

Online Appendix for

Bad Boys: How Criminal Identity Salience Affects Rule Violation

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Experimental materials

1. Survey for criminal identity treatment

1. How satisfied are you, all things considered, with your present life?

Completely **unsatisfied**

Completely **satisfied**

0	1	2	3	4	5	6	7	8	9	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. What is your opinion about the following statements?

- What one achieves in life is primarily a matter of luck and fate.

I totally **disagree**

I totally **agree**

0	1	2	3
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- I do not have much control over the things that happen in my life.

I totally **disagree**

I totally **agree**

0	1	2	3
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

3. What does happiness mean for you? Does happiness mean for you...

applies **not at all**

applies **entirely**

	0	1	2	3	4	5	6
• that you and your dependents are healthy?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• that you can take pleasure in small things?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• that you have time for your own leisure interests?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• that you do not have to worry about money?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. 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?

not at all willing to take risks

very willing to take risks

0	1	2	3	4	5	6	7	8	9	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please complete the following data:

5. Date of birth:

day _____ month _____ year _____

6. Nationality:

7. Please tick your religious affiliation:

- Roman Catholic
- Protestant/Evangelical
- Jewish
- Islamic
- Others
- No religious affiliation

8. Are you married?

yes no

9. Do you have children?

yes no

10. How high was your income in comparison to the Swiss average before you were incarcerated?

lower than average income			higher than average income	
1	2	3	4	5
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

11. What is your highest completed level of education?

- University
- University of applied sciences
- Advanced vocational training
- Teacher diploma
- High school
- Vocational school
- Compulsory school

12. How long have you been in custody?

month _____ year _____

13. What were you convicted of?

14. Is this your first imprisonment?

yes no

15. Which three things about everyday life in prison would you change, if you could?

1.
2.
3.

16. Are you in a private cell or do you share the cell with other prisoners?

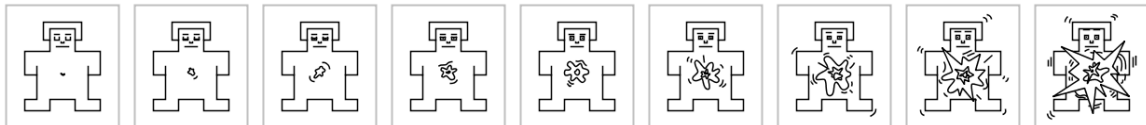
private cell

cell with other prisoners

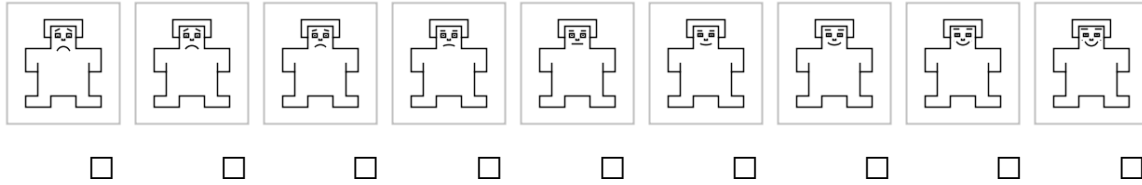
17. In your opinion, what are the three advantages/disadvantages of a private cell compared to a cell for several prisoners?

1.
2.
3.

18. How emotionally aroused do you feel at the moment?



19. How well do you feel at the moment?



----- page break -----

20. Coin tossing task

In the enclosed *white* envelope you find *ten 50 centime coins*. With a little luck, you can now win up to 5 Swiss Francs. Please open the white envelope, take out the ten coins and put them down in front of you. Take one of the coins and toss it. Write down the result in the table below.

- If the result is *heads*, you *won* and, therefore, you can keep the 50 centime coin.
- If the result is *tails*, you *lost*. Please put the coin back in the white envelope.

Do the same with the other nine coins: toss each of the other nine coins and after each turn write down in the table below, whether the result has been heads or tails. You can keep each coin you tossed heads. Please put back each coin you tossed tails into the white envelope.

Example: If you flip heads eight times and tails two times, you win 4 Swiss Francs. If you flip heads two times and tails eight times, you win 1 Swiss Franc.

Please write down the results of your ten coin tosses.

	Heads (CHF 0.50)	Tails (CHF 0.-)
1st coin	<input type="checkbox"/>	<input type="checkbox"/>
2nd coin	<input type="checkbox"/>	<input type="checkbox"/>
3rd coin	<input type="checkbox"/>	<input type="checkbox"/>
4th coin	<input type="checkbox"/>	<input type="checkbox"/>
5th coin	<input type="checkbox"/>	<input type="checkbox"/>
6th coin	<input type="checkbox"/>	<input type="checkbox"/>
7th coin	<input type="checkbox"/>	<input type="checkbox"/>
8th coin	<input type="checkbox"/>	<input type="checkbox"/>
9th coin	<input type="checkbox"/>	<input type="checkbox"/>
10th coin	<input type="checkbox"/>	<input type="checkbox"/>

21. Please answer the following questions:

- A pair of football shoes and a ball cost together 110 CHF. The shoes cost 90 CHF more than the ball. How much does the ball cost?

_____ CHF

- 5 machines can produce 5 spare parts in 5 minutes. How long would it take 100 machines to produce a 100 spare parts?

_____ min

- A small part of the surface of a pond is covered with water lilies. This part doubles each day. If within 48 days, the whole surface is covered, how long would it take until half of the surface is covered?

_____ days

22. How many of your three answers to the questions in 21 were correctly solved?

0	1	2	3
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please put the questionnaire and the white envelope into the big envelope. Seal it and hand it back to an attendant.

Thank you for your participation!

2. Survey for control treatment

The survey was identical to the criminal identity treatment except for the six control questions 12-17.

12. How many hours per week do you watch TV on average?

_____ hours per week

13. What is your favorite activity when you do not have to work?

--

14. What do you prefer: listening to the radio or watching TV?

watching TV

listening to
the radio

15. Which three radio-/TV-channels do you prefer?

1.
2.
3.

16. Do you listen to the Radio/TV consciously or do you have the radio/TV on in the background while doing other things?

very
consciously

rather
consciously

rather
unconsciously

very
unconsciously

17. Which three radio-/TV-shows do you prefer?

1.
2.
3.

3. Survey for manipulation check

1. How often have you felt the following emotions in the past four weeks:

	very rarely			very often			
	0	1	2	3	4	5	6
• angry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• happy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
• sad	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>










2. Do you have a rather positive or negative attitude towards the Swiss government?

Very negative attitude					Very positive attitude	
-3	-2	-1	0	1	2	3
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

3. Concerning financial decisions: How high is your willingness to renounce something in order to benefit from it in the future?

not at all to renounce						very willing to renounce				
0	1	2	3	4	5	6	7	8	9	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How high is your self-esteem?

								
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. To what extent do you agree with the following statement: **It is important to me what others think about me.**

Not at all true							Totally true
0	1	2	3	4	5	6	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. -11. *Criminal identity priming or control questions*

12. Word quiz

Please try to create existing words out of the initial three letters. Notice that the words may not contain more than 12 letters.

Example:

ma chine

acc _____

pol _____

off _____

4. Survey for placebo experiment

The survey was identical to the one from study 1 except for the profiles and the six slightly modified priming questions.

Criminal profile treatment

Quiz

Please read the following profile carefully and try to memorize many details. Subsequently, we will ask you to solve a quiz about the profile.

My name is Lukas Hauser and I'm 40 years old. I have been in custody since June 2005. I was convicted of drug trafficking and robbery. This is my first imprisonment. If I could change something about the everyday life in prison, I would extend visiting times, improve the food and provide more employment opportunities. I could imagine a better life in prison. For example, I would like to have a private cell. Unfortunately, I have to share my cell with another offender, who was convicted of assault. A private cell has the advantage of more privacy. Moreover, I would be able to decide on my own what shows I want to watch on TV. However, a private cell has the disadvantage that one gets easily bored because there is no one to talk to.

----- page break -----

Try to answer the following questions about the person from the profile:

12. How long has the person in the profile been in custody?

month _____ year _____

13. What has the person in the profile been convicted of?

14. Is this the first imprisonment for the person in the profile?

yes no

15. Which three things about everyday life in prison would the person in the profile change if he could?

1.
2.
3.

16. Is the person in the profile in a private cell or does he share the cell with other prisoners?

private cell

cell with other prisoners

17. According to the person in the profile, what are the three advantages/disadvantages of a private cell compared to a cell for several prisoners?

1.
2.
3.

Control profile treatment

Quiz

Please read the following profile carefully and try to memorize many details. Subsequently, we will ask you to solve a quiz about the profile.

My name is Lukas Hauser and I'm 40 years old. I like to watch television in my leisure time. I guess I watch television for almost 18 hours per week. In my free time I also like to do sports, like going to the gym. Moreover, I enjoy reading books and sometimes also listening to the radio. If someone would ask me whether I prefer listening to the radio or watching television, I would clearly say watching television. My favorite channels are SF1, SF2, and Pro 7. Most of the time I watch the news, TV series like "Two and a half men", or sport broadcasts. When I watch television, I always do this very consciously.

----- *page break* -----

Try to answer the following questions about the person from the profile:

12. How many hours per week does the person in the profile watch TV on average?

_____ hours per week

13. What is the favorite activity of the person in the profile when he does not have to work?

14. What does the person in the profile prefer: listening to the radio or watching TV?

watching TV

listening to
the radio

15. Which three radio-/TV-channels does the person in the profile prefer?

1.
2.
3.

16. Does the person in the profile listen to the Radio/TV consciously or does he have the radio/TV on in the background while doing other things?

- | | | | |
|--------------------------|--------------------------|--------------------------------|------------------------------|
| very
consciously | rather
consciously | rather
unconsciously | very
unconsciously |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

17. Which three radio-/TV-shows does the person in the profile prefer?

1.
2.
3.