Low-Stakes Overclaiming

Low-Stakes

Accuracy

Expectancy

Instrumentality

High-Stakes Overclaiming

High-Stakes

Accuracy

Obscure

(Poisson)

Bogus

(Logistic)

-0.023

-0.061

1.011\*\*\*

0.325\*\*

0.727\*\*\*

0.704\*\*\*

0.236

0.236

-0.166

-0.359\*\*

0.050

0.093\*

-0.001

0.08

0.274\*\*\*

0.303\*\*\*

0.368\*\*\*

0.185

0.074

0.091

0.532

Figure S1.

Path model evaluating the indirect effects of expectancy and instrumentality on the count of responses to obscure propositions (‘obscure’) and whether a response was given to the bogus proposition (‘bogus’) through job application overclaiming and accuracy. Path coefficients and covare standardized. Covariances are reported in raw terms, and in standardized terms (i.e., correlations) in parentheses.

\**p* < .05, \*\**p* <.01, \*\*\**p* <.001