

## Online supplementary material

### **SCENARIO STUDY.....2**

<b>TEST SURVEY LINK .....</b>	<b>2</b>
<b>PRE-REGISTRATION LINK.....</b>	<b>2</b>
<b>INSTRUCTIONS (SCREENSHOTS).....</b>	<b>3</b>
COMPETENCE/WARMTH PRIME.....	3
SCENARIO SECTION .....	4
COMPETENCE-FAVORING SCENARIO (PosOrigComp).....	5
WARMTH-FAVORING SCENARIO (NegRecWarm).....	6
THE QUESTIONS.....	7
THE ATTENTION CHECK .....	8
THE COMPREHENSION CHECK .....	9
INDIVIDUAL DIFFERENCE MEASURE .....	10

### **LIVE CHAT STUDY.....11**

<b>PRE-REGISTRATION LINK.....</b>	<b>11</b>
<b>INSTRUCTIONS (SCREENSHOTS).....</b>	<b>12</b>
INTRODUCTION .....	12
ATTENTION CHECK .....	12
WARNING STAGE .....	13
PAIRING STAGE .....	14
TASK INSTRUCTIONS .....	16
PRACTICE TASK (PRACTICE GRID).....	19
MAIN TASK (DIFFICULT VERSION – RECEIVER) .....	21
MAIN TASK (EASY VERSION – ORIGINATOR).....	23
LIVE CHAT SCREEN .....	24
<b>CODING INSTRUCTIONS .....</b>	<b>25</b>
INTRODUCTION TO EXPERIMENT.....	25
SPECIFIC CODING INSTRUCTIONS .....	26
EXAMPLE CODED CHATS GIVEN TO RAS .....	31

## SCENARIO STUDY

### Test Survey Link

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You can view and try the online implementation of the Scenario Study, created in Qualtrics.

[Scenario Study](#)

To restart the experiment, refresh the page.

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### Pre-registration Link

Find the pre-registration for the **Scenario Study** here:

<http://aspredicted.org/blind.php?x=yu2d8j>

**Instructions (screenshots)**

Below are a series of screenshots of the experiment showing the exact instructions participants were given.

*Competence/Warmth Prime***Short Recall Task**

Please think of a person you admire for being **generous, warm, friendly, and/or likable**. Type the initials of this person's first and last names (e.g., A.B.) in the first box below.

Person's first and  
last initials

In the box below, describe 2-3 things you have observed this person do or say that makes them seem **generous, warm, friendly, and/or likable** to you.

What is the gender of this person?

Male

Female

Other

<<

>>

*Scenario section*

On the next page you will be asked to read a scenario.

Please carefully imagine yourself in the scenario and take on the values of the person in the scenario, even if they don't match your own real-life values.



## INSTRUCTIONS

REMINDER: Please carefully imagine yourself in the scenario and take on the values of the person in the scenario, even if they don't match your own real-life values.

On the next page you will be asked to answer questions based on this scenario.

Read carefully: Later, you will have to answer a few comprehension check questions about it.

*Competence-favoring scenario (PosOrigComp)*

This version of the scenario is from the “PosOrigComp” condition. That is, it is the competence-favoring condition, where the participant is in the role of the Originator, and the outcome is positive.

**You and John:**

Imagine that you work at a large publishing company called Paper Press, Inc. At Paper Press, you and a co-worker, John, have the same supervisor. Both of you work remotely for the publishing company. You don't really know or interact with John, so you feel pretty indifferent towards him. Though, sometimes he can be a bit rude.

**The Company Culture and Values:**

Every month, you must attend a seminar that reminds you of the company values:

Dominance: Have a will to win, and focus on success.

Accountability: If it is to be, it's up to me.

Quality: Great just isn't good enough.

Speed: Fast is better than slow.

Hard Work: Desire to be the best.

Competition: Know your competitive advantage and leverage it.

Paper Press really cares that employees fit with the culture and values it puts forth, so much so, that promotion decisions are heavily influenced by whether you exhibit these values in your work and social interactions at the company. You feel lucky to work at a job like this because those are the exact values you care most about. Recently, you have become aware of a new position opening up that would be a step up for you in the company, and you know that John is also considering applying.

**The Task:**

John has an important report due for the publishing company the following day and he asks you to give him some feedback. You reluctantly agree. You spend a lot of time editing the report and suggest some radical changes to the report, which John accepts.

**The Outcome:**

During your weekly joint-conference call, your supervisor at the publishing company reads the report in the presence of both of you, but has no idea that you were involved. The supervisor effusively praises John's report, especially the parts that you are primarily responsible for. Based on the quality of this report, your supervisor decides to recommend John for the new position.

*Warmth-favoring scenario (NegRecWarm)*

This version of the scenario is from the “NegRecWarm” condition. That is, it is the warmth-favoring condition, where the participant is in the role of the Receiver, and the outcome is negative.

**You and John:**

Imagine that you work at a large publishing company called Paper Press, Inc. At Paper Press, you and a co-worker, John, have the same supervisor. Both of you work remotely for the publishing company. You interact with John often and consider him a very close friend. You care a great deal about him.

**The Company Culture and Values:**

Every month, you must attend a seminar that reminds you of the company values:

Teamwork: We are one team, and together we make the difference.

Good Citizenship: Treat others with respect, and follow The Golden Rule.

Family: Treat fellow co-workers like friends and family.

Humility: Be humble, and don't take yourself too seriously.

Generosity: Put others first.

Harmony: Create a culture of warmth and belonging, where everyone is welcome.

Paper Press really cares that employees fit with the culture and values it puts forth, so much so, that promotion decisions are heavily influenced by whether you exhibit these values in your work and social interactions at the company. You feel lucky to work at a job like this because those are the exact values you care most about.

Recently, you have become aware of a new position opening up that would be a step up for you in the company, and you know that John is also considering applying.

**The Task:**

You have an important report due for the publishing company the following day and you ask John to give you some feedback. He spends a lot of time editing the report and suggests some radical changes to the report, which you accept.

**The Outcome:**

During your weekly joint-conference call, your supervisor at the publishing company reads the report in the presence of both of you, but has no idea that John was involved. The supervisor harshly criticizes your report, especially the parts that John is primarily responsible for. Based on the quality of this report, your supervisor decides you should not be recommended for the new position.

*The Questions*

Please answer the following questions as if you were the person in the scenario.  
Again, please take on the values of that person.

(The scenario is at the bottom of the page, in case you need to refer back to it.)

---

Right after hearing the supervisor's evaluation of the report, which of the following would you be MORE likely to do?

Immediately take credit for the report in front of the supervisor.

Wait to let John say something first.

---

During the conference call, when would you be MORE motivated to take the credit for the report?

After John already gave you the credit in front of the supervisor.

If John didn't say anything about your involvement in the report.

---

During the conference call, which of the following two events would you prefer to happen?

YOU take the credit for the report in front of the supervisor.

JOHN gives you the credit for the report in front of the supervisor.

---

During the conference call, which of the following two events would you prefer to happen?

YOU take the credit for the report in front of the supervisor.

Neither person says anything about your involvement.

---

During the conference call, if John said that you "glanced at the report and gave a little feedback" (which is much less than you actually did), which of the following would you be MORE likely to do?

Say nothing.

Don't take any more credit for the report than John indicated.

---

*The Attention Check*

For this question, which is an attention check, please select 5 for all three people listed below.

	1	2	3	4	5
John	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Supervisor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
You	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>





*The Comprehension Check*

Please answer the following comprehension check questions.

---

Which of the following occurred in the scenario?

John helped you.

You helped John.

---

Which of the following were included in the set of company values:

Dominance & Competition

Teamwork & Harmony

---

The supervisor

PRAISED the report.

CRITICIZED the report.

---

Which of the following best describe your feelings toward John, as mentioned *at the beginning* of the scenario?

You like John and consider him a close friend.

You feel indifferent towards John, and even think he is somewhat rude.

*Individual Difference Measure*

**ANSWER THE FOLLOWING QUESTION FOR YOU, YOURSELF, NOT THE PERSON IN THE SCENARIO:**

**Personally, to what extent do YOU prefer to exhibit the following sets of traits in your everyday life?**

Indicate your preference on the slider below, where

-50 = You care **ONLY** about exhibiting **COMPETENCE** (skill, ability, intelligence, hardworking)

50 = You care **ONLY** about exhibiting **WARMTH** (generosity, friendliness, kindness, likability)

-50: Want to exhibit COMPETENCE only      50: Want to exhibit WARMTH only

-50   -40   -30   <--   -20   -10   Both equally 0   10   20   -->   30   40   50



<<      >>

## **LIVE CHAT STUDY**

### **Pre-registration Link**

Find the pre-registration for the **Live Chat Study** here:

<http://aspredicted.org/blind.php?x=9bx4jr>

## Instructions (screenshots)

Below are a series of screenshots of the experiment showing the exact instructions participants were given.

### *Introduction*

### Consent

**ATTENTION, PLEASE READ:**

In this study you will **ACTUALLY** be paired with another MTurk worker.  
So please do the following:

(1) **BE PATIENT:** There will be several points when you have to wait for the other person.  
(2) **FOCUS ONLY ON THIS TASK:** Please don't make the other person wait for you unnecessarily.

If you are not willing to be patient or focus only on this task, please return this HIT immediately.

If a page doesn't seem to be responding, please try refreshing the page before contacting the researchers.

Task progress 0/1 [NEXT PAGE](#)

### Introduction

Thank you for taking part in this study.  
In this study, we want to examine how peer competition can help improve performance.

You will be assigned to a **competitive peer**, another participant with whom you will compete. You will each work on a task separately, but you will split the earnings equally. Task earnings will be determined by the higher of the two scores on the task. These earnings will be split equally between the two of you, and you will receive your portion as a bonus to your MTurk account.

The entire study should take you no longer than 15-20 minutes to complete. Please feel free to contact the experimenter (bedr@andrew.cmu.edu) if you have any questions.


On the next page, you will be assigned to your **competitive peer**. Click "Continue" to begin.

Task progress 0/1 [CONTINUE](#)

### *Attention Check*

### Attention Check

Please move the slider to 80. This is an attention check.

0

Task progress

0/1

CONTINUE

### *Warning Stage*

### Warning stage

**WARNING:**

You are about to be paired with another MTurk worker.

Once you are paired, please do NOT leave the experiment, and do NOT leave the browser page.

**If you leave, the other person will not be able to complete the task either and they will not get paid.**

**IF YOU CANNOT STICK TO THIS STUDY, PLEASE RETURN THE HIT NOW.**

**Thank you for your cooperation.**

Task progress

0/1

CONTINUE

*Pairing Stage*

## Competitive Peer Assignment

✓ Important! Please Read!


Please wait patiently as the system finds a competitive peer for you (no more than two minutes). **If you leave this page, you could be removed from the study.** Once you are paired, click the blue **CONTINUE** button.

If you have any problems, please contact the research team:  
EMAIL: [bedr@andrew.cmu.edu](mailto:bedr@andrew.cmu.edu)

Once you are paired, a GROUP number and an ANONYMOUS ID number will appear. Please record these. If you need to contact the research team, please provide this information.

Please wait while the system finds a group for you.


Group number

 The system is looking for a group for you...

Students in the group

A3

Anon 3GHTE

 Finding a match...

Group formation progress

50%

CONTINUE


## Competitive Peer Assignment


✓ Important! Please Read!


Please wait patiently as the system finds a competitive peer for you (no more than two minutes). **If you leave this page, you could be removed from the study.** Once you are paired, click the blue **CONTINUE** button.


If you have any problems, please contact the research team:  
EMAIL: [bedr@andrew.cmu.edu](mailto:bedr@andrew.cmu.edu)

Once you are paired, a GROUP number and an ANONYMOUS ID number will appear. Please record these. If you need to contact the research team, please provide this information.

Group number	
	Group 4

Player role	
	<b>Shereen Chaudhry</b> <a href="mailto:chauds@wharton.upenn.edu">chauds@wharton.upenn.edu</a>

Player role	
	<b>Anon 3GHTE</b>

Group formation progress 33% 

**CONTINUE**

*Task Instructions*

## Instructions

In this study, we will be assessing your level of skill and competence.

### Skill and Hard Work Competition:

You and your competitive peer will **compete** against each other on a task called the "**skill assessment task**." The task involves completing a series of number grids (described on the next page). You will each have **5 minutes** to complete as many grids as you can.

### Winning Score:

**Whoever completes the most grids will be the "winner."** There are a total of 35 possible grids that you can complete. The winning score will determine your earnings.

Click "next" to learn about how to complete the grids.

Task progress

0/2

NEXT PAGE



## Instructions

### How to complete the grids:

Some grids will be small like the 2x2 grid below, but other grids will be as large as 10x10.

5.45586	4.29302
9.19547	5.70698

To complete each grid correctly, do the following:

- 1. Find the two numbers that sum exactly to 10.00000.** (NOTE: there are only two numbers that sum to 10 in each grid.)
- 2. Enter the two numbers in the boxes below each grid.** (NOTE: Order does NOT matter. You must type the full number, including all decimal places, to get credit.)

EXAMPLE:

7.51554	2.48446
5.16852	6.62211

Click "next" to learn about your earnings.

Task progress

1/2

PREVIOUS PAGE

NEXT PAGE

## Instructions

### Your Earnings:

**The winning score will determine your earnings.** Each correct grid is worth 1 point. Each point of the winning score is worth \$0.03 to you and \$0.03 cents to your peer. (Essentially, you will both earn the same amount depending on the winning score.) See chart below for examples. There are a total of 35 grids, so the most the winning score can be is 35 points, which would be worth \$1.05 to you.

If the Winning Score is:	Then Your Earnings will be:
1 point	\$0.03
4 points	\$0.12
20 points	\$0.60

**On the next page, you will be given a PRACTICE GRID.** This grid will not affect your score. Please answer the questions below and then click "submit" when you are ready to begin the PRACTICE GRID.

## COMPREHENSION CHECK:

**You must answer these questions correctly in order to proceed.**

Will you cooperate or compete with your peer?

- ☐ Cooperate
- ☐ Compete

If you lose, which score will determine your earnings?

- ☐ Your losing score
- ☐ The winning score of your peer

Task progress

2/2

PREVIOUS PAGE

CONTINUE

*Practice task (practice grid)*

### Practice Grid

Find the numbers that sum to 10.0000. You can type numbers directly into the boxes by using your keyboard, or you can highlight the number and use the copy and paste function on your keyboard.

0.62037	9.37963
7.27001	1.39626

Task progress

0/1

CONTINUE

### Ready to view the results?

Once you agree, please patiently wait for your competitive peer to agree as well.

**Ready to view the results?**

Please click "Agree" if you are ready to start the task.

☐ Agree

Task progress

0%

CONTINUE

### Ready to view the results?

proposed by You

Once you agree, please patiently wait for your competitive peer to agree as well.

**Ready to view the results?**

Please click "Agree" if you are ready to start the task.

Agree

	Player (Shereen Chaudhry)	
	Player (Anon 3GHTE)	Agreed

Waiting for



1/2

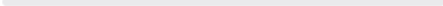
CANCEL

### Your Score

Your score on the practice grid is: 1

You will have 5 minutes. Please click "submit" when you are ready to begin.

Task progress



0/1

CONTINUE

*Main Task (Difficult Version – Receiver)*

### Ready to begin the main grids task?

The task will begin after both you and your competitive peer indicate that you are ready to begin. This is so you and your competitive peer start the task at the same time.

Once you agree, please patiently wait for your competitive peer to agree as well.

**Ready to begin the main grids task?**

Please click "Agree" if you are ready to start the task.

☐ Agree

Task progress

0%

CONTINUE

Research Study SCGL18

⌚ 4:48

Grids

Find the numbers that sum to 10.0000. You can type numbers directly into the boxes by using your keyboard, or you can highlight the number and use the copy and paste function on your keyboard.

0.66110	2.89011
7.07079	7.10989

0.00000

0.00000

6.13748	6.18739
3.86252	6.64443

0.00000

0.00000




9.89704	1.03735	5.61047
9.95762	1.97833	8.02167
6.51744	6.90018	1.20251

0.00000

0.00000

5.75420	9.32606	4.65928
6.37069	3.47366	7.44444

*Main Task (Easy Version – Originator)*

  Research Study SCGL18  4:38

## Grids

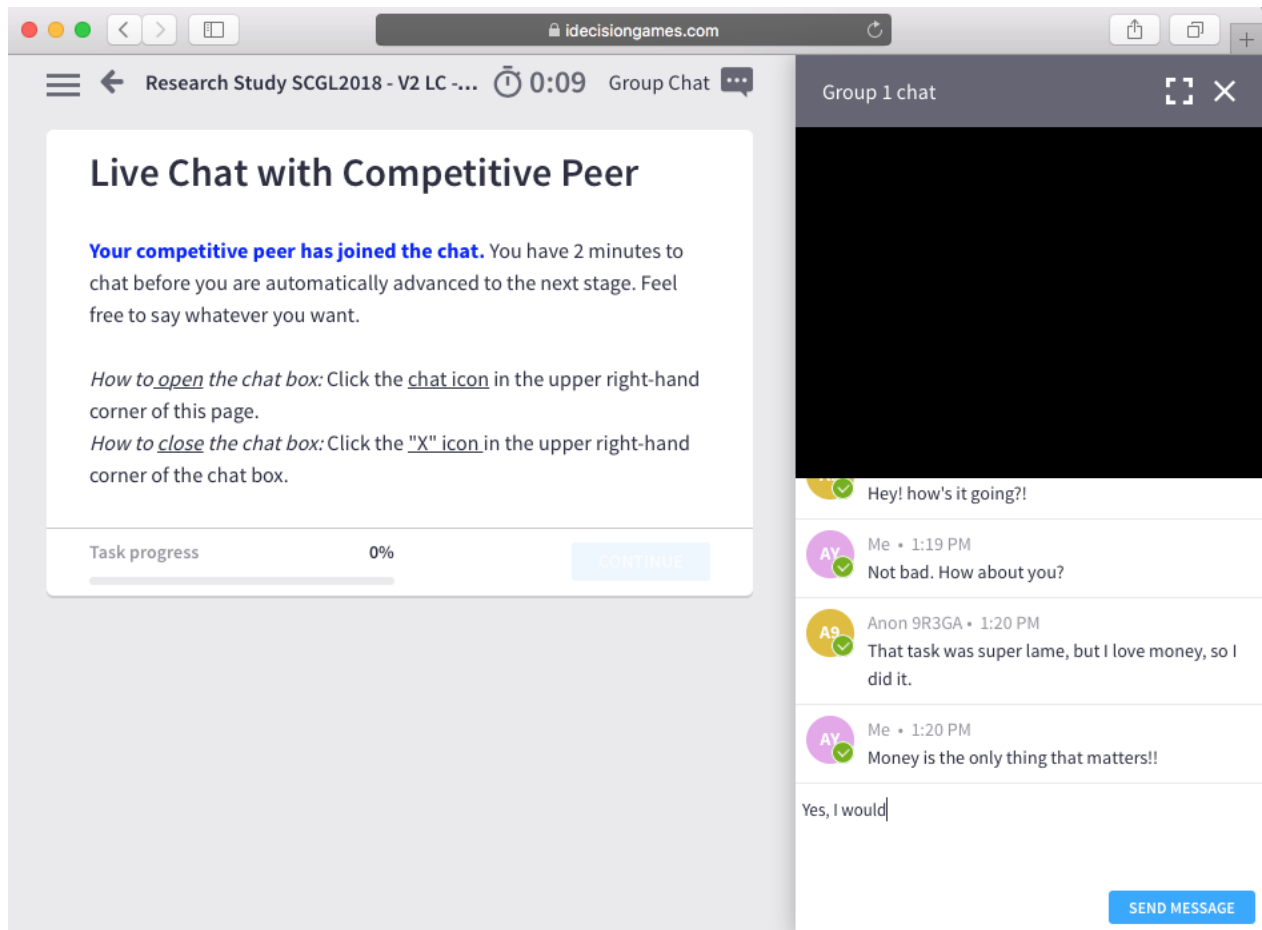
Find the numbers that sum to 10.0000. You can type numbers directly into the boxes by using your keyboard, or you can highlight the number and use the copy and paste function on your keyboard.

8.94869	8.30538
6.20214	1.05131

0.65768	1.36815
8.63185	9.63650

3.15999	3.43115
7.58177	6.56885

0.06332	3.11059
6.77987	9.93668

*Live Chat Screen*



## Coding Instructions

### *Introduction to Experiment*

The experiment was first described to coders and then a general description of their task was given to them.

<b>SUMMARY OF EXPERIMENT:</b>	<i>Two participants—Player A and Player B—each worked separately on a similar task. In the task, participants had to look at grids of numbers and find the two numbers that summed to 10. See example picture to the right. The person with the higher score was the "winner," while the other person was the "loser." The score of the winner was used to determine the earnings for both people. That is, even though the loser got a lower score, the loser benefitted from the winner's higher score. This chat occurred after both people finished the task, they learned each other's score, and they learned who the winner was.</i>
<b>INSTRUCTIONS:</b>	<i>Each conversation is associated with one group number. To identify when a conversation starts or ends, look at the number in the group column. (Alternatively, look for the NA or highlighted green cell in the "time since last message" column.) For each message or line of conversation, you need to fill out the three columns, as defined below. The first column "message_codes" is the most involved column. You must indicate all possible categories that the message could fall under. Each category is defined with examples below. Following that, indicate if a message is the first time the task is brought up in the conversation. Then identify whether the message is generally positive or negative.</i>
<b>IMPORTANT NOTE ABOUT CODING:</b>	<i>Messages within conversations are often NOT self-contained, but instead are part of a series of messages. For instance, something as simple as a "Yeah, me neither" response cannot be categorized without reference to what it is responding to. To categorize this message, consider the context of what it is responding to .</i>

*Specific Coding Instructions*

Below is the exact chart given to coders with descriptions of each of the codes they could use to classify messages. They could use an unlimited number of codes for a given message.

Column name	Codes	Definition	Notes
<b>message_codes</b>	<i>Any and as many of the codes below can be used to classify a given message. Separate codes within the same cell using a semicolon like this: "joke; br_resp; bot"</i>		
<b>1</b>	<b>greeting</b>	a type of greeting	Examples: "Hi" "how's it going" "what's up" "nice to meet you"
<b>2</b>	<b>goodperf_other</b>	acknowledges other person's good performance	Anything that indicates the other person performed well on the task. May include phrases like "thank you" or "good job." But it can also include more complex versions of this that you believe still convey the general message that the other person performed well. NOTE: Just because they say "thank you" does not mean it should be categorized as "goodperf_other" in this sheet. "goodperf_other" in this sheet has to be one person telling the other person that they performed well.
<b>3</b>	<b>badperf_self</b>	acknowledges own bad performance	Anything that indicates the speaker performed poorly on the task. May include phrases like "sorry" or "I'm bad at this task." But it can also include more complex versions of this that you believe still convey the general message that the speaker performed poorly. NOTE: Just because they say "sorry" does not mean it should be categorized as

			“badperf_self” in this sheet. " badperf_self " in this sheet has to be one person saying they performed poorly on the task.
<b>4</b>	<b>goodperf_self</b>	acknowledges own good performance	Anything that indicates the speaker performed well on the task. May include phrases like "I won" or "I'm good at math." But it can also include more complex versions of this that you believe still convey the general message that the speaker performed well.
<b>5</b>	<b>goodperf_both</b>	acknowledges GROUP's good performance (i.e., both of them)	Examples: "we did a great job" "we won"
<b>6</b>	<b>badperf_other</b>	acknowledges other person's bad performance	Anything that indicates the other person performed poorly on the task. May include phrases like "You did bad" or "You are not good at math." But it can also include more complex versions of this that you believe still convey the general message that the other person performed poorly.
<b>7</b>	<b>selfdep</b>	involves self-deprecation: relays bad information about themselves or avoids/discredits good information about themselves	Examples: they criticize/insult themselves ("I'm bad at math"); they dismiss positive information ("it was just luck" or "oh, I just guessed")
<b>8</b>	<b>nontask</b>	discussion that is NOT related to the task they just completed	Examples: Talking about the weather, or where they live, what they do, what they are eating, etc.
<b>9</b>	<b>task</b>	discussion that IS related to the task they just completed	ANY discussion that is related to the task. For instance, if they talk about the task the whole time, this code may be present for every message within that chat.
<b>10</b>	<b>stratquest</b>	question about the strategy used by the other person during the task	Example: "How did you get 10 grids?"

<b>11</b>	<b>stratinfo</b>	information about one's own strategy used during the task	Example: "I just looked at the last digit." or "I guessed on most of them"
<b>12</b>	<b>gp_other_resp (gor)</b>	written in response to a goodperf_other, when it is clear that the message-writer has read the goodperf_other message	Usually, this is the first message written by the other person after the goodperf_other message, but not always — the recipient of the goodperf_other might have written a message that got sent write after the goodperf_other but before they had a chance to read the goodperf_other.
<b>13</b>	<b>bp_self_resp (bsr)</b>	written in response to a badperf_self message	(see gp_other_resp)
<b>14</b>	<b>gp_self_resp (gsr)</b>	written in response to a goodperf_self message	(see gp_other_resp)
<b>15</b>	<b>bp_other_resp (bor)</b>	written in response to a badperf_other message	(see gp_other_resp)
<b>16</b>	<b>comic</b>	anything said to be playful, said for comic relief, meant to be a joke, said ironically, or said in a sarcastic/joking tone; something that is excessively exaggerated for comic effect; something dramatic said in a dry tone	This is very context sensitive and is not always easy to detect. If you think something COULD be meant in a joking/sarcastic/ironic tone, then use this code. You don't have to be certain. Examples: "I like math but not THAT much"; "Looks like we have an Einstein on our hands!" "take that! hah!" "So much wooooooork..." "Ah, such is life"
<b>17</b>	<b>laugh</b>	indicates laughing or belief that something said by other person or one's self was funny	Examples: "lol" "hahah" "that was funny"
<b>18</b>	<b>complain</b>	expressing some dissatisfaction with the task or the experiment	Examples: "this made me tired" "I wish we got paid more for this" "that was hard"
<b>19</b>	<b>emoji_pos</b>	characters used to indicate the shape of a face with a POSITIVE expression	Examples: :-), :-P

<b>20</b>	<b>emoji_neg</b>	characters used to indicate the shape of a face with a NEGATIVE (or NEUTRAL/AMBIGUOUS) expression	Examples: :-\, :-(
<b>21</b>	<b>error_exp</b>	discussion indicates that there was an error in the experiment	This could be with respect to scores being incorrect or something in the chat function going wrong. Examples: "my timer is not working"
<b>22</b>	<b>error_chat</b>	error in chat such that, for example, a message is doubled or re-typed because it was not typed correctly the first time. Or if punctuation is typed in a separate message.	If a message is doubled, ONLY code ONE of the messages for content; you can put "error_chat" in both, but we don't want more tallies of information than there actually is. Examples: "t", new message: "ty"; OR one message: "I'm good you" second message: "?"
<b>23</b>	<b>bot</b>	discusses possibility that other person is or could have been a bot	Examples: "prove you're not a bot"
<b>24</b>	<b>bye</b>	goodbye	Examples: "Bye", "Have a nice day" "good luck"
<b>first mention of the task</b>	1 = yes, 0 = no	first time in the conversation that any reference to the task is made (not the experiment in general, but specifically the task they just completed)	Only one "yes" in this column per chat. This refers to any message that in any way references the task that they just did. Examples: "that was hard." "nice job" "how did you do that?" "i didn't understand what i was supposed to do during the task" . This does NOT include things that speak generally about the experiment but not about the task they just did like "this experiment is taking forever" or "Is there another task after this chat?"
<b>message valence</b>	1-7 scale; 1 = very negative, 2 = negative, 3 = slightly negative, 4 = neutral, 5 =	indicates the tone of the message	Though some messages might include both something positive and something negative, just indicate the OVERALL tone of the message, as it is perceived by the person expressing it (i.e., the speaker). If it's a message that is intended by the speaker in one way but comes off to the listener in another way, use the perspective of the speaker.

	slightly positive, 6 = positive, 7 = very positive		
--	---	--	--

*Example Coded Chats Given to RAs***Example Coded Chat 1, given to RA as example:**

<b>role</b>	<b>message</b>	<b>message_codes</b>	<b>first mention of the task</b>	<b>message valence</b>	<b>Winner</b>
Player A	Yo!	nontask; greeting; comic	0	6	Player A
Player B	Hi	nontask; greeting	0	5	Player A
Player A	I just beat you!	task; goodperf_self; comic	1	7	Player A
Player B	Yes, nice work.	task; gsr; goodperf_other	0	6	Player A
Player A	Welcome. :) You did pretty good too.	task; gor; emoji_pos; goodperf_other	0	6	Player A
Player B	Thanks.	task; gor	0	5	Player A

**Example Coded Chat 2, given to RA as example:**

<b>role</b>	<b>message</b>	<b>message_codes</b>	<b>first mention of the task</b>	<b>message valence</b>	<b>Winner</b>
Player A	Well, hello.	nontask; greeting	0	5	Player B
Player A	Nice job	task; goodperf_other	1	6	Player B
Player B	Hi.	nontask; greeting	0	5	Player B
Player B	Thanks. You could have done better. ;-P lol	task; gor; badperf_other; emoji_pos; comic; laugh	0	6	Player B

Player A	Wow. Okay...	task; bor;	0	2	Player B
Player B	Sorry, I was just joking.	task	0	5	Player B
Player A	I'm not good at math, so it was difficult for me.	task; selfdep; complain	0	3	Player B
Player B	It's okay.	task	0	5	Player B
Player B	How's the weather where you are?	nontask	0	5	Player B
Player A	Not	nontask; error_chat	0	NA	Player B
Player A	Not bad	nontask	0	4	Player B
Player B	Are you a bot?	nontask; bot	0	4	Player B
Player B	Time to go! C ya	nontask; bye	0	6	Player B

**Example Coded Chat 3, given to RA as example:**

<b>role</b>	<b>message</b>	<b>message_codes</b>	<b>first mention of the task</b>	<b>message valence</b>	<b>Winner</b>
Player A	what'd you think of that?	task	1	4	Player A
Player B	It was hard. I'm not good at those puzzles	task; complain; selfdep; badperf_self	0	2	Player A
Player A	No worries! I'm glad we both get the same amount.	task; bsr	0	6	Player A
Player B	How did you get so many?	task; stratquest; goodperf_other	0	4	Player A
Player A	Just looked at last two numbers	task; stratinfo; gor	0	4	Player A
Player B	Oh.	task	0	4	Player A
Player A	Yep.	task	0	4	Player A