Supplemental Materials

Study 1 Supplemental Method

In Study 1, targets were presented to participants under the text “imagine you saw this person on the street in your local area.” Underneath the targets was the heading “Demographic impressions” followed by questions asking about age (“How old would you guess they are?” with answer options “Less than or 15 years,” “16-20 years,” “21-25 years,” etc., with each five-year bin included until “76 years or older”), annual income (“What would you guess their annual income is? Or, if you think they're retired, what do you think their pre-retirement income was?” with answer options “$0-$10,000,” “$10,001-$20-000,” etc., with each $10,000 bin included until “$200,001 or more”), education (“What would you guess their education level to be?” with answer options ranging from “1 year” until “22 years or more - completed specialist degree or PhD”; other options with extra text were “7 years – completed primary schooling,” “9 years – completed middle school,” “13 years – completed high school,” and “17 years – completed 4-year college degree”), occupational prestige ("How prestigious would you guess their occupation is?” – a slider ranging from “0 – Not at all prestigious” to “100 – Very prestigious”), subjective socioeconomic status (“Think of this ladder as representing where people stand in our society. At the top of the ladder are the people who are the best off - those who have the most money, the most education and the most respected jobs. At the bottom are the people who are the worst off - who have the least money, least education, and the least respected jobs or no job. Please choose a number between 1-10 that best represents where you guess this person stands on the ladder” with response options ranging from “1 - bottom rung,” to “10 - top rung”) and politics (“On a scale from 1 to 10, how politically liberal or

conservative would you guess this individual is?" with answer options ranging from "1 – completely conservative" to "10 – completely liberal"). In this section, there was also a question about social class categorization ("People talk about social classes such as the poor, the working class, the middle class, the upper-middle class, and the upper class. Which of these classes would you guess this person belongs to?" with response options "Poor," "Working class," "Middle class," "Upper-middle class," and "Upper class").

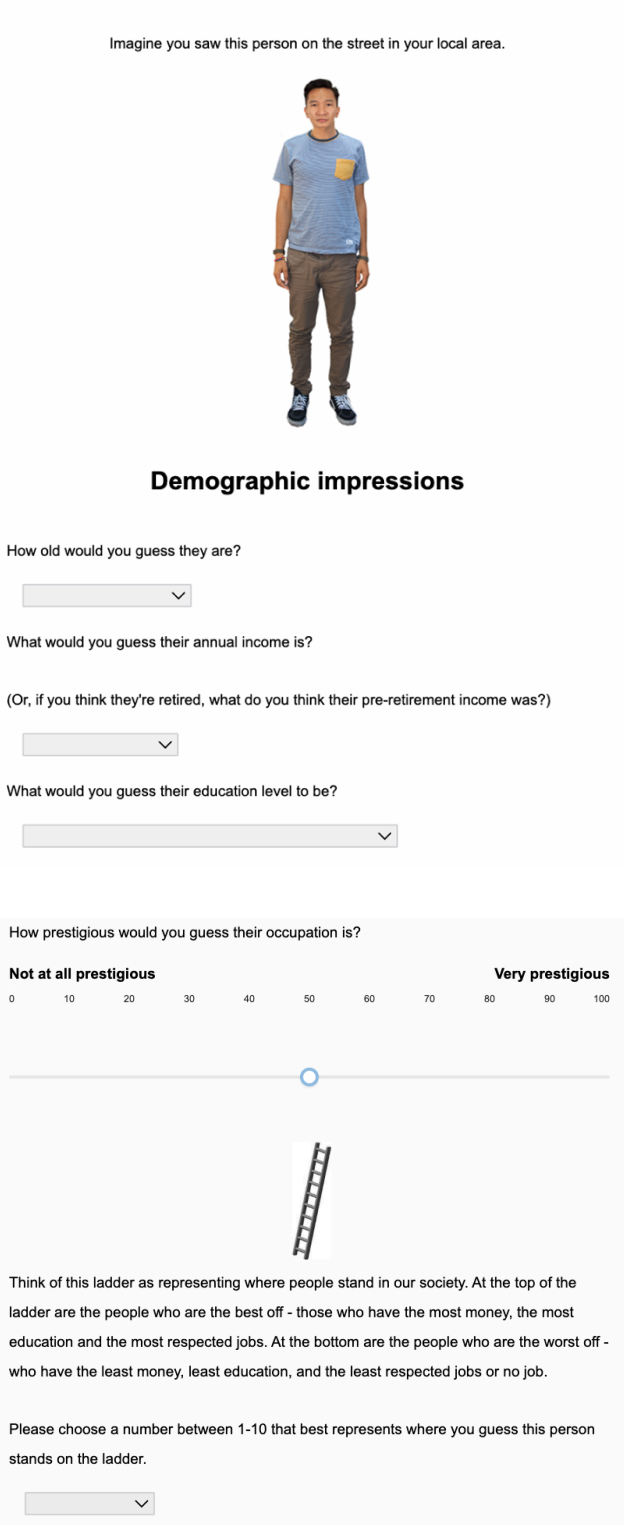
Next came the heading "Trait Impressions" followed by the text "To what extent would you guess this individual..." followed by 16 sliding scales measuring perceptions of warmth ("is warm"), competence ("is competent"), trustworthiness ("is honest, moral"), work ethic ("is hard-working"), extraversion ("is extroverted, enthusiastic"), reservedness ("is reserved, quiet"), sympathy ("is sympathetic, warm"; warmth was measured twice due to the inclusion of both global "warmth" and "competence" items plus all the individual items from the Very Brief Big Five inventory, one of which is "sympathetic/warm"; Gosling et al., 2003), disagreeableness ("is critical, quarrelsome"), conscientiousness ("is dependable, self-disciplined"), emotional stability ("is calm, emotionally stable"), neuroticism ("is anxious, easily upset"), openness ("is open to new experiences, complex"), conventionality ("is conventional, uncreative"), dominance ("is dominant"), and submissiveness ("is submissive"). All scales ranged from "0 – Not at all" to "100 – Very much." A final sliding scale measured perceived attractiveness ("To what extent would you think this individual is physically attractive?" with responses ranging from "0 – Not at all" to "100 – Very much").

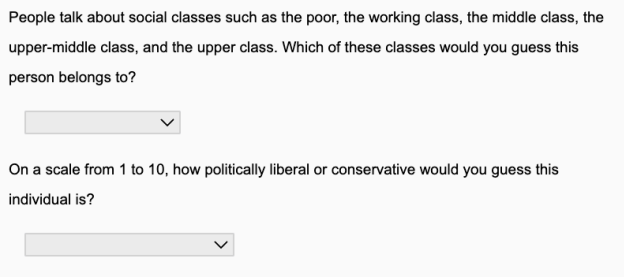
To convert the items using numerical bins into continuous data, responses were scored at the bin midpoint with endpoints treated as additional bins at the end of the available ranges.

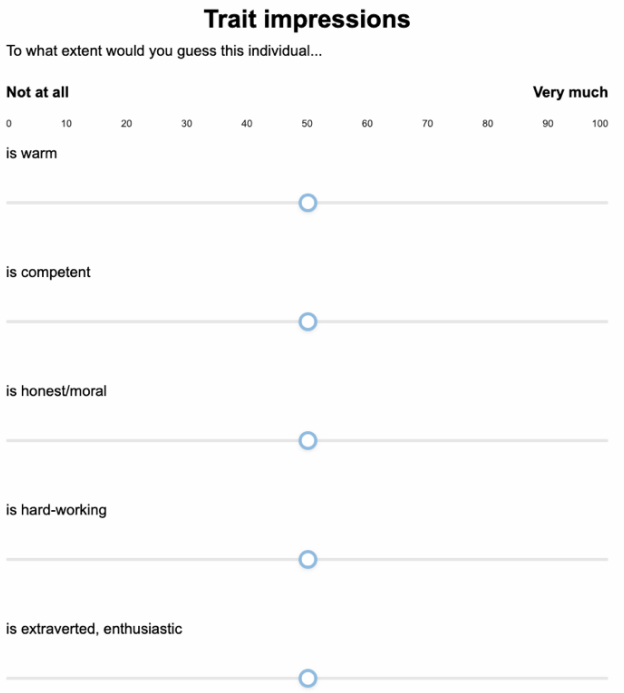
For example, for perceived age, a response of “16-20 years” was scored as 18, and a response of “Less than or 15 years” was treated as a bin of 11-15 years, and scored as 13. For income, “$190,001-$200,000” was scored as 195,000, and “$201,000 or more” was treated as a bin of $200,001-$210,000 scored as 205,000.

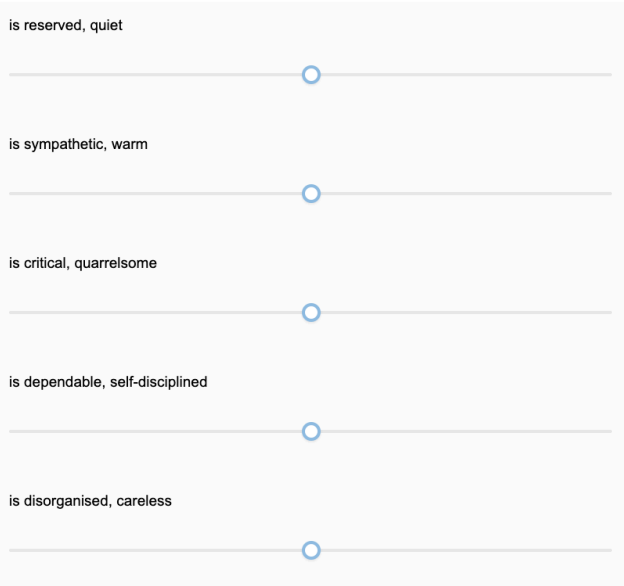
Study 1 Targets

Study 1A Rating Example



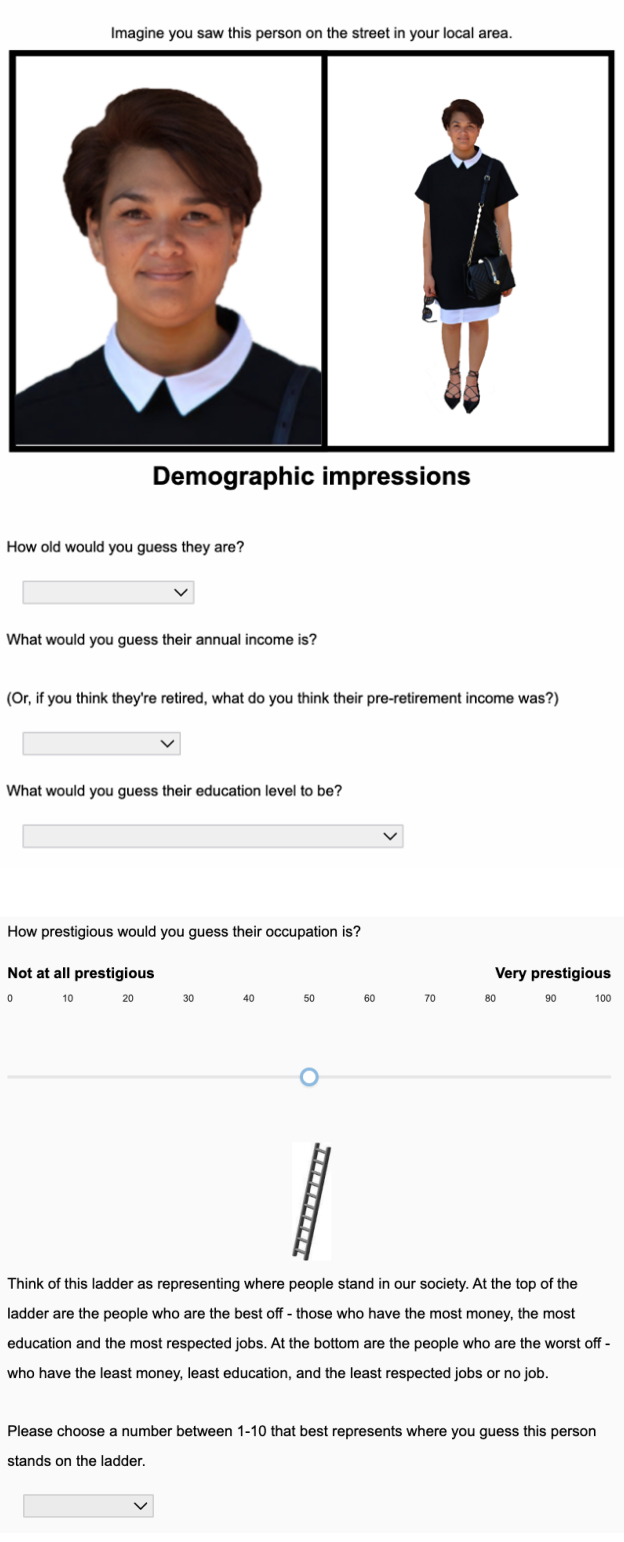

People talk about social classes such as the poor, the working class, the middle class, the upper-middle class, and the upper class. Which of these classes would you guess this person belongs to?
On a scale from 1 to 10, how politically liberal or conservative would you guess this individual is?

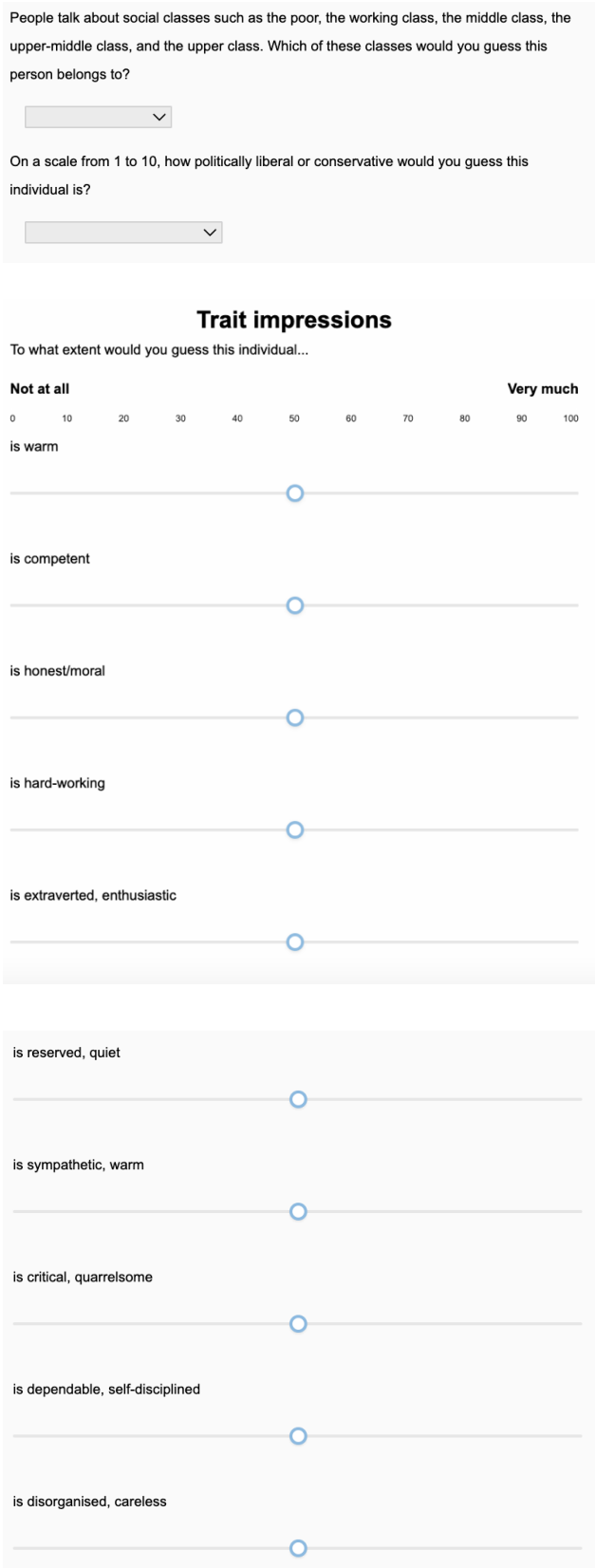

Trait impressions
To what extent would you guess this individual...
Not at all
Very much
0 10 20 30 40 50 60 70 80 90 100
is warm
is competent
is honest/moral
is hard-working
is extraverted, enthusiastic


is reserved, quiet
is sympathetic, warm
is critical, quarrelsome
is dependable, self-disciplined
is disorganised, careless


is calm, emotionally stable
is anxious, easily upset
is open to new experience, complex
is conventional, uncreative
is dominant
is submissive
To what extent would you think this individual is physically attractive?
Not at all
Very much
0 10 20 30 40 50 60 70 80 90 100

Study 1B Rating Example




People talk about social classes such as the poor, the working class, the middle class, the upper-middle class, and the upper class. Which of these classes would you guess this person belongs to?
On a scale from 1 to 10, how politically liberal or conservative would you guess this individual is?
Trait impressions
To what extent would you guess this individual...
Not at all
Very much
0 10 20 30 40 50 60 70 80 90 100
is warm
is competent
is honest/moral
is hard-working
is extraverted, enthusiastic
is reserved, quiet
is sympathetic, warm
is critical, quarrelsome
is dependable, self-disciplined
is disorganised, careless


is calm, emotionally stable
is anxious, easily upset
is open to new experience, complex
is conventional, uncreative
is dominant
is submissive
To what extent would you think this individual is physically attractive?
Not at all
Very much
0 10 20 30 40 50 60 70 80 90 100

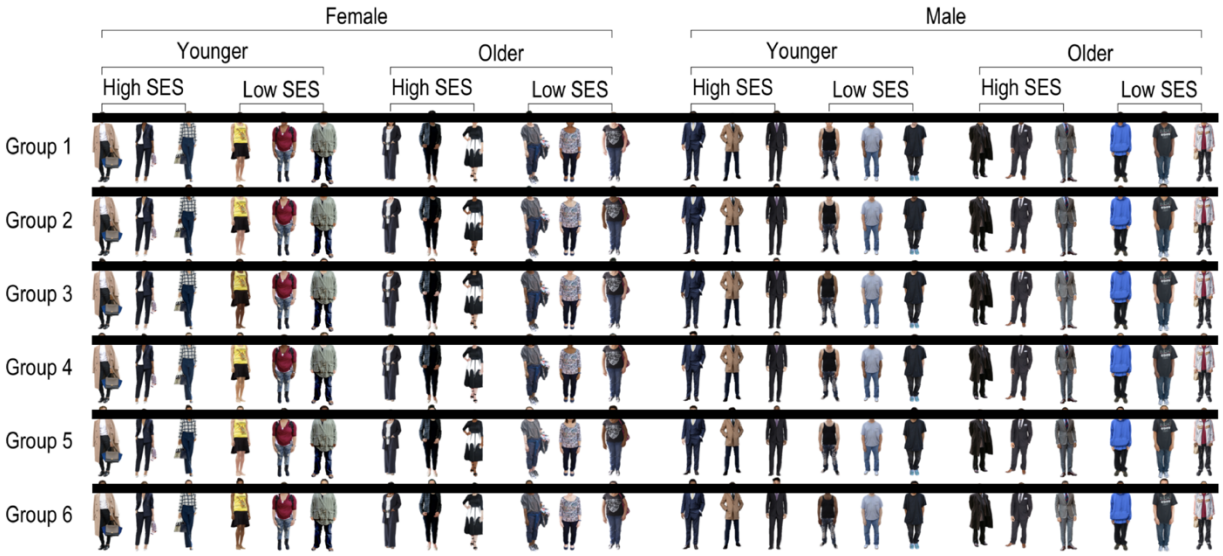
Study 2 Supplemental Method

Study 2 targets appeared under the instruction “Use the sliders below to indicate your impressions of this individual.” Participants responded to a series of sliders measuring perceptions of gender (responses ranged from “Completely female” to “Completely male”), race (three separate sliders measuring perceptions of targets as Asian, with responses ranging from “Not at all Asian” to “Completely Asian,” Black with “Not at all Black” to “Completely Black,” and White with “Not at all White” to “Completely White”), social class (“Lowest social class” to “Highest social class"), age (“Youngest age” to “Oldest age”), attractiveness (“Not at all attractive” to “Very attractive”), photo blurriness (“Not at all blurry” to “Very blurry”), warmth (“Not at all warm” to “Very warm”), competence (“Not at all competent” to “Very competent”), and extraversion (“Not at all extraverted” to “Very extraverted”). Study 2 data come from three different studies (Studies 3a, 3b, and 4 from Connor et al., 2023) and the complete set of traits rated was not identical across studies (perceptions of warmth, competence, political orientation, and extraversion were not measured in Study 4).

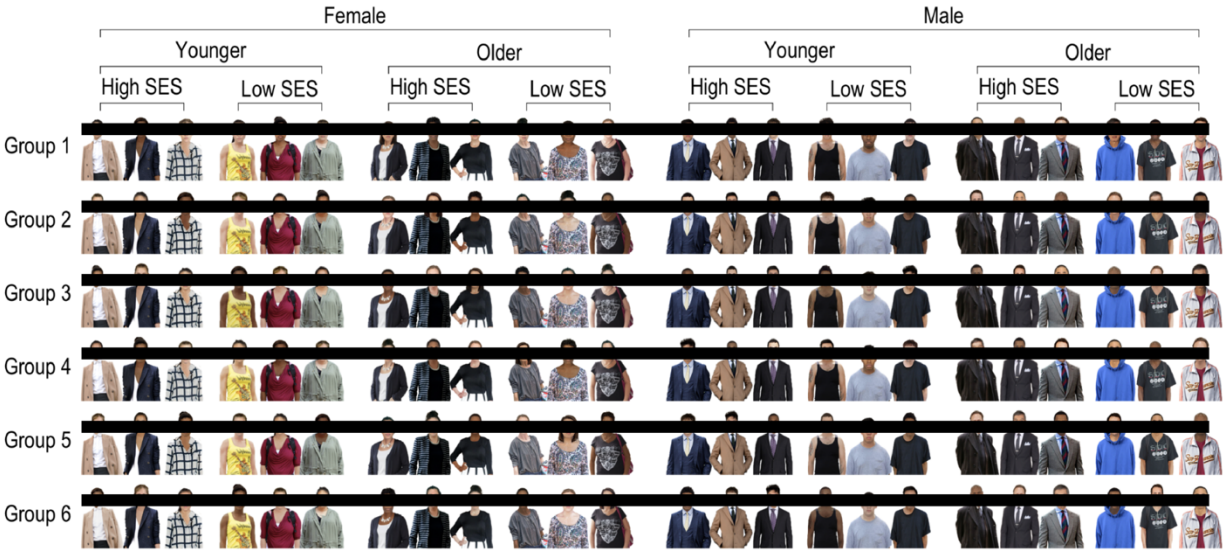
Study 2 Targets

Note that faces are redacted here because we do not have permission from the Chicago Face Database to reproduce these images in the present manuscript.

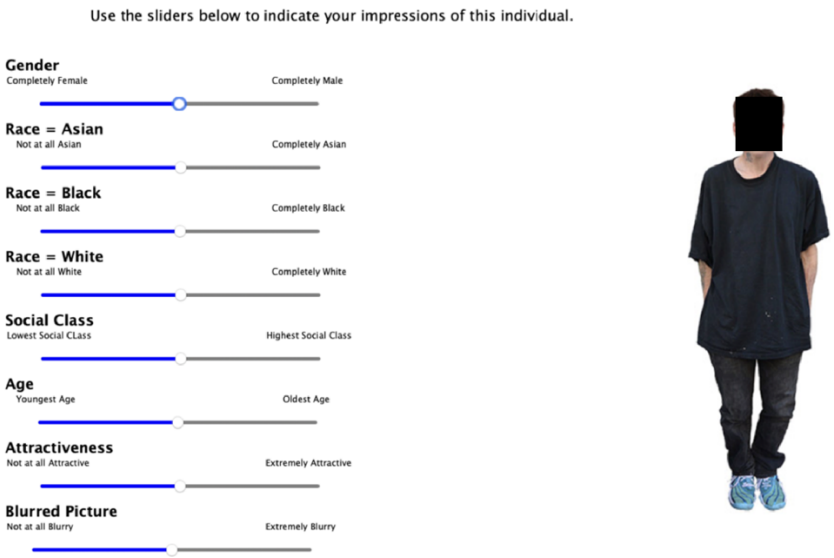
Whole-Person Presentation



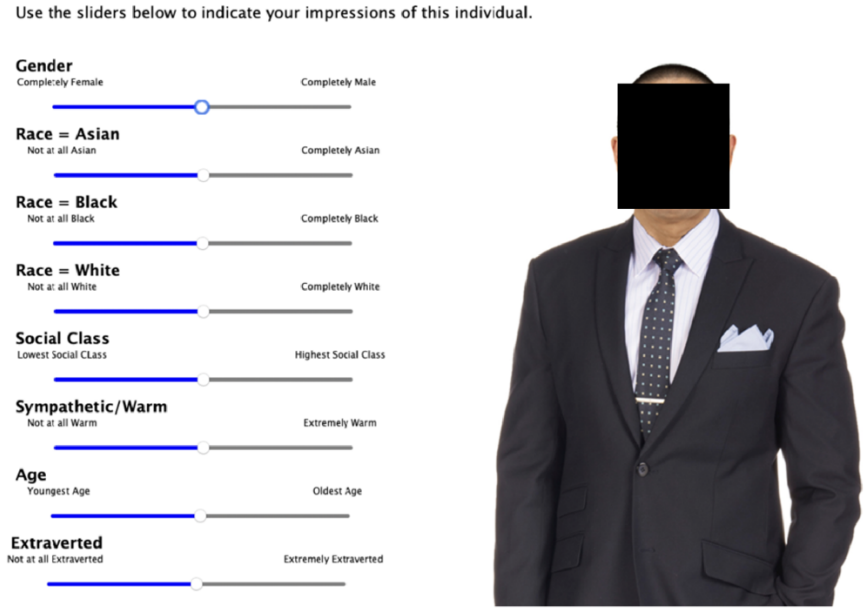
Upper-Body Presentation



Study 2A Whole-Person Rating Example



Study 2B Upper-Body Rating Example



Study 1 and 2 Results with Race Fixed Effects

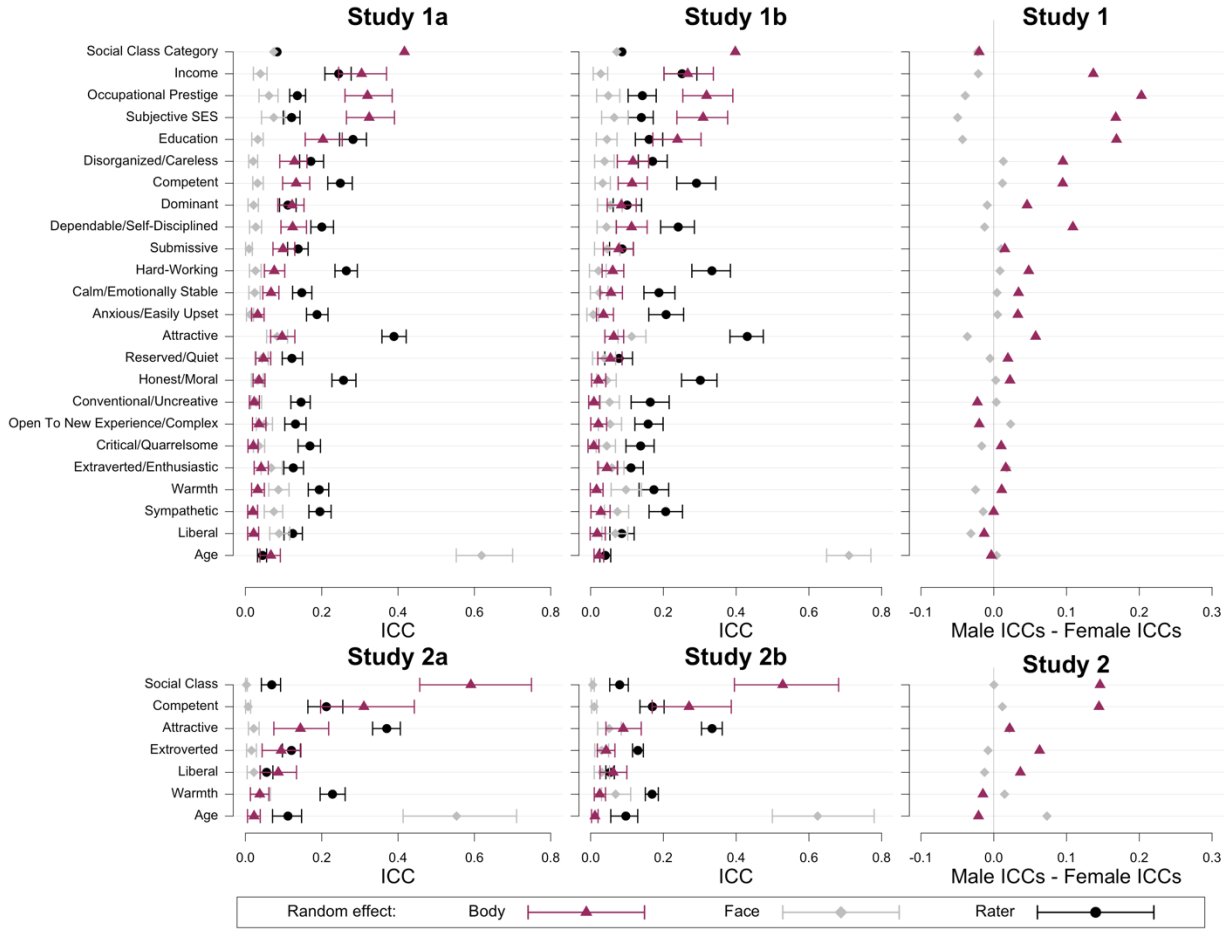
Here, we report results with race fixed effects to differentiate between racial stereotypes and impressions based on other aspects of appearance. We fit cross-classified hierarchical linear models (HLMs) using the lme4 R package (Bates et al., 2015). Each model predicted ratings of a single trait from random effects of target faces, target bodies, and perceivers; and fixed effects of targets' race. We used Xie et al.'s (2019) bootstrapICC function to calculate ICCs with 95% confidence intervals for each random effect.

Study 1

Bodies influenced competence and social class judgments (occupational prestige, subjective SES, income, education, social class category) more than faces did (i.e., body ICCs exceeded face ICCs), and also conscientiousness (disorganized/careless, dependable/self-disciplined) and dominance judgments (dominant, submissive) when viewing just the whole-person photos in Study 1A (Figure S1, upper left and center panels). Conversely, faces influenced age and warmth judgments more than bodies (i.e., face ICCs exceeded body ICCS), and also political orientation and sympathy judgments in Study 1A. Bodies and faces similarly influenced agreeableness (critical/quarrelsome), attractiveness, extraversion (reserved/quiet, extraverted/enthusiastic), honesty/morality, neuroticism (anxious/easily upset, calm/emotionally stable), openness (open to new experience/complex, reserved/quiet), and work ethic (hard-working) judgments.

Figure S1

Relative Contributions of Bodies, Faces, and Perceivers to Judgments in Studies 1 and 2 With Race Fixed Effects, Including Comparisons for Male Versus Female Targets



Note. Characteristics ordered according to magnitude of the difference between body ICCs and face ICCs in Studies 1A and 2A. Points in the left and middle panels denote ICCs, bars denote 95% confidence intervals. Points in the right panels denote the average ICCs for male targets minus the average ICCs for female targets. Judgments of social class category treated as ordered categorical variable (Poor < Working Class < Middle Class < Upper Middle Class < Upper

Class) and modelled via cumulative link mixed models (confidence intervals omitted absent software capable of the computation).

Presentation format additionally moderated faces' and bodies' relative influence. Paired *t*-tests showed significantly larger body ICCs for whole-person images in Study 1A than split-screen images in Study 1B, M_{Δ} = .01, SD_{Δ} = .02, $t(23)$ = 3.49, p = .002, $r_{\text{effect size}}$ = .59, whereas face ICCs did not significantly differ between the studies, M_{Δ} = -.009, SD_{Δ} = .02, $t(23)$ = -1.92, p = .07, $r_{\text{effect size}}$ = .37. Further analysis revealed significantly larger body ICCs (averaged across studies) for male versus female targets, M_{Δ} = .05, SD_{Δ} = .07, $t(23)$ = -3.77, $p < .001$, $r_{\text{effect size}}$ = .62, but significantly larger face ICCs (averaged across studies) for female versus male targets, M_{Δ} = -.009, SD_{Δ} = .02, $t(23)$ = 2.19, p = .04, $r_{\text{effect size}}$ = .42 (Figure S1, upper right panel).

These results largely replicate those found when not including race as a fixed effect in Study 1, though the size of some face ICCs differed. Perhaps because race may be communicated primarily by the face (vs. body) in whole-person targets (e.g., race is one of the first judgments made from the face; Fiske & Neuberg, 1990; Ito & Urland, 2003), face ICCs are inflated for characteristics closely associated with race when target race is not statistically modeled. For example, stereotypical associations exist between race and political orientation (e.g., Lerman & Sadin, 2014) but not between race and age. Consequently, the face ICC for political orientation judgments drops substantially (from .19 to .09) when adding the race fixed effects. By contrast, the face ICC for age ratings drops only from .63 to .62 when modeling race fixed effects.

Study 2

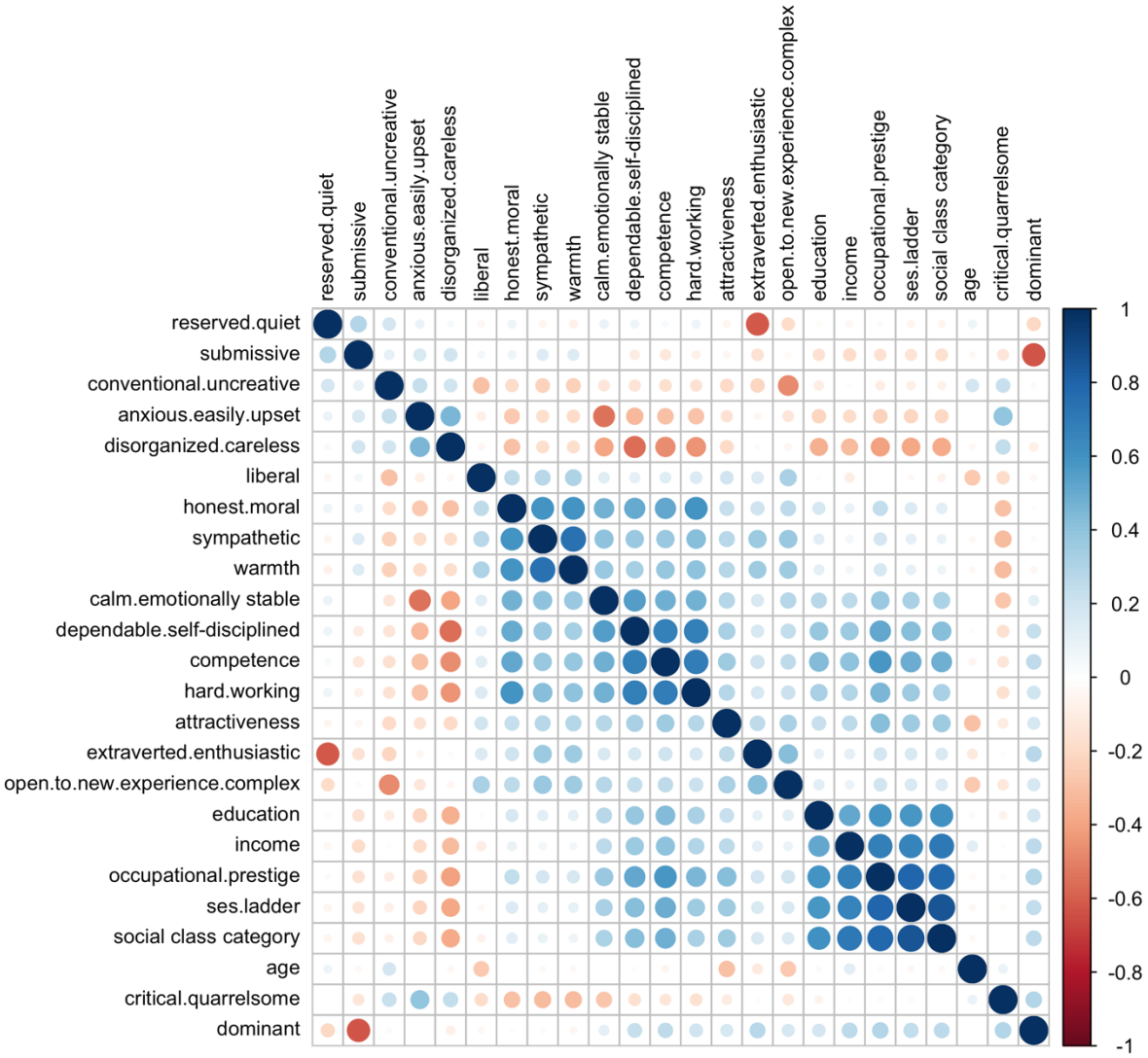
Bodies influenced competence and social class judgments more than faces, and faces influenced age and warmth judgments more than bodies (though only in judgments of upper-body images for warmth in Study 2B; Figure S1, lower left and center panels). Unlike in Study 1, bodies influenced attractiveness, extraversion, and political orientation judgments more than faces when participants judged whole-person targets in Study 2A. However, bodies and faces equally influenced these characteristics when participants judged upper-body images in Study 2B. Body ICCs in Study 2A significantly exceeded those in Study 2B, M_{Δ} = .04, SD_{Δ} = .021, $t(6)$ = 4.61, p = .003, $r_{\text{effect size}}$ = .88, whereas face ICCs in Study 2B significantly exceeded those in Study 2A, M_{Δ} = -.02, SD_{Δ} = .02, $t(6)$ = -2.49, p = .047, $r_{\text{effect size}}$ = .71. Neither body nor face ICCs differed significantly between female and male targets (bodies: M_{Δ} = .05, SD_{Δ} = .07, $t(6)$ = -2.06, p = .09, $r_{\text{effect size}}$ = .64; faces: M_{Δ} = .01, SD_{Δ} = .03, $t(6)$ = -1.33, p = .23, $r_{\text{effect size}}$ = .48, Figure S1, lower right panel).

Overall, these results suggested that, as expected, including race as a fixed effect changed some patterns. As in Study 1, bodies primarily drove status and ability judgments (i.e., competence, social class), and faces primarily drove age judgments. In contrast to Study 1, however, bodies also mainly drove political orientation judgments (in addition to attractiveness and extraversion) when participants judged whole-person images. Moreover, including race as a fixed effect decreased the size of some face ICCs

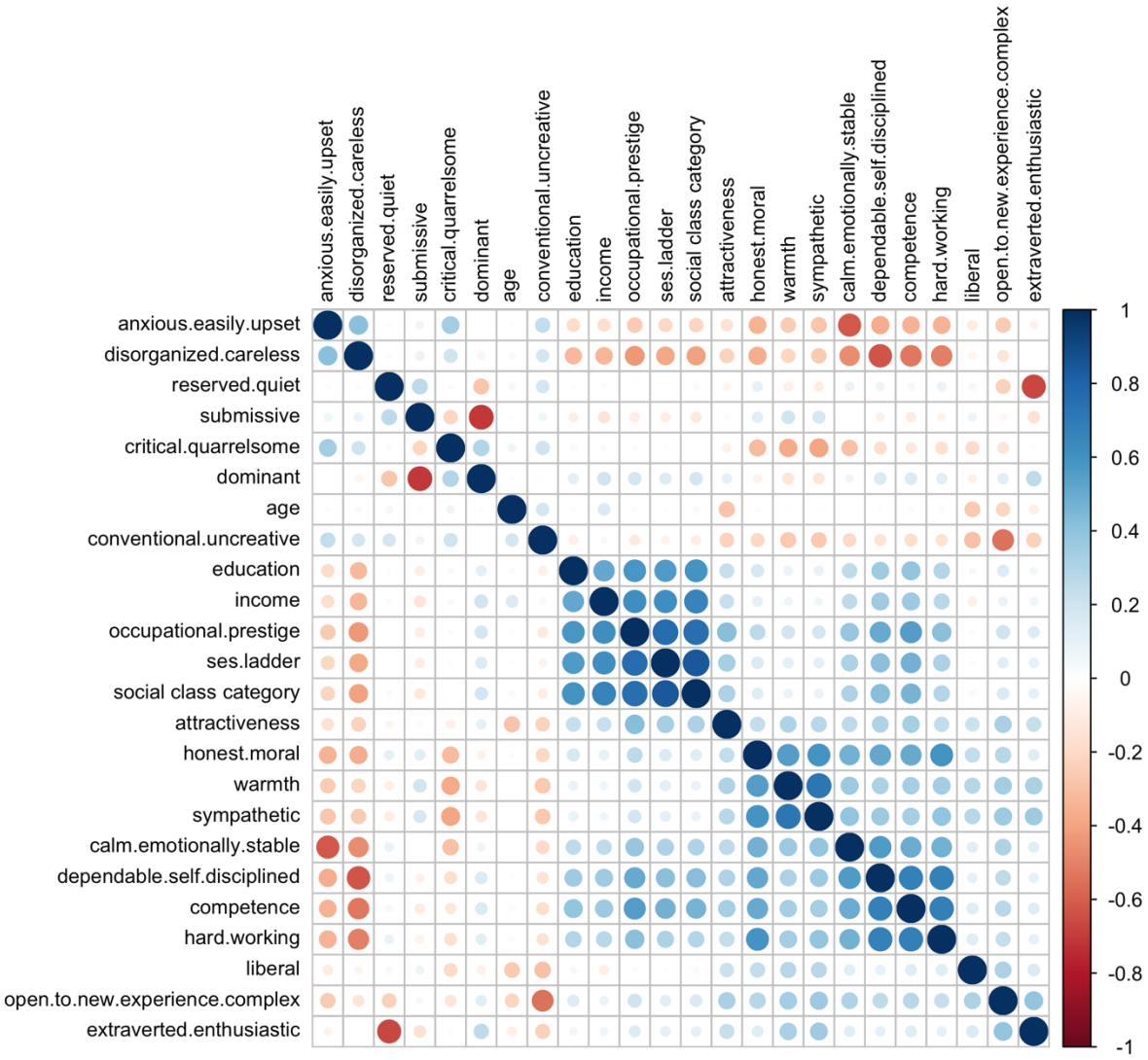
Study 1 and 2 Rating Correlations

We computed the participant-level correlations between the rated attributes from Studies 1A, 1B, 2A, and 2B. Correlations involving the social class category variable in Studies 1A and 1B are polyserial correlations treating the categorical judgments of social class as ordered categories (in ascending order: Poor, Working Class, Middle Class, Upper Middle Class, Upper Class). All other correlations are Pearson's correlations.

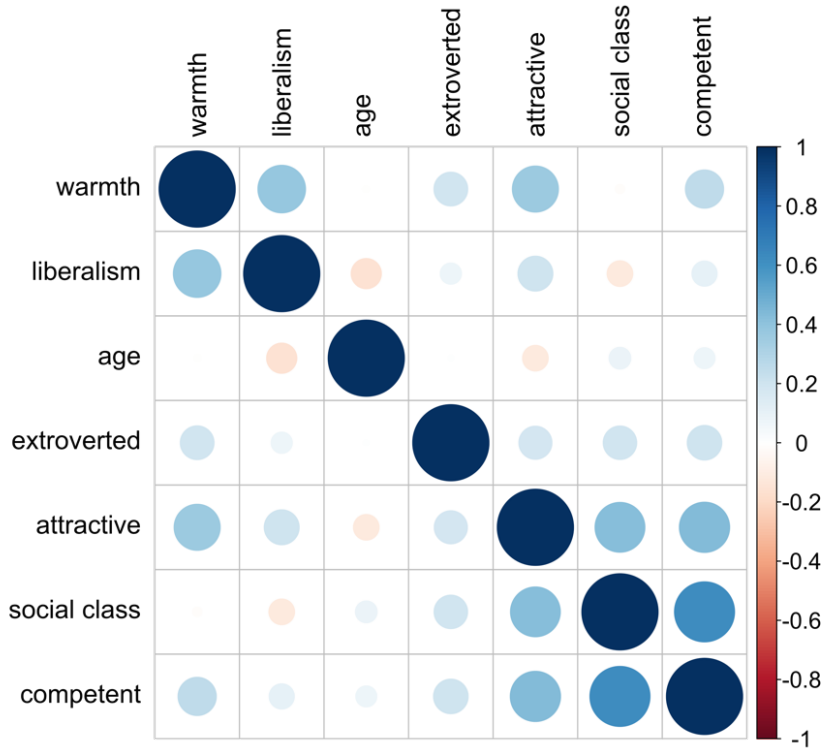
Study 1A



Study 1B


anxious.easily.upset
disorganized.careless
reserved.quiet
submissive
critical.quarrelsome
dominant
age
conventional.uncreative
education
income
occupational.prestige
ses.ladder
social class category
attractiveness
honest.moral
warmth
sympathetic
calm.emotionally.stable
dependable.self.disciplined
competence
hard.working
liberal
open.to.new.experience.complex
extraverted.enthusiastic
1
0.8
0.6
0.4
0.2
0
-0.2
-0.4
-0.6
-0.8
-1

Study 2A



Study 2B

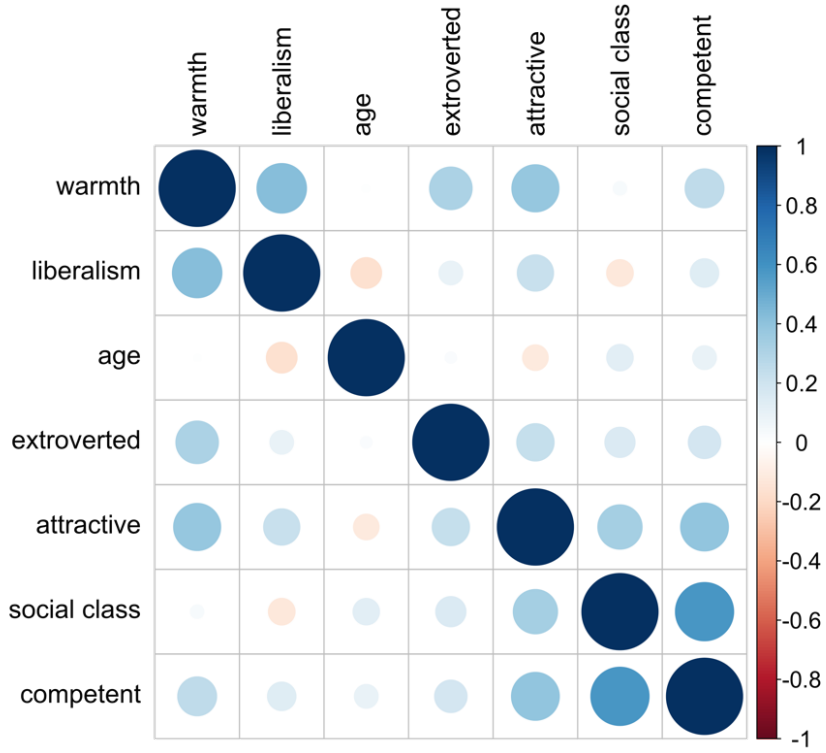


Table S1

Hit and False Alarm Rates in Studies 3 and 4A

	Hits	False Alarm
	M (SD)	*M (SD)*
Study 3		
Face		
Neutral	.46 (.17)	.40 (.15)
Spontaneous	.46 (.15)	.44 (.15)
Body		
Neutral	.50 (.15)	.37 (.14)
Spontaneous	.53 (.20)	.39 (.18)
Whole person		
Neutral	.53 (.20)	.39 (.17)
Spontaneous	.52 (.20)	.41 (.18)
Study 4A		
Body silhouette	.53 (.13)	.43 (.11)
Clothing cut-out	.49 (.16)	.46 (.17)

Note. Hits calculated as the percentage of rich targets categorized as *rich*, false alarms calculated as the percentage of poor targets categorized as *rich*.

Study 4B Expansive Posture and Dominance Cues

Here, we report the preregistered analyses of expansive posture and dominance, testing them as cues in the body silhouette judgments.

Expansive Posture

Rich and *poor* targets' expansive postures did not differ (i.e., expansive posture was not a valid cue to social class), $t(157.74) = -0.85$, $p = .40$, $r_{\text{effect size}} = -.07$; gender did not moderate this result, $B = -.13$, $SE = .28$, $t = -0.45$, $p = .65$. Targets with more open posture were judged as *rich* more often, however, $r(158) = .16$, $p = .04$; target gender moderated this association, $B = -.02$, $SE = .01$, $t = -2.38$, $p = .02$. Specifically, expansive posture was a utilized cue for male, $r(58) = .40$, $p = .002$, but not female targets, $r(98) = .05$, $p = .60$.

Dominance

Rich and *poor* targets did not differ in perceived dominance, $t(157.99) = -0.23$, $p = .82$, $r_{\text{effect size}} = -.02$; gender did not moderate this result, $B = -.11$, $SE = .09$, $t = -1.29$, $p = .20$. Dominance therefore did not supply a valid cue to social class. Dominance was also not a utilized cue, $r(158) = .11$, $p = .16$, but target gender moderated this association, $B = -.09$, $SE = .02$, $t = -3.78$, $p < .001$, such that dominance was utilized in judgments of male targets, $r(58) = .47$, $p < .001$, but not female targets, $r(98) = -.12$, $p = .24$; more dominant-looking men were more often judged as *rich*.

Supplemental Studies

This set of studies explored how stimulus viewing order and the relative richness of visual information in the stimuli moderate perceivers' tendency to base social class judgments on the face versus body.

Supplemental Pilot Study

Here, we randomly assigned faces and bodies into sequential pairs and tested how each stimulus's actual social class and the order of stimulus presentation affected perceivers' social class judgments of the whole person pairing (preregistered: https://osf.io/q42r8/).

Method

Stimuli. We used the 160 neutral face and 160 neutral body stimuli from Study 3.

Participants. We recruited 160 North American participants via Prolific Academic, excluding three participants who reported issues with the stimuli loading or having responded without waiting for stimuli to load (remaining n = 157; 86 male, 65 female, 2 nonbinary, 1 genderfluid, 3 unreported gender; M_{age} = 31.47 years, SD = 10.22; 88 White/Caucasian, 31 East Asian, 8 mixed-race, 7 South Asian, 7 Southeast Asian, 5 Black/African/Caribbean, 3 Latinx/Hispanic, 3 Middle Eastern, 1 First Nations/Native American/Indigenous, 4 unreported ethnicity). This sample size afforded 80% power to detect a within-between interaction in an ANOVA with an effect size of at least r = .14.

Procedure. We programmed the study using Gorilla Experiment Builder (Anwyl-Irvine et al., 2020), randomly assigning participants to categorize targets of one gender (i.e., either women or men), and to one stimulus-order condition (faces or bodies first). We informed participants that they would (a) see photographs of people's faces and their

bodies, and (b) categorize each person as *rich* or *poor*, based on their first impression. On each trial, participants saw the first stimulus (face or body) for 500 ms, followed by the second stimulus (body or face) for 500 ms. Participants then categorized the person as *rich* or *poor* at their own pace. A 500-ms fixation cross preceded all trials. Importantly, the faces and bodies were paired randomly such that the face's social class and body's social class (and, thus, the congruence of the face's and body's social class) varied on each trial. Finally, participants provided demographic information (age, gender, ethnicity/race, nationality, subjective social class) and reported any problems with the study prior to debriefing.

Results

We computed the proportion of categorizations as *rich* for each trial type (poor face + poor body, rich face + poor body, poor face + rich body, rich face + rich body) and entered these values into a 2 (face social class: rich, poor) × 2 (body social class: rich, poor) × 2 (stimulus order: face first, body first) ANOVA with repeated measures on the first two factors.[1] This revealed main effects of both face social class and body social class, but no other significant results (Table S2). Examining each main effect revealed that *rich* categorizations were more frequent on trials with rich faces (M = .48, SD = .20) than on trials with poor faces (M = .46, SD = .20), and that *rich* categorizations were more frequent on trials with rich bodies (M = .52, SD = .20) than on trials with poor bodies (M = .41, SD = .18), though this result was stronger for bodies (Figure S2). Adding target gender as a moderator did not change the pattern or significance of these results, Fs ≤ 3.64, ps ≤ .06, η^2 ≤ .002.

[1] In the preregistration, we planned to test a 2 (first stimulus social class: rich, poor) × 2 (stimulus congruence: congruent, incongruent) × 2 (first stimulus: face, body) ANOVA, but the results are simpler to interpret using the ANOVA reported in the text.

Table S2

Results of ANOVA in Which Stimulus Presentation Order and Stimulus Social Class Predict Categorizations as "Rich" in Supplemental Pilot Study

	F	*p*	Generalized η^2
Stimulus order	0.80	.37	.004
Face social class	8.76	.004	.004
Body social class	129.08	< .001	.079
Stimulus order × face social class	0.12	.73	.000
Stimulus order × body social class	1.76	.19	.001
Face social class × body social class	1.68	.20	.001
Stimulus order × face social class × body social class	0.10	.76	.000

Note. *df* = (1, 153)

Figure S2

Proportion of Categorizations as "Rich" as a Function of Stimulus Face and Body Social Class in Supplemental Pilot Study

Note. Black points with error bars represent means and 95% confidence intervals. Boxplots show median and quartiles. Colored points represent individual participants; those beyond boxplot lines are outliers. Shading represents the distribution of data.

Discussion

Here, stimulus presentation order did not affect participants' judgments – thus, the order that the face and body appeared did not moderate participants' relative reliance on the face or body when judging social class. Rather, conceptually replicating Studies 1-2, we found that both the face and body drive impressions of a whole person's social class, but that the body does so to a greater degree. The larger effect of the body (vs. the face) also

parallels the results of Study 3, which showed similar accuracy for bodies with and without faces.

There were, however, some methodological features that may have influenced the results. First, body images appeared twice as large on-screen as face images (i.e., twice the height). This intentionally reflected the bodies' larger size relative to the faces, but may have enhanced the bodies' salience. Some participants additionally reported difficulty processing the face images during the 500-ms presentation time but did not report this for the body images—suggesting easier processing of body images, particularly with constrained viewing times. Finally, some participants reported noticing visible mismatches between the face and body photos (e.g., visible mismatching hair). We therefore made minor methodological adjustments to address these problems in Supplemental Study A.

Supplemental Study A

This study replicated the pilot study, with some small methodological changes to address that study's limitations. Here, we employed self-paced viewing of the stimuli, cropped the body stimuli from the shoulders down to minimize visible hair and avoid obvious mismatches, and sized the face and body images to the same height (preregistered: https://osf.io/m7kdt/).

Method

Stimuli. We used the 160 neutral-face and 160 neutral-body stimuli from Study 3. However, we cropped the body stimuli from the shoulders down (vs. the neck down) to minimize visible hair and avoid obvious mismatches, and we adjusted the face and body images to the same size (same image height).

Participants. We recruited 160 North American participants via Prolific Academic, excluding two participants who reported nationalities other than Canadian or American (in contrast with their Prolific information), one who responded identically on all trials, and six who reported trouble viewing the stimuli or providing answers without waiting for stimuli to load (remaining n = 151; 78 male, 72 female, 1 nonbinary; M_{age} = 31.62 years, SD = 9.58; 101 White/Caucasian, 12 East Asian, 11 Black/African/Caribbean, 10 mixed race, 5 South Asian, 4 Latinx/Hispanic, 2 Middle Eastern, 2 Southeast Asian, 1 Pacific Islander, 4 unreported race/ethnicity). This sample size afforded 80% power to detect effect sizes of at least r = .15 in a within-between interaction in an ANOVA.

Procedure. We programmed the study using Gorilla Experiment Builder (Anwyl-Irvine et al., 2020), randomly assigning participants to categorize either female or male targets in one stimulus-order condition (faces first or bodies first). We informed participants that they would (a) see photographs of people's faces and their bodies, and (b) categorize each person as *rich* or *poor*, based on their first impression. On each trial, participants saw the first stimulus (face or body) and then clicked a button to view the second stimulus. They then clicked a button to proceed to the categorization screen, where they categorized the person as *rich* or *poor*. Importantly, the faces and bodies were randomly paired such that the face's social class and body's social class (and, thus, the congruence of the face's and body's social class) varied on each trial. Finally, participants provided demographic information (age, gender, ethnicity/race, nationality, subjective social class), reported whether they based their judgments primarily on the face, body, or both, and reported any problems with the study before debriefing.

Results

For each participant, we calculated the proportion of *rich* categorizations for each trial type (poor face + poor body, rich face + poor body, poor face + rich body, rich face + rich body), submitting them to a 2 (face social class: rich, poor) × 2 (body social class: rich, poor) × 2 (stimulus order: face first, body first) ANOVA with repeated measures on all but the last factor. We observed only main effects of face social class and body social class (Table S3). *Rich* categorizations occurred more often when bodies in a pair were rich (*M* = .52, *SD* = .18) compared to poor (*M* = .43, *SD* = .18), and, to a lesser extent, when faces in a pair were rich (*M* = .48, *SD* = .19) compared to poor (*M* = .46, *SD* = .18; Figure S3).

Table S3

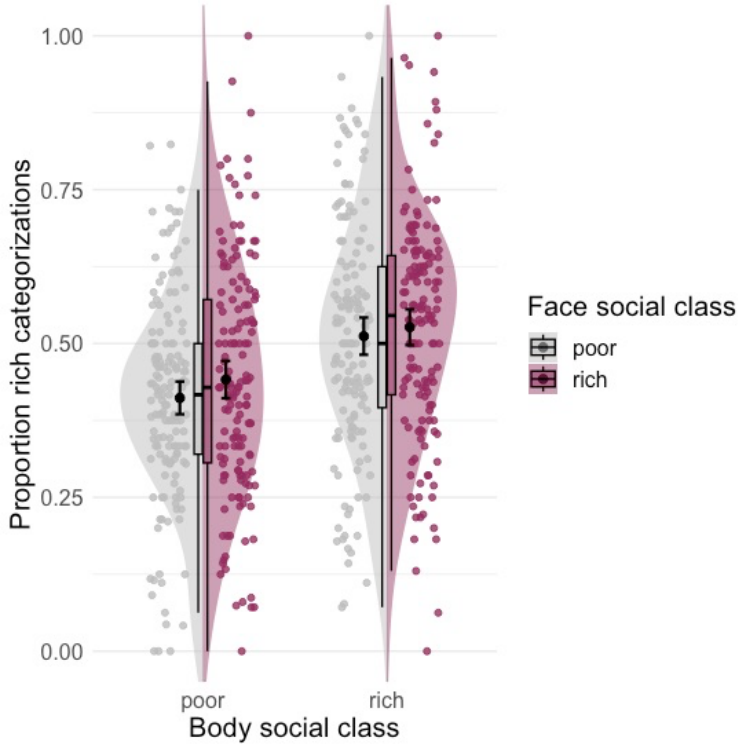
Results of ANOVA in Which Stimulus Presentation Order and Stimulus Social Class Predicted Categorizations as "Rich" in Supplemental Study A

	F	*p*	Generalized η^2
Stimulus order	0.02	.90	.000
Face social class	6.34	.01	.004
Body social class	92.73	< .001	.062
Stimulus order × face social class	2.26	.14	.001
Stimulus order × body social class	0.00	.99	.000
Face social class × body social class	0.68	.41	.000
Stimulus order × face social class × body social class	0.12	.73	.000

Note. df = (1, 149)

Figure S3

Proportion of Categorizations as "Rich" as a Function of Stimulus Face and Body Social Class in Supplemental Study A



Note. Black points with error bars represent means and 95% confidence intervals. Boxplots show median and quartiles. Colored points represent individual participants; those beyond boxplot lines are outliers. Shading represents the distribution of data.

Including target gender as a predictor did not alter these patterns but revealed a four-way interaction, $F(1,147) = 5.01$, $p = .03$, $\eta^2 = .003$. Decomposing the data by target gender revealed only a significant main effect of body social class for male targets, $F(1, 76) = 35.49$, $p < .001$, $\eta^2 = .06$, all other Fs ≤ 3.05, ps $\geq .09$, $\eta^2 \leq .005$. For female targets, however, we observed main effects of both face social class, $F(1, 71) = 4.14$, $p = .046$, $\eta^2 = .003$, and body social class, $F(1, 71) = 73.08$, $p < .001$, $\eta^2 = .06$, as well as a stimulus order × face class interaction, $F(1, 71) = 45.35$, $p = .02$, $\eta^2 = .004$ (all other Fs ≤ 2.02, ps $\geq .16$, $\eta^2 \leq .003$).

Decomposing this interaction revealed main effects of both face social class, $F(1, 34) = 7.68$, $p = .009$, $\eta^2 = .02$, and body social class, $F(1, 34) = 21.43$, $p < .001$, $\eta^2 = .05$, when bodies appeared first, but a main effect of only body social class when faces appeared first, $F(1, 37) = 59.99$, $p < .001$, $\eta^2 = 07$.

Finally, 49.01% of participants reported basing their judgments primarily on the body whereas only 6.62% reported basing their judgments primarily on the face, and 44.37% of participants reported using both the face and body (see Table S4 for counts split by target gender and stimulus order).

Table S4

Number of Participants Reporting Each Focus, Split by Target Gender and Stimulus Order in Supplemental Study A

	Body Focus	Face Focus	Body & Face Focus
Female targets			
Body first	15	3	17
Face first	21	1	16
Male targets			
Body first	18	4	18
Face first	20	2	16

Discussion

Here, we found that both faces and bodies drive social class perceptions, but bodies' effect tends to be stronger—conceptually replicating Studies 1-2. Aligned with this, nearly half of participants explicitly reported basing their judgments primarily on the body.

Furthermore, bodies drove social class judgments to a greater extent than faces did, regardless of whether participants saw targets' faces or bodies first.

Target gender moderated some of the results. Bodies alone drove judgments of men's social class whereas both faces and bodies influenced judgments of women's social class. Stimulus presentation order also affected judgments of women, such that faces affected social class judgments only when they appeared after bodies.

Supplemental Study B

We next sought to interrupt bodies' primacy in social class perceptions by reducing their visual richness. Specifically, we used body silhouettes rather than full-detail photos. Further, we presented the faces and body silhouettes together (which should aid their integration). In addition, we asked participants not just about *where* they focused their judgments (face, body, or both) but also *why*.

In Supplemental Study A, we found main effects for both faces' and bodies' actual social class but stronger effects for bodies, which we anticipated replicating here (preregistered: https://osf.io/yswef/).

Method

Stimuli. We used the same 160 neutral-face stimuli as in Supplemental Study A and the neutral-body silhouettes from Study 4.

Participants. We recruited 160 North American participants from Prolific Academic. We excluded 12 participants who reported problems viewing the stimuli or having responded before stimuli loaded, one participant who responded identically to all trials, and one participant who reported a nationality other than American or Canadian (remaining n = 146; 60 female, 83 male, 3 unreported gender; M_{age} = 30.41 years, SD = 8.82; 96

White/Caucasian, 16 Black/African, 12 East Asian, 6 Latinx/Hispanic, 4 mixed race, 4 South Asian, 2 Southeast Asian, 1 First Nations/Native American, 1 Middle Eastern, 4 unreported race/ethnicity). This sample size afforded 80% power to detect an interaction in a within-subjects ANOVA of at least $r = .15$.

Procedure. We randomly assigned participants to categorize the photos of either female or male targets. On each trial, participants saw a face atop a body silhouette and categorized the person as *rich* or *poor* based on their first impression. A 500-ms blank screen preceded all trials. As in Supplemental Study A, the faces and bodies were randomly paired, such that the face's social class, body's social class, and congruence of the face's and body's social class varied on each trial; here, however, they were combined into a single stimulus (vs. appearing separately).

Finally, participants provided demographic information (age, gender, ethnicity/race, nationality, subjective social class), reported whether they tended to base their responses more on the face or the body (and if so, reported the reasons for focusing more on the face or body by selecting *I think people's faces [bodies] provide more information than their bodies [faces] about whether they're rich or poor, I think it's easier to judge people based on their faces [bodies] than their bodies [faces], People's faces [bodies] draw my attention more than their bodies [faces],* or *Other*, with the opportunity to select more than one option), and reported any issues with the study.

Results

A 2 (face social class: rich, poor) × 2 (body silhouette social class: rich, poor) repeated-measures ANOVA revealed a main effect of face social class, $F(1, 145) = 8.92$, $p = .003$, $\eta^2 = .006$, such that stimuli with rich faces ($M = .46$, $SD = .20$) were categorized as *rich* significantly more often than stimuli with poor faces ($M = .43$, $SD = .19$). Unexpectedly, body-

silhouette social class returned no main effect (rich bodies: *M* = .45, *SD* =.19; poor bodies: *M* = .44, *SD* =.20), *F*(1, 145) = 2.13, *p* = .15, η^2 = .002, or interaction, *F*(1, 145) = 1.33, *p* = .25, η^2 = .001.

Including target gender as a predictor did not change these patterns but qualified the main effect of face social class with a target gender × face social class interaction, *F*(1, 144) = 9.62, *p* = .002, η^2 = .006 (Table S5).[2] Decomposing the interaction revealed that stimuli with *rich* faces (*M* = .49, *SD* = .19) were categorized as *rich* significantly more often than stimuli with *poor* faces (*M* = .43, *SD* = .20), *F*(1, 73) = 28.62, *p* < .001, η^2 = .02, for female but not male targets (rich faces: *M* = .43, *SD* =.21; poor faces: *M* = .44, *SD* =.19), *F*(1, 71) = 0.002, *p* = .97, η^2 < .001 (see Figure S4).

Table S5

Results of ANOVA in Which Stimulus Social Class and Target Gender Predicted Categorizations as "Rich" in Supplemental Study B

	F	*p*	Generalized η^2
Face social class	9.18	.003	.006
Body social class	2.24	.14	.002
Target gender	0.71	.40	.003
Face social class × body social class	1.35	.25	.001
Face social class × target gender	9.62	.002	.006
Body social class × target gender	3.25	.07	.003

[2] We also preregistered a plan to test participants' reported focus as an additional predictor, but do not report this analysis due to the extreme imbalance in the number of participants reporting each focus.

Face social class × body social class × target gender	0.57	.445	.0004

Note. df = (1, 144)

Figure S4

Proportion of Categorizations as "Rich" as a Function of Stimulus Face and Body Social Class in Supplemental Study B, Split by Target Gender

Note. Black points with error bars represent means and 95% confidence intervals. Boxplots show median and quartiles. Colored points represent individual participants; those beyond boxplot lines are outliers. Shading represents the distribution of data.

Finally, we examined the proportion of participants who reported basing their responses primarily on the face, body, or both (i.e., their reported focus) and participants' explanations for their focus. In contrast to Supplemental Study A, most participants (65.75%) reported basing their judgments primarily on the face, whereas only 9.59% based their judgments primarily on the body, and 24.66% reported basing their judgments on both

the face and body (see Table S6 for counts by target gender). Among the participants who focused more on the face (*n* = 96), 52 selected that the face drew their attention more, 41 selected that the face was more informative than the body, and 31 selected that the face was easier to judge. Of the few participants who reported focusing primarily on the body (*n* = 14), 13 found the body more informative than the face, six found the body easier to judge, and four reported the body drawing their attention more.

Table S6

Number of Participants Reporting Each Focus, Split by Target Gender in Supplemental Study B

	Body Focus	Face Focus	Body & Face Focus
Female targets	7	49	18
Male targets	7	47	18

Discussion

In the absence of detailed clothing information, most participants focused primarily on the face when judging social class. The predictors of participants' judgments reflected this: We observed a main effect of face social class, but not body social class. Target gender qualified the face social class main effect such that it only emerged among female targets.

Overall, these results indicate that reducing the richness of body information (here, by using silhouettes rather than photographs) can attenuate the focus on the body–at least when forming judgments of women's social class. Because participants reported focusing more on the face here (in contrast to Supplemental Study A), the findings also suggest that people may *think* that clothing provides the best information for judging social class, given

that the silhouettes did not contain clothing information (other than its shape). Indeed, extant work shows that clothing importantly affects social judgments (e.g., Hester & Hehman, 2023; Oh et al., 2020). Our findings also provide evidence of differences in how perceivers judge men's and women's social class, with faces driving judgments of women to a greater degree than of men.