Vignettes for New Studies

# indicates paragraph break in original; same questions used when not repeated.

**Study 1: Pen Case**

1. **Population-level: No Norm Violations**
The receptionist in the philosophy department keeps her desk stocked with pens. Both the administrative assistants and the faculty members in the department are allowed to take the pens. # In fact, both the administrative assistants and the faculty members typically do take the pens. # On Monday morning, one of the administrative assistants encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

   On a scale of 1-7, one being totally disagree and seven being totally agree, how much do you agree with each of the following claims?

   1. Professor Smith caused the problem.
   2. The Administrative Assistant caused the problem.

2. **Population-level: Professor Smith Violates Injunctive Norm**
The receptionist in the philosophy department keeps her desk stocked with pens. Both the administrative assistants are allowed to take the pens, but faculty members are supposed to buy their own. # The administrative assistants typically do take the pens. Unfortunately, the faculty members also typically do take the pens. The receptionist has repeatedly e-mailed reminders that only administrative assistants are allowed to take the pens in order to ensure that everyone is clear on the point. # On Monday morning, one of the administrative assistants encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

3. **Population-level: Professor Smith Violates Population-level Norm**
The receptionist in the philosophy department keeps her desk stocked with pens. Both the administrative assistants and the faculty members in the department are allowed to take the pens. # The administrative assistants typically do take the pens. In contrast, the faculty members typically do not take the pens. # On Monday morning, one of the administrative assistants encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

4. **Population-level: Professor Smith Violates Injunctive Norm and Population-level Norm**
The receptionist in the philosophy department keeps her desk stocked with pens. The administrative assistants are allowed to take the pens, but faculty members are supposed to buy their own. # The administrative assistants typically do take the pens. In contrast, the faculty members typically do not take the pens. The receptionist has repeatedly e-mailed
reminders that only administrative assistants are allowed to take the pens in order to ensure that everyone is clear on the point. # On Monday morning, one of the administrative assistants encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

5. Individual-level: No Norm Violations
The receptionist in the philosophy department keeps her desk stocked with pens. Both the administrative assistants and the faculty members in the department are allowed to take the pens. # One of the administrative assistants, John, almost always takes a pen every time he passes the receptionist’s desk. Likewise, one of the faculty members, Professor Smith, also almost always takes a pen every time he passes the receptionist’s desk. # On Monday morning, John encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

On a scale of 1-7, one being totally disagree and seven being totally agree, how much do you agree with each of the following claims?

1. Professor Smith caused the problem.
2. John caused the problem.

6. Individual-level: Professor Smith Violates Injunctive Norm
The receptionist in the philosophy department keeps her desk stocked with pens. The administrative assistants are allowed to take the pens, but faculty members are supposed to buy their own. # One of the administrative assistants, John, almost always takes a pen every time he passes the receptionist’s desk. Unfortunately, one of the faculty members, Professor Smith, also almost always takes a pen every time he passes the receptionist’s desk. The receptionist has repeatedly e-mailed reminders that only administrative assistants are allowed to take the pens in order to ensure that everyone is clear on the point. # On Monday morning, John encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

7. Individual-level: Professor Smith Violates Individual-level Norm
The receptionist in the philosophy department keeps her desk stocked with pens. Both the administrative assistants and the faculty members in the department are allowed to take the pens. # One of the administrative assistants, John, almost always takes a pen every time he passes the receptionist’s desk. In contrast, one of the faculty members, Professor Smith, almost never takes a pen when he passes the receptionist’s desk. # On Monday morning, John encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

8. Individual-level: Professor Smith Violates Injunctive Norm and Individual-level Norm
The receptionist in the philosophy department keeps her desk stocked with pens. The administrative assistants are allowed to take the pens, but faculty members are supposed
to buy their own. # One of the administrative assistants, John, almost always takes a pen every time he passes the receptionist’s desk. In contrast, one of the faculty members, Professor Smith, almost never takes a pen when he passes the receptionist’s desk. The receptionist has repeatedly e-mailed reminders that only administrative assistants are allowed to take the pens in order to ensure that everyone is clear on the point. # On Monday morning, John encounters Professor Smith walking past the receptionist’s desk. Both take pens. Later that day, the receptionist needs to take an important message… but she has a problem. There are no pens left on her desk.

Study 2: Lauren and Jane Case

1. Mainframe Unstable: No Norm Violations
Lauren and Jane both work for a company that uses a mainframe that can be accessed from terminals on different floors of its building. Employees are allowed to log into any of these terminals. Though the company does not know it, the mainframe has recently become unstable, so that if more than one person is logged in at the same time, the system crashes. # One day, Lauren logged into the mainframe on the ground floor at the exact same time that Jane logged into the mainframe on the second floor. Lauren and Jane were both unaware that the other was logging in. Sure enough, the system crashed.

On a scale of 1-7, one being strongly disagree and seven being strongly agree, how much do you agree with each of the following claims?

1. Lauren caused the system to crash.
2. Jane caused the system to crash.

2. Mainframe Unstable: Jane Violates Injunctive Norm
Lauren and Jane both work for a company that uses a mainframe that can be accessed from terminals on different floors of its building. The mainframe has recently become unstable, so that if more than one person is logged in at the same time, the system crashes. Therefore, the company has instituted a temporary policy restricting the use of terminals so that two terminals are not used at the same time until the mainframe is repaired. The policy prohibits logging in to the mainframe from the terminal on any floor except the ground floor. # One day, Lauren logged into the mainframe on the authorized terminal on the ground floor at the exact same time that Jane logged into the mainframe on the unauthorized terminal on the second floor. Lauren and Jane were both unaware that the other was logging in. Sure enough, the system crashed.

3. Feature not Bug: No Norm Violations
Lauren and Jane both work for a company that uses a mainframe that can be accessed from terminals on different floors of its building. Employees are allowed to log into any of these terminals. The operating system for the mainframe was designed to only allow a single user to log into the mainframe at a given time, however. As such, if more than one person logs into the mainframe at the same time, the system crashes. # One day, Lauren logged into the mainframe on the ground floor at the exact same time that Jane logged into the mainframe on the second floor. Lauren and Jane were both unaware that the other was logging in. Sure enough, the system crashed.
4. Feature not Bug: Jane Violates Injunctive Norm

Lauren and Jane both work for a company that uses a mainframe that can be accessed from terminals on different floors of its building. The operating system for the mainframe was designed to only allow a single user to log into the mainframe at a given time, however. As such, if more than one person logs into the mainframe at the same time, the system crashes. Because of this, the company has a policy restricting the use of terminals so that two terminals are not used at the same time. The policy prohibits logging in to the mainframe from the terminal on any floor except the ground floor during business hours. # One day, Lauren logged into the mainframe on the authorized terminal on the ground floor during business hours; at the exact same time, Jane logged into the mainframe on the unauthorized terminal on the second floor. Lauren and Jane were both unaware that the other was logging in. Sure enough, the system crashed.

Study 3: Dairy Corporation Case

1. Dairy Corporation does not Violate Law
Dairy Corporation recently sold a quantity of milk contaminated with mercurous hypochlorite. Mercurous hypochlorite is not harmful on its own, but when it is combined with aspartalose (a sugar substitute) it can lead to serious health problems and sometimes even death. Current law allows for the presence of mercurous hypochlorite in milk and do not require that the presence of mercurous hypochlorite be reported. Dairy Corporation knew about the mercurous hypochlorite contamination, but since mercurous hypochlorite is not harmful on its own and since the law allowed them to do so, they sold the milk anyway. Dairy Corporation kept the contamination secret and did not inform the public, as allowed by the current law. # Amy is a seven-year-old girl attending her friend Bethany’s birthday party. Before the party Amy had a bowl of cereal with milk produced by Dairy Corporation. The milk was contaminated with mercurous hypochlorite. At the birthday party, Amy ate a piece of birthday cake that was made by Bethany’s mother, Geraldine. Geraldine ran out of sugar when making the cake and used aspartalose as a substitute. Geraldine knew that aspartalose is not harmful on its own and had used it as a sweetener many times before. She had never heard of mercurous hypochlorite, had no idea that Amy had ingested mercurous hypochlorite that morning, and was unaware that the combination of mercurous hypochlorite and aspartalose can lead to serious health problems. # A few minutes after eating the birthday cake, Amy started to have convulsions. She died two minutes later.

On a scale of 1-7, one being strongly disagree and seven being strongly agree, how much do you agree with each of the following claims?

1. Dairy Corporation caused Amy’s death.
2. Geraldine caused Amy’s death.

2. Dairy Corporation Violates Law
Dairy Corporation recently sold a quantity of milk contaminated with mercurous hypochlorite. Mercurous hypochlorite is not harmful on its own, but when it is combined with aspartalose (a sugar substitute) it can lead to serious health problems and sometimes even death. Current law prohibits the presence of mercurous hypochlorite in milk. Dairy Corporation knew about the mercurous hypochlorite contamination, but since mercurous hypochlorite is not harmful on its
own, they sold the milk anyway. Dairy Corporation kept the contamination secret and did not inform the public. # Amy is a seven-year-old girl attending her friend Bethany’s birthday party. Before the party Amy had a bowl of cereal with milk produced by Dairy Corporation. The milk was contaminated with mercurous hypochlorite. At the birthday party, Amy ate a piece of birthday cake that was made by Bethany’s mother, Geraldine. Geraldine ran out of sugar when making the cake and used aspartalose as a substitute. Geraldine knew that aspartalose is not harmful on its own and had used it as a sweetener many times before. She had never heard of mercurous hypochlorite, had no idea that Amy had ingested mercurous hypochlorite that morning, and was unaware that the combination of mercurous hypochlorite and aspartalose can lead to serious health problems. # A few minutes after eating the birthday cake, Amy started to have convulsions. She died two minutes later.

4. Study 4: George and Harry Case

1. No Norm Violation, Bad Outcome
George and Harry both work in a large office building. George takes care of the computers; Harry takes care of the mail. # Typically, the janitor goes through the entire building and empties all of the garbage baskets. This task normally takes him about one half hour. # One day, however, the janitor does not take out the garbage. # At different times in the evening, both George and Harry see that the garbage hasn’t been taken out. Neither goes to take it out himself, since that is not their job. # The next morning, all of the trash is still sitting in the garbage baskets. A bad odor fills the building.

On a scale of 1-7, one being strongly disagree and seven being strongly agree, how much do you agree with each of the following claims?

1. George caused the bad odor to fill the building.
2. Harry caused the bad odor to fill the building.

2. George Violates Norm, Bad Outcome
George and Harry both work in a large office building. George is the janitor; Harry takes care of the mail. # Every day, George goes through the entire building and empties all of the garbage baskets. This task normally takes him about one half hour. # One day, George is feeling tired and decides not to take out the garbage. # Harry sees that the garbage hasn’t been taken out. He doesn’t go to take it out himself, since that is not his job. # The next morning, all of the trash is still sitting in the garbage baskets. A bad odor fills the building.

3. No Norm Violation, Good Outcome
George and Harry both work in a large office building. George takes care of the computers; Harry takes care of the mail. # Typically, the janitor goes through the entire building and empties all of the garbage baskets. This task normally takes him about one half hour. # One day, however, the janitor does not take out the garbage. # At different times in the evening, both George and Harry see that the garbage hasn’t been taken out. Neither goes to take it out himself, since that is not their job. # But it turns out that the company is extremely lucky. An accountant had accidentally thrown out an important document, and everyone is overjoyed to find that the trash hadn’t been taken out and hence that the document is still there.
On a scale of 1-7, one being strongly disagree and seven being strongly agree, how much do you agree with each of the following claims?

1. George caused the document to be recovered.
2. Harry caused the document to be recovered.

4. George Violates Norm, Good Outcome
George and Harry both work in a large office building. George is the janitor; Harry takes care of the mail. # Every day, George goes through the entire building and empties all of the garbage baskets. This task normally takes him about one half hour. # One day, George is feeling tired and decides not to take out the garbage. # Harry sees that the garbage hasn’t been taken out. He doesn’t go to take it out himself, since that is not his job. # But it turns out that the company is extremely lucky. An accountant had accidentally thrown out an important document, and everyone is overjoyed to find that the trash hadn’t been taken out and hence that the document is still there.

5. Study 5: See Kominsky et al., Experiment 3, and description in Main Text
6. Study 6: See Main Text
7. Study 7: See Main Text
8. Study 8: See Study 5 (scale varied in instructions)
9. Study 9: See Kominsky et al., Experiment 3, and description in Main Text

10. Study 10: Lauren, Jane, and Helen Case
1. No Norm Violations
Helen, Lauren, and Jane all work for a company that uses a mainframe that can be accessed from terminals on different floors of its building. Employees are allowed to log into any of these terminals. Though the company does not know it, the mainframe has recently become unstable, so that if more than one person is logged in at the same time, the system crashes. # One day, Helen logged into the mainframe on the ground floor at the exact same time that Lauren logged into the mainframe on the second floor and Jane logged into the mainframe on the third floor. Helen, Lauren, and Jane were each unaware that the others were logging in. Sure enough, the system crashed.

On a scale of 1-7, one being totally disagree and seven being totally agree, how much do you agree with each of the following claims?

1. Helen caused the system to crash.
2. Lauren caused the system to crash.
3. Jane caused the system to crash.
2. Lauren and Jane Violate Injunctive Norm
Helen, Lauren, and Jane all work for a company that uses a mainframe that can be accessed from terminals on different floors of its building. The mainframe has recently become unstable, so that if more than one person is logged in at the same time, the system crashes. Therefore, the company has instituted a temporary policy restricting the use of terminals so that two terminals are not used at the same time until the mainframe is repaired. The policy prohibits logging into the mainframe from the terminal on any floor except the ground floor. # One day, Helen logged into the mainframe on the authorized terminal on the ground floor at the exact same time that Lauren logged into the mainframe on the unauthorized terminal on the ground floor at the exact same time that Jane logged into the mainframe on the unauthorized terminal on the second floor and Jane were each unaware that the others were logging in. Sure enough, the system crashed.

11. Study 11: Disjunctive Email Case

1. No Norm Violation
Billy and Suzy work for a company that has a central computer. # In order to make sure that two people are always available to answer incoming phone calls, the company issued the following official policy: Billy and Suzy are both permitted to log into the central computer in the mornings. # Unfortunately, a problem has recently developed with the computer system: if anyone logs into the computer in the morning, some important work e-mails will be immediately deleted. # This morning, Billy and Suzy both log into the central computer at the same time. Immediately, some important work e-mails are deleted.

On a scale of 1-7, one being strongly disagree and seven being strongly agree, how much do you agree with each of the following claims:

1. Billy caused the e-mails to be deleted.
2. Suzy caused the e-mails to be deleted.

2. Billy Violates Injunctive Norm
Billy and Suzy work for a company that has a central computer. # In order to make sure that one person is always available to answer incoming phone calls, the company issued the following official policy: Billy is the only one permitted to log into the central computer in the afternoons, whereas Suzy is the only one permitted to log into the central computer in the mornings. Billy is never permitted to log into the central computer in the morning. # Unfortunately, a problem has recently developed with the computer system: if anyone logs into the computer in the morning, some important work e-mails will be immediately deleted. # This morning, Billy and Suzy both log into the central computer at the same time. Immediately, some important work e-mails are deleted.