

Online Appendix

“Follow the Crowd: But Who Follows, Who Counteracts, and Which Crowd?”

Instructions and Survey Instruments

1 Experiment 1 Instructions

1.1 General notes

The survey was conducted in Hebrew. Here we provide the translated version. Each screen appears under a single bullet. Explanations about the instructions are embedded in *emphasized red*. Survey instructions provided solely to participants with social information appear in *purple*.

1.2 Sources

The sources for some of the survey questions, tasks and images we used are as follows:

1. Matching-Color-Patterns-to-Numbers Task (i.e., Design Organization Test): Killgore and Gogel (2014).
2. Mental-Rotation Task: Shepard and Metzler (1971); images from Ganis and Kievit (2015).
3. Counting-Zeros Task: Abeler et al. (2011).
4. Counting-Sevens Task: Mohnen et al. (2008).
5. String-Typing Task: Kessler and Norton (2016).
6. String-Matching Task: Eichelman (1970).
7. Word-Encryption Task: Benndorf et al. (2019).
8. Inclusion of Other in the Self (IOS) scale: Aron et al. (1992).
9. Attitudes towards redistribution: World Values Survey.
10. Risk preferences: Dohmen et al. (2011).

1.3 Survey instructions

- Welcome,

The purpose of this survey is to understand how people think and make decisions. The survey is for individuals aged 18 and over.

In this survey, we will ask you to state your opinion on various topics, to make decisions and to answer simple questions.

The survey will take approximately 8 minutes to complete. You will receive 35 points for your participation (where each 10 points are worth 1 NIS). In addition, you may receive a bonus payment according to your decisions and performance. The points will be credited to your iPanel account within the next two weeks.

Please answer the survey carefully. Responses to the survey are anonymous and will be used for research purposes only.

Participation in this survey is voluntary. You are free to withdraw at any time, although if you do decide to withdraw, you will not receive any payment.

If you have any questions about this survey, you may contact Inbal Dekel at inbal.dekel1@mail.huji.ac.il.

I agree to participate in the survey

- Which of the following options best describes your political affiliation?

Very close to the left-wing camp Close to the left-wing camp Other Close to the right-wing camp Very close to the right-wing camp

The following screen is presented solely to participants with social information:

- During the survey we will present you with information about the choices of other participants in a similar survey we have conducted. Half of these participants were randomly sampled from the left-wing camp, and half were randomly sampled from the right-wing camp. All the information we present to you is accurate and correct.
- In the following screens we present you with policy proposals on a variety of topics, and we ask you to indicate whether you are for or against each proposal. Each proposal will appear in quotes at the top of the screen.
- What is your opinion?

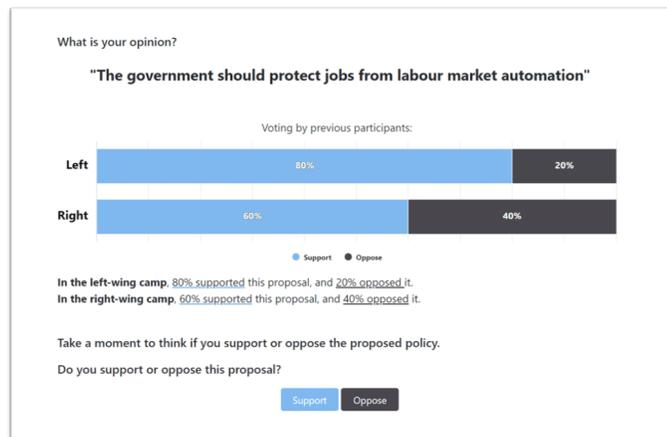
The following policy proposals are presented one by one in a random order

- “Every person should be allowed to demand that their criminal records be deleted from Internet search engine results, if a long time has passed since they broke the law”
- “The Bank of Israel should issue a digital Shekel”
- “School instruction of the humanities (e.g., literature, Bible and history) should be reinforced”
- “The Value-added tax exemption on online purchases from abroad worth less than \$75 should be waived”
- “The use of nuclear energy as an alternative energy source in Israel should be promoted”
- “Government regulation of technology companies such as Google and Facebook should be increased”
- “Using landfill sites for waste should be preferential to burning it for energy production”
- “The government should protect jobs from labour market automation”

Individuals with social information are then told:

To see how people in each camp tend to vote, click here (numbers are rounded)

and by clicking the link, social information is displayed to them both graphically and verbally, similarly to the following illustration:



with a few seconds delay before they can state their opinion. The order of political camps is determined randomly for each individual, and remains the same throughout the survey. Individuals with no social information are directly asked to think whether they support or oppose the proposed policy, and to make a decision a few seconds later.

- People vary in the amount of attention that they pay to these types of surveys. Some take them seriously and read every question, whereas others go through them very quickly and barely read the questions at all. If you have read this question carefully, please write the word yes in the blank box below labeled Other. There is no need for you to respond to the scale presented below.

- 1
- 2
- 3
- 4
- 5
- 6
- 7

Other

- This concludes the first part of the survey. Now **you can earn points** in addition to the basic payment you are entitled to, depending on your performance in a task of your choice.
 - We will start by presenting a series of task pairs.
 - In each task pair you will need to choose one task.
 - Towards the end of the survey, only one of the tasks you chose will be randomly drawn for you.
 - Only the drawn task will appear on your screen.
 - Depending on your performance in that task, you can earn points.
 - Therefore, you should treat each choice between tasks as though it will actually be drawn, and choose tasks accordingly.

To begin choosing tasks, click on "Next".

- *The following task pairs are presented one by one in a random order of pairs and of tasks within pair*

Matching-Color-Patterns-to-Numbers Task

In this task we will show you large squares, each of which consists of small squares. Each small square will have a **specific pattern of black and white colors**. You will need to match a **number to each small square**, depending on a key that associates color patterns with numbers.

Mental-Rotation Task

In this task we will show you images of **two shapes**. For each pair of shapes, you will need to determine if they are the **same shape, just rotated**, or **two different shapes**.

Counting-Zeros Task

In this task we will show you **tables** that include **digits of 0's and 1's**. You will need to count the number of **0's** in each table.

Counting-Sevens Task

In this task we will show you **tables** that include **digits between 0 and 9**. You will need to count the number of **7's** in each table.

Counting-Zeros Task

In this task we will show you **tables** that include **digits of 0's and 1's**. You will need to count the number of **0's** in each table.

String-Typing Task

In this task we will show you randomly created **strings** (sequences of letters, signs and numbers). You will need to **type each string** into a text box, where each character has to be correct.

Counting-Differences-Between-Strings Task

In this task we will show you **pairs of strings** (sequences of letters, signs and numbers) created at random. You will need to **count the number of differences** between the two strings in each pair.

Word-Encryption Task

In this task we will show you a list of words, each of which consists of **three capital letters in English**. You will need to match a **three-digit number to each letter**, using a key that associates English letters with numbers. The key will be replaced after each correct conversion of a word into numbers.

with the following information presented after each pair:

Please note:

Choosing either one of these two tasks (if the choice is randomly selected), will give you

- the same time to completion
- the same payoff per correct solution

Again, individuals with social information are also told:

To see how people in each camp tend to answer, [click here](#) (numbers are rounded)

and by clicking the link, social information is displayed to them as in policy choices; individuals with no social information are directly asked to think about which task they want to choose, and to make a decision a few seconds later.¹

- Now one of the task pairs will be randomly drawn for you. You will only be able to perform the task you chose from that pair. Your performance in this task will determine how many points you will earn in addition to the basic payment you are entitled to.

¹Note that individuals with social information are cross-randomized to also be told that “Most people from each camp were given detailed examples of the two tasks before choosing between them.”

- The pair of tasks drawn for you: ...
The task you chose from that pair: ...
- We will now proceed to the task.

Only the selected task in the drawn pair is presented next.

Counting-Differences-Between-Strings Task

- In this task we will show you on the screen two strings (sequences of letters, signs and numbers) created at random.

You will need to count the number of differences between the two strings.

After typing a number for each pair of strings, you should click on “Next”.

You will get one point for each correct answer. You will get no points for a wrong answer.

You will have **one minute** to find differences in as many pairs of strings as possible.

We will now show you an example of a pair of strings with the correct answer. The task will begin afterwards.

- **Example:**

How many differences are there between the following two strings?

?-Wgds)oVg

esWgds)oCg

In this example the strings differ in the first two characters from the left, and in the second character from the right. **Therefore, the correct answer in this case is 3.**

To begin, click on “Next”.

- *Below is an illustration of a screen of the task; note that random strings always consist of 10 characters.*

Time left to complete the task: ...

How many differences are there between the following two strings?

8KcE|qjC&:

8HcE|qwi&:

Your answer:

Word-Encryption Task

- In this task we will show you on the screen a word that consists of three capital letters in English. In addition, we will show you a key that associates each English letter with a three-digit number.

You should match each letter in the word with the number that represents it according to the key. You should enter the numbers into text boxes on the screen, and then click “Next”.

If you solved a word correctly, you will be shown a new word created at random. In addition, a new key will be randomly generated so that the position of each letter and the number that represents it will be chosen at random. If you got at least one letter wrong, the current word will continue to appear on the screen until it is correctly solved, along with the same key, but the numbers you entered will all be deleted.

You will get one point for each correctly coded word. You will get no points for a wrong coding.

You will have **one minute** to encode as many words as possible. The remaining time will be displayed at the top of the screen.

To begin the task, click on “Next”.

- *Below is an illustration of a screen of the task.*

Time left to complete the task: ...

Word:	B	N	H
Code:	<input type="text"/>	<input type="text"/>	<input type="text"/>

G	M	J	D	U	R
582	709	884	346	805	573

Q	I	E	P	O	W
403	581	708	149	844	939

C	K	H	F	S	A
734	797	869	822	687	593

T	L	B	N	Y	V
721	534	846	159	245	280

X	Z
500	250

String-Typing Task

- In this task we will show you on the screen a randomly created string (a sequence of letters, signs and numbers). You should type the string into a text box. Note that each character in the string has to be correct. After typing each string, click on “Next”.

You will get one point for each correct answer. You will get no points for a wrong answer.

You will have **one minute** to type as many strings as possible.

To begin the task, click on “Next”.

- *Below is an illustration of a screen of the task; note that random strings always consist of 10 characters.*

Time left to complete the task: ...

Type the following string:

h1B"L+G' I;

Your answer:

Matching-Color-Patterns-to-Numbers Task

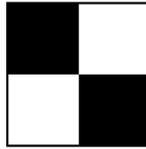
- In this task we will show you on the screen a large square, which consists of small squares. Each small square will have a specific pattern of black and white colors. A key that associates possible color patterns and numbers will appear at the top of the screen. You should match each small square with the number corresponding to its color pattern according to the key. You should enter the answers into text boxes that will appear at the bottom of the screen, and then click “Next”.

You will get half a point for each correct solution of a small square. You will get no points for a wrong answer.

You will have **one minute** to solve as many squares as possible.

We will now show you an example of a large square with the correct answer. After that we will have a short practice round, which will not involve payment, and then the task will begin.

-

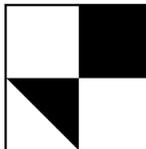


For example:

1	6
6	1

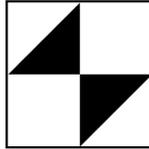
There will now begin a practice round that does not involve payment, and then the task will begin.

•



Your answers:

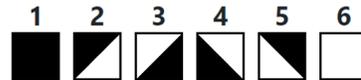
•



Your answers:

- *Below is an illustration of a screen of the task.*

Time left to complete the task: ...



Your answers:

Counting-Zeros Task

- In this task we will show you a series of tables that include digits of 0's and 1's.

You will need to count the **number of 0's** in each table. You should enter the answer into the appropriate place on the screen, and then click "Next".

If you entered a correct number, you will be shown a new table. If you entered a wrong number, you will have two more attempts to answer, for a total of three attempts per table.

You will get one point for each correct answer. You will get no points for a wrong answer.

You will have **one minute** to solve as many tables as possible. The remaining time will be displayed at the top of the screen.

If you are answering the survey via a mobile phone, it is recommended to rotate the screen for the task.

To begin the task, click on “Next”.

- *Below is an illustration of a screen of the task.*

Time left to complete the task: ...

How many 0’s are there in the following table?

1	1	1	0	0	0	1	1	0	0	1	0	1	0	0	1	1	1	0	0
0	0	1	1	0	1	0	0	1	0	1	0	0	1	0	0	0	1	1	0
1	1	1	0	1	1	0	0	1	1	1	1	0	1	1	0	0	1	0	0
0	0	0	1	0	0	0	0	1	0	0	1	0	0	0	1	1	1	0	0
0	0	1	0	1	0	0	1	1	1	0	1	0	1	0	1	0	0	1	1

Your answer:

Counting-Sevens Task

- In this task we will show you a series of tables that include digits between 0 and 9.

You will need to count the **number of 7’s** in each table. You should enter the answer into the appropriate place on the screen, and then click “Next”.

If you entered a correct number, you will be shown a new table. If you entered a wrong number, you will have two more attempts to answer, for a total of three attempts per table.

You will get one point for each correct answer. You will get no points for a wrong answer.

You will have **one minute** to solve as many tables as possible. The remaining time will be displayed at the top of the screen.

If you are answering the survey via a mobile phone, it is recommended to rotate the screen for the task.

To begin the task, click on “Next”.

- *Below is an illustration of a screen of the task.*

Time left to complete the task: ...

How many 7’s are there in the following table?

2	1	8	5	5	4	0	0	3	5	3	5	4	5	4	8	7	3	8	4
5	0	5	1	2	3	7	7	2	3	4	3	0	3	0	4	1	5	3	5
2	9	0	5	5	6	3	1	9	8	5	1	2	6	7	0	4	6	2	2
9	9	1	7	6	4	7	6	7	7	2	3	7	6	4	7	8	8	5	7
6	8	2	9	1	0	4	0	2	0	2	7	7	5	8	1	4	5	8	6

Your answer:

Mental-Rotation Task

- In this task we will show you an image of two shapes on the screen. For each pair of shapes, you will need to determine if they are the same shape, just rotated, or two different shapes.

You will get half a point for each correct answer. You will get no points for a wrong answer.

You will have **one minute** to solve as many pairs as possible.

We will now show you an example image with the correct answer. After that, the task will begin.

- For example:

Are the following shapes the same or different?

—Image of two different shapes is presented here—

Your answer:

Here you can see that the shape on the right is not the shape on the left, just rotated, it is a different shape. They would still be different after mentally rotating them to line up. Therefore, here you would click on "Different". If they were the same, you would click on "Same".

To begin the task, click on "Next".

- Below is an illustration of a screen of the task.*

Time left to complete the task: ...

Are the following shapes the same or different?

—Image of two shapes is presented here—

Your answer:

This concludes the instructions for the tasks. The rest of the survey is presented to everyone, unless otherwise stated. The order at which political camps are presented next is the same random order throughout for each individual (and for individuals with social information, it is the same as the order at which the social information is presented).

- We have nearly finished. We will now ask you questions about yourself and your perceptions. Please answer each question to the best of your ability.
- How would you rate your own knowledge in the following areas, on a scale from 1 (**very low**) to 7 (**very high**)?

	Very low						Very high
	1	2	3	4	5	6	7
Environment	<input type="radio"/>						
Education	<input type="radio"/>						
Privacy	<input type="radio"/>						
Economics	<input type="radio"/>						

How would you rate the knowledge of a **typical leftist person** in the following areas, on a scale from 1 (**very low**) to 7 (**very high**)?

	Very low						Very high
	1	2	3	4	5	6	7
Environment	<input type="radio"/>						
Education	<input type="radio"/>						
Privacy	<input type="radio"/>						
Economics	<input type="radio"/>						

How would you rate the knowledge of a **typical rightist person** in the following areas, on a scale from 1 (**very low**) to 7 (**very high**)?

	Very low						Very high
	1	2	3	4	5	6	7
Environment	<input type="radio"/>						
Education	<input type="radio"/>						
Privacy	<input type="radio"/>						
Economics	<input type="radio"/>						

- In the picture in front of you, each circle with an X represents the typical leftist person.
Choose the pair of circles that best describes your closeness to the typical leftist person.

1 2 3

4 5 6 7

1 2 3 4 5 6 7

In the next picture, each circle with a Y represents the typical rightist person.

Choose the pair of circles that best describes your closeness to the typical rightist person.

1 2 3

4 5 6 7

1 2 3 4 5 6 7

- Which of the following options best describes how you feel towards the left-wing camp?
 - Very proud
 - Proud
 - Indifferent
 - Resent

- Strongly resent

Which of the following options best describes how you feel towards the right-wing camp?

- Very proud
- Proud
- Indifferent
- Resent
- Strongly resent

Note that the Hebrew word we used for the opposite of being proud literally means “being ashamed of”. It is commonly used to express contempt and resentment.

- How would you rate your **spatial vision** (the ability to identify the shape and position of objects in space), on a scale from 1 (**not good at all**) to 7 (**very good**)?

Not good at all	1	2	3	4	5	6	7	Very good
	<input type="radio"/>							

How would you place your opinion on the following scale? The far-left tick box means that you completely agree with the sentence on the left, the far-right tick box means that you completely agree with the sentence on the right, and if your position is between the two statements, you can choose any other tick box between them.

**Incomes in Israel
should be made
more equal**

**We need larger
income differences
as incentives for
individual effort**

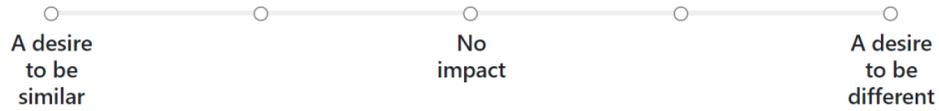
How do you see yourself: are you generally a person who is fully prepared to take risks or do you try to avoid taking risks? Please tick a box on the scale, where the value 0 means: '**not at all willing to take risks**' and the value 10 means: '**very willing to take risks**'.

Not at all willing to take risks	1	2	3	4	5	6	7	8	9	10	Very willing to take risks
	<input type="radio"/>										

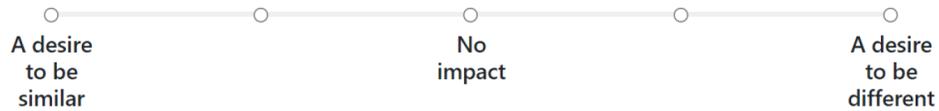
The next two screens appear only for individuals with social information.

- We will now ask you about your answers to the first part of the survey.

To what extent have your **policy decisions** been affected by the following components in relation to the left-wing camp?



To what extent have your **policy decisions** been affected by the following components in relation to the right-wing camp?



- We will now ask you about your answers to the second part of the survey.

To what extent have your **choices between tasks** been affected by the following components in relation to the left-wing camp?



To what extent have your **choices between tasks** been affected by the following components in relation to the right-wing camp?



- Finally, we will ask you a number of questions for statistical purposes only. Just to remind you, this survey is anonymous and does not allow anyone to know your identity.

What is your gender?

- Female
- Male

- Non binary/None of the above options

What is your religion?

- Jewish
- Christian
- Muslim
- Druze
- Other
- None

How would you rate your degree of religiosity?

- Ultra-Orthodox
- Orthodox
- Traditional
- Secular

In what year were you born?

What is the highest level of education you have completed?

- Less than High school
- High school
- Some non-academic, post-secondary studies
- Non-academic, post-secondary studies
- Some Bachelor's degree
- Bachelor's degree
- Some Master's degree
- Master's degree
- Some Doctoral degree
- Doctoral degree

What is your employment status?

- Full-time
- Part-time
- Unemployed (actively seeking work)
- Self-employed
- Unpaid leave
- Retired
- Homemaker
- Student
- Soldier
- Other

What is your household's total income per month, after taxes and compulsory deductions, from all sources?

- Less than 5,000 NIS
 - Between 5,000 and 10,000 NIS
 - Between 10,000 and 15,000 NIS
 - Between 15,000 and 20,000 NIS
 - More than 20,000 NIS
- What is your area of residence?
 - North
 - Haifa
 - Tel Aviv
 - Center
 - Jerusalem
 - Judea and Samaria
 - South
 - Abroad

What is your marital status?

- Single
- Married
- Widowed

- Divorced
- Separated
- Partnership

How many people permanently live in your household?

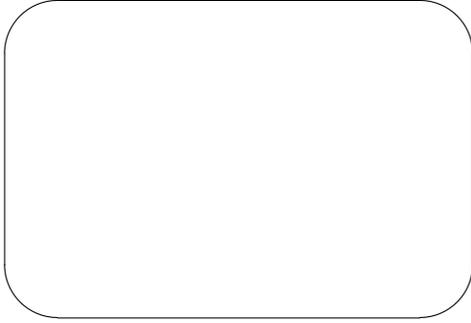
Of those people who permanently live in your household, how many are aged 18 or older?

Finally, we would love to hear any comments, suggestions or thoughts you have about the survey.

What do you think the purpose of the survey is?

How did you decide whether you were for or against the policy proposals?

How did you decide which tasks to choose?



- Thank you very much for your participation! You have earned a bonus of [...] in the survey in addition to the basic payment you are entitled to.

The last sentence appeared only for those who have earned a bonus payment.

2 Experiment 2 instructions

2.1 General notes

Here we provide screenshots of the experiment. To protect copyright, we replace screenshots containing images obtained from other sources with text only. Explanations about the instructions are embedded in *emphasized red*. In cases where screenshots are replaced by text, survey instructions provided solely to participants with social information appear in purple.

2.2 Sources

The sources for some of the survey questions, tasks and images we used are as follows:

1. Sweet-Jar Task: based on Siegler and Booth (2005); we thank Ilan Yaniv for sharing images of sweet jars with us.
2. Dots-vs.-Triangles Task: based on Durgin (1995); images created with Stata.
3. Siblings Task: images of individuals were taken from the Siblings Database of the Computer Graphics and Vision Group (CG&VG) (Vieira et al., 2014).²
4. Inclusion of Other in the Self (IOS) scale: Aron et al. (1992).
5. Hypothetical allocation between ingroup and outgroup member: Enke et al. (2022).
6. Attitudes towards redistribution: World Values Survey.
7. Risk preferences: Dohmen et al. (2011).

²The picture pairs selected for the pre-survey were those for which the distribution of votes regarding the siblinghood of the portrayed individuals in a human panel of raters collected by CG&VG was the closest to uniform.

2.3 Survey instructions

Welcome,

You are invited to participate in a multinational research study. The purpose of this research is to understand how people think and make decisions. You must be 18 years or older to participate.

In this study, we will ask you to state your opinion on various topics, to make decisions and to answer simple questions.

The study will take approximately 16 minutes to complete. You will receive £1.34 for your participation. In addition, you may receive a bonus payment according to your performance in certain tasks as will be explained later.

There are no foreseeable risks to participating in this study, beyond those present in daily life. The potential benefit of the study is a better understanding of people's reasoning and decision making.

Please answer all questions carefully. Responses to the study are anonymous, and will be used for research purposes only.

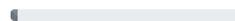
Participation in this study is voluntary. You are free to withdraw at any time, although if you do decide to withdraw, you will not receive any payment.

If you have any questions about this study, you may contact Inbal Dekel at inbal.dekel1@mail.huji.ac.il.

I agree to participate

Which of the following options best describes your national affiliation?

Very close to England Close to England Other Close to Scotland Very close to Scotland

 3% Completed

The following screen is presented solely to participants with social information:

During the survey we will present you with information about the choices of other participants in a multinational survey we have conducted. Half of these participants were randomly sampled from England and half were randomly sampled from Scotland. All the information we present to you accurately reflect the choices of these other participants.

Next

5% Completed

In the following screens we present you with policy proposals on a variety of topics, and we ask you to indicate whether you are for or against each proposal. Each proposal will appear in quotes at the top of the screen.

Next

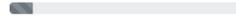
8% Completed

Policy proposals are presented one by one in a random order. Below is an illustration of the screens presented to participants with social information.

What is your opinion?

"The fee limit on pension fund investments should be relaxed"

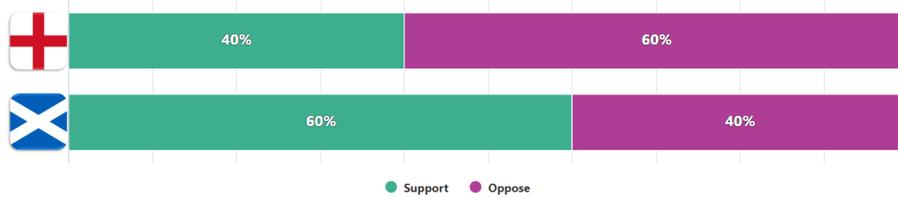
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 10% Completed

What is your opinion?

"The fee limit on pension fund investments should be relaxed"

Answers by previous participants:



In England, [40% supported](#) this proposal, and [60% opposed](#) it.

In Scotland, [60% supported](#) this proposal, and [40% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

Do you support or oppose this proposal?

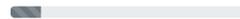
10% Completed

After clicking the link, participants have a few seconds delay before they can state their opinion. The order of nationality groups is determined randomly for each individual, and remains the same throughout the survey. Participants with no social information are directly asked to think whether they support or oppose the proposed policy, and to make a decision a few seconds later.

What is your opinion?

"Government regulation of technology companies such as Google and Facebook should be increased"

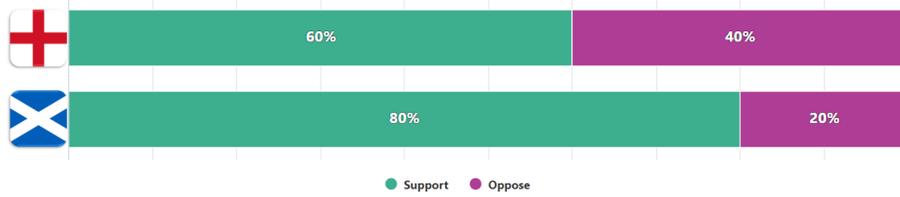
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 13% Completed

What is your opinion?

"Government regulation of technology companies such as Google and Facebook should be increased"

Answers by previous participants:



In England, [60% supported](#) this proposal, and [40% opposed](#) it.

In Scotland, [80% supported](#) this proposal, and [20% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

Do you support or oppose this proposal?

13% Completed

What is your opinion?

"School principals should be given more freedom in determining the curriculum"

[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 15% Completed

What is your opinion?

"School principals should be given more freedom in determining the curriculum"

Answers by previous participants:



In England, [80% supported](#) this proposal, and [20% opposed](#) it.

In Scotland, [80% supported](#) this proposal, and [20% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

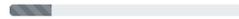
Do you support or oppose this proposal?

15% Completed

What is your opinion?

"Income tax rates should be the same everywhere in the UK"

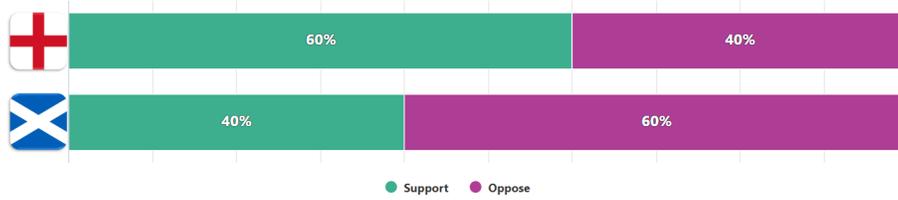
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 18% Completed

What is your opinion?

"Income tax rates should be the same everywhere in the UK"

Answers by previous participants:



In England, [60% supported](#) this proposal, and [40% opposed](#) it.

In Scotland, [40% supported](#) this proposal, and [60% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

Do you support or oppose this proposal?

18% Completed

What is your opinion?

"Using landfill sites for waste should be preferential to burning it for energy production"

[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)



What is your opinion?

"Using landfill sites for waste should be preferential to burning it for energy production"

Answers by previous participants:



In England, [20% supported](#) this proposal, and [80% opposed](#) it.

In Scotland, [0% supported](#) this proposal, and [100% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

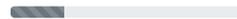
Do you support or oppose this proposal?

21% Completed

What is your opinion?

"Curricula in schools should move from the study of defined subjects to interdisciplinary studies"

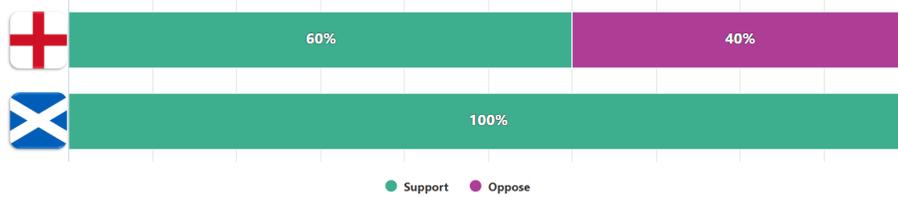
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 23% Completed

What is your opinion?

"Curricula in schools should move from the study of defined subjects to interdisciplinary studies"

Answers by previous participants:



In England, [60% supported](#) this proposal, and [40% opposed](#) it.

In Scotland, [100% supported](#) this proposal, and [0% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

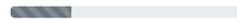
Do you support or oppose this proposal?

23% Completed

What is your opinion?

"The government should increase its funding contribution to the Climate Justice Fund"

[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 26% Completed

What is your opinion?

"The government should increase its funding contribution to the Climate Justice Fund"

Answers by previous participants:



In England, [80% supported](#) this proposal, and [20% opposed](#) it.

In Scotland, [80% supported](#) this proposal, and [20% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

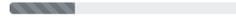
Do you support or oppose this proposal?

26% Completed

What is your opinion?

"The government should protect jobs from labour market automation"

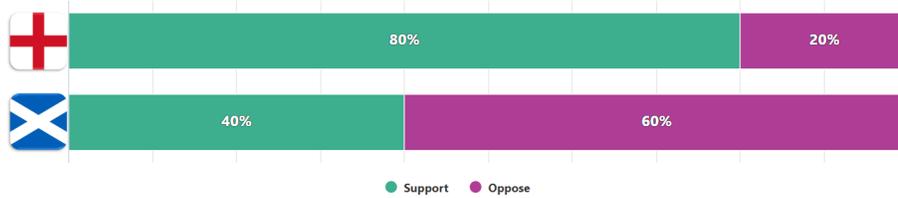
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 28% Completed

What is your opinion?

"The government should protect jobs from labour market automation"

Answers by previous participants:



In England, [80% supported](#) this proposal, and [20% opposed](#) it.

In Scotland, [40% supported](#) this proposal, and [60% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

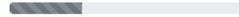
Do you support or oppose this proposal?

28% Completed

What is your opinion?

"Corporate tax rates in the UK should not be increased"

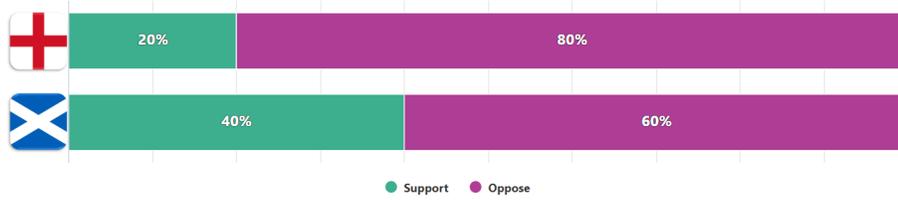
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 31% Completed

What is your opinion?

"Corporate tax rates in the UK should not be increased"

Answers by previous participants:



In England, [20% supported](#) this proposal, and [80% opposed](#) it.

In Scotland, [40% supported](#) this proposal, and [60% opposed](#) it.

Take a moment to think if you support or oppose the proposed policy.

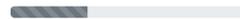
Do you support or oppose this proposal?

31% Completed

What is your opinion?

"The use of nuclear energy as an alternative energy source in the UK should be promoted"

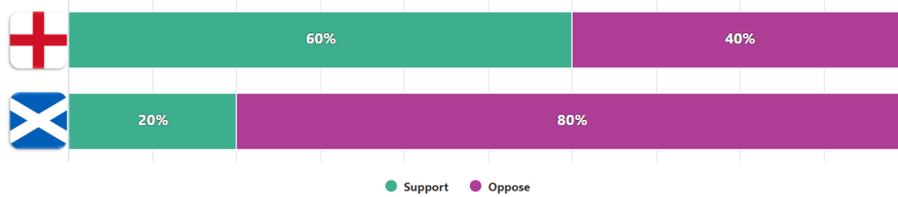
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

 33% Completed

What is your opinion?

"The use of nuclear energy as an alternative energy source in the UK should be promoted"

Answers by previous participants:



In England, 60% supported this proposal, and 40% opposed it.

In Scotland, 20% supported this proposal, and 80% opposed it.

Take a moment to think if you support or oppose the proposed policy.

Do you support or oppose this proposal?

Support

Oppose

33% Completed

People vary in the amount of attention that they pay to these types of surveys. Some take them seriously and read every question, whereas others go through them very quickly and barely read the questions at all. If you have read this question carefully, please write the word yes in the blank box below labeled Other. There is no need for you to respond to the scale below.

- 1
- 2
- 3
- 4
- 5
- 6
- 7

Other

Next

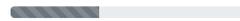
36% Completed

This concludes the first part of the survey. Now **you can earn money** in addition to the basic payment you are entitled to, depending the answers you give in some assessment tasks.

- We will show you a series of assessment tasks.
- In each task you will be asked to assess different pictures.
- At the end of the survey, one of your assessments will be picked for you at random.
- If you answered the selected assessment correctly, you will earn money.
- Therefore, you should treat each assessment task as though it will actually be selected, and give your best assessment.

To begin the assessment tasks, click on 'Next'.

Next

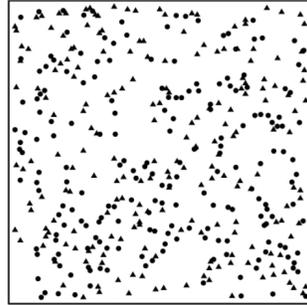
38% Completed

Assessment tasks are presented one by one in a random order of types (e.g., English Castles, Siblings, etc.) and of tasks within type of Neutral Tasks (e.g., both Siblings tasks are presented one after the other in a random order). To protect copyright, we replace screenshots containing images obtained from other sources with text only.

Dots vs. Triangles

The picture below includes *dots and triangles*. Please estimate whether there are more dots or more triangles in the picture.

In your opinion, are there more dots or more triangles in the picture?



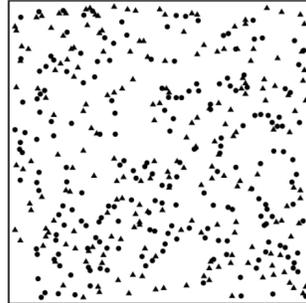
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

41% Completed

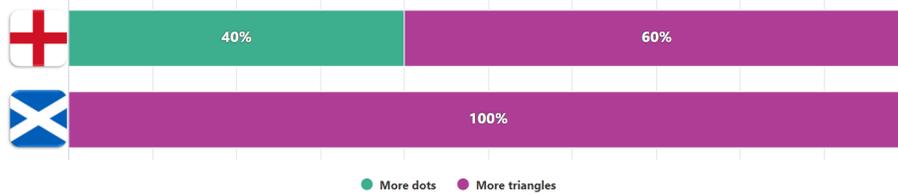
Dots vs. Triangles

The picture below includes *dots and triangles*. Please estimate whether there are more dots or more triangles in the picture.

In your opinion, are there more dots or more triangles in the picture?



Answers by previous participants:



In **England**, 40% answered 'More dots', and 60% answered 'More triangles'.

In **Scotland**, 0% answered 'More dots', and 100% answered 'More triangles'.

Take a moment to think about your answer.

What is your answer?

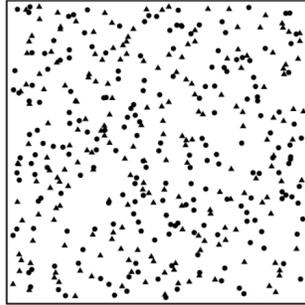
41% Completed

(The correct answer to the task above is 'more triangles'.)

Dots vs. Triangles

The picture below includes *dots and triangles*. Please estimate whether there are more dots or more triangles in the picture.

In your opinion, are there more dots or more triangles in the picture?



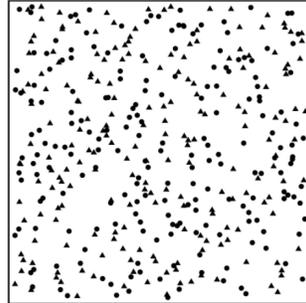
[To see how people from each country tend to answer, click here \(numbers are rounded\)](#)

44% Completed

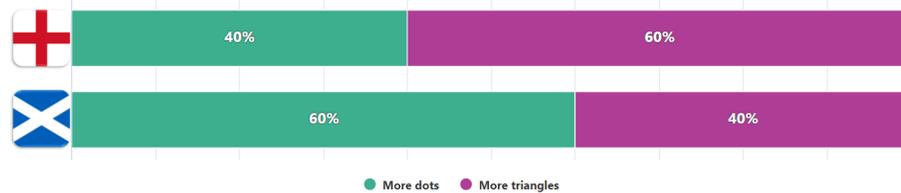
Dots vs. Triangles

The picture below includes *dots and triangles*. Please estimate whether there are more dots or more triangles in the picture.

In your opinion, are there more dots or more triangles in the picture?



Answers by previous participants:



In **England**, 40% answered 'More dots', and 60% answered 'More triangles'.

In **Scotland**, 60% answered 'More dots', and 40% answered 'More triangles'.

Take a moment to think about your answer.

What is your answer?

44% Completed

(The correct answer to the task above is 'more dots'.)

London Buildings

We will now show you the interior of a **famous building in London**. Please indicate which of two exteriors corresponds with this interior.

Here is a London interior.

—Image of the interior of the Banqueting House is presented here—

In your opinion, which of the following two exteriors corresponds with this interior?

London Exterior A

*—Image of the exterior of the
Banqueting/Mansion House is presented
here—*

London Exterior B

*—Image of the exterior of the
Mansion/Banqueting House is presented
here—*

with the images randomly ordered (and the correct answer being the exterior of the Banqueting House).

Participants with social information are again told:

To see how people from each country tend to answer, click [here](#) (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

Scottish Tartans

Traditionally, each Scottish family or clan identified themselves by the particular colour and pattern of the cloth they wore, known as **tartan**. Sometimes, the same family/clan have more than one tartan.

In your opinion, are the following tartans associated with the same Scottish family/clan?

—Images of the Muir (or Moore) and Mowat clans' tartans are presented here in a random order (with the correct answer being 'different families/clans')—

Participants with social information are again told:

To see how people from each country tend to answer, click [here](#) (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

Siblinghood

We will now show you images of **two individuals**. Please evaluate whether the individuals in the images are siblings or not.

In your opinion, are the following individuals siblings?

—Images of two subjects are presented here in a random order—

Individuals with social information are again told:

To see how people from each country tend to answer, click [here](#) (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

Note that there are two tasks of this type, presented one after the other in a random order.

Sweet Jar

We will now show you a **jar filled with sweets**. Please estimate which of the following is the number of sweets in the jar.

In your opinion, are there [X] sweets or [Y] sweets in the jar?

—An image of a jar filled with sweets is presented here—

The two options for the number of sweets are presented in a random order. Participants with social information are again told:

To see how people from each country tend to answer, click here (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

Note that there are two tasks of this type, presented one after the other in a random order.

English Castles

We will now show you images of **two English castles**. Please indicate which of the castles was built earlier.

In your opinion, which of the following two castles was built earlier?



with the images randomly ordered (and the correct answer being Etal Castle). Participants with social information are again told:

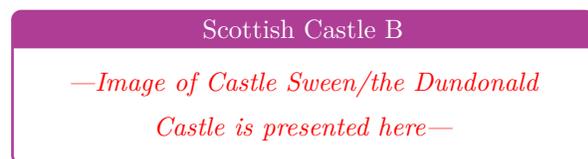
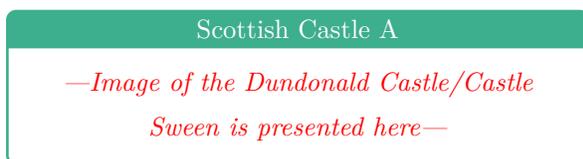
To see how people from each country tend to answer, click here (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

Scottish Castles

We will now show you images of **two Scottish castles**. Please indicate which of the castles was built earlier.

In your opinion, which of the following two castles was built earlier?



with the images randomly ordered (and the correct answer being Castle Sween). Participants with social information are again told:

To see how people from each country tend to answer, click [here](#) (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

Glasgow Buildings

We will now show you the interior of a **famous building in Glasgow**. Please indicate which of two exteriors corresponds with this interior.

Here is a Glasgow interior.

—Image of the interior of the Britannia Panopticon Music Hall is presented here—

In your opinion, which of the following two exteriors corresponds with this interior?

Glasgow Exterior A

—Image of the exterior of the Britannia Panopticon Music Hall/Templeton on the Green is presented here—

Glasgow Exterior B

—Image of the exterior of Templeton on the Green/the Britannia Panopticon Music Hall is presented here—

with the images randomly ordered (and the correct answer being the exterior of the Britannia Panopticon Music Hall). Participants with social information are again told:

To see how people from each country tend to answer, click [here](#) (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

English Cricket

We will now show you the **logo of an English cricket club**. Please indicate which of two cricket grounds is the home ground of this club.

Here is the logo of an English cricket club.

—Image of the logo of the Worcestershire County Cricket Club is presented here—

In your opinion, which of the following two cricket grounds is the home ground of this club?

Ground A

—Image of the New Road, Worcester Ground/County, Taunton Ground is presented here—

Ground B

—Image of the County, Taunton Ground/New Road, Worcester Ground is presented here—

with the images randomly ordered (and the correct answer being New Road, Worcester Ground).

Participants with social information are again told:

To see how people from each country tend to answer, click here (numbers are rounded)

and by clicking the link, social information is displayed to them as in before; participants with no social information are directly asked to think about their answer, and to make a decision a few seconds later.

This concludes the instructions for the tasks. The order at which nationality groups are presented next is the same random order throughout for each individual (and for participants with social information, it is the same as the order of the social information).

We have nearly finished. We will now ask you questions about yourself and your perceptions. Please answer each question to the best of your ability.

Next

72% Completed

How would you rate your own knowledge in the following areas, on a scale from 1 (**very low**) to 7 (**very high**)?

	Very low 1	2	3	4	5	6	Very high 7
English cricket	<input type="radio"/>						
Buildings in Glasgow	<input type="radio"/>						
Privacy	<input type="radio"/>						
Economics	<input type="radio"/>						
Scottish tartans	<input type="radio"/>						
English castles	<input type="radio"/>						
Buildings in London	<input type="radio"/>						
Environment	<input type="radio"/>						
Scottish castles	<input type="radio"/>						
Education	<input type="radio"/>						

How would you rate the knowledge of a **typical English person** in the following areas, on a scale from 1 (**very low**) to 7 (**very high**)?

	Very low 1	2	3	4	5	6	Very high 7
English cricket	<input type="radio"/>						
Buildings in Glasgow	<input type="radio"/>						
Privacy	<input type="radio"/>						
Economics	<input type="radio"/>						
Scottish tartans	<input type="radio"/>						
English castles	<input type="radio"/>						
Buildings in London	<input type="radio"/>						
Environment	<input type="radio"/>						
Scottish castles	<input type="radio"/>						
Education	<input type="radio"/>						

How would you rate the knowledge of a **typical Scottish person** in the following areas, on a scale from 1 (very low) to 7 (very high)?

	Very low 1	2	3	4	5	6	Very high 7
English cricket	<input type="radio"/>						
Buildings in Glasgow	<input type="radio"/>						
Privacy	<input type="radio"/>						
Economics	<input type="radio"/>						
Scottish tartans	<input type="radio"/>						
English castles	<input type="radio"/>						
Buildings in London	<input type="radio"/>						
Environment	<input type="radio"/>						
Scottish castles	<input type="radio"/>						
Education	<input type="radio"/>						

Next



In the picture in front of you, each circle with an X represents the **typical English person**.
 Choose the pair of circles that best describes your closeness to the **typical English person**.

Diagram 1: Two separate circles, 'Self' on the left and 'X' on the right.

Diagram 2: Two overlapping circles, 'Self' on the left and 'X' on the right.

Diagram 3: Two overlapping circles, 'Self' on the left and 'X' on the right, with a larger overlap than diagram 2.

Diagram 4: Two overlapping circles, 'Self' on the left and 'X' on the right, with a very large overlap.

Diagram 5: Two overlapping circles, 'Self' on the left and 'X' on the right, with a very large overlap, similar to diagram 4.

Diagram 6: Two overlapping circles, 'Self' on the left and 'X' on the right, with a very large overlap, similar to diagram 4.

Diagram 7: Two overlapping circles, 'Self' on the left and 'X' on the right, with a very large overlap, similar to diagram 4.

1 2 3

4 5 6 7

1 2 3 4 5 6 7

In the next picture, each circle with a Y represents the **typical Scottish person**.
 Choose the pair of circles that best describes your closeness to the **typical Scottish person**.

Diagram 1: Two separate circles, 'Self' on the left and 'Y' on the right.

Diagram 2: Two overlapping circles, 'Self' on the left and 'Y' on the right.

Diagram 3: Two overlapping circles, 'Self' on the left and 'Y' on the right, with a larger overlap than diagram 2.

Diagram 4: Two overlapping circles, 'Self' on the left and 'Y' on the right, with a very large overlap.

Diagram 5: Two overlapping circles, 'Self' on the left and 'Y' on the right, with a very large overlap, similar to diagram 4.

Diagram 6: Two overlapping circles, 'Self' on the left and 'Y' on the right, with a very large overlap, similar to diagram 4.

Diagram 7: Two overlapping circles, 'Self' on the left and 'Y' on the right, with a very large overlap, similar to diagram 4.

1 2 3

4 5 6 7

1 2 3 4 5 6 7

Next



Which of the following options best describes how you feel towards the **English people**?

- Very proud
- Proud
- Indifferent
- Resent
- Strongly resent

Which of the following options best describes how you feel towards the **Scottish people**?

- Very proud
- Proud
- Indifferent
- Resent
- Strongly resent

Next

79% Completed

How would you split £100 between a randomly-selected English person, and a randomly-selected Scottish person?

The closer you drag the slider to one individual, the more money you allocate to that individual. Please assume both individuals have the same income, both live in the UK, and would not find out that it was you who sent them the money.

£0

Next

82% Completed

How would you rate your **spatial vision** (the ability to identify the shape and position of objects in space), on a scale from 1 (**not good at all**) to 7 (**very good**)?

Not good at all	1	2	3	4	5	6	7	Very good
	<input type="radio"/>							

How would you place your opinion on the following scale? The far-left tick box means that you completely agree with the sentence on the left, the far-right tick box means that you completely agree with the sentence on the right, and if your position is between the two statements, you can choose any other tick box between them.

Incomes in the UK should be made more equal											We need larger income differences as incentives for individual effort
	<input type="radio"/>										

How do you see yourself: are you generally a person who is fully prepared to take risks or do you try to avoid taking risks? Please tick a box on the scale, where the value 0 means: '**not at all willing to take risks**' and the value 10 means: '**very willing to take risks**'.

Not at all willing to take risks	0	1	2	3	4	5	6	7	8	9	10	Very willing to take risks
	<input type="radio"/>											

Which of the following options best describes your political affiliation?

<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Very close to the left-wing camp	Close to the left-wing camp	Other	Close to the right-wing camp	Very close to the right-wing camp

What type of assessments were you asked to make in this study?

- Individuals' age
- Number of coins in jars
- Stock exchange prices
- English rugby
- Parks in London
- Scottish Sporrans
- Number of calories in different snacks
- Scottish Tartans
- Distance between cities
- I do not remember

Next

85% Completed

The next two screens appear only for participants with social information.

We will now ask you about your answers to the first part of the survey.

To what extent have your **policy decisions** been affected by the following considerations in relation to the **English people**?

A desire to be similar No impact A desire to be different

To what extent have your **policy decisions** been affected by the following considerations in relation to the **Scottish people**?

A desire to be similar No impact A desire to be different

Next



We will now ask you about your answers to the second part of the survey.

To what extent have your **responses to assessment tasks** been affected by the following considerations in relation to the **English people**?

A desire to be similar No impact A desire to be different

To what extent have your **responses to assessment tasks** been affected by the following considerations in relation to the **Scottish people**?

A desire to be similar No impact A desire to be different

Next



Finally, we will ask you a number of questions for statistical purposes only. Just to remind you, this survey is anonymous and does not allow anyone to know your identity.

What is your gender?

- Female
- Male
- Non-binary/None of the above options

What is your religion?

- Christian
- Muslim
- Hindu
- Sikh
- Buddhist
- Jewish
- Other
- None

How would you rate your degree of religiosity?

- Very religious
- Fairly religious
- Mildly religious
- Not at all religious

Which of the following best describes your ethnic background?

- White
- Black/Black British
- Asian/Asian British
- Mixed
- Other

In what year were you born?

What is the highest level of education you have completed?

- Lower than high school (no GCSEs/some GCSEs)
- High school (GCSEs/A levels)
- Non-academic, post-secondary vocational studies with certificates
- Foundation degree/bachelor's degree/professional diploma
- Master's degree
- PhD/doctorate

What is your employment status?

- Full-time
- Part-time
- Unemployed (actively seeking work)
- Self-employed
- Unpaid leave
- Retired
- Homemaker
- Student
- Other

What is your household's total income per month, after taxes and compulsory deductions, from all sources?

- Less than £1,500
- £1,500 to £3,000
- £3,000 to £4,500
- £4,500 to £6,000
- More than £6,000

Next

92% Completed

What is your area of residence?

- North East, England
- North West, England
- Yorkshire and the Humber, England
- East Midlands, England
- West Midlands, England
- East of England
- London, England
- South East, England
- South West, England
- Wales
- Scotland
- Northern Ireland
- Abroad

What is your marital status?

- Single
- Married
- Widowed
- Divorced
- Separated
- Partnership

How many people permanently live in your household?

Finally, we would love to hear any comments, suggestions or thoughts you have about the survey.

What do you think the purpose of the survey is?

How did you decide whether you were for or against the policy proposals?

How did you decide which option to choose for the assessment tasks?

Now one of the assessment tasks will be chosen for you at random. If you answered this assessment task correctly, you will receive £0.20 in addition to the basic payment you are entitled to.

[Next](#)

 95% Completed

Task chosen for you: ...

Your answer to the chosen task: ...

Your answer is [in]correct.

Thank you for taking part in this study! Please click the button below to go back to Prolific and complete your submission.

[Return to Prolific](#)

100% Completed

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