Supplemental Materials: Vignettes for Studies

Study 1: Driver, Varying Character

1. Good Person

Samantha likes to tutor underprivileged children in her spare time. One day, Samantha was driving home from work to tutor an underprivileged child when she was involved in a car accident. Samantha hit the other driver on the driver's side, causing him multiple lacerations, a broken collar bone, and a fractured arm. Samantha was uninjured in the accident.

2. Bad Person

Samantha likes to torture cats in her spare time. One day, Samantha was driving home from work to torture a cat when she was involved in a car accident. Samantha hit the other driver on the driver's side, causing him multiple lacerations, a broken collar bone, and a fractured arm. Samantha was uninjured in the accident.

Study 2: Driver, Varying Driving Ability

1. Good Driver

Samantha is a very safe and attentive driver. One day Samantha was driving home from work when she was involved in a car accident. Samantha hit the other driver on the driver's side, causing him multiple lacerations, a broken collar bone, and a fractured arm. Samantha was uninjured in the accident.

2. Bad Driver

Samantha is a very unsafe and inattentive driver. One day Samantha was driving home from work when she was involved in a car accident. Samantha hit the other driver on the driver's side, causing him multiple lacerations, a broken collar bone, and a fractured arm. Samantha was uninjured in the accident.

Footnote 16: Lauren Alone, Between-participants

1. No Norm Violation

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

One day, Lauren logged into the mainframe. Sure enough, the system crashed.

2. Norm Violation

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Unfortunately, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes. When the company realized that the mainframe was unstable, they implemented a temporary policy prohibiting employees from logging into the mainframe until it is repaired. A memo was sent to each employee informing them of the new policy. Each employee was required to return a signed form indicating that they had read and understood the policy. As an employee of the company, Lauren received the memo and returned the signed form.

Despite having done so, later that week Lauren logged into the mainframe. Sure enough, the system crashed.

Study 3: Lauren Alone, Varying Character and Lack of Knowledge/Desire

1. Character Not Specified, Knowledge/Desire Not Specified

[FIRST PAGE: Same as for Footnote 16, 1]

[SECOND PAGE]

When the company realized that the mainframe was unstable, they implemented a temporary policy prohibiting employees from logging into the mainframe until it is repaired. A memo was sent to each employee informing them of the new policy. Each employee was required to return a signed form indicating that they had read and understood the policy. As an employee of the company, Lauren received the memo and returned the signed form.

Despite having done so, later that week Lauren logged into the mainframe. Sure enough, the system crashed.

2. Bad Character, Knowledge/Desire Not Specified

Lauren lives alone in a secluded area by a small forest. Her favorite pastime is to set traps for animals in the forest. When she catches one, she brings the animal back to her garage where she keeps it alive for several days slowly torturing the animal in ways too gruesome to mention. She has done this with raccoons, deer, rabbits, and even the occasional cat or dog. Because she lives in a secluded area, however, nobody knows that Lauren does this and her colleagues at work generally think that she is a pleasant person.

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

One day, Lauren logged into the mainframe. Sure enough, the system crashed.

[SECOND PAGE: Same as for 1]

3. Character Not Specified, Lacks Knowledge/Desire

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

One day, Lauren logged into the mainframe. Sure enough, the system crashed. Lauren did not know that the system would crash, nor did she have any desire for the system to crash.

[SECOND PAGE: Same as for 1]

4. Bad Character, Lacks Knowledge/Desire

Lauren lives alone in a secluded area by a small forest. Her favorite pastime is to set traps for animals in the forest. When she catches one, she brings the animal back to her garage where she keeps it alive for several days slowly torturing the animal in ways too gruesome to mention. She has done this with raccoons, deer, rabbits, and even the occasional cat or dog. Because she lives in a secluded area, however, nobody knows that Lauren does this and her colleagues at work generally think that she is a pleasant person.

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

One day, Lauren logged into the mainframe. Sure enough, the system crashed. Lauren did not know that the system would crash, nor did she have any desire for the system to crash.

[SECOND PAGE: Same as for 1]

Study 4: Lauren Alone, Varying Knowledge and Desire

1. Doesn't Know, Doesn't Desire

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren doesn't know that the system will crash if she logs into the mainframe. And Lauren has no desire for the system to crash.

This morning, Lauren logged into the mainframe. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]

2. Knows, Doesn't Desire

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren knows that the system will crash if she logs into the mainframe. But Lauren has no desire for the system to crash.

This morning, Lauren logged into the mainframe. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]

3. Doesn't Know, Desires

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren doesn't know that the system will crash if she logs into the mainframe. But Lauren has a strong desire for the system to crash.

This morning, Lauren logged into the mainframe. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]

4. Knows, Desires

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren knows that the system will crash if she logs into the mainframe. And Lauren has a strong desire for the system to crash.

This morning, Lauren logged into the mainframe. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]

Study 5: Lauren Alone, Knows but Doesn't Desire, Varying Reason

1. Boss Insists

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren knows that the system will crash if she logs into the mainframe. But Lauren has no desire for the system to crash.

This morning, Lauren's boss told her to log into the mainframe. Lauren told her boss that the mainframe was unstable and that if she logged into it the system would crash. Lauren's boss said, "I don't care at all about the system crashing; log into the mainframe or you're fired." Lauren did as instructed. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]

2. Forgot

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren knows that the system will crash if she logs into the mainframe. But Lauren has no desire for the system to crash.

This morning, Lauren wasn't paying attention and logged into the mainframe despite knowing that if she logged in the system would crash. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]

3. Job Requires

Lauren works for a company that uses a mainframe that can be accessed from terminals in its building. Though the company does not know it, the mainframe has recently become unstable, so that if anyone logs into the system, the system crashes.

Lauren knows that the system will crash if she logs into the mainframe. But Lauren has no desire for the system to crash.

Nonetheless, Lauren's job requires her to log into the mainframe. As such, this morning she logged into the mainframe despite knowing that if she logged in the system would crash. Sure enough, the system crashed.

[SECOND PAGE: Same as for Study 3, 1]