 3.73 |  |  |  |  |  |  |  |
| 8. cred1 | 5.32 | 2.13 | -0.30 | -0.75 | -1.08 | -0.37 | 2.81 | 3.11 | 2.84 | 4.52 |  |  |  |  |  |  |
| 9. cred2 | 5.25 | 2.19 | -0.62 | -0.67 | -1.33 | -0.46 | 2.91 | 3.37 | 2.86 | 4.08 | 4.78 |  |  |  |  |  |
| 10. cred3 | 5.25 | 2.08 | -0.55 | -0.88 | -1.53 | -0.51 | 2.84 | 3.03 | 2.63 | 3.77 | 4.09 | 4.31 |  |  |  |  |
| 11. consist1 | 6.67 | 1.84 | 0.96 | 1.11 | 0.96 | 0.84 | 0.07 | 0.38 | 0.36 | -0.26 | -0.36 | -0.50 | 3.37 |  |  |  |
| 12. certcons1 | 6.23 | 1.97 | 0.42 | 0.69 | 1.38 | 0.39 | 0.30 | 0.50 | 0.50 | 0.12 | 0.09 | 0.00 | 1.28 | 3.88 |  |  |
| 13. consist2 | 6.58 | 1.85 | 0.44 | 0.42 | 0.40 | 0.44 | -0.41 | -0.39 | -0.53 | -0.93 | -1.25 | -1.09 | 1.27 | 1.19 | 3.42 |  |
| 14. certcons2 | 6.26 | 1.75 | -0.05 | 0.34 | 0.63 | -0.06 | 0.07 | 0.27 | 0.30 | 0.13 | 0.19 | 0.19 | 1.29 | 2.50 | 1.22 | 3.07 |
| 15. surprise1 | 6.69 | 1.89 | 0.24 | 0.47 | 0.55 | 0.37 | -0.34 | -0.24 | -0.49 | -1.26 | -1.16 | -0.98 | 1.21 | 1.38 | 1.98 | 1.49 |
| 16. surprise2 | 6.70 | 1.91 | 0.63 | 0.69 | 0.96 | 0.92 | -0.22 | -0.16 | -0.28 | -0.76 | -1.08 | -1.00 | 1.02 | 1.36 | 2.08 | 1.14 |
| 17. AQ1 | 6.25 | 1.76 | 0.17 | 0.28 | 0.27 | -0.16 | 0.90 | 1.16 | 1.31 | 1.11 | 1.03 | 0.87 | 0.62 | 0.91 | 0.01 | 0.50 |
| 18. AQ2 | 5.97 | 1.77 | 0.11 | 0.13 | 0.32 | -0.13 | 0.88 | 1.03 | 1.07 | 0.94 | 0.77 | 0.72 | 0.55 | 0.98 | 0.17 | 0.40 |
| 19.compell | 5.14 | 1.22 | 0.50 | 0.46 | 0.66 | 0.28 | 0.23 | 0.40 | 0.51 | 0.38 | 0.15 | 0.08 | 0.73 | 0.58 | 0.49 | 0.59 |
| 20. amntinfo | 5.04 | 1.09 | 0.16 | 0.25 | 0.00 | 0.17 | 0.19 | 0.35 | 0.34 | 0.28 | 0.21 | 0.06 | 0.54 | 0.24 | 0.46 | 0.29 |
| 21. att1 | 6.65 | 1.71 | 0.52 | 0.73 | 0.24 | 0.60 | 0.95 | 0.69 | 0.50 | 0.36 | 0.41 | 0.28 | 0.73 | 0.04 | -0.10 | 0.02 |
| 22. att2 | 6.80 | 1.63 | 0.40 | 0.71 | 0.06 | 0.28 | 0.49 | 0.80 | 0.44 | 0.10 | 0.35 | 0.15 | 0.65 | -0.03 | 0.29 | 0.17 |
| 23. att3 | 7.03 | 1.43 | 0.58 | 0.58 | 0.49 | 0.44 | 0.70 | 0.58 | 0.54 | 0.41 | 0.37 | 0.22 | 0.38 | 0.17 | 0.03 | 0.11 |
| 24. Bias Manip |  |  | 0.38 | 0.47 | 0.54 | 0.46 | -0.20 | -0.11 | -0.12 | -0.32 | -0.48 | -0.53 | 0.39 | 0.23 | 0.00 | 0.08 |

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 1. bias1 |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 |  |  |  |  |  |  |  |  |  |  |
| 6. trust2 |  |  |  |  |  |  |  |  |  |  |
| 7. trust3 |  |  |  |  |  |  |  |  |  |  |
| 8. cred1 |  |  |  |  |  |  |  |  |  |  |
| 9. cred2 |  |  |  |  |  |  |  |  |  |  |
| 10. cred3 |  |  |  |  |  |  |  |  |  |  |
| 11. consist1 |  |  |  |  |  |  |  |  |  |  |
| 12. certcons1 |  |  |  |  |  |  |  |  |  |  |
| 13. consist2 |  |  |  |  |  |  |  |  |  |  |
| 14. certcons2 |  |  |  |  |  |  |  |  |  |  |
| 15. surprise1 | 3.58 |  |  |  |  |  |  |  |  |  |
| 16. surprise2 | 2.74 | 3.66 |  |  |  |  |  |  |  |  |
| 17. AQ1 | 0.18 | 0.08 | 3.08 |  |  |  |  |  |  |  |
| 18. AQ2 | 0.33 | 0.23 | 2.60 | 3.12 |  |  |  |  |  |  |
| 19.compell | 0.50 | 0.73 | 0.90 | 1.18 | 1.49 |  |  |  |  |  |
| 20. amntinfo | 0.53 | 0.40 | 0.83 | 0.82 | 0.62 | 1.19 |  |  |  |  |
| 21. att1 | 0.07 | 0.29 | 1.14 | 1.02 | 0.79 | 0.84 | 2.92 |  |  |  |
| 22. att2 | 0.28 | 0.12 | 0.98 | 1.05 | 0.84 | 0.86 | 2.15 | 2.65 |  |  |
| 23. att3 | 0.31 | 0.58 | 0.92 | 0.87 | 0.87 | 0.68 | 1.98 | 1.53 | 2.05 |  |
| 24. Bias Manip | 0.07 | 0.00 | 0.08 | 0.03 | 0.20 | 0.20 | 0.21 | 0.33 | 0.15 | 1.01 |

Study 4 Means, Standard Deviations, and Covariances Continued

# Study 5 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 1. bias1 | 6.01 | 1.75 | 3.06 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.05 | 1.91 | 2.60 | 3.65 |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 | 5.97 | 1.89 | 1.53 | 1.71 | 3.56 |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 | 6.15 | 1.85 | 2.49 | 3.05 | 1.74 | 3.41 |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 | 5.74 | 1.84 | 0.54 | -0.19 | -0.41 | -0.06 | 3.39 |  |  |  |  |  |  |  |  |  |
| 6. trust2 | 5.79 | 1.92 | 0.41 | -0.06 | -0.37 | 0.04 | 3.00 | 3.69 |  |  |  |  |  |  |  |  |
| 7. trust3 | 6.06 | 1.82 | 0.47 | 0.02 | 0.17 | 0.01 | 2.40 | 2.48 | 3.30 |  |  |  |  |  |  |  |
| 8. cred1 | 5.61 | 1.85 | 0.16 | -0.31 | -0.66 | -0.33 | 2.66 | 2.70 | 1.99 | 3.41 |  |  |  |  |  |  |
| 9. cred2 | 5.56 | 1.96 | 0.38 | -0.11 | -0.59 | -0.06 | 2.81 | 3.00 | 2.06 | 3.11 | 3.84 |  |  |  |  |  |
| 10. cred3 | 5.57 | 1.84 | 0.06 | -0.35 | -0.62 | -0.26 | 2.60 | 2.65 | 1.92 | 2.99 | 3.27 | 3.40 |  |  |  |  |
| 11. consist1 | 6.89 | 1.80 | 0.58 | 0.89 | 0.66 | 0.65 | 0.18 | 0.17 | 0.21 | 0.17 | 0.09 | -0.18 | 3.26 |  |  |  |
| 12. certcons1 | 6.10 | 2.00 | 0.90 | 1.58 | 1.06 | 1.25 | -0.10 | -0.30 | 0.03 | -0.12 | -0.22 | -0.28 | 2.33 | 3.99 |  |  |
| 13. consist2 | 6.55 | 1.90 | 0.27 | 0.63 | 1.46 | 0.53 | -0.25 | -0.18 | 0.05 | -0.36 | -0.34 | -0.56 | 1.65 | 1.28 | 3.61 |  |
| 14. certcons2 | 6.04 | 2.07 | 1.00 | 1.60 | 1.28 | 1.17 | -0.48 | -0.78 | -0.17 | -0.37 | -0.52 | -0.40 | 1.93 | 3.19 | 1.28 | 4.28 |
| 15. surprise1 | 6.67 | 2.02 | 0.68 | 1.19 | 1.10 | 0.97 | -0.38 | -0.48 | -0.14 | -0.58 | -0.49 | -0.58 | 1.80 | 2.38 | 1.85 | 2.12 |
| 16. surprise2 | 6.65 | 2.00 | 0.75 | 1.37 | 1.21 | 1.13 | -0.56 | -0.49 | -0.26 | -0.71 | -0.65 | -0.74 | 1.76 | 2.21 | 2.00 | 1.92 |
| 17. AQ1 | 6.60 | 1.65 | 0.20 | 0.28 | 0.80 | 0.28 | 0.08 | 0.39 | 0.28 | 0.16 | 0.45 | 0.22 | 0.31 | 0.34 | 0.20 | 0.06 |
| 18. AQ2 | 6.44 | 1.57 | 0.19 | 0.05 | 0.55 | 0.12 | 0.31 | 0.39 | 0.40 | 0.38 | 0.54 | 0.44 | 0.31 | 0.31 | 0.07 | 0.02 |
| 19.compell | 5.39 | 1.25 | 0.23 | 0.22 | 0.55 | 0.30 | 0.08 | 0.24 | 0.13 | -0.01 | 0.05 | 0.04 | 0.52 | 0.61 | 0.28 | 0.37 |
| 20. amntinfo | 5.12 | 1.12 | 0.31 | 0.37 | 0.17 | 0.35 | 0.14 | 0.08 | -0.19 | 0.25 | 0.19 | 0.22 | 0.47 | 0.70 | 0.44 | 0.49 |
| 21. att1 | 6.96 | 1.80 | 0.16 | 0.23 | 0.59 | 0.41 | -0.30 | -0.30 | -0.03 | -0.43 | -0.28 | -0.29 | 0.40 | 0.79 | 0.29 | 0.78 |
| 22. att2 | 7.07 | 1.77 | -0.04 | 0.08 | 0.43 | 0.24 | -0.21 | -0.09 | 0.13 | -0.33 | -0.13 | -0.10 | 0.48 | 0.56 | 0.40 | 0.53 |
| 23. att3 | 7.12 | 1.81 | 0.07 | 0.13 | 0.54 | 0.29 | -0.12 | 0.03 | 0.29 | -0.26 | -0.06 | -0.15 | 0.52 | 0.62 | 0.43 | 0.50 |
| 24. Bias Manip |  |  | 0.30 | 0.66 | 0.63 | 0.50 | -0.49 | -0.48 | -0.32 | -0.69 | -0.68 | -0.68 | 0.27 | 0.35 | 0.28 | 0.41 |

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 1. bias1 |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 |  |  |  |  |  |  |  |  |  |  |
| 6. trust2 |  |  |  |  |  |  |  |  |  |  |
| 7. trust3 |  |  |  |  |  |  |  |  |  |  |
| 8. cred1 |  |  |  |  |  |  |  |  |  |  |
| 9. cred2 |  |  |  |  |  |  |  |  |  |  |
| 10. cred3 |  |  |  |  |  |  |  |  |  |  |
| 11. consist1 |  |  |  |  |  |  |  |  |  |  |
| 12. certcons1 |  |  |  |  |  |  |  |  |  |  |
| 13. consist2 |  |  |  |  |  |  |  |  |  |  |
| 14. certcons2 |  |  |  |  |  |  |  |  |  |  |
| 15. surprise1 | 4.07 |  |  |  |  |  |  |  |  |  |
| 16. surprise2 | 3.65 | 3.99 |  |  |  |  |  |  |  |  |
| 17. AQ1 | 0.58 | 0.51 | 2.71 |  |  |  |  |  |  |  |
| 18. AQ2 | 0.49 | 0.38 | 2.13 | 2.46 |  |  |  |  |  |  |
| 19.compell | 0.77 | 0.93 | 1.12 | 1.09 | 1.57 |  |  |  |  |  |
| 20. amntinfo | 0.92 | 0.84 | 0.37 | 0.48 | 0.73 | 1.26 |  |  |  |  |
| 21. att1 | 0.83 | 0.89 | 1.24 | 1.31 | 0.89 | 0.65 | 3.23 |  |  |  |
| 22. att2 | 0.71 | 0.87 | 1.39 | 1.41 | 0.90 | 0.48 | 2.89 | 3.12 |  |  |
| 23. att3 | 0.81 | 0.95 | 1.56 | 1.51 | 0.96 | 0.54 | 2.76 | 2.94 | 3.28 |  |
| 24. Bias Manip | 0.26 | 0.35 | 0.16 | 0.06 | 0.04 | 0.07 | 0.08 | 0.02 | 0.12 | 1.01 |

Study 5 Means, Standard Deviations, and Covariances Continued

# Study 6 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 1. bias1 | 6.33 | 1.95 | 3.82 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.27 | 1.84 | 2.56 | 3.37 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 | 6.18 | 1.88 | 2.56 | 2.92 | 3.55 |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 | 6.28 | 1.95 | 2.64 | 3.08 | 3.38 | 3.79 |  |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 | 5.81 | 1.76 | -0.33 | -0.94 | -0.96 | -1.05 | 3.09 |  |  |  |  |  |  |  |  |  |  |
| 6. trust2 | 5.95 | 1.66 | -0.31 | -0.54 | -0.59 | -0.72 | 2.14 | 2.76 |  |  |  |  |  |  |  |  |  |
| 7. trust3 | 6.04 | 1.77 | -0.39 | -0.90 | -0.84 | -0.95 | 2.55 | 2.18 | 3.15 |  |  |  |  |  |  |  |  |
| 8. trust4 | 6.01 | 1.79 | -0.36 | -0.88 | -0.98 | -0.99 | 2.59 | 2.07 | 2.80 | 3.19 |  |  |  |  |  |  |  |
| 9. expert1 | 5.86 | 1.80 | 0.62 | 0.63 | 0.47 | 0.67 | 0.98 | 0.97 | 0.80 | 0.89 | 3.25 |  |  |  |  |  |  |
| 10. expert2 | 6.21 | 1.72 | 0.68 | 0.40 | 0.28 | 0.45 | 1.46 | 1.07 | 1.15 | 1.28 | 2.39 | 2.98 |  |  |  |  |  |
| 11. expert3 | 6.37 | 1.59 | 0.38 | 0.28 | 0.17 | 0.31 | 1.15 | 1.12 | 0.97 | 1.01 | 2.29 | 2.25 | 2.53 |  |  |  |  |
| 12. expert4 | 6.04 | 1.78 | 0.63 | 0.58 | 0.44 | 0.63 | 0.96 | 1.02 | 0.80 | 0.90 | 2.75 | 2.39 | 2.32 | 3.19 |  |  |  |
| 13. cred1 | 5.64 | 1.70 | -0.17 | -0.79 | -0.80 | -0.84 | 2.12 | 1.65 | 1.87 | 2.02 | 1.50 | 1.70 | 1.55 | 1.50 | 2.88 |  |  |
| 14. cred2 | 5.79 | 1.77 | 0.03 | -0.39 | -0.52 | -0.43 | 1.80 | 1.49 | 1.58 | 1.68 | 1.96 | 1.97 | 1.90 | 2.02 | 2.36 | 3.14 |  |
| 15. cred3 | 5.72 | 1.78 | -0.37 | -0.65 | -0.76 | -0.69 | 1.79 | 1.34 | 1.68 | 1.79 | 2.04 | 1.73 | 1.81 | 1.98 | 2.27 | 2.58 | 3.18 |
| 16. consist1 | 7.41 | 1.60 | 0.88 | 0.68 | 0.75 | 0.66 | 0.61 | 0.47 | 0.70 | 0.72 | 0.65 | 1.11 | 0.79 | 0.69 | 0.69 | 0.57 | 0.49 |
| 17. certcons1 | 6.95 | 1.68 | 0.50 | 0.52 | 0.86 | 0.75 | 0.47 | 0.40 | 0.49 | 0.37 | 0.74 | 0.91 | 0.84 | 0.75 | 0.45 | 0.49 | 0.51 |
| 18. consist2 | 7.39 | 1.70 | 1.05 | 0.76 | 0.96 | 0.89 | 0.24 | 0.39 | 0.49 | 0.39 | 0.79 | 0.94 | 0.86 | 0.79 | 0.34 | 0.56 | 0.52 |
| 19. certcons2 | 6.95 | 1.78 | 0.96 | 0.79 | 0.91 | 0.95 | 0.45 | 0.19 | 0.53 | 0.36 | 0.86 | 1.31 | 0.90 | 0.86 | 0.49 | 0.54 | 0.44 |
| 20. surprise1 | 7.30 | 1.83 | 0.88 | 0.81 | 0.97 | 0.95 | 0.21 | 0.19 | 0.29 | 0.22 | 0.63 | 0.89 | 0.77 | 0.63 | 0.51 | 0.56 | 0.36 |
| 21. surprise2 | 7.18 | 1.91 | 0.75 | 0.93 | 1.02 | 1.07 | 0.07 | 0.38 | 0.19 | 0.02 | 0.76 | 0.75 | 0.91 | 0.87 | 0.29 | 0.54 | 0.37 |
| 22. AQ1 | 6.47 | 1.74 | 0.85 | 0.56 | 0.68 | 0.68 | 0.51 | 0.49 | 0.54 | 0.41 | 0.88 | 0.98 | 0.90 | 0.96 | 0.80 | 1.19 | 0.76 |
| 23. AQ2 | 6.41 | 1.79 | 0.90 | 0.72 | 0.80 | 0.80 | 0.56 | 0.52 | 0.60 | 0.52 | 0.83 | 1.12 | 0.90 | 1.11 | 0.84 | 1.18 | 0.78 |
| 24.compell | 5.45 | 1.49 | 0.66 | 0.52 | 0.56 | 0.57 | 0.69 | 0.49 | 0.61 | 0.60 | 0.81 | 1.07 | 0.79 | 0.78 | 0.71 | 0.96 | 0.61 |
| 25. amntinfo | 5.26 | 1.36 | 0.48 | 0.39 | 0.44 | 0.41 | 0.46 | 0.25 | 0.50 | 0.41 | 0.38 | 0.64 | 0.52 | 0.46 | 0.57 | 0.73 | 0.35 |
| 26. att1 | 5.24 | 2.46 | 0.76 | 1.14 | 1.28 | 1.08 | -1.03 | -0.76 | -1.16 | -1.12 | -0.68 | -0.55 | -0.60 | -0.43 | -1.19 | -0.91 | -1.47 |
| 27. att2 | 5.25 | 2.49 | 0.82 | 1.09 | 1.24 | 1.09 | -1.18 | -0.85 | -1.28 | -1.23 | -0.72 | -0.71 | -0.62 | -0.45 | -1.24 | -1.12 | -1.56 |
| 28. att3 | 5.06 | 2.37 | 0.73 | 1.05 | 1.28 | 1.14 | -1.25 | -0.88 | -1.31 | -1.38 | -0.58 | -0.84 | -0.74 | -0.48 | -1.38 | -1.12 | -1.52 |
| 29. preatt1 | 4.03 | 1.74 | -0.47 | -0.64 | -0.73 | -0.60 | 0.77 | 0.52 | 0.76 | 0.86 | 0.60 | 0.40 | 0.39 | 0.39 | 1.00 | 0.76 | 1.10 |
| 30. preatt2 | 3.99 | 1.78 | -0.47 | -0.59 | -0.64 | -0.54 | 0.87 | 0.62 | 0.83 | 0.90 | 0.63 | 0.60 | 0.56 | 0.49 | 1.18 | 0.87 | 1.18 |
| 31. Bias Manip |  |  | 0.63 | 0.61 | 0.59 | 0.66 | -0.02 | 0.01 | -0.13 | -0.03 | 0.85 | 0.72 | 0.62 | 0.88 | 0.31 | 0.44 | 0.42 |

Study 6 Means, Standard Deviations, and Covariances Continued

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 |
| 1. bias1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6. trust2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7. trust3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8. trust4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 9. expert1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 10. expert2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11. expert3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 12. expert4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 13. cred1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 14. cred2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 15. cred3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 16. consist1 | 2.58 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 17. certcons1 | 1.76 | 2.83 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 18. consist2 | 1.82 | 1.72 | 2.90 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 19. certcons2 | 1.78 | 2.07 | 2.06 | 3.19 |  |  |  |  |  |  |  |  |  |  |  |  |
| 20. surprise1 | 2.02 | 1.68 | 2.05 | 1.83 | 3.34 |  |  |  |  |  |  |  |  |  |  |  |
| 21. surprise2 | 1.81 | 1.74 | 2.08 | 1.72 | 2.85 | 3.63 |  |  |  |  |  |  |  |  |  |  |
| 22. AQ1 | 0.75 | 0.86 | 1.04 | 0.82 | 1.09 | 0.94 | 3.02 |  |  |  |  |  |  |  |  |  |
| 23. AQ2 | 0.93 | 1.01 | 1.19 | 1.07 | 1.32 | 1.18 | 2.65 | 3.20 |  |  |  |  |  |  |  |  |
| 24.compell | 0.95 | 0.95 | 1.01 | 1.03 | 1.26 | 1.00 | 1.64 | 1.80 | 2.21 |  |  |  |  |  |  |  |
| 25. amntinfo | 0.78 | 0.76 | 0.84 | 0.97 | 1.08 | 0.96 | 1.12 | 1.20 | 1.18 | 1.85 |  |  |  |  |  |  |
| 26. att1 | -0.07 | 0.05 | -0.15 | -0.04 | 0.43 | 0.10 | 0.75 | 0.74 | 0.57 | 0.26 | 6.07 |  |  |  |  |  |
| 27. att2 | 0.00 | 0.00 | -0.12 | -0.02 | 0.43 | 0.11 | 0.71 | 0.60 | 0.48 | 0.17 | 5.90 | 6.21 |  |  |  |  |
| 28. att3 | -0.23 | 0.13 | -0.13 | -0.10 | 0.44 | 0.23 | 0.60 | 0.56 | 0.41 | 0.14 | 5.46 | 5.52 | 5.64 |  |  |  |
| 29. preatt1 | 0.03 | -0.10 | 0.16 | -0.08 | -0.14 | -0.09 | -0.38 | -0.41 | -0.27 | -0.11 | -3.61 | -3.61 | -3.23 | 3.04 |  |  |
| 30. preatt2 | 0.21 | 0.15 | 0.31 | 0.12 | 0.04 | 0.16 | -0.23 | -0.24 | -0.12 | 0.03 | -3.58 | -3.55 | -3.26 | 2.85 | 3.18 |  |
| 31. Bias Manip | 0.30 | 0.32 | 0.36 | 0.55 | 0.25 | 0.27 | 0.25 | 0.28 | 0.22 | 0.14 | -0.04 | -0.07 | -0.10 | 0.00 | 0.07 | 1.00 |

# Study 6 Residuals

# – the order of the variables here matches the order of the variables as they are entered in the integrative analysis; residuals over 1 are higlighted

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | bias2 | bias1 | bias3 | bias4 | trust1 | trust3 | trust2 | trust4 | expert1 | expert2 | expert3 | expert4 | credible1 | credible2 | credible3 | surprise2 |
| bias2 | 0.00 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| bias1 | 0.19 | 0.00 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| bias3 | -0.03 | -0.02 | 0.00 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| bias4 | 0.00 | -0.06 | 0.01 | 0.00 |  |  |  |  |  |  |  |  |  |  |  |  |
| trust1 | -0.90 | -0.30 | -0.92 | -1.01 | 0.00 |  |  |  |  |  |  |  |  |  |  |  |
| trust3 | -0.86 | -0.36 | -0.79 | -0.91 | -0.05 | 0.00 |  |  |  |  |  |  |  |  |  |  |
| trust2 | -0.51 | -0.28 | -0.54 | -0.68 | 0.13 | 0.03 | 0.00 |  |  |  |  |  |  |  |  |  |
| trust4 | -0.84 | -0.33 | -0.93 | -0.95 | 0.00 | 0.02 | -0.09 | 0.00 |  |  |  |  |  |  |  |  |
| expert1 | 0.17 | 0.21 | -0.04 | 0.14 | 1.03 | 0.84 | 1.01 | 0.93 | 0.00 |  |  |  |  |  |  |  |
| expert2 | -0.03 | 0.30 | -0.18 | -0.04 | 1.49 | 1.19 | 1.11 | 1.31 | -0.04 | 0.00 |  |  |  |  |  |  |
| expert3 | -0.13 | 0.03 | -0.27 | -0.15 | 1.18 | 1.00 | 1.16 | 1.05 | -0.05 | 0.12 | 0.00 |  |  |  |  |  |
| expert4 | 0.11 | 0.22 | -0.07 | 0.09 | 1.00 | 0.85 | 1.06 | 0.94 | 0.06 | -0.06 | -0.03 | 0.00 |  |  |  |  |
| credible1 | -0.56 | 0.03 | -0.55 | -0.58 | 1.21 | 0.90 | 0.90 | 1.05 | 0.07 | 0.40 | 0.31 | 0.07 | 0.50 |  |  |  |
| credible2 | -0.14 | 0.25 | -0.24 | -0.14 | 0.80 | 0.52 | 0.66 | 0.62 | 0.40 | 0.55 | 0.53 | 0.45 | 0.54 | 0.60 |  |  |
| credible3 | -0.40 | -0.16 | -0.49 | -0.41 | 0.81 | 0.63 | 0.53 | 0.75 | 0.50 | 0.33 | 0.47 | 0.43 | 0.49 | 0.62 | 0.58 |  |
| surprise2 | -0.01 | -0.07 | 0.00 | 0.00 | -0.41 | -0.33 | -0.04 | -0.49 | 0.11 | 0.16 | 0.34 | 0.21 | -0.09 | 0.11 | -0.04 | -0.02 |
| consist1 | -0.24 | 0.07 | -0.25 | -0.39 | 0.14 | 0.19 | 0.08 | 0.22 | 0.01 | 0.52 | 0.23 | 0.05 | 0.31 | 0.15 | 0.08 | -0.07 |
| consist2 | -0.23 | 0.18 | -0.12 | -0.24 | -0.26 | -0.05 | -0.03 | -0.15 | 0.10 | 0.32 | 0.26 | 0.10 | -0.06 | 0.11 | 0.08 | 0.06 |
| certconsist1 | -0.31 | -0.23 | -0.06 | -0.21 | 0.04 | 0.03 | 0.06 | -0.09 | 0.16 | 0.38 | 0.33 | 0.16 | 0.10 | 0.11 | 0.14 | 0.03 |
| certconsist2 | -0.14 | 0.15 | -0.09 | -0.10 | -0.02 | 0.03 | -0.20 | -0.14 | 0.22 | 0.73 | 0.34 | 0.22 | 0.11 | 0.12 | 0.03 | -0.16 |
| surprise1 | -0.17 | 0.02 | -0.10 | -0.17 | -0.28 | -0.25 | -0.23 | -0.31 | -0.05 | 0.27 | 0.18 | -0.06 | 0.10 | 0.12 | -0.08 | -0.02 |
| AQ1 | 0.17 | 0.50 | 0.25 | 0.23 | 0.08 | 0.07 | 0.13 | -0.06 | 0.24 | 0.40 | 0.34 | 0.31 | 0.24 | 0.56 | 0.15 | -0.06 |
| AQ2 | 0.29 | 0.52 | 0.32 | 0.30 | 0.08 | 0.08 | 0.13 | 0.01 | 0.13 | 0.48 | 0.29 | 0.40 | 0.22 | 0.50 | 0.11 | 0.08 |
| compell | 0.11 | 0.30 | 0.12 | 0.11 | 0.24 | 0.13 | 0.11 | 0.12 | 0.15 | 0.46 | 0.21 | 0.12 | 0.13 | 0.31 | -0.02 | -0.04 |
| amntinfo | 0.10 | 0.22 | 0.12 | 0.08 | 0.14 | 0.15 | -0.01 | 0.07 | -0.09 | 0.21 | 0.11 | -0.01 | 0.15 | 0.27 | -0.09 | 0.23 |
| att1 | 1.08 | 0.70 | 1.21 | 1.01 | -1.09 | -1.22 | -0.83 | -1.18 | -0.76 | -0.62 | -0.67 | -0.51 | -1.26 | -0.99 | -1.55 | -0.05 |
| att2 | 1.03 | 0.77 | 1.17 | 1.03 | -1.23 | -1.34 | -0.91 | -1.29 | -0.81 | -0.79 | -0.69 | -0.54 | -1.31 | -1.20 | -1.64 | -0.03 |
| att3 | 0.99 | 0.69 | 1.22 | 1.07 | -1.30 | -1.36 | -0.94 | -1.43 | -0.66 | -0.91 | -0.81 | -0.56 | -1.45 | -1.19 | -1.59 | 0.10 |
| preatt1 | -0.64 | -0.47 | -0.72 | -0.60 | 0.77 | 0.75 | 0.52 | 0.86 | 0.60 | 0.40 | 0.38 | 0.39 | 0.99 | 0.76 | 1.10 | -0.09 |
| preatt2 | -0.59 | -0.47 | -0.63 | -0.54 | 0.87 | 0.82 | 0.62 | 0.90 | 0.62 | 0.59 | 0.56 | 0.49 | 1.17 | 0.87 | 1.17 | 0.16 |
| Biased | 0.04 | 0.13 | -0.04 | 0.00 | 0.04 | -0.07 | 0.07 | 0.03 | 0.03 | -0.02 | -0.10 | 0.06 | -0.04 | 0.06 | 0.05 | -0.05 |

Study 6 Residuals Continued

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | consist1 | consist2 | certconsist1 | certconsist2 | surprise1 | AQ1 | AQ2 | compell | amntinfo | att1 | att2 | att3 | preatt1 | preatt2 | Biased |
| bias2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| bias1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| bias3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| bias4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| trust1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| trust3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| trust2S4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| trust4S4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| expert1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| expert2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| expert3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| expert4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| credible1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| credible2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| credible3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| surprise2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| consist1 | -0.02 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| consist2 | -0.02 | -0.02 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| certconsist1 | 0.07 | -0.09 | -0.02 |  |  |  |  |  |  |  |  |  |  |  |  |
| certconsist2 | -0.08 | 0.08 | -0.02 | -0.02 |  |  |  |  |  |  |  |  |  |  |  |
| surprise1 | 0.05 | -0.05 | -0.11 | -0.14 | -0.02 |  |  |  |  |  |  |  |  |  |  |
| AQ1 | -0.24 | -0.02 | -0.04 | -0.16 | 0.04 | 0.04 |  |  |  |  |  |  |  |  |  |
| AQ2 | -0.15 | 0.03 | 0.03 | -0.01 | 0.18 | 0.05 | 0.05 |  |  |  |  |  |  |  |  |
| compell | -0.07 | -0.08 | 0.02 | 0.01 | 0.18 | 0.06 | 0.07 | 0.05 |  |  |  |  |  |  |  |
| amntinfo | 0.06 | 0.07 | 0.10 | 0.25 | 0.31 | 0.00 | -0.02 | 0.03 | 0.02 |  |  |  |  |  |  |
| att1 | -0.21 | -0.30 | -0.07 | -0.18 | 0.28 | 0.53 | 0.50 | 0.35 | 0.10 | 0.04 |  |  |  |  |  |
| att2 | -0.14 | -0.27 | -0.12 | -0.16 | 0.28 | 0.49 | 0.36 | 0.26 | 0.01 | 0.04 | 0.04 |  |  |  |  |
| att3 | -0.35 | -0.26 | 0.01 | -0.23 | 0.31 | 0.39 | 0.34 | 0.21 | -0.01 | 0.04 | 0.06 | 0.04 |  |  |  |
| preatt1 | 0.03 | 0.16 | -0.09 | -0.07 | -0.14 | -0.38 | -0.41 | -0.27 | -0.11 | -0.05 | -0.03 | 0.08 | 0.00 |  |  |
| preatt2 | 0.21 | 0.31 | 0.15 | 0.12 | 0.04 | -0.22 | -0.23 | -0.12 | 0.03 | -0.03 | -0.02 | 0.04 | 0.00 | 0.00 |  |
| Biased | -0.02 | 0.02 | 0.03 | 0.23 | -0.10 | 0.01 | 0.02 | -0.02 | -0.03 | -0.07 | -0.10 | 0.13 | 0.00 | 0.07 | 0.00 |

# Study 7 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 1. bias1 | 6.17 | 2.07 | 4.27 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.46 | 1.97 | 2.85 | 3.87 |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 | 6.68 | 1.96 | 2.09 | 2.28 | 3.85 |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 | 6.57 | 1.89 | 2.73 | 2.84 | 2.67 | 3.59 |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 | 4.61 | 2.26 | -0.46 | -0.84 | -1.86 | -1.12 | 5.09 |  |  |  |  |  |  |  |  |  |
| 6. trust2 | 4.48 | 2.31 | -0.54 | -0.81 | -1.96 | -1.12 | 4.62 | 5.34 |  |  |  |  |  |  |  |  |
| 7. trust3 | 5.01 | 2.28 | -0.42 | -0.64 | -1.58 | -0.74 | 3.82 | 3.97 | 5.20 |  |  |  |  |  |  |  |
| 8. trust4 | 4.82 | 2.36 | -0.60 | -0.92 | -1.86 | -1.25 | 4.49 | 4.72 | 4.27 | 5.58 |  |  |  |  |  |  |
| 9. cred1 | 4.34 | 2.33 | -0.76 | -1.14 | -2.14 | -1.27 | 4.40 | 4.57 | 3.63 | 4.43 | 5.42 |  |  |  |  |  |
| 10. cred2 | 4.14 | 2.30 | -0.80 | -1.15 | -2.15 | -1.33 | 4.28 | 4.46 | 3.61 | 4.32 | 4.86 | 5.31 |  |  |  |  |
| 11. cred3 | 4.21 | 2.36 | -0.77 | -1.26 | -2.18 | -1.36 | 4.28 | 4.44 | 3.71 | 4.39 | 4.96 | 5.10 | 5.58 |  |  |  |
| 12. consist1 | 7.10 | 1.74 | 1.05 | 0.84 | 0.78 | 0.77 | -0.11 | -0.07 | 0.02 | -0.04 | -0.26 | -0.37 | -0.42 | 3.02 |  |  |
| 13. certcons1 | 6.35 | 1.93 | 1.07 | 0.84 | 0.99 | 0.96 | -0.21 | -0.10 | 0.01 | -0.14 | -0.33 | -0.22 | -0.38 | 2.03 | 3.73 |  |
| 14. consist2 | 7.04 | 1.73 | 0.73 | 0.71 | 1.27 | 0.86 | -0.75 | -0.80 | -0.59 | -0.78 | -0.84 | -0.98 | -1.10 | 1.71 | 1.48 | 2.99 |
| 15. certcons2 | 6.38 | 1.87 | 0.76 | 0.61 | 1.05 | 0.86 | -0.21 | -0.07 | 0.00 | -0.15 | -0.23 | -0.19 | -0.32 | 1.75 | 2.74 | 1.65 |
| 16. surprise1 | 6.86 | 2.17 | 0.53 | 0.74 | 1.19 | 0.79 | -0.69 | -0.57 | -0.58 | -0.52 | -0.46 | -0.61 | -0.74 | 1.61 | 1.50 | 1.98 |
| 17. surprise2 | 6.88 | 2.16 | 0.65 | 0.89 | 1.32 | 0.99 | -0.85 | -0.65 | -0.49 | -0.75 | -0.67 | -0.71 | -0.90 | 1.44 | 1.54 | 1.94 |
| 18. AQ1 | 6.86 | 1.59 | 0.26 | 0.34 | 0.23 | 0.24 | 0.36 | 0.44 | 0.25 | 0.28 | 0.50 | 0.46 | 0.31 | 0.84 | 0.67 | 0.66 |
| 19. AQ2 | 6.86 | 1.60 | 0.41 | 0.44 | 0.34 | 0.37 | 0.21 | 0.32 | 0.15 | 0.12 | 0.46 | 0.37 | 0.27 | 0.69 | 0.65 | 0.48 |
| 20.compell | 6.92 | 1.58 | 0.63 | 0.61 | 0.68 | 0.53 | 0.07 | 0.05 | 0.15 | 0.05 | 0.06 | -0.04 | -0.13 | 0.92 | 0.82 | 0.86 |
| 21. amntinfo | 6.82 | 1.43 | 0.29 | 0.38 | 0.42 | 0.42 | 0.00 | 0.07 | -0.10 | -0.11 | 0.06 | 0.12 | -0.05 | 0.65 | 0.56 | 0.54 |
| 22. att1 | 7.28 | 1.72 | 0.31 | 0.35 | 0.60 | 0.39 | -0.02 | 0.05 | 0.00 | 0.16 | 0.22 | 0.03 | -0.18 | 0.95 | 0.66 | 0.83 |
| 23. att2 | 7.42 | 1.61 | 0.22 | 0.42 | 0.60 | 0.42 | -0.16 | 0.00 | 0.00 | 0.00 | 0.03 | -0.01 | -0.21 | 0.85 | 0.68 | 0.77 |
| 24. att3 | 7.54 | 1.51 | 0.24 | 0.39 | 0.55 | 0.40 | -0.16 | -0.04 | 0.03 | 0.10 | -0.01 | -0.05 | -0.21 | 0.79 | 0.68 | 0.65 |
| 25. Bias Manip |  |  | 0.48 | 0.42 | 0.59 | 0.49 | -0.27 | -0.19 | -0.13 | -0.22 | -0.28 | -0.18 | -0.18 | 0.16 | 0.35 | 0.24 |
| 26. Untrust Manip |  |  | 0.12 | 0.19 | 0.44 | 0.23 | -1.24 | -1.36 | -1.08 | -1.30 | -1.28 | -1.24 | -1.25 | 0.01 | -0.02 | 0.15 |
| 27. BxUT Manip |  |  | -0.07 | -0.13 | -0.16 | -0.08 | -0.07 | -0.09 | -0.13 | -0.09 | 0.05 | 0.08 | 0.08 | 0.01 | 0.04 | 0.05 |

Study 7 Means, Standard Deviations, and Covariances Continued

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 1. bias1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6. trust2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7. trust3 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8. trust4 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 9. cred1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 10. cred2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11. cred3 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 12. consist1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 13. certcons1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 14. consist2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 15. certcons2 | 3.48 |  |  |  |  |  |  |  |  |  |  |  |  |
| 16. surprise1 | 1.51 | 4.71 |  |  |  |  |  |  |  |  |  |  |  |
| 17. surprise2 | 1.52 | 4.02 | 4.67 |  |  |  |  |  |  |  |  |  |  |
| 18. AQ1 | 0.72 | 1.03 | 0.84 | 2.52 |  |  |  |  |  |  |  |  |  |
| 19. AQ2 | 0.69 | 1.05 | 0.97 | 2.03 | 2.58 |  |  |  |  |  |  |  |  |
| 20.compell | 0.81 | 1.13 | 1.06 | 1.42 | 1.50 | 2.49 |  |  |  |  |  |  |  |
| 21. amntinfo | 0.60 | 0.82 | 0.72 | 1.19 | 1.16 | 1.13 | 2.04 |  |  |  |  |  |  |
| 22. att1 | 0.70 | 1.27 | 1.04 | 1.46 | 1.55 | 1.55 | 1.05 | 2.97 |  |  |  |  |  |
| 23. att2 | 0.66 | 1.21 | 1.11 | 1.34 | 1.37 | 1.41 | 1.07 | 2.36 | 2.58 |  |  |  |  |
| 24. att3 | 0.61 | 0.96 | 0.95 | 1.10 | 1.14 | 1.25 | 0.95 | 2.19 | 2.15 | 2.29 |  |  |  |
| 25. Bias Manip | 0.35 | 0.23 | 0.29 | -0.02 | 0.03 | 0.04 | 0.02 | -0.09 | -0.06 | -0.02 | 1.00 |  |  |
| 26. Untrust Manip | 0.07 | 0.09 | 0.13 | -0.13 | 0.00 | -0.01 | 0.00 | 0.02 | 0.01 | 0.03 | 0.01 | 1.00 |  |
| 27. BxUT Manip | 0.09 | 0.04 | 0.09 | 0.04 | 0.03 | 0.04 | -0.04 | -0.04 | -0.01 | -0.02 | 0.01 | 0.01 | 1.00 |

# Study S1 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 1. bias1 | 5.88 | 2.35 | 5.53 |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.08 | 2.39 | 4.66 | 5.69 |  |  |  |  |  |  |  |  |  |  |  |
| 3. trust1 | 4.71 | 2.65 | -1.02 | -1.55 | 7.00 |  |  |  |  |  |  |  |  |  |  |
| 4. trust2 | 4.58 | 2.59 | -1.11 | -1.47 | 6.38 | 6.72 |  |  |  |  |  |  |  |  |  |
| 5. consist1 | 6.58 | 2.12 | 1.55 | 1.03 | 0.69 | 0.47 | 4.50 |  |  |  |  |  |  |  |  |
| 6. certcons1 | 6.63 | 2.03 | 1.92 | 1.82 | -0.64 | -0.66 | 2.23 | 4.14 |  |  |  |  |  |  |  |
| 7. consist2 | 6.75 | 2.16 | 0.87 | 0.95 | -1.10 | -1.11 | 1.67 | 1.86 | 4.68 |  |  |  |  |  |  |
| 8. certcons2 | 5.12 | 2.62 | -0.01 | -0.06 | 2.62 | 2.40 | 1.75 | 1.36 | -0.24 | 6.86 |  |  |  |  |  |
| 9. surprise1 | 6.34 | 2.50 | 1.60 | 1.98 | -0.98 | -1.00 | 2.52 | 2.36 | 2.69 | 0.50 | 6.24 |  |  |  |  |
| 10. surprise2 | 6.37 | 2.50 | 1.46 | 2.28 | -1.14 | -1.18 | 2.31 | 2.41 | 2.43 | 0.69 | 5.45 | 6.23 |  |  |  |
| 11. Bias Manip |  |  | 1.05 | 0.96 | -0.35 | -0.50 | 0.21 | 0.58 | 0.28 | -0.53 | 0.48 | 0.68 | 1.01 |  |  |
| 12. Untrust Manip |  |  | 0.02 | 0.39 | -1.94 | -1.81 | -0.36 | 0.11 | 0.19 | -1.04 | 0.16 | 0.29 | 0.00 | 1.01 |  |
| 13. BxUT |  |  | -0.20 | -0.15 | 0.31 | 0.29 | 0.13 | 0.14 | 0.17 | -1.01 | 0.31 | 0.24 | 0.00 | 0.03 | 1.01 |

# Study S2 Means, Standard Deviations, and Covariances

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *M* | *SD* | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 1. bias1 | 6.23 | 1.99 | 1.01 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2. bias2 | 6.07 | 2.01 | 0.70 | 3.95 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3. bias3 | 6.19 | 2.02 | 0.63 | 3.40 | 4.05 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4. bias4 | 6.16 | 1.99 | 0.56 | 3.48 | 3.46 | 4.07 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5. trust1 | 5.76 | 1.87 | 0.56 | 3.41 | 3.33 | 3.70 | 3.96 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6. trust2 | 5.86 | 1.97 | 0.15 | -1.14 | -0.91 | -1.16 | -1.40 | 3.50 |  |  |  |  |  |  |  |  |  |  |  |  |
| 7. trust3 | 6.02 | 1.88 | 0.13 | -0.99 | -0.72 | -0.84 | -1.05 | 3.31 | 3.89 |  |  |  |  |  |  |  |  |  |  |  |
| 8. trust4 | 5.95 | 1.93 | 0.18 | -0.84 | -0.45 | -0.82 | -0.96 | 2.97 | 3.19 | 3.54 |  |  |  |  |  |  |  |  |  |  |
| 9. cred1 | 5.30 | 1.83 | 0.19 | -1.08 | -0.80 | -1.18 | -1.30 | 3.29 | 3.37 | 3.26 | 3.73 |  |  |  |  |  |  |  |  |  |
| 10. cred2 | 5.39 | 1.90 | -0.01 | -1.21 | -0.91 | -1.33 | -1.67 | 2.45 | 2.25 | 2.49 | 2.58 | 3.35 |  |  |  |  |  |  |  |  |
| 11. cred3 | 5.56 | 1.82 | 0.31 | -0.68 | -0.36 | -0.87 | -1.17 | 2.39 | 2.34 | 2.45 | 2.62 | 2.84 | 3.61 |  |  |  |  |  |  |  |
| 12. consist1 | 7.40 | 1.65 | 0.28 | -0.79 | -0.38 | -0.78 | -1.18 | 2.24 | 2.03 | 2.29 | 2.35 | 2.68 | 3.10 | 3.30 |  |  |  |  |  |  |
| 13. certcons1 | 6.92 | 1.63 | 0.27 | 0.77 | 0.76 | 0.47 | 0.38 | 1.30 | 1.41 | 1.17 | 1.14 | 0.51 | 0.74 | 0.45 | 2.72 |  |  |  |  |  |
| 14. consist2 | 7.09 | 1.91 | 0.03 | 0.60 | 0.87 | 0.65 | 0.51 | 0.49 | 0.88 | 0.55 | 0.51 | 0.24 | 0.20 | -0.02 | 1.34 | 2.67 |  |  |  |  |
| 15. certcons2 | 6.70 | 1.88 | 0.44 | 0.86 | 1.14 | 0.83 | 0.74 | 0.99 | 1.09 | 1.13 | 0.83 | 0.33 | 0.47 | 0.43 | 1.85 | 1.70 | 3.64 |  |  |  |
| 16. surprise1 | 7.12 | 2.10 | 0.42 | 1.17 | 1.43 | 1.02 | 1.05 | 0.40 | 0.56 | 0.51 | 0.40 | -0.09 | -0.06 | -0.20 | 1.79 | 1.74 | 2.67 | 3.53 |  |  |
| 17. surprise2 | 7.00 | 2.23 | 0.26 | 1.10 | 1.32 | 0.93 | 0.95 | 0.17 | 0.26 | 0.52 | 0.21 | -0.37 | -0.27 | -0.24 | 1.50 | 1.48 | 2.30 | 1.88 | 4.39 |  |
| 18. Bias Manip |  |  | 0.49 | 1.38 | 1.73 | 1.22 | 1.18 | 0.17 | 0.16 | 0.43 | 0.18 | -0.25 | -0.07 | -0.02 | 1.41 | 1.42 | 2.61 | 2.24 | 3.95 | 4.97 |

# Studies 1 and 2 Exact Materials

**Instructions**

In this study, we are interested in your impressions of news sources and the information they print.

In particular, we will be asking you to form an impression of APL News, a Canadian media website

APL News is particularly known for a series of articles they wrote **detailing the potential downsides of a proposed university service program** that Canada is considering implementing. The university service program would allow college students to work for their university part time in order to receive reduced tuition.

The university service program has become a heated political issue in Canada with one political party supporting it and the other opposing it.

On the next screen, we will give you some information about a news rating agency that provided ratings of the quality of APL News, the website that posted articles about the potential downsides of the Canadian university service program.

MediaReports, an independent, objective agency is concerned about ensuring that people get their news from reputable sources.

As such, MediaReports rates media sources on two dimensions:

1. **Objective versus Biased**:

How objective versus ideologically biased they are

News organizations are rated on the following scale:

 -5 (very biased) to 5 (very objective)

And

**2. Truthful versus Untruthful:**  
How honest (committed to reporting facts) versus dishonest (willing to report false information)

News organizations are rated on the following scale:

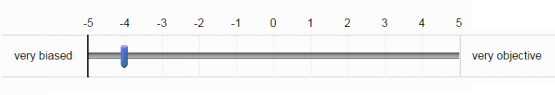
 -5 (very untruthful) to 5 (very truthful)

On the next screen, you will receive information about how MediaReports rated APL News, the website that published articles highlighting the downsides of the university service program.

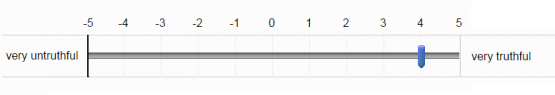
**High Bias High Trustworthiness Condition**

Media Reports rated APL News in the following manner:

**Objective versus Biased: -4 (very biased)**



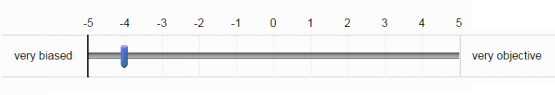
**Truthful versus Untruthful: 4 (very truthful)**

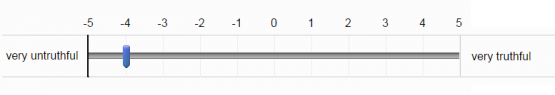


**Summary:** APL News Reporters are highly committed to reporting the truth, but they can only see the world through their ideological lens.

**High Bias Low Trustworthiness Condition**

Media Reports rated APL News in the following manner:

**Objective versus Biased: -4 (very biased)**   


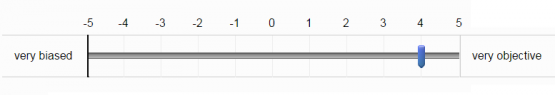
**Truthful versus Untruthful: -4 (very untruthful)**  


**Summary:**APL Newshas reporters who can only view the world through their ideological lens. On previous occasions, APL News has reported information that they knew was false.

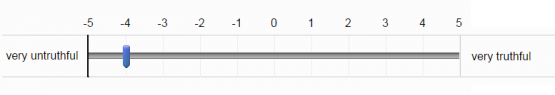
**Low Trustworthiness Low Bias Condition**

Media Reports rated APL News in the following manner:

**Objective versus Biased: 4 (very objective)**



**Truthful versus Untruthful: -4 (very untruthful)**

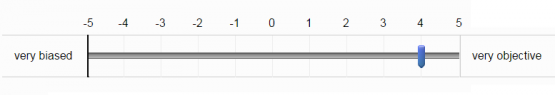


**Summary:**APL News has no identifiable political leaning. Sometimes they take liberal positions; sometimes they take conservative positions. On previous occasions, APL News has reported information that they knew was false.

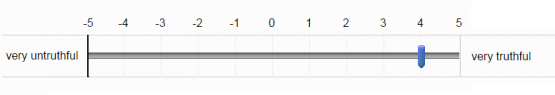
**Low Bias High Trustworthiness Condition**

Media Reports rated APL News in the following manner:

**Objective versus Biased: 4 (very objective)**



**Truthful versus Untruthful: 4 (very truthful)**



**Summary:** APL News has no identifiable political leaning. Sometimes they take liberal positions; sometimes they take conservative positions. APL News has reporters who are committing to reporting the truth.

*\*bias and trustworthiness items are counter balanced\**

**Bias**

* How much do you think APL News is ideologically driven? ( 1 – not at all ideologically driven, 9 – very ideologically driven)
* How much do you think the position APL News took on the university service program was motivated by their ideology? (1 – not at all motivated by their ideology, 9 – very much motivated by their ideology)

**Trustworthiness**

* How much do you see APL News as truthful? (1 – not at all truthful, 9 – very truthful)
* How much do you perceive APL News as honest? (1 – very dishonest, 9 – very honest)

**Surprise**

* If APL News were to publish an article about the university service program, to what extent do you think it would be consistent or inconsistent with their previous opposition to the university service program? (*1 = I would expect it to be inconsistent*, *5 = I would not know what to expect*, *9 = I would expect it to be consistent*)
* How certain are you in predicting the stance APL News would take toward the university service program in a future article? (*1 = not at all certain*, *9 = very certain*)
* If APL News were to publish an article about the university service program, to what extent do you think it would be positive or negative toward the university service program? (*1 = I would expect it to be positive*, *5 = I would not know what to expect*, *9 = I would expect it to be negative*)
* How certain are you in predicting whether APL News would take a positive or negative stance toward the university service program in a future article? (*1 = not at all certain*, *9 = very certain*)

APL News is now planning to publish an article titled, “Report suggests university service plan would yield many benefits.”

* To what extent are you surprised that APL News is publishing an article supporting the university service program? (*1 = not at all surprised*, *9 = very surprised*)
* How surprising do you find it that APL News is publishing positive information about the university service program? (*1 = not at all surprised*, *9 = very surprised*)

*Instructions*

APL News is trying out a new format on their website in which they have brief “flash” reports. These reports are less than 750 words and intended to give readers a quick summary of news.

This new format is intended to meet the needs of the modern reader, who wants to get their news online quickly.

We will show you the article that APL News is planning to publish about the university service program so that you can evaluate if it would be appropriate for this new “flash report” format.

Please skim this article as you would with a typical online news article. Because this format is targeted at readers on the go, there is no need to carefully read every word. Rather, we’d prefer that you imitate the typical experience of an online reader who quickly skims over information.

**Strong Message**

**Report suggests university service plan would yield many benefits**

Canada has been considering a “university service program.” In the proposed plan, students would work for the university part time in order to receive reduced tuition. The plan would have no impact on students choosing not to participate. In the university service plan, the period of work would depend on the length of time left in the student's course of study, with a maximum requirement of four years of "University Service." The Canadian Council on Higher Education recently published a report suggesting that university service programs, such as the one under consideration would yield a number of benefits. The report summarizes the results of three national pilot studies that were conducted comparing universities that had implemented a limited version of the program to those that had not implemented a university service program. The report outlined a number of benefits of the university service program. First, the opportunity for students to provide university services will ensure that a university education will remain affordable for the vast majority of students. Another "across the board" raise in tuition would make the price of a university education virtually prohibitive to a great number of students. Second, this provision for university service by students will allow universities to direct a greater portion of the university budget toward monetary incentives for research and teaching. Exceptional faculty, currently employed in the university system will be more likely to remain in their respective universities. Moreover, the funding will be available to recruit additional outstanding professors, researchers, and Nobel prize-winning laureates. There will also be improvements in the courses offered. With the additional money available, more teaching positions can be funded for both professors and graduate teaching associates. Therefore, more courses can be offered as well as a greater number of smaller classroom sessions and individualized instruction possibilities. With students performing university services, additional funds and personnel will be available to maintain and increase the quality of services provided by the library systems. More money can be spent on the acquisition of new books and journals. In addition, students providing library services will ensure that the libraries will be able to maintain and even extend current operating hours. Students working in university services will help to alleviate the huge monetary pressure placed on university budgets that are currently dedicated to maintaining the physical upkeep of the university. With students performing basic grounds keeping services such as landscaping, mowing, and painting, university campuses will remain beautiful and the money will become available for the fundamental purpose of the university: education. Finally, students' participation in university services will provide the opportunity for students to enhance their social life by meeting and getting to know other students with whom they otherwise would not have the opportunity to become friends. Universities are an environment in which diversity is encouraged. However, often one's experiences with people, especially early on, can be vastly limited to one's classes or one's dormitory floor. The university service program can provide the opportunity to widen one's experiences and one's circle of friends. Ultimately, this program can increase the quality of education in universities, and thus add to the positive reputation of each university, may enhance the desirability of a degree in the real world.

**Weak Message (only Study 2)**

**Recent report suggests university service plan would yield many benefits**

Canada has been considering a “university service program.” In the proposed plan, students would work for the university part time in order to receive reduced tuition. The plan would have no impact on students choosing not to participate. In the university service plan, the period of work would depend on the length of time left in the student's course of study, with a maximum requirement of four years of "University Service." The Canadian Council on Higher Education recently published a report suggesting that university service programs, such as the one under consideration would yield a number of benefits. The report summarizes the results of three national pilot studies that were conducted comparing universities that had implemented a limited version of the program to those that had not implemented a university service program. The report outlined a number of benefits of the university service program. First, enrollments at state-funded universities are sure to decrease because some students won't want to work extra hours. Therefore, universities will likely return to a size comparable to local community colleges. This will reduce the student load on many of the university facilities, parking lots, and paths. Tickets to athletic events should also be easier to acquire as a result of the decrease in enrollments. Second, students that choose to perform university services will have a substantial reduction in their amount of leisure time. This will help students to learn how to structure their remaining time to maximize the efficiency with which they study, work, and relax. This, of course, will be excellent training for when students graduate from university, become employed, and have families. They will have gained the experience of having to maximize the quality of their leisure time. In addition to learning how to maximize their leisure time, there will be much less time for students to spend partying, drinking, and frequenting bars. Therefore, there will be a reduction in the number of campus police and security officers necessary to keep student rowdiness under control. There will likely be a large reduction in the number of civil disturbance complaints, and fewer campus crimes. Students will also have less time to spend in the libraries and computer labs because they will be performing the university services. Therefore, it will be possible to reduce the numbers of hours these facilities must remain open and staffed. This will contribute to an increase in the savings of university money that can be put to alternative uses. With students performing university services, there will be a great deal more money with which to improve and beautify the campus environment. A greater proportion of the fiscal budget can be spent on materials such as paint for buildings, new machinery for mowing and landscaping, and planting shrubbery, flowers, and trees, in order to make each university an even more scenic and beautiful place to spend one’s university years. Finally, students working in university services will gain the experience of working in dining hall, janitorial, and clerical positions. Although these positions are not likely to contribute to work experience in students' chosen majors, the work experience might prove useful in obtaining other part-time jobs during their university years and for some time after graduation. Ultimately, this program can increase the quality of education in universities, and thus add to the positive reputation of each university, may enhance the desirability of a degree in the real world.

**Filler**

* To what extent do you think that the article that you just saw would be good for the new flash format that APL News wants to try? (1 – not at all, 9 – very much)

**Argument Quality**

* To what extent do you perceive that APL News provided good reasons for supporting the university service program? (1 – the reasons for opposing Jim Smith were very bad, the reasons for opposing Jim Smith were very good)
* To what extent did you find APL News’s reasons for supporting the university service program to be compelling? (1 – not at all compelling, 9 – very compelling)

**Attitudes**

* How much do you support the university service program? (1 – not at all, 9 – very much)
* How much is the university service program a good idea? (1 – not at all, 9 – very much)
* To what extent do you think that the university service program would be beneficial? (1 – not at all, 9 – very much)

Need for cognition was also measured

# Study 3 Exact Materials

\*Study 3 was identical to Studies 1 and 2 except that it included a measure of source credibility immediately after the bias and untrustworthiness measures. It also only included the strong argument version of the message\*

**Credibility**

How much do you see APL News as a credible source? (1 – very non-credible, 9 – very credible)

To what extent do you view APL News as a credible source of information on the university service program? (1 – very non-credible, 9 – very credible)

# Studies 4 and 5 Exact Materials

**Instructions**

In this study, we are interested in your impressions of news sources and the information they print.

In particular, we will be asking you to form an impression of APL News, a Canadian media website.

Imagine that you are having a conversation with a friend about APL News. Your friend shares that APL News is particularly known for a series of articles they wrote **detailing the potential downsides of a proposed university service program** that Canada is considering implementing. The university service program would allow college students to work for their university part time in order to receive reduced tuition.

The university service program has become a heated political issue in Canada with one political party supporting it and the other opposing it.

*\*for each condition, whether the bias or honesty information came first was counter-balanced\**

**Biased Condition**

As mentioned earlier, APL News has **previously opposed** the university service program.

Your friend shares two additional pieces of information about APL News:

APL News is biased in their reporting of the university service program.

APL News is also committed to being honest in their reporting of the university service program.

**Objective Condition**

As mentioned earlier, APL News has **previously opposed** the university service program.

Your friend shares two additional pieces of information about APL News:

APL News is objective in their reporting of the university service program.

APL News is also committed to being honest in their reporting of the university service program.

**Bias**

* How much do you think APL News is ideologically driven? ( 1 – not at all ideologically driven, 9 – very ideologically driven)
* How much do you think the position APL News took on the university service program was motivated by their ideology? (1 – not at all motivated by their ideology, 9 – very much motivated by their ideology)
* To what extent do you perceive APL News as politically biased in their perception of the university service program? (1 – not at all, 9 – very much)
* To what extent do you perceive that APL News's reporting reflects their ideological preferences? (1 – not at all, 9 – very much)

**Trustworthiness**

* How much do you see APL News as truthfully communicating the facts as they see them? (1 – not at all, very much)
* How much do you perceive APL News as committed to being honest? (1 – not at all, 9 – very much)
* To what extent do you perceive that APL News reporters try to convey the truth as they see it? (1 – not at all, 9 – very much)
* To what extent do you perceive that APL News reporters are willing to manipulate their readers? (1 – not at all, 9 – very much) (\*this item not used in analyses due to low correlation with other items\*)

**Credibility**

* How much do you see APL News as a credible source? (1 – very non-credible, 9 – very credible)
* To what extent do you view APL News as a credible source of information on the university service program? (1 – very non-credible, 9 – very credible)
* To what extent do you view APL News as a high quality source of information on the university service program? (1 – very low quality, 9 – very high quality)

**Surprise**

* You know that APL News has previously provided a message opposing the university service program.
* If APL News were to publish an article about Jim the university service program, to what extent do you think it would be consistent or inconsistent with their previous opposition to the university service program? (*1 = I would expect it to be inconsistent*, *5 = I would not know what to expect*, *9 = I would expect it to be consistent*)
* How certain are you in predicting the stance APL News would take toward the university service program in a future article? (*1 = not at all certain*, *9 = very certain*)
* If APL News were to publish an article about the university service program, to what extent do you think it would be positive or negative toward the university service program? (*1 = I would expect it to be positive*, *5 = I would not know what to expect*, *9 = I would expect it to be negative*)
* How certain are you in predicting whether APL News would take a positive or negative stance toward the university service program in a future article? (*1 = not at all certain*, *9 = very certain*)

APL News is now planning to publish an article about the election titled, “Report suggests university service plan would yield many benefits”

* To what extent are you surprised that APL News is publishing an article supporting the university service program? (*1 = not at all surprised*, *9 = very surprised*)
* How surprising do you find it that APL News is publishing positive information about the university service program? (*1 = not at all surprised*, *9 = very surprised*)

*Instructions*

APL News is trying out a new format on their website in which they have brief “flash” reports. These reports are less than 750 words and intended to give readers a quick summary of news.

This new format is intended to meet the needs of the modern reader, who wants to get their news online quickly.

We will show you a new article that APL News is planning to publish about the university service program so that you can evaluate if it would be appropriate for this new “flash report” format.

Please skim this article as you would with a typical online news article. Because this format is targeted at readers on the go, there is no need to carefully read every word. Rather, we’d prefer that you imitate the typical experience of an online reader who quickly skims over information.

As a reminder, APL News has previously opposed the university service program.

**Report suggests university service plan would yield many benefits**

Canada has been considering a “university service program.” In the proposed plan, students would work for the university part time in order to receive reduced tuition. The plan would have no impact on students choosing not to participate. In the university service plan, the period of work would depend on the length of time left in the student's course of study, with a maximum requirement of four years of "University Service." The Canadian Council on Higher Education recently published a report suggesting that university service programs, such as the one under consideration would yield a number of benefits. The report summarizes the results of three national pilot studies that were conducted comparing universities that had implemented a limited version of the program to those that had not implemented a university service program. The report outlined a number of benefits of the university service program. First, the opportunity for students to provide university services will ensure that a university education will remain affordable for the vast majority of students. Another "across the board" raise in tuition would make the price of a university education virtually prohibitive to a great number of students. Second, this provision for university service by students will allow universities to direct a greater portion of the university budget toward monetary incentives for research and teaching. Exceptional faculty, currently employed in the university system will be more likely to remain in their respective universities. Moreover, the funding will be available to recruit additional outstanding professors, researchers, and Nobel prize-winning laureates. There will also be improvements in the courses offered. With the additional money available, more teaching positions can be funded for both professors and graduate teaching associates. Therefore, more courses can be offered as well as a greater number of smaller classroom sessions and individualized instruction possibilities. With students performing university services, additional funds and personnel will be available to maintain and increase the quality of services provided by the library systems. More money can be spent on the acquisition of new books and journals. In addition, students providing library services will ensure that the libraries will be able to maintain and even extend current operating hours. Students working in university services will help to alleviate the huge monetary pressure placed on university budgets that are currently dedicated to maintaining the physical upkeep of the university. With students performing basic grounds keeping services such as landscaping, mowing, and painting, university campuses will remain beautiful and the money will become available for the fundamental purpose of the university: education. Finally, students' participation in university services will provide the opportunity for students to enhance their social life by meeting and getting to know other students with whom they otherwise would not have the opportunity to become friends. Universities are an environment in which diversity is encouraged. However, often one's experiences with people, especially early on, can be vastly limited to one's classes or one's dormitory floor. The university service program can provide the opportunity to widen one's experiences and one's circle of friends. Ultimately, this program can increase the quality of education in universities, and thus add to the positive reputation of each university, may enhance the desirability of a degree in the real world.

**Filler**

* To what extent do you think that the article that you just saw would be good for the new flash format that APL News wants to try? (1 – not at all, 9 – very much)

**Argument Quality**

* To what extent do you perceive that APL News provided good reasons for supporting the university service program? (1 – the reasons were very bad, the reasons were very good)
* To what extent did you find APL News’s reasons for supporting the university service program to be compelling? (1 – not at all compelling, 9 – very compelling)
* How compelling did the information supporting the university service program have to be in order for APL News to provide an article supporting the university service program? (1 – not at all compelling, 9 – very compelling)
* How much information in support of the university service program did APL News reporters have to learn in order to provide an article supporting the university service program? (1 – no information at all, 9 – an overwhelming amount of information)

**Attitudes**

* How much do you support the university service program? (1 – not at all, 9 – very much)
* How much is the university service program a good idea? (1 – not at all, 9 – very much)
* To what extent do you think that the university service program would be beneficial? (1 – not at all, 9 – very much)

# Study 6 Exact Materials

**Instructions**

In this study, we are interested in your impressions of news sources and the information they print.

In particular, we will be asking you to form an impression of John Myers who wrote an article for a local news website. On the next screen, you'll receive some additional information about John Myers

**Biased Condition**

John Myers is **a retired CEO of a nuclear power company,** who sometimes writes articles for a local news publication.

John Myers has written about a number of different topics in his reporting. Among these, last year, he wrote one article detailing the positives of building more nuclear power plants in Canada.

**Objective Condition**

John Myers is a **reporter for a local news publication**.

John Myers has written about a number of different topics in his reporting. Among these, last year, he wrote one article detailing the positives of building more nuclear power plants in Canada.

**Bias**

* How much would you see John Myers as biased in his opinion of nuclear power? (1 – not at all, 9 – very much)
* How much would you perceive the position John Myers took as motivated by a personal bias? (1 – not at all, 9 – very much)
* To what extent do you perceive that John Myers’s reporting reflects a bias? (1 – not at all, 9 – very much)
* To what extent do you perceive that John Myers’s opinion on nuclear power is driven by a bias? (1 – not at all, 9 – very much)

**Trustworthiness**

* How much do you see John Myers as trying to truthfully communicate information as he sees it? (1 – not at all, very much)
* How much do you perceive that John Myers tries to convey the truth as he sees it? (1 – not at all, 9 – very much)
* To what extent do you perceive that John Myers tries to honestly share his viewpoint? (1 – not at all, 9 – very much)
* To what extent does it seem like John Myers wants to be honest about his perspective? (1 – not at all, 9 – very much)

**Expertise**

* To what extent does it seem like John Myers is an expert on nuclear power in Canada? (1 – very inexpert, 9 – very expert)
* To what extent does it seem like John Myers is knowledgeable about nuclear power in Canada? (1 – very unknowledgeable, 9 – very knowledgeable)
* How much do you think John Myers knows about nuclear power in Canada? (1 – not at all, 9 – a lot)
* To what extent do you perceive that John Myers has expertise on nuclear power? (1 – not at all, 9 – very much)

**Credibility**

* How much do you see John Myers as a credible source? (1 – very non-credible, 9 – very credible)
* To what extent do you view John Myers as a credible source of information on nuclear power? (1 – very non-credible, 9 – very credible)
* To what extent do you view John Myers as a high quality source of information about nuclear power? (1 – very low quality, 9 – very high quality)

**Surprise**

* If John Myers were to publish another article about nuclear power, to what extent do you think it would be consistent or inconsistent with his previous support of nuclear power? (*1 = I would expect it to be inconsistent*, *5 = I would not know what to expect*, *9 = I would expect it to be consistent*)
* How certain are you in your expectations about the stance John Myers would take toward nuclear power? (*1 = not at all certain*, *9 = very certain*)
* If John Myers were to publish another article about nuclear power, to what extent do you think it would be positive or negative toward the nuclear power? (*1 = I would expect it to be negative*, *5 = I would not know what to expect*, *9 = I would expect it to be positive*)
* How certain are you in predicting whether APL News would take a positive or negative stance toward the university service program in a future article? (*1 = not at all certain*, *9 = very certain*)

John Myers is now planning to publish an article titled, “**Recent report suggests nuclear power is not the answer**”

* To what extent are you surprised that John Myers is publishing an article opposing nuclear power? (*1 = not at all surprised*, *9 = very surprised*)
* How surprising do you find it that John Myers is publishing negative information about nuclear power? (*1 = not at all surprised*, *9 = very surprised*)

**Argument Quality**

* To what extent do you think that John Myers would provide good reasons for opposing the building of more nuclear power plants in Canada? (1 – the reasons would be very bad, 9 - the reasons would be very good)
* To what extent do you think you would find John Myers’s reasons for opposing the building of more nuclear power plants to be compelling? (1 – not at all compelling, 9 – very compelling)
* How compelling did the information opposing building more nuclear power plants have to be in order for John Myers to provide an article opposing building more nuclear power plants in Canada? (1 – not at all compelling, 9 – very compelling)
* How much information in opposition to building nuclear power plants in Canada did John Myers have to learn in order to provide an article opposing the building of nuclear power plants in Canada? (1 – no information at all, 9 – an overwhelming amount of information)

**Attitudes**

* How much do you support building more nuclear power plants in Canada? (1 – not at all, 9 – very much)
* How much is building more nuclear power plants in Canada a good idea? (1 – not at all, 9 – very much)
* To what extent do you think that building more nuclear power plants in Canada would be beneficial? (1 – not at all, 9 – very much)

# Study 7 Exact Materials

In this study, we are interested in your impressions of news sources and the information they print.

In particular, we will be asking you to form an impression of APL News, a Canadian media website.

Imagine that you are having a conversation with a friend about APL News. Your friend shares that APL News is particularly known for a series of articles they wrote detailing the potential downsides of a proposed university service program that Canada is considering implementing. The university service program would allow college students to work for their university part time in order to receive reduced tuition.

The university service program has become a heated political issue in Canada with one political party supporting it and the other opposing it.

As mentioned earlier, APL News has previously opposed the university service program.

Your friend shares two additional pieces of information about APL News:

*[Participants will receive one of the following set of instructions, depending on assignment to condition. Whether the bias or dishonest information comes first will be counter-balanced]:*

**Biased Honest Condition**

APL News is known to be politically biased, and also honest in their reporting.

**Biased Dishonest Condition**

APL News is known to be politically biased, and also dishonest in their reporting.

**Objective Honest Condition**

APL News is known to be politically objective, and also honest in their reporting.

**Objective Dishonest Condition**

APL News is known to be politically objective, and also dishonest in their reporting.

*[The order of bias and untrustworthiness measures will be counter balanced]*

**Bias Measures**

1. How much do you think APL News is ideologically driven? (1 – not at all ideologically driven, 9 – very ideologically driven)

2. How much do you think the position APL News took on the university service program was motivated by their political ideology? (1 – not at all motivated by their political ideology, 9 – very much motivated by their political ideology)

3. To what extent do you perceive APL News as politically biased in their perception of the university service program? (1 – not at all, 9 – very much)

4. To what extent do you perceive that APL News's reporting reflects their ideological preferences? (1 – not at all, 9 – very much)

**Trustworthiness**

1. How much do you see APL News as truthfully communicating the facts as they see them? (1 – not at all, 9 - very much)

2. How much do you perceive APL News as committed to being honest? (1 – not at all, 9 – very much)

3. To what extent do you perceive that APL News reporters try to convey the truth as they see it? (1 – not at all, 9 – very much)

4. How much do you perceive that APL News wants to be honest? (1 – not at all, 9 – very much)

**Credibility**

1. How much do you see APL News as a credible source of information? (1 – very non-credible, 9 – very credible)

2. To what extent do you view APL News as a credible source of information on the university service program? (1 – very non-credible, 9 – very credible)

3. To what extent do you view APL News as a high quality source of information on the university service program? (1 – very low quality, 9 – very high quality)

**Surprise**

1. If APL News were to publish an article about the university service program, to what extent do you think it would be consistent or inconsistent with their previous opposition to the university service program? (1 - I would expect it to be inconsistent, 5 - I would not know what to expect, 9 - I would expect it to be consistent)

2. How certain are you in predicting the stance APL News would take toward the university service program in a future article? (1 - not at all certain, 9 - very certain)

3. If APL News were to publish an article about the university service program, to what extent do you think it would be positive or negative toward the university service program? (1 - I would expect it to be positive, 5 - I would not know what to expect, 9 - I would expect it to be negative)

4. How certain are you in predicting whether APL News would take a positive or negative stance toward the university service program in a future article? (1 - not at all certain, 9 - very certain)

APL News is now planning to publish an article about the election titled, “Report suggests university service plan would yield many benefits”

5. To what extent are you surprised that APL News is publishing an article supporting the university service program? (1 - not at all surprised, 9 - very surprised)

6. How surprising do you find it that APL News is publishing positive information about the university service program? (1 - not at all surprised, 9 - very surprised)

**Message**

*Pre-message instructions:*

APL News is trying out a new format on their website in which they have brief “flash” reports. These reports are less than 750 words and intended to give readers a quick summary of news.

This new format is intended to meet the needs of the modern reader, who wants to get their news online quickly.

We will show you a new article that APL News is planning to publish about the university service program so that you can evaluate if it would be appropriate for this new “flash report” format.

Please skim this article as you would with a typical online news article. Because this format is targeted at readers on the go, there is no need to carefully read every word. Rather, we’d prefer that you imitate the typical experience of an online reader who quickly skims over information.

As a reminder, APL News has previously opposed the university service program.

*Message:*

**Report suggests university service plan would yield many benefits**

Canada has been considering a “university service program.” In the proposed plan, students would work for the university part time in order to receive reduced tuition. The plan would have no impact on students choosing not to participate. In the university service plan, the period of work would depend on the length of time left in the student's course of study, with a maximum requirement of four years of "University Service." The Canadian Council on Higher Education recently published a report suggesting that university service programs, such as the one under consideration would yield a number of benefits. The report summarizes the results of three national pilot studies that were conducted comparing universities that had implemented a limited version of the program to those that had not implemented a university service program. The report outlined a number of benefits of the university service program. First, the opportunity for students to provide university services will ensure that a university education will remain affordable for the vast majority of students. Another "across the board" raise in tuition would make the price of a university education virtually prohibitive to a great number of students. Second, this provision for university service by students will allow universities to direct a greater portion of the university budget toward monetary incentives for research and teaching. Exceptional faculty, currently employed in the university system will be more likely to remain in their respective universities. Moreover, the funding will be available to recruit additional outstanding professors, researchers, and Nobel prize-winning laureates. There will also be improvements in the courses offered. With the additional money available, more teaching positions can be funded for both professors and graduate teaching associates. Therefore, more courses can be offered as well as a greater number of smaller classroom sessions and individualized instruction possibilities. With students performing university services, additional funds and personnel will be available to maintain and increase the quality of services provided by the library systems. More money can be spent on the acquisition of new books and journals. In addition, students providing library services will ensure that the libraries will be able to maintain and even extend current operating hours. Students working in university services will help to alleviate the huge monetary pressure placed on university budgets that are currently dedicated to maintaining the physical upkeep of the university. With students performing basic grounds keeping services such as landscaping, mowing, and painting, university campuses will remain beautiful and the money will become available for the fundamental purpose of the university: education. Finally, students' participation in university services will provide the opportunity for students to enhance their social life by meeting and getting to know other students with whom they otherwise would not have the opportunity to become friends. Universities are an environment in which diversity is encouraged. However, often one's experiences with people, especially early on, can be vastly limited to one's classes or one's dormitory floor. The university service program can provide the opportunity to widen one's experiences and one's circle of friends. Ultimately, this program can increase the quality of education in universities, and thus add to the positive reputation of each university, may enhance the desirability of a degree in the real world.

**Argument Quality**

1. How compelling did the information supporting the university service program have to be in order for APL News to provide an article supporting the university service program? (1 – not at all compelling, 9 – very compelling)

2. How much information in support of the university service program did APL News reporters have to learn in order to provide an article supporting the university service program? (1 – no information at all, 9 – an overwhelming amount of information)

3. To what extent do you perceive that APL News provided good reasons for supporting the university service program? (1 – the reasons were very bad, 9 - the reasons were very good)

4. To what extent did you find APL News’s reasons for supporting the university service program to be compelling? (1 – not at all compelling, 9 – very compelling)

**Attitudes**

1. How much do you support the university service program? (1 – not at all, 9 – very much)

2. How much is the university service program a good idea? (1 – not at all, 9 – very much)

3. To what extent do you think that the university service program would be beneficial? (1 – not at all, 9 – very much)

**Demographics**

What is your birth year?

What is your gender?

* Male
* Female

What is your ethnicity?

* Hispanic or Latino
* Not Hispanic or Latino

What is your race?

* White
* Black
* Asian
* Native American
* Pacific Islander
* Mixed
* Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

How many HITs have you completed today? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Where would you put yourself on the spectrum of political ideology? (1 – very liberal, 8 – very conservative)

Do you have any comments for the experimenter?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Winograd Questions**

There have been a number of issues with data quality on Mechanical Turk recently (e.g., automatic completion of responses). In order to ensure that you are a human who could understand the questions we asked you in this study, we need you to complete the questions below. Please take these questions seriously, as we will remove the data from participants who do not answer these questions correctly.

*Participants will be randomly assigned to answer two of these four text-entry questions:*

The city councilmen refused the demonstrators a permit because they advocated violence.

Who advocated the violence?

Joe tried to call Paul on the phone, but he wasn't available.

Who wasn't available?

The lawyer asked the witness a question, but he was reluctant to answer it.

Who was reluctant?

The school bus zoomed past the delivery truck because it was going so slow.

What was so slow?

**Attention check**

In order to analyze our data properly, it is important for us to understand how seriously our participants took this study. We understand that participants sometimes have other things on their minds or are in a rush to go somewhere else. Therefore, we need to you to indicate how focused you were on this study. You will not be penalized regardless of how your answer this question and your honesty in your assessment is sincerely appreciated.

Please indicate how seriously you took this study:

(1 -Very seriously, 5 - Not at all seriously)

Did you notice anything out of the ordinary in this study?

Do you think that political biases in Canada would differ a great deal from those in the United States? If so, why?