Online Appendix A

TABLE A1. Additional descriptive statistics (education and income) of the different samples.

Study 1 (N = 333)			
Education level		**Annual family income (in GBP)**	
Category	Frequency (%)	Category	Frequency (%)
Did not graduate	3 (0.9)	< 10,000	26 (7.8)
High school	142 (42.6)	10,000 - 20,000	44 (13.2)
Bachelor's degree	138 (41.4)	20,000 - 30,000	72 (21.6)
Master's degree	41 (12.3)	30,000 - 40,000	65 (19.5)
PhD or equivalent	9 (2.7)	40,000 - 50,000	47 (14.1)
		> 50,000	79 (23.7)
Study 2 (N = 275)			
Education level		**Annual family income (in GBP)**	
Category	Frequency (%)	Category	Frequency (%)
Did not graduate	6 (2.2)	< 10,000	19 (6.9)
High school	127 (46.2)	10,000 - 20,000	44 (16.0)
Bachelor's degree	103 (37.5)	20,000 - 30,000	63 (22.9)
Master's degree	33 (12.0)	30,000 - 40,000	48 (17.5)
PhD or equivalent	6 (2.2)	40,000 - 50,000	36 (13.1)
		> 50,000	65 (23.6)
Study 3 (N = 220)			
Education level		**Annual family income (in GBP)**	
Category	Frequency (%)	Category	Frequency (%)
Did not graduate	2 (0.9)	< 10,000	20 (9.1)
High school	90 (40.9)	10,000 - 20,000	29 (13.2)
Bachelor's degree	91 (41.4)	20,000 - 30,000	57 (25.9)
Master's degree	31 (14.1)	30,000 - 40,000	31 (14.1)
PhD or equivalent	6 (2.7)	40,000 - 50,000	25 (11.4)
		> 50,000	58 (26.4)

Table A1 continued

Study 4 (N = 327)			
Education level		Monthly income (in EUR)	
Category	Frequency (%)	Category	Frequency (%)
Did not graduate	8 (2.4)	< 1,000	67 (20.5)
High school	104 (31.8)	1,000 - 1,500	30 (9.2)
Bachelor's degree	160 (48.9)	1,500 - 2,000	134 (41.0)
Master's degree	52 (15.9)	2,000 - 2,500	67 (20.5)
PhD or equivalent	3 (0.9)	2,500 - 3,000	19 (5.8)
		3,000 - 4,000	5 (1.5)
		> 4,000	5 (1.5)
Study 5 (N = 349)			
Education level		Annual family income (in GBP)	
Category	Frequency (%)	Category	Frequency (%)
Did not graduate	0 (0.0)	< 10,000	24 (6.9)
High school	136 (39.0)	10,000 - 20,000	56 (16.0)
Bachelor's degree	154 (44.1)	20,000 - 30,000	70 (20.1)
Master's degree	57 (16.3)	30,000 - 40,000	66 (18.9)
PhD or equivalent	2 (0.6)	40,000 - 50,000	49 (14.0)
		> 50,000	84 (24.1)

Online Appendix B

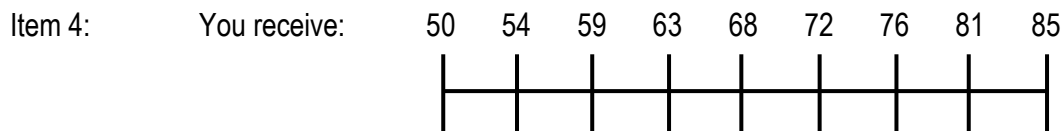SVO Slider Measure; Version A; six primary items (Studies 3-5)

Item 1: You receive: 85   85   85   85   85   85   85   85   85
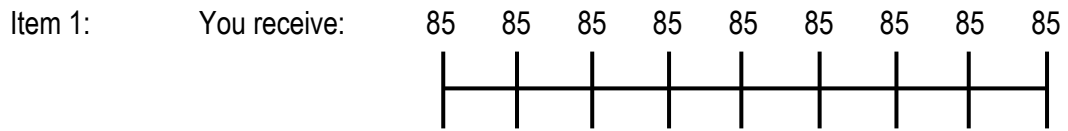
Other receives: 85   76   68   59   50   41   33   24   15

Item 2: You receive: 85   87   89   91   93   94   96   98   100
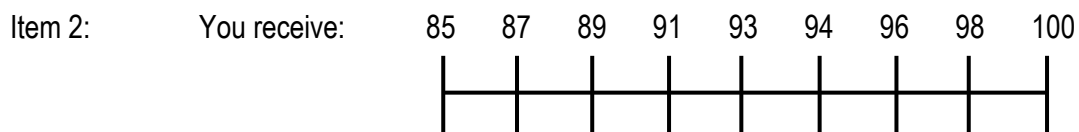
Other receives: 15   19   24   28   33   37   41   46   50

Item 3: You receive: 50   54   59   63   68   72   76   81   85
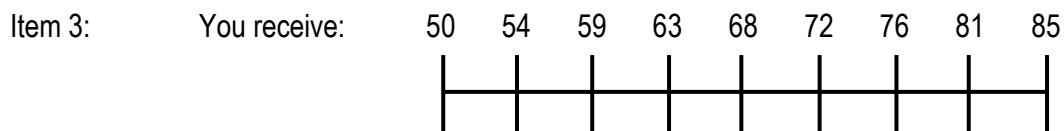
Other receives: 100   98   96   94   93   91   89   87   85

Item 4: You receive: 50   54   59   63   68   72   76   81   85

Other receives: 100   89   79   68   58   47   36   26   15

Item 5: You receive: 100   94   88   81   75   69   63   56   50
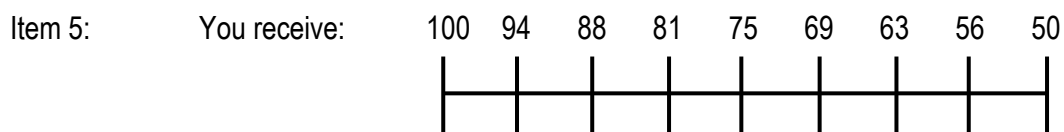
Other receives: 50   56   63   69   75   81   88   94   100

Item 6: You receive: 100   98   96   94   93   91   89   87   85
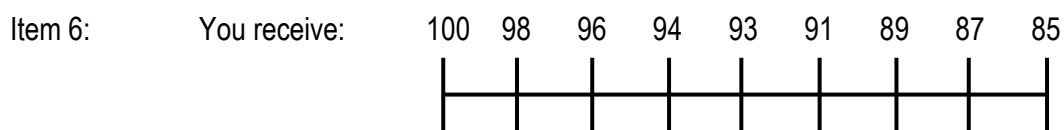
Other receives: 50   54   59   63   68   72   76   81   85

Online Appendix C

Items used to measure the motivational dispositional traits (Study 5)

Fairness

1. I want to make a decision that leads to an equal outcome for everyone.

2. I want to make a choice that I consider sincere for everybody.

3. I want to choose the option that I find most justified.

4. I want to act honestly.

5. I want to select the option that is most fair for everybody.

Altruism

1. I take especially the outcomes of the others into account.

2. Above all, I want the others to benefit.

3. I want to act in a generous way that mainly serves the interests of the others.

Concern for others

1. If someone else were having a personal problem, I would help him or her even if it meant sacrificing my time or money.

2. I value others who are caring, empathic individuals.

3. It is important to me that I uphold my commitments to others in my life.

4. Caring deeply about others is important to me.

5. Knowing that others acknowledge and value the role that I play in their life makes me feel like a worthwhile person.

Greed

1. No matter how much I have of something, I always want more.

2. One can never have enough.

3. Even when I am fulfilled, I often seek more.

4. The pursuit of more and better is an important goal in life for me.

5. A simple basic life is sufficient for me. (R)

6. I am easily satisfied with what I've got. (R)

Competitiveness

1. Even in a group working towards a common goal, I still want to outperform others.

2. My self-worth could be validated only if I outperform others.

3. Sometimes I consider appraisals as an opportunity to prove that I am smarter than others.

4. I like competition because it gives me a chance to discover my own potential.

5. I like challenges that are brought by competing with others.

6. I like competition because it allows me to play my best.

7. Being outperformed by others annoys me.

8. I would be very sad if I lose in sport contests.

9. I will be jealous when others get rewarded for their achievements.

10. I cannot stand being beaten in an argument by others.

Entitlement

1. I honestly feel I'm just more deserving than others.

2. Great things should come to me.

3. If I were on the Titanic, I would deserve to be on the first lifeboat.

4. I demand the best because I'm worth it.

5. I do not necessarily deserve special treatment. (R)

6. I deserve more things in my life.

7. People like me deserve an extra break now and then.

8. Things should go my way.

9. I feel entitled to more of everything.

(R) = Reverse-scored item. All items were rated on seven-point Likert scales ranging from (1) *strongly disagree* to (7) *strongly agree*. The Fairness and the Altruism items were preceded by the followings sentence: "When I have to make a decision that also influences others."