Dear Researchers:

This is a Step-By-Step guide of Study Procedures for those who wish to use the In-Lab Gratitude Induction. Any questions can be directed to Yasmin Abbaszadeh at yabbaszadeh0@outlook.com or David DeSteno at d.desteno@gmail.com at Northeastern University.

Happy Studies,

Dave & Yasmin

Step 1: Experimenter sets up the computers as the confederate waits outside for the participant to arrive.

Materials Needed: A camera system set up, at least 2 computers + 1 for troubleshoot and one RA to play the confederate role.*

* Researchers may use either male or female confederates, keeping the gender constant throughout the study.

- Computers must be pre-programmed to contain a mundane filler task lasting about 10 mins (we used the Lexical Decision Task. Please refer to the "In-Lab Procedures" document for more details) and set up for the computer to crash right before the task would have been completed.

Step 2: Consent and Oral Briefing

Materials Needed: Consent form, 2 pens

- Once the participant arrives, both he and the confederate receive the consent form and an oral explanation of the different components of the study.
- Participant returns the consent form to the experimenter, receives oral explanation, and begins a partner task that they work together on for about 3-4 minutes. We chose to have them work on trivia questions.

Step 3: Plausible Cover Story

- This manipulation involves some deception, including a cover story to help the participant make sense of why we are having them do this sequence of tasks.
- We began the experiment with the cover story, which consisted of 3 sections: (1) the partner trivia activity, (2) the Lexical Decision Task, (3) and the manipulation check. We ostensibly informed the participants that these 3 sections were part of a separate, shorter social interaction study that we added on to this one to help us establish a baseline.
- We intended to give participants the impression that these 3 sections were different from the main study which they were participating in.

Step 4: Filler # 1- Partner Activity

Materials Needed: 2 sets of questions, 2 clipboards, and 2 copies of the answer key

- The first filler task to set up the manipulation is a partner activity. This can vary in length, but we made ours short (3-4 mins) to save time. In this version, we told participants that this was a short social interaction study consisting of 3 sections. In other versions, we used a different cover story to the same effect.
- The purpose of this is to give us a valid reason for setting up the wording of the manipulation check "how do you feel towards your partner" that comes right after. This step is important for checking to see if your manipulation worked. We found that asking about general mood did not provide an accurate indication of the manipulations' success.
- In this version, we used a light pencil and paper trivia activity to facilitate social interaction. We told them to work on the questions together however they wished for 2 mins. Here, they were allowed to talk to one another, whereas in other versions where the cover story differed, they did not talk to each other.
- After 2 minutes, the experimenter comes in and asks them to switch questions so they get a look at both sheets.
- After the 4 minutes was up, the partner trivia was concluded and participants moved on to the second filler task.

Step 5: Filler # 2- Lexical Decision Task (about 10 mins)

- The second filler was meant to be mundane and boring. It contains 3 sets of computerized tasks during which the participant repeatedly presses one key if they see a word and another if they see a non-word.
- **The participant finishes filler questions and either experiences a computer crash (gratitude manipulation) or moves straight on to the manipulation check. (control)**
- The computer breaks after participants in the gratitude condition see their 3rd set of scores, before the page where they are supposed to see all 3 scores together, concluding the LDT. LDT feedback scores are neutral, given without context, and don't appear to be on a 100-point scale (to further ensure the participant does not infer too much information from the score).
- In the version shown here, the participant gets up to alert the experimenter of the crash. In other versions, we have had the confederate notice the problem and alert the experimenter of the crash.

Step 6: Computer Crashes

- The experimenter comes in to the laboratory. They mention that this has happened before, and tech support needs to be called. The experimenter tells the participant to wait for the tech to show up, and that they will have to wait and repeat all 3 sets of the lexical decision tasks after it is fixed.
- The experimenter then leaves the room to make the ostensible phone call to technical support.

Step 7: Confederate Intervention

- The experimenter makes a call from the office, (preferably loud enough for the participant to hear in the other room.) Meanwhile the confederate gets up to try and help fix the participant's computer.

Please refer to In-Lab Procedures document for both confederate and experimenter scripts.
- The confederate walks over to the participant's computer. First, she presses a few buttons on the keyboard, making sure to press F8* which has been specifically programmed to set off a 30 second timer before bringing the screen back on.

Step 8: Phone Call to Technical Support

- The experimenter tries to time the phone call to take a tad longer than it does for the confederate to fix the computer, giving the confederate time to come alert the experimenter that the problem has been resolved.
- If the experimenter notices that they have fixed the computer but haven't come to alert her, she walks back to the lab after the phone call, declaring that a tech support individual will arrive in 5 minutes. The participant and confederate then let her know they have already fixed the computer.

Step 9: Manipulation Check

- The experimenter reminds the participant that due to them fixing it, he or she will not have to redo the three sets they already completed. She tells the participant the feedback section will only take 2 mins and leaves the room to let them finish the manipulation check.
- The manipulation check consisted of a series of questions that specifically asked about different emotions that the participant felt towards the confederate right after she helps him avoid redoing mundane filler #2.
- We found it best to ask about the emotion of interest 2 or 3 ways (e.g. how grateful/thankful/appreciative do you feel towards your partner), and then create a mean state gratitude level.
- Asking participants about their general mood after the induction did not seem to be an accurate indication of the manipulation's success, and may introduce confounds.

Step 10: Conclusion

- Once the participant finishes the manipulation check, they proceed to complete any DVs of interest.