Study 1 Qualtrics Survey

Start of Block: alternative search

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Please indicate the extent to which you agree or disagree with each of the following statements.

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| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Strongly disagree | Disagree | Somewhat disagree | Neither agree nor disagree | Somewhat agree | Agree | Strongly agree |
| I can’t come to a decision unless I have carefully considered all of my options. |  |  |  |  |  |  |  |
| I take time to read the whole menu when dining out. |  |  |  |  |  |  |  |
| I will continue shopping for an item until it reaches all of my criteria. |  |  |  |  |  |  |  |
| I usually continue to search for an item until it reaches my expectations. |  |  |  |  |  |  |  |
| When shopping, I plan on spending a lot of time looking for something. |  |  |  |  |  |  |  |
| When shopping, if I can’t find exactly what I’m looking for, I will continue to search for it. |  |  |  |  |  |  |  |
| I find myself going to many different stores before finding the thing I want. |  |  |  |  |  |  |  |
| When shopping for something, I don’t mind spending several hours looking for it. |  |  |  |  |  |  |  |
| I take the time to consider all alternatives before making a decision. |  |  |  |  |  |  |  |
| When I see something that I want, I always try to find the best deal before purchasing it. |  |  |  |  |  |  |  |
| If a store doesn’t have exactly what I’m shopping for, then I will go somewhere else. |  |  |  |  |  |  |  |
| I just won’t make a decision until I am comfortable with the process. |  |  |  |  |  |  |  |

End of Block: alternative search

Start of Block: MTS-7

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Please indicate the extent to which you agree or disagree with each of the following statements.

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| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Strongly disagree | Disagree | Somewhat disagree | Neither agree nor disagree | Somewhat agree | Agree | Strongly agree |
| No matter what I do, I have the highest standards for myself. |  |  |  |  |  |  |  |
| I never settle for second best. |  |  |  |  |  |  |  |
| No matter what it takes, I always try to choose the best thing. |  |  |  |  |  |  |  |
| I don’t like having to settle for “good enough.” |  |  |  |  |  |  |  |
| I am a maximizer. |  |  |  |  |  |  |  |
| I will wait for the best option, no matter how long it takes. |  |  |  |  |  |  |  |
| I never settle. |  |  |  |  |  |  |  |

End of Block: MTS-7

Start of Block: indecisiveness

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Please indicate the extent to which you agree or disagree with each of the following statements.

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| --- | --- | --- | --- | --- | --- | --- | --- |
|  | Strongly disagree | Disagree | Somewhat disagree | Neither agree nor disagree | Somewhat agree | Agree | Strongly agree |
| I usually have a hard time making even simple decisions. |  |  |  |  |  |  |  |
| I am usually worried about making a wrong decision. |  |  |  |  |  |  |  |
| I often wonder why decisions can’t be more easy. |  |  |  |  |  |  |  |
| I often put off making a difficult decision until a deadline. |  |  |  |  |  |  |  |
| I often experience buyer’s remorse. |  |  |  |  |  |  |  |
| I often think about changing my mind after I have already made my decision. |  |  |  |  |  |  |  |
| The hardest part of making a decision is knowing I will have to leave the item I didn’t choose behind. |  |  |  |  |  |  |  |
| I often change my mind several times before making a decision. |  |  |  |  |  |  |  |
| It’s hard for me to choose between two good alternatives. |  |  |  |  |  |  |  |
| Sometimes I procrastinate in deciding even if I have a good idea of what decision I will make. |  |  |  |  |  |  |  |
| I find myself often faced with difficult decisions. |  |  |  |  |  |  |  |
| I do not agonize over decisions. |  |  |  |  |  |  |  |
| I find it easy to make decisions. |  |  |  |  |  |  |  |
| It is hard for me to come to a decision. |  |  |  |  |  |  |  |
| I don’t know how to make decisions. |  |  |  |  |  |  |  |
| I know which steps to take when making a decision. |  |  |  |  |  |  |  |
| I would characterize myself as an indecisive person. |  |  |  |  |  |  |  |
| I don’t hesitate much when I have to make a decision. |  |  |  |  |  |  |  |
| While making a decision, I feel certain. |  |  |  |  |  |  |  |
| While making a decision, I feel uncertain. |  |  |  |  |  |  |  |
| It takes a long time to weigh the pros and cons before making a decision. |  |  |  |  |  |  |  |
| I make decisions quickly. |  |  |  |  |  |  |  |
| I delay deciding. |  |  |  |  |  |  |  |
| I don’t postpone making decisions to a later date. |  |  |  |  |  |  |  |
| I try to avoid making a decision. |  |  |  |  |  |  |  |
| I don’t avoid situations where decisions have to be made. |  |  |  |  |  |  |  |
| I tend to leave decisions to someone else. |  |  |  |  |  |  |  |
| I cut the knot myself in a decision instead of leaving the decision to others. |  |  |  |  |  |  |  |
| Once I have taken a decision, I stick to that decision. |  |  |  |  |  |  |  |
| I often reconsider my decision. |  |  |  |  |  |  |  |
| Once I have made a decision, I stop worrying about it. |  |  |  |  |  |  |  |
| After making a decision, I can’t get it out of my mind. |  |  |  |  |  |  |  |
| After I have decided something, I believe I took the wrong decision. |  |  |  |  |  |  |  |
| After making a decision, I don’t regret the decision. |  |  |  |  |  |  |  |

End of Block: indecisiveness

Start of Block: attention checks, demographics, and random answer

People vary in many characteristics that might be of interest to researchers. For example, some people are more extraverted, while others are more introverted. In this case, we are interested in how people read sentences. Please answer the following question by clicking the 'other' option and writing the answer to the following question in the blank space below. What is the fifth word in the following sentence? "John went to the shopping center on Tuesday."

* Reading
* Hiking
* Going to the beach
* Going to museums
* Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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What is the third word in the following sentence: Suddenly the lights went off in Barry's room.

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It is important for us to know a little more information about you. All information you provide will remain completely confidential.

What is your gender?

* Female
* Male
* I prefer to identify as: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please write your age in years:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What is your race/ethnicity?

* African-American, Black, African, Caribbean
* Asian-American. Asian, Pacific Islander
* European-American, White, Anglo, Caucasian
* Hispanic-American, Latino(a), Chicano(a)
* Native-American, American Indian
* Bi-racial, Multi-racial
* Other (please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please check the highest level of education completed:

* Did not attend high school
* Some high school
* High School Diploma, GED, or equivalent international degree
* Some college
* Associate's degree
* Bachelor's degree or equivalent
* Some post-graduate school
* Master's degree
* Professional degree or Ph.D.

What is your estimated annual **personal** income?

* Less than $10,000
* $10,000-$19,999
* $20,000-$29,999
* $30,000-$39,999
* $40,000-$49,999
* $50,000-$59,999
* $60,000-$69,999
* $70,000-$79,999
* $80,000-$89,999
* $90,000-$99,999
* $100,000-$149,000
* More than $150,000

What is your estimated annual **household** income?

* Less than $10,000
* $10,000-$19,999
* $20,000-$29,999
* $30,000-$39,999
* $40,000-$49,999
* $50,000-$59,999
* $60,000-$69,999
* $70,000-$79,999
* $80,000-$89,999
* $90,000-$99,999
* $100,000-$149,000
* More than $150,000

How many people, including yourself, live in your house?

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Think of a ladder with 10 steps representing where people stand in the United States. At step 10 are people who are the best off – those who have the most money, the most education, and the most respected jobs. At step 1 are the people who are worst off – those who have the least money, least education, and the least respected jobs or no job. Where would you place yourself on this ladder?

* Step 10--the people who are best off
* Step 9
* Step 8
* Step 7
* Step 6
* Step 5
* Step 4
* Step 3
* Step 2
* Step 1--the people who are worst off

What is your political orientation--that is, where would you place yourself from conservative to liberal?

|  |  |  |
| --- | --- | --- |
|  | Completely Conservative | Completely Liberal |

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For the purposes of our research, we need to know if participants answered randomly at any time (for example, just clicked different answers without thinking about them or without reading the question). Please indicate below whether you answered any questions randomly or without any thought. Note that **this will NOT affect your compensation**--you will be compensated for completing the study regardless of your answer to this question. Thank you for your honesty and for completing this study.

* I did NOT answer randomly
* I DID answer randomly

End of Block: attention checks, demographics, and random answer