

Supplemental Materials to: Spontaneous State Inferences

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Pilot Study: Perceived Variability of Person-Describing Adjectives

Participants

Analyses rely on valid data from a total of $N = 55$ participants (41 female; average age $M = 2.8$ years, $SD = 6.7$, ranging from 18 to 55). Participants were recruited on campus and received partial course credit. We excluded the data of six participants because they self-reported insufficient language proficiency.

Materials

We compiled a list of 323 person-describing adjectives.

Procedure

Data collection was conducted online using the platform Qualtrics for online data collection (www.qualtrics.com). Participants were invited to a study on person description. Participants were shortly briefed on the concepts of traits and states. The exact wording translates to: "In psychology, we distinguish between traits and states. Traits are characteristics of a person, that are stable over time and responsible for a person's general behavior. States are unstable, both temporally and situationally, so they are a temporary state of a person, that are responsible for a person's behavior in a specific situation. Many adjectives can be clearly classified as a trait or a state, others are ambiguous". The attention check described in Study 1 was used in this study as well. Participants were presented with a subset of 48 of the person-describing adjectives presented on one by one in individual random order and were asked to rate the variability of the adjectives on a slider with a continuous scale ranging from -100 (trait, stable) to +100 (state, variable). Finally, participants provided demographic information (age, sex, language proficiency, profession, and education).

Results

Results for each of the 323 adjectives are reported in Table 1.

Table 1

Pilot Study: Variability ratings

Adjective	Translation	<i>M</i>	<i>SD</i>	<i>n</i>	Used in Studies
introvertiert	introverted	-86.747	13.17	13	
sozial	social	-83.935	17.853	25	3 & 4
schlau	smart	-81.951	24.186	17	4
ehrgeizig	ambitious	-81.378	18.352	19	
intelligent	intelligent	-80.916	23.481	22	
klug	smart	-80.389	24.038	20	
autoritär	authoritarian	-78.271	23.954	16	
selbstbewusst	self-conscious	-77.486	24.897	21	
verantwortungsvoll	responsible	-75.178	22.016	25	
weise	clever	-74.975	27.257	17	
gewissenhaft	conscientious	-74.585	24.109	22	
traditionell	traditional	-74.118	26.931	17	
pflichtbewusst	dutiful	-73.44	21.05	23	
vertrauenswürdig	trustworthy	-72.912	32.848	22	
kreativ	creative	-72.314	30.881	20	1, 2, 3, & 4
musikalisch	musical	-72.079	39.982	20	
durchsetzungsfähig	assertive	-71.834	31.164	19	
perfektionistisch	perfectionistic	-71	35.648	20	
gläubig	religious	-70.972	45.922	15	
dickköpfig	stubborn	-70.369	22.754	13	
wissbegierig	inquisitive	-69.96	27.185	14	
konventionell	conventional	-69.422	40.319	17	
ehrlich	honest	-68.952	23.247	14	
zielstrebig	determined	-68.9	25.895	16	
clever	clever	-68.788	34.473	18	4
konservativ	conservative	-68.713	41.796	25	
tolerant	tolerant	-68.405	30.507	17	
impulsiv	impulsive	-68.194	23.448	17	4
geizig	stingy	-67.498	26.266	13	3
altmodisch	old-fashioned	-66.595	32.1	15	
verantwortungsbewusst	responsible	-65.66	33.695	17	
gütig	kind	-65.435	27.32	14	
konsequent	consistent	-64.967	36.986	18	
einfallreich	imaginative	-64.663	30.53	22	
extravertiert	extraverted	-64.253	44.428	17	
organisiert	organized	-64.157	27.706	20	
großzügig	generous	-64.096	36.131	16	1 & 2
einfühlsam	compassionate	-64.082	44.112	16	
hartherzig	stone-hearted	-63.849	33.103	14	
dominant	dominant	-63.804	21.743	15	
weitsichtig	farsighted	-63.507	27.986	16	
unzuverlässig	unreliable	-63.503	31.673	19	
ordentlich	tidy	-63.434	45.622	21	
loyal	loyal	-63.086	41.549	17	
phantasievoll	visionary	-61.676	31.555	14	
exzentrisch	excentric	-60.937	30.383	17	
empathisch	empathetic	-60.84	52.816	20	
höflich	polite	-60.599	40.002	14	
umsichtig	careful	-59.745	39.294	16	
charakterschwach	weak	-59.291	46.345	16	
streng	strict	-58.935	28.587	17	1
sorgfältig	thorough	-58.213	37.603	15	
gesellig	sociable	-58.089	41.681	19	
emotional	emotional	-57.078	30.15	18	3 & 4
strebsam	ambitious	-55.92	40.162	20	
naiv	naive	-55.863	29.331	15	1 & 2
mitfühlend	compassionate	-55.38	48.928	18	
eingebildet	conceited	-55.158	38.177	19	1 & 2
nachsichtig	indulgent	-55.056	35.641	16	
tollpatschig	clumsy	-54.926	45.197	17	
cholerisch	choleric	-54.88	42.095	20	
risikofreudig	adventurous	-54.667	62.716	20	
tiefsinnig	profound	-54.193	43.755	16	
abenteuerlustig	adventurous	-54.086	49.829	20	3
selbstlos	selfless	-54.003	47.152	20	
arrogant	arrogant	-53.825	35.135	22	
optimistisch	optimistic	-53.697	46.795	19	
erfinderisch	innovative	-52.731	36.701	18	
hilfsbereit	cooperative	-52.551	58.976	18	1
chaotisch	chaotic	-52.471	43.468	18	3
flexibel	flexible	-52.453	40.629	20	
unorganisiert	unorganised	-52.422	33.109	21	3
verklemmt	uptight	-52.191	35.692	20	
neugierig	curious	-51.679	50.557	22	1, 2, 3, & 4
zielorientiert	goal-oriented	-51.239	50.881	21	
bestimmend	assertive	-51.155	37.07	19	
spirituell	spiritual	-51.033	45.256	21	
dumm	stupid	-50.869	44.014	19	
schüchtern	shy	-50.839	48.976	21	1, 2, 3, & 4
zurückhaltend	reluctant	-50.724	41.624	15	
gründlich	thorough	-50.346	44.736	26	

(continued)

Table 1

Pilot Study: Results (continued)

Adjective	Translation	<i>M</i>	<i>SD</i>	<i>n</i>	Used in Studies
streitsüchtig	quarrelsome	-50.166	44.752	20	
gefühlslarm	unemotional	-49.229	37.387	16	
verschlossen	secretive	-48.465	43.64	14	
verständnisvoll	understanding	-48.419	49.222	21	
empfindlich	sensitive	-48.375	38.964	17	
prüde	prudish	-48.206	35.81	16	
berechnend	designing	-47.91	49.655	21	
cool	cool	-47.785	44.616	15	
ausgeglichen	balanced	-47.335	63.117	22	
geldgeil	greedy	-46.962	54.613	18	
kooperativ	cooperative	-46.334	44.31	22	
schreckhaft	jumpy	-46.289	53.062	20	
anspruchslos	undemanding	-46.201	46.695	22	
verantwortungslos	irresponsible	-45.952	52.664	17	4
kritisch	critical	-45.667	47.696	11	
spontan	spontaneous	-45.446	58.284	18	
sportlich	athletic	-44.138	64.575	13	1, 2, & 3
bedacht	thoughtful	-43.764	48.359	19	
fleißig	hard-working	-43.498	52.856	19	3
ignorant	ignorant	-42.721	44.567	15	
phantasielos	unimaginative	-42.047	41.127	22	
tüchtig	capable	-41.919	48.119	21	
wertschätzend	appreciative	-41.66	61.85	17	
still	calm	-41.379	43.497	14	
pedantisch	nit-picky	-41.27	47.398	16	
kränkbar	sensitive	-40.622	55.545	19	
besonnen	prudent	-40.566	39.801	14	
unehrlich	dishonest	-40.484	52.744	19	1
mutig	brave	-40.14	50.075	22	
unsportlich	unfit	-39.876	57.912	14	
angeberisch	cocky	-39.603	51.229	23	1, 2, & 4
verwöhnt	spoiled	-38.696	59.414	20	
gesundheitsbewusst	health conscious	-38.484	48.267	14	
verpeilt	sloppy	-38.057	39.818	16	
gesprächig	talkative	-37.841	52.062	23	
aktiv	active	-37.835	44.774	19	
vergesslich	forgetful	-37.766	52.771	18	
leidenschaftlich	passionate	-37.557	60.167	21	
willensschwach	weak-minded	-37.245	44.578	17	
vorsichtig	cautious	-37.196	45.542	17	1 & 2
kompromissbereit	dovish	-37.087	54.223	21	
misstrauisch	suspicious	-36.981	46.56	21	
gierig	greedy	-35.691	35.826	17	
unselbstständig	dependant	-35.281	47.838	21	
gelassen	calm	-34.366	49.99	21	
stark	strong	-33.864	64.887	13	
sentimental	sentimental	-33.848	64.438	20	
wehleidig	sniveling	-33.767	54.637	14	
leichtsinnig	careless	-33.758	43.273	26	3
genießeriſch	appreciative	-33.506	45.918	20	
sicher	sure	-33.155	51.794	22	
nachtragend	resentful	-31.759	57.271	20	
dynamisch	dynamic	-31.639	50.768	17	
verantwortlich	responsible	-30.424	71.283	19	
alt	old	-30.213	76.135	20	
rücksichtslos	inconsiderate	-28.726	48.556	16	
voreingenommen	biased	-27.174	55.703	23	
ruhig	calm	-27.121	55.131	21	
unhöflich	impolite	-26.713	57.718	19	3 & 4
gemein	mean	-26.234	53.699	25	4
faul	lazy	-25.517	51.066	20	4
zwanghaft	compulsive	-25.213	48.978	20	
vorausschauend	foresighted	-24.476	66.238	8	
beeindruckbar	impressionable	-23.174	61.806	20	
grausam	cruel	-22.598	54.239	18	
korrupt	corrupt	-22.438	65.707	21	
gefräßig	voracious	-21.734	61.38	19	3 & 4
lustig	funny	-20.542	50.306	6	3
pünktlich	punctual	-19.925	58.785	17	
inkompetent	incompetent	-19.427	62.865	19	
aufdringlich	obtrusive	-19.124	48.486	16	
irritierbar	irritable	-18.168	58.386	16	
grüblerisch	contemplative	-17.265	50.212	17	3
begierig	eager	-17.064	55.122	16	
routiniert	experienced	-16.944	63.419	20	
kalt	cold	-16.819	59.611	12	
zuversichtlich	confident	-15.972	53.102	14	
energisch	vigorous	-15.676	55.754	17	
verletzlich	offendable	-14.725	59.497	18	
ungeduldig	impatient	-13.326	58.966	14	
aufbrausend	quick-tempered	-11.205	60.239	25	
gemütlich	cozy	-10.137	59.656	17	

(continued)

Table 1

Pilot Study: Results (continued)

Adjective	Translation	<i>M</i>	<i>SD</i>	<i>n</i>	Used in Studies
schludrig	sloppy	-8.27	56.971	16	3 & 4
unsicher	insecure	-8.131	40.619	15	
ängstlich	anxious	-7.913	45.583	12	
gleichgültig	indifferent	-7.466	61.074	22	
unbesorgt	unconcerned	-6.25	49.092	17	4
zickig	bitchy	-4.946	74.274	14	
wachsam	vigilant	-4.319	54.416	16	
schwach	weak	-2.646	51.524	14	
skeptisch	sceptical	-1.898	53.901	20	3
launisch	moody	-1.753	78.089	19	
kriminell	criminal	-0.758	59.294	17	
eifersüchtig	jealous	-0.533	53.757	23	
fröhlich	cheerful	-0.456	57.041	19	3
eifrig	eager	0.456	70.206	13	
nachlässig	clumsy	1.109	59.512	20	
aufmerksam	alert	1.313	66.602	19	
schnell	fast	1.629	60.668	16	3 & 4
ungerecht	unfair	2.779	46.593	15	
entschlossen	dedicated	2.938	65.027	12	
strafend	punitive	4.995	63.671	22	
zweifelnd	doubtful	5.862	50.862	21	3 & 4
aggressiv	agressive	6.23	56.24	18	
bissig	snappy	7.261	55.554	20	
reizbar	irritable	8.647	61.69	17	
ablenkbar	distractable	9.108	57.638	18	3 & 4
gesund	healthy	9.359	63.086	14	
interessiert	interested	9.794	64.233	20	
heiß	hot	10.134	64.045	18	
hoffnungsvoll	hopeful	10.341	60.527	23	3 & 4
distanziert	distanced	11.935	60.464	22	
neidisch	envious	12.436	59.669	18	
nörgelig	cranky	13.924	62.563	14	
unentschlossen	indecisive	15.73	56.586	20	3 & 4
melancholisch	melancolic	17.539	58.336	14	
unentschieden	undecided	17.654	65.853	16	
unbedacht	rash	19.001	59.307	19	
rastlos	restless	19.209	62.499	14	4
motiviert	motivated	19.556	50.783	20	
süchtig	addicted	19.679	54.165	18	
depressiv	depressed	20.019	49.951	21	
genießend	enjoying	20.558	57.841	22	4
einsam	lonely	20.626	67.86	17	
informiert	informed	22.282	54.153	17	
energiegeladen	energetic	22.567	56.589	16	
zufrieden	contented	23.635	58.783	17	4
miserabel	miserable	25.956	70.973	19	
bewundernd	admiring	26.111	61.483	26	
schadenfroh	spiteful	27.056	55.984	18	
unruhig	restless	27.457	50.706	12	3
bekümmert	sorry	28.936	58.086	19	
heiter	cheerful	29.189	53.061	24	
stolz	proud	29.837	55.535	16	
kränklich	sick	30.133	66.731	21	3
besorgt	concerned	30.242	63.966	16	
ekstatisch	ecstatic	31.061	57.306	19	
sehnsüchtig	longing	31.388	57.311	23	
enthusiastisch	enthusiastic	32.992	56.067	17	3
apathisch	apathic	34.544	42.415	17	
desinteressiert	disinterested	34.87	55.667	14	
dankbar	thankful	34.958	63.01	13	
verschüchtert	intimidated	35.332	57.451	15	3 & 4
bedauernd	regretful	35.576	48.802	19	
munter	blithely	39.34	61.414	22	
erwartungsvoll	expectant	40.886	60.235	19	
ermutigt	encouraged	41.525	59.224	12	3
resigniert	resignated	41.636	42.18	20	
freudig	joyful	42.044	48.429	21	
bereuend	repentant	43.212	62.198	19	
entspannt	relaxed	43.721	51.252	15	3 & 4
unmotiviert	unmotivated	45.158	38.611	19	
verpennt	dozy	45.326	55.033	22	
fiberhaft	feverish	46.117	42.341	22	
begeistert	thrilled	46.182	59.005	13	3
leer	empty	46.813	54.647	14	
kraftlos	powerless	46.967	40.017	14	
uninteressiert	uninterested	50.133	54.52	19	
beunruhigt	worried	50.601	50.446	12	3
nervös	nervous	50.994	27.972	15	
panisch	panicky	51.67	59.538	17	
beschwingt	exhilarated	54.166	22.388	19	
hellwach	awake	54.783	45.303	12	(continued)
aufgedreht	hyper	54.985	50.284	18	

(continued)

Table 1

Pilot Study: Results (continued)

Adjective	Translation	<i>M</i>	<i>SD</i>	<i>n</i>	Used in Studies
nüchtern	sober	55.773	51.044	24	
konzentriert	focused	55.85	42.916	15	4
peinlich	embarrassed	56.712	37.29	20	
gehetzt	rushed	56.776	40.522	17	3
traurig	sad	56.998	40.272	14	1, 2, 3, & 4
gereizt	irritated	58.656	35.958	17	
inspiriert	inspired	58.806	49.731	14	1, 2, 3, & 4
vorfreudig	excited	59.331	47.046	13	
unmotiviert	unmotivated	59.579	37.05	18	
angespannt	tense	59.807	47.441	24	
verzaubert	enchanted	59.873	28.613	17	
erstaunt	astonished	60.56	38.255	15	
verzweifelt	desperate	60.694	39.732	14	
niedergeschlagen	downhearted	61.427	37.446	22	
verliebt	in love	61.552	54.237	22	1 & 2
unkonzentriert	unconcentrated	61.708	32.031	12	
euphorisch	euphoric	62.587	32.153	17	
glücklich	happy	62.861	45.006	16	1, 2, & 4
beflügelt	inspired	63.029	45.276	20	
eingeschüchtert	intimidated	63.356	27.403	17	
voll	full	64.328	37.189	18	
wach	awake	64.392	45.191	17	
beschämt	ashamed	64.613	42.638	19	3
ernüchtert	disillusioned	64.652	27.014	12	
gestresst	stressed	64.767	27.171	20	
gekränkt	hurt	65.539	35.366	20	
zornig	furious	65.741	34.841	14	
verwundert	puzzled	66.194	45.287	22	
genervt	annoyed	66.63	26.269	17	1, 2, & 4
unwohl	uneasy	66.976	32.903	16	
schläfrig	sleepy	67.954	44.32	17	
eingeschnappt	cross	68.448	34.772	22	
verärgert	upset	68.563	47.42	16	
verwirrt	puzzled	68.718	30.103	17	
pleite	broke	68.785	33.718	21	3
beleidigt	offended	69.065	25.899	15	
zitterig	shaky	69.292	28.427	23	
abgelenkt	distracted	70.746	42.634	16	4
berührt	touched	70.959	20.504	18	
enttäuscht	disappointed	71.47	28.453	21	
erschöpft	exhausted	71.674	23.782	17	
erfreut	delighted	72.171	21.369	20	1 & 2
krank	sick	72.499	29	16	1 & 2
verdutzt	puzzled	72.503	29.262	18	
betrübt	aggrieved	72.775	21.874	18	
betroffen	affected	73.131	19.203	15	
müde	tired	73.83	25.2	26	3 & 4
amüsiert	amused	73.854	19.832	22	
erkrankt	sick	73.981	23.573	19	
erschrocken	frightened	74.322	22.942	25	
überrascht	surprised	74.446	32.401	21	1, 2, & 4
erholt	relaxed	74.617	23.162	19	1 & 2
wütend	angry	75.531	25.962	18	1, 2, 3, & 4
aufgebracht	agitated	76.005	33.685	20	
aufgeregt	excited	76.12	26.337	18	1, 2, 3, & 4
verführt	seduced	76.169	23.389	17	
bedroht	threatened	76.276	25.235	17	
übernächtigt	bleary-eyed	76.582	30.323	25	
trauernd	mourning	77.558	24.114	14	
gelangweilt	bored	77.616	16.904	14	1 & 2
erleichtert	relieved	78.473	25.171	18	
ausgeruht	rested	78.77	29.548	20	
irritiert	irritated	79.137	36.879	20	
gedemütigt	humiliated	79.506	33.041	20	
verletzt	hurt	80.879	14.701	20	
gerührt	touched	81.722	23.651	20	1 & 2
gespannt	eager	81.855	17.965	12	
hungrig	hungry	82.66	23.098	14	1, 2, 3, & 4
satt	full	83.127	25.406	20	1, 2, & 3
chockiert	shocked	83.662	18.469	15	
angeekelt	disgusted	84.3	23.655	20	
erregt	agitated	84.488	21.959	15	
angetrunken	drunk	84.532	17.91	16	
verknallt	in love	84.845	16.464	11	
high	high	85.874	22.561	17	
betrunken	drunk	87.235	17.79	21	
durstig	thirsty	88.354	24.41	18	1, 2, & 3
verblüfft	bewildered	93.522	7.718	13	

Studies 1 and 2: Material Pretest

Participants

Pretest analyses rely on valid data from a total of $N = 106$ participants (25 female; average age $M = 43.4$ years, $SD = 24$, ranging from 21 to 83). Participants were recruited via Figure Eight (www.figure-eight.com) and received monetary compensation of 2.30 USD for the duration of nine minutes. We excluded data from four participants because they did not pass an initial attention test and one further participant because they self-reported insufficient language proficiency.

Materials

We generated 96 single-implication statements that implied, but not explicitly mentioned a trait and 96 statements that implied, but not explicitly mentioned a state. Statements described a behavior and were written in first-person perspective. Statements were in German language.

Procedure

Participants were invited to a study on spontaneous person associations and randomly assigned to one of four subsets of 24 state-implying and 24 trait-implying statements. Participants were asked to write down the first adjective that came to mind upon reading each statement, that could describe the person making the statement. Subsequently, participants provided demographic information.

Results

For each statement, we grouped synonyms and calculated the proportions of each trait or state word as a consensus score. We selected 18 trait-implying statements and 18 state-implying statements based on the following criteria: (a) the implied trait or state reached at least 50% consensus, and (b) the implied trait or state did not semantically overlap with a trait or state implied by another selected statement.

Selected statements and their pretest results are displayed in Tables 4 and 5, translated statements are listed in Tables 8 and 9.

The selected trait-implying and state-implying statements did not differ in agreement rate ($M_{trait} = 80\%$, $SD = 10$; $M_{state} = 78\%$, $SD = 9$, $t(34) = 0.711$, $p = .49$, $d_s = 0.237$, 95% CI [-0.442, 0.917], or statement length ($M_{trait} = 13.8$ words, $SD = 4.1$; $M_{state} = 13.3$ words, $SD = 4$, $t(32.964) = 0.389$, $p = .70$, $d_s = 0.31$, 95% CI [-0.381, 1]). Additionally, we selected nine filler statements that described a behavior and explicitly mentioned a trait or a state.

Studies 1-3: Response Latency Analyses

In Studies 1-3, we used the time participants took to press the respective button as a measure of response latencies. Note that the accuracy of this measurement is restricted, as Studies 1 and 3 were conducted online, on participants' individual devices.

Table 2

Means and standard deviations of response latencies for correct rejections on target trials in the false recognition task in Studies 1-3

Inference	Condition	Study 1	Study 2	Study 3
Trait	Implied	2742 (1703) ^a	2435 (1031)	2570 (2308) ^c
	Implied-Other	2741 (1951)	2405 (1051)	2324 (1494) ^c
	New	2228 (1485) ^a	2256 (987)	-
State	Implied	3488 (6125) ^b	2682 (1192)	2753 (2153)
	Implied-Other	3210 (5257)	2592 (1133)	2690 (2192)
	New	2452 (2547) ^b	2474 (961)	-

Note. ^a $t(43) = 3.762$, $p = .001$ (one-tailed), $d_z = 0.43$, 95% CI [0.192, 0.667]; ^b $t(36) = 3.271$, $p = .002$ (one-tailed), $d_z = 0.303$, 95% CI [0.114, 0.493]; ^c $t(363) = 2.712$, $p = .007$ (one-tailed), $d_z = 0.104$, 95% CI [0.029, 0.180].

Table 3
Items measuring implicit personality theories, original and translated.

Nr	Mindset	Item
1*	E	The kind of person someone is something very basic about them and it can't be changed very much. <i>Die Art von Mensch die jemand ist, ist ein sehr elementarer Teil einer Person und lässt sich nicht ohne Weiteres verändern.</i>
2*	E	People can do things differently, but the important parts of who they are can't really be changed. <i>Menschen können sich unterschiedlich verhalten, aber ihre wesentlichen Eigenschaften lassen sich nicht wirklich ändern.</i>
3	I	Everyone, no matter who they are, can significantly change their basic characteristics. <i>Jede/r, ganz egal wer er oder sie ist, kann sich von Grund auf verändern.</i>
4*	E	As much as I hate to admit it, you can't teach an old dog new tricks. People can't really change their deepest attributes. <i>So ungern ich es zugebe, was Hänschen nicht lernt, lernt Hans nimmermehr. Menschen können ihre tiefsten Eigenschaften nicht wirklich verändern.</i>
5	I	People can always substantially change the kind of person they are. <i>Menschen können sich immer von Grund auf verändern.</i>
6*	E	Everyone is a certain kind of person and there is not much that can be done to really change that. <i>Jede/r ist eine bestimmte Art von Mensch, und daran lässt sich nicht viel ändern.</i>
7	I	No matter what kind of person someone is, they can always change very much. <i>Egal, was für eine Art Mensch jemand ist – sie/er kann sich immer stark ändern.</i>
8	I	All people can change even their most basic qualities. <i>Alle Menschen können sich ändern – selbst in ihren elementarsten Eigenschaften.</i>

Note. * reverse-coded item. E: entity mindset. I: incremental mindset. German translations are italicized.

Study 2: Supplemental Analyses

Analyses of Error Rates for the First 68 Valid Data Sets

Due to imbalanced randomization and an unusually high number of exclusions, we exceeded the pre-registered sample size for the interim analyses to achieve a balanced assignment of participants. We report analyses for the first 68 valid data sets below. Data of the first 68 valid data sets were submitted to a 2 (Inference: trait vs. state) x 3 (Condition: implied vs. implied-other vs. new) within-subject ANOVA. Results show a main effect for condition, $F(2, 132) = 35.07$, $p < .001$, $\eta_p^2 = .35$, 90% CI [0.36, 0.61], and for inference, $F(1, 66) = 5.92$, $p = .018$, $\eta_p^2 = .08$, 90% CI [0.01, 0.2]. We also observed an interaction between inference and condition, $F(2, 132) = 6.58$, $p = .002$, $\eta_p^2 = .09$, 90% CI [0.04, 0.28]. Separate analyses confirmed spontaneous person inference effects in both inference conditions: In the trait inference condition, participants showed higher false recognition rates in the implied condition ($M = .29$, $SD = .25$) than in the implied-other trait condition ($M = .20$, $SD = .22$), $t(39) = 2.36$, $p = .023$ (one-tailed), $d_z = 0.373$, 95% CI [-0.08, 0.82], and in the new trait condition ($M = .13$, $SD = .17$), $t(39) = 4.016$, $p < .001$ (one-tailed), $d_z = 0.635$, 95% CI [0.18, 1.09]. In the state inference condition, participants also showed higher false recognition rates in the implied state condition ($M = .50$, $SD = .23$) than in the implied-other state condition ($M = .28$, $SD = .20$), $t(27) = 4.221$, $p < .001$ (one-tailed), $d_z = 0.798$, 95% CI [0.24, 1.35], and in the new state condition ($M = .14$, $SD = .19$), $t(27) = 7.367$, $p < .001$ (one-tailed), $d_z = 1.392$, 95% CI [0.8, 1.99].

Pre-registered Contrasts

We had pre-registered a 2 (Inference: trait vs. state) x 3 (Condition: implied vs. implied-other vs. new) within-subject ANOVA with planned contrasts as main analyses for this study. However, we decided to report t -tests in the paper, to be consistent with the reporting of results of Studies 1, 3, and 4. Both the t -tests and the planned contrasts yield significant results:

In the trait inference condition, participants showed higher false recognition rates

in the implied condition ($M = .29$, $SD = .24$) than in the implied-other trait condition ($M = .20$, $SD = .21$), $F(1,41) = 18.798$, $p < .001$, $\eta_p^2 = .31$, 90% CI [.13, .47], and in the new trait condition ($M = .14$, $SD = .18$), $F(1,41) = 64.981$, $p < .001$, $\eta_p^2 = .61$, 95% CI [.44, .71]. In the state inference condition, participants also showed higher false recognition rates in the implied state condition ($M = .51$, $SD = .22$) than in the implied-other state condition ($M = .31$, $SD = .21$), $F(1,43) = 7.721$, $p = .008$, $\eta_p^2 = .15$, 95% CI [.02, .31], and in the new state condition ($M = .18$, $SD = .20$), $F(1,43) = 17.842$, $p < .001$, $\eta_p^2 = .29$, 95% CI [.11, .45].

Navon Task

Method. The Navon task (Navon, 1977) was programmed in Inquisit 4 (www.millisecond.com). In this task, participants saw stimuli that appeared like the capital letters F, H, L, or T in large print, comprised of the same letters in smaller print - such that each stimulus presented one of the target letters H or L in either large or small print, respectively. Participants were asked to indicate via key-press which of the letters ‘H’ or ‘L’ were present in a stimulus. The task consisted of 50 trials presented in individual random order after completion of ten practice trials. We aimed to use this task as an indirect measure of global versus local processing dominance, in order to explore whether this would be associated with the strength of state and trait inferences. We thus computed a Navon index as the average response latency difference between trials in which the target letter was presented as large letter (global condition) or as small letter (local condition).

Results. We calculated a Navon index by subtracting participant’s average response latency in the Local condition from their average response latency in the Global condition. We correlated the Navon index with the mean differences between implied and implied-other as well as new trials. The Navon index did not correlate with the mean difference between implied traits and implied-other traits, $r(41) = .12$, $p = .449$; nor with the mean difference between implied traits and new traits, $r(41) = -.03$, $p = .850$; nor with the mean difference between implied states and

implied-other states, $r(40) = .19$, $p = .233$; nor with the mean difference between implied states and new states, $r(40) = .26$, $p = .099$.

Implicit Personality Theories

We derived a continuous measure of participants' implicit personality theories by subtracting mean responses to items measuring incremental beliefs from mean responses to items measuring entity beliefs. We then correlated this measure of participants' implicit personality theory with the mean differences between implied and implied-other as well as new trials. While the correlation between implicit personality theories and the mean difference between implied traits and new traits approached significance, $r(42) = .29$, $p = .056$, no other correlations were significant, neither the correlation with the mean difference between implied traits and implied-other traits, $r(42) = .07$, $p = .633$; nor with the mean difference between implied states and implied-other states, $r(40) = .17$, $p = .290$; nor with the mean difference between implied states and new states, $r(40) = .14$, $p = .387$.

Table 4
Studies 1 and 2: Trait-implying statements (German)

Nr	Statement	Implied Trait	Other (c)	Trait (ic)	Other Trait (ic)	New (c)	Trait (ic)	New Trait (ic)	%	n
1	heute in der bahn hat sich eine total schöne Frau neben mich gesetzt. Hab sie aber nicht angesprochen. ...	schüchtern	streng	sportlich	exzentrisch	exzentrisch	harmonisch	87	23	
2	Ich kann morgen ein paar Termine verschieben und spring' für dich ein, alles gut!	hilfsbereit	sportlich	stur	weise	exzentrisch	81.8	22		
3	die bescheinigung müsste ich irgendwo liegen haben, frag mich aber nicht, wo	unordentlich	angeberisch	ehrlch	misstrauisch	leidenschaftlich	63.6	22		
4	nein, es ist alles wieder gut. er hat erklärt, der lippenstiftfleck an seinem hemd kommt weil er erste Hilfe bei jemandem geleistet hat.	naiv	stur	hilfsbereit	irritierbar	furchtlos	63.6	22		
5	sie gefel mir, da hab ich 'unauffällig' meinen porsche-schlüssel auf den tisch gelegt	angeberisch	ungeschickt	fleißig	machthungrig	gastfreundlich	80	20		
6	War gestern tanzen mit Marisa. Bin ihr die ganze Zeit auf die Füße getreten!	ungeschickt	unordentlich	vorsichtig	fordernd	kooperativ	63.6	22		
7	klar krieg ich den rum, wie soll der MIR widerstehen?	eingebildet	penibel	sportlich	resigniert	nachsichtig	78.3	23		
8	Meinen Schülern lasse ich während der Stillarbeitsphase keinen einzigem Mucks durchgehen!	streng	eingebildet	neugierig	leichtsinig	bodenständig	90.9	22		
9	auch wenn die straße leer ist, hab ich lieber nochmal geschaut, ob kein rechtsabbieger kommt.	vorsichtig	ehrlch	unordentlich	gastfreundlich	machthungrig	86.4	22		
10	hab dem obdachlosen fünf euro zugesteckt	großzügig	vorsichtig	ungeschickt	leidenschaftlich	misstrauisch	73.9	23		
11	ich hab für meine weihnachtsgeschenke nur bonus-meilen ausgegeben	sparsam	hilfsbereit	streng	kooperativ	beeinflussbar	78.3	23		
12	habe eben zuviel wechselgeld bekommen. Bin dann nochmal zurück und habs der kassiererin zurückgegeben.	ehrlch	fleißig	angeberisch	nachsichtig	fordernd	81.8	22		
13	du kannst soviel argumentieren wie du willst, Ich bleibe bei meiner meinung.	stur	schüchtern	kreativ	beeinflussbar	verantwortungsbeusst	86.4	22		
14	bin extra noch zum anderen blumenladen gefahren, jetzt passen deko, geschirr und tischdecke genau zueinander	penibel	naiv	sparsam	missmutig	weise	68.2	22		
(continued)										

(continued)

Table 4
Studies 1 and 2: Trait-implying statements (German, continued)

Nr	Statement	Implied Trait	Other (c)	Trait (ic)	Other Trait (ic)	New (c)	Trait (ic)	%	<i>n</i>
15	wir hatten alle bücher schon durch, da habe ich mir einfach selber eine neue geschichte für meine tochter ausgedacht.	kreativ	sparsam	schüchtern	furchtlos	irritierbar		81.8	22
16	ich trainiere jetzt dreimal die woche, dieses jahr schaffe ich den 10k-lauf unter 50 minuten!	sportlich	neugierig	penibel	bodenständig	missmutig		71.4	21
17	ich büffele am wochenende und zur not auch in den ferien	fleißig	kreativ	eingebildet	harmonisch	leichtsinig		95.2	21
18	Heute lerne ich endlich den neuen Freund meiner Schwester kennen, mal gucken was der so für ein Typ ist!	neugierig	großzügig	naiv	verantwortungsbewusst	resigniert		73.9	22

Table 5
Studies 1 and 2: State-implying statements (German)

Nr	Statement	Implied State	Other State (c)	Other State (ic)	New State (c)	New State (ic)	%	n
1	hab grad ne ganze flasche wasser in einem zug leergetrunken	durstig	genervt	inspiriert	neidisch	geborgen	86.9	23
2	Kann nicht aufhören an sie zu denken	verliebt	erfreut	krank	überzeugt	angeekelt	77.3	22
3	Musste sogar den gratis Bagel ablehnen, krieg einfach nichts mehr rein.	satt	überrascht	genervt	wach	besessen	90.9	22
4	mein magen knurrt, schaue schon die ganzezeit auf die uhr, wann ist denn endlich mittagspause?	hungrig	traurig	überrascht	spöttisch	engagiert	72.7	22
5	Als meine Schwester und ihr Mann die Ringe getauscht haben konnte ich die Tränen einfach nicht mehr aufhalten.	gerührt	erholt	beschämt	informiert	leer	63.6	22
6	das wochenende war echt schön, lag die ganze zeit am see. Jetzt kann ich auch wieder in die Arbeitswoche starten	erholt	aufgeregt	wütend	locker	unartig	76.2	21
7	Ich hab gar nicht damit gerechnet, dass du heute vorbeikommst!	überrascht	verliebt	traurig	sicher	pleite	85.7	20
8	bin heute früh nach hause, mein kopf tat total weh und ich hatte halsweh.	krank	hungrig	gerührt	pleite	sicher	86.4	22
9	Meine Kollegin kam heute mit einem wunderschönen Blumenstrauß in meinem Büro vorbei, ich habe sie gleich umarmt	erfreut	satt	durstig	friedlich	distanziert	77.3	22
10	Dieses Wochenende ist echt nix los, zappe durchs Fernsehen	gelangweilt	gestresst	glücklich	distanziert	überzeugt	94.1	20
11	jetzt trag ich den ganzen kram schon zum vierten mal in dieses blöde formular ein....	genervt	beschämt	aufgeregt	angeekelt	friedlich	72.7	22
12	Die Prüfung ist richtig gut gelaufen. Bin auf dem Nachhauseweg tatsächlich ein bisschen auf und ab gehüpft.	glücklich	gerührt	gelangweilt	gesund	zögerlich	68.2	22
13	laufe schon den ganzen morgen wie ein tiger im käfig durch die wohnung, weil Jonas heute endlich wiederkommt!	aufgeregt	inspiriert	beschämt	geborgen	neidisch	86.4	22
14	Ich hab stundenlang vor dem Gemälde gesessen und die Farben auf mich wirken lassen.	inspiriert	glücklich	gestresst	engagiert	spöttisch	66.7	22
15	hab den typ beim bäcker total angeschnauzt	wütend	durstig	erfreut	zögerlich	wach	71.4	22
16	bin gleich nach hause und habe einfach nur geweint.	traurig	gelangweilt	erholt	unartig	gesund	95.2	22
17	habe keine zeit auf nen kaffee zu bleiben, muss schnell weiter!	gestresst	wütend	verliebt	leer	informiert	95.2	21
18	würde am liebsten im boden versinken, kann nicht glauben dass ich das gesagt habe!	beschämt	krank	inspiriert	besessen	locker	81	21

Table 6
Studies 1 and 2: Filler statements (Trait, German)

Nr	Statement	Presented Trait
1	Hab meiner Frau heut ganz romantisch Blumen mitgebracht	romantisch
2	Fühle mich in letzter Zeit schon öfters einsam	einsam
3	Ich bin zumindest gläubig genug, um in die Kirche zu gehen	gläubig
4	was den urlaub angeht, bin ich total optimistisch.	optimistisch
5	Ich bin viel zu ablenkbar, bin nur am Handy!	ablenkbar
6	Hab heute den ganzen Tag faul in der Sonne gelegen.	faul
7	Vorsicht, auf so etwas reagiere ich empfindlich!	empfindlich
8	Ich war schlau und hab mir nen Sitzplatz reserviert. Brechend voll hier!	schlau
9	Ich hab mich nicht aus der Ruhe bringen lassen und bin ganz höflich geblieben.	höflich

Table 7
Studies 1 and 2: Filler statements (State, German)

Nr	Statement	Presented State
1	mellie bekommt jetzt ne abmahnung, bin ja schon ein bisschen schadenfroh!	schadenfroh
2	Hab meinen Freund eben total angeschrien, jetzt fühle ich mich schuldig...	schuldig
3	Wie lange geht die Lernphase noch. Ich fühle mich total ausgelaugt!	ausgelaugt
4	Sitz gemütlich in der Sonne, les mein Buch, nichts kann mich stören.	gemütlich
5	Das war ein Bier zuviel gestern, übel verkatert!	verkatert
6	Bin euch sooo dankbar, dass ihr alle beim Umzug geholfen habt!!	dankbar
7	Ich fahre jeden Morgen mit dem Fahrrad zu Arbeit, man muss aktiv sein!	aktiv
8	Die Schlange vor dem Club war mega lang, hab mich einfach dreist dran vorbeigemogelt	dreist
9	Mein Sitznachbar meinte ich wäre unhöflich, nur weil ich mich in der Vorlesung ein bisschen unterhalten hab.	unhöflich

Table 8

Studies 1 and 2: Trait-implying statements (translated)

Nr	Statement	Implied Trait	Other (c)	Trait	Other (ic)	Trait	New (c)	Trait	New (ic)	Trait	%	<i>n</i>
1	A beautiful woman sat next to me today in the metro. I didn't talk to her though...	shy	strict		athletic		eccentric		harmonic		87	23
2	I can move some appointments tomorrow and fill in for you, no problem!	helpful		athletic		stubborn		wise		eccentric	81.8	22
3	The certificate must be somewhere around here, don't ask me where though.	messy		bragging		honest		suspicious		passionate	63.6	22
4	No, it's all fine. He explained that the lipstick on his shirt came from him providing first aid to someone.	naive		stubborn		helpful		irritable		fearless	63.6	22
5	I liked her, so I subtly laid my Porsche keys on the table.	bragging		clumsy		diligent		power-hungry		hospitable	80	20
6	I went dancing with Marisa yesterday. I kept on stepping on her feet!	clumsy		messy		cautious		demanding		cooperative	63.6	22
7	Of course I can win him over, how could he resist ME?	conceited		meticulous		athletic		resignated		lenient	78.3	23
8	I don't give my pupils a pass on a single noise during the quiet working phase!	strict		conceited		curious		careless		grounded	90.9	22
9	Even though the street was empty, I rather checked twice for anybody turning right.	cautious		honest		messy		hospitable		power-hungry	86.4	22
10	I gave the homeless guy five euros.	generous		cautious		clumsy		passionate		suspicious	73.9	23
11	I only spent bonus miles for my christmas presents.	economical		helpful		strict		cooperative		influenceable	78.3	23
12	I've just received too much change, so I went back and gave it back to the cashier.	honest		diligent		bragging		lenient		demanding	81.8	22
13	You can argue as much as you like, I'm not changing my mind.	stubborn		shy		creative		influencable		responsible	86.4	22
14	I even went to another florist, now the decoration, the dishes and the tablecloth are all matching!	meticulous		naive		economical		discontented		wise	68.2	22
15	We already finished all our books, so I just made up my own story for my daughter.	creative		economical		shy		fearless		irritable	81.8	22
16	I'm training three times a week, this year I'll manage the 10k-run in less than 50 minutes!	athletic		curious		meticulous		grounded		discontented	71.4	21
17	I'm studying on the weekends and if necessary even during the holidays.	diligent		creative		conceited		harmonic		careless	95.2	21
18	Today I'll finally get to know the new boyfriend of my sister, let's see what kind of a guy he is.	curious		generous		naive		responsible		resignated	73.9	2

Table 9
Studies 1 and 2: State-implying statements (translated)

Nr	Statement	Implied State	Other State (c)	Other State (ic)	New State (c)	New State (ic)	%	<i>n</i>
1	Just finished an entire bottle of water in one gulp.	thirsty	annoyed	inspired	jealous	sheltered	86.9	23
2	I just can't stop thinking about her.	in love	pleased	sick	convinced	disgusted	77.3	22
3	I even rejected the free Bagel, I just can't eat any more.	full	surprised	annoyed	woke	obsessed	90.9	22
4	My tummy rumbles and I keep checking the clock. When are we finally having lunch break?	hungry	sad	überrascht	mocking	engaged	72.7	22
5	When my sister and her husband exchanged rings, I just couldn't hold back the tears.	touched	recovered	ashamed	informed	empty	63.6	22
6	Such a lovely weekend, I spent all day by the lake. Ready for a new working week!	recovered	excited	angry	loose	naughty	76.2	21
7	I wasn't expecting you coming over today!	surprised	in love	sad	secure	broke	85.7	20
8	Went home early, my head hurt and I had a sore throat.	sick	hungry	touched	broke	secure	86.4	22
9	My coworker came into my office with a beautiful bouquet of flowers, I hugged her right away.	pleased	full	thirsty	peaceful	distanced	77.3	22
10	There really is nothing going on this weekend. I am just channel surfing on the tv.	bored	stressed	happy	distanced	convinced	94.1	20
11	Now I need to fill out this stupid form for the fourth time.	annoyed	ashamed	excited	disgusted	peaceful	72.7	22
12	The exam went really well. On my way home I even bounced around.	happy	touched	bored	healthy	hesitant	68.2	22
13	Spent all morning running around in my flat like a tiger in a cage, because Jonas is finally coming back today!	excited	inspire	ashamed	sheltered	jealous	86.4	22
14	I spent hours sitting in front of the painting, letting the colors sink in.	inspired	happy	stressed	engaged	mocking	66.7	22
15	I just ranted at that guy at the bakery.	angry	thirsty	pleased	hesitant	woke	71.4	22
16	I went home right away and cried.	sad	bored	recovered	naughty	healthy	95.2	22
17	I don't have time to stay for a coffee, I have to run.	stressed	angry	in love	empty	informed	95.2	21
18	I'd like to sink into the ground, can't believe that I said this.	ashamed	sick	inspired	obsessed	loose	81	21

Table 10
Studies 1 and 2: Filler statements (Trait, translated)

Nr	Statement	Presented Trait
1	Today I was feeling romantic and bought my wife some flowers.	romantic
2	Lately I'm feeling lonely.	lonely
3	At least I'm religious enough to go to church.	devout
4	I am completely optimistic about the vacation.	optimistic
5	I am way too easy distractable, keep checking the phone all the time.	distractable
6	Spent all day laying in the sun lazily.	lazy
7	Be careful, I'm sensitive in these matters!	sensitive
8	I was smart and reserved a seat. It's so full here!	smart
9	I didn't let him bother me and remained polite.	polite

Table 11
Studies 1 and 2: Filler statements (State, translated)

Nr	Statement	Presented State
1	Melli is about to get a warning letter, I have to admit, I'm a little gleeful.	gleeful
2	I just shouted at my boyfriend, now I'm feeling guilty. . .	guilty
3	When will this exam period be over? I'm completely exhausted!	exhausted
4	Sitting comfortably in the sun, reading my book. Nothing can bother me.	comfortable
5	That was one beer too many, I'm completely hungover!	hungover
6	I'm sooo thankful to all of you for helping me move!	thankful
7	Everyday I'm riding my bike to work, you need to stay active!	active
8	The queue in front of the club was so long, I brazenly passed it.	brazenly
9	The guy sitting next to me told me I was rude, just because I was having a chat during the lecture.	rude

Studies 3 and 4: Pretest

Statement Generation

Participants. We collected data from 110 participants (54 female; average age $M = 37.2$ years, $SD = 11$, ranging from 19 to 67). Participants were recruited via Amazon Mechanical Turk and received monetary compensation of 1.50 USD for the duration of seven minutes.

Procedure. Participants were briefed shortly about definitions of states and traits and were presented with a subset of seven out of 77 state words. Participants were asked to describe one or more behaviors that imply but not explicitly mention the presented state, and simultaneously might be explained by a stable personality characteristic.

Results. Participants generated 819 dual-implication behavioral statements. After a quality check and de-duplication, 288 statements were selected and proofread by a native English speaker.

Pretest

Participants. Pretest analyses rely on valid data from a total of $N = 172$ participants (73 female, 1 other, 1 unspecified; average age $M = 37$ years, $SD = 11$, ranging from 19 to 69). Participants were recruited via Amazon Mechanical Turk and received monetary compensation of 2.30 USD for the duration of nine minutes.

Procedure. Participants were randomly assigned to one of six subsets of 48 dual-implication statements. Participants were asked to write down both a stable trait and a temporal state that came to mind upon reading each statement, that could describe the person making the statement. The questions were displayed on the same page. The order of questions was randomized between subjects. Subsequently, participants provided demographic information.

Results. For each statement, we grouped synonyms and calculated the proportions of each trait and state word as a consensus score. We selected 41 trait- and state-implying statements based on the criteria (a) the implied trait and state both

reached at least 50% consensus, and (b) the implied trait and state had similar consensus ratings. Selected statements and their pretest results are displayed in Table 12.

Stimulus selection. The statements selected for Study 3 did not differ in agreement rate (trait: $M = 62\%$, $SD = 10.7$; state: $M = 67\%$, $SD = 13.7$, $t(43.612) = 0.711$, $p = .19$, $d_s = 0.384$, 95% CI [-0.971, 0.202]).

Table 12
Studies 3 and 4: State- and trait-implying statements

Nr	Statement	Implied Trait	%	Implied State	%	Study
1	Josh cursed at the passerby.	rude	73.9	angry	78.3	
2	Nick jumped up and down when his team scored.	enthusiastic	57.7	excited	61.5	
3	After the date with Paul, Susan broke her rule of not kissing on the first date.	adventurous	53.8	attracted	58.3	
4	When Erin came home from the volleyball tournament, she dropped onto the couch.	athletic	52	tired	88.5	
5	Aaron didn't take the time to look over his work after he was done.	careless	57.1	rushed	50	
6	Laura didn't buy the top cut of beef. ¹	cheap	62.5	broke	54.2	
7	Sarah rubbed her chin while looking at the painting.	contemplative	56	interested	62.5	
8	Pete told the waiter the food tasted good. ²	friendly	56.5	pleased	79.2	
9	Ally stared at the stage after the magic trick was performed.	gullible	50	amazed	65.2	
10	By five in the morning, Mike had already been working on the project.	hardworking	79.2	eager	87.5	
11	Mark scrambled through his papers looking for an assignment.	disorganized	64	nervous	60	
12	Gina did not finish the food on her plate last night at dinner.	picky	52.2	full	72.7	
13	Tom cut to the front of the water fountain line.	rude	58.3	thirsty	66.7	
14	Daniel laughed at the joke.	humorous	62.5	amused	100	
15	Tracy refused to make eye contact with her friend.	shy	50	ashamed	50	
16	Maggie sighed as her unread emails piled up.	unorganized	64	overwhelmed	54.2	
17	Stephen stuffed himself at dinner.	gluttonous	60	hungry	60	
18	Elle stared at the door after hearing three loud knocks.	fearful	87	scared	69.2	3 & 4
19	After John attended the workshop, his ideas just kept coming.	creative	68	inspired	58.3	3 & 4
20	Tim's (Eric's) jaw dropped to the floor.	dramatic	52	surprised	83.3	3 & 4
21	Lily cried watching the tearjerker.	emotional	86.4	sad	91.3	3 & 4
22	Andrea watched her neighbor's house to see who came and went.	nosy	66.7	curious	62.5	3 & 4
23	Greg read the book until late at night.	studious	62.5	interested	69.6	3 & 4
24	Nikki sat by her boyfriend's hospital bed and held his hand.	caring	75	worried	50	4
25	Ryan told all his colleagues about his upcoming vacation to the Bahamas.	boastful	53.8	excited	62.5	4
26	Josh sat in the park, hanging his head.	depressed	69.6	sad	69.6	4

(continued)

Table 12
Studies 3 and 4: State- and trait-implying statements (continued)

Nr	Statement	Implied Trait	%	Implied State	%	Study
27	Mark was trying to solve an equation.	smart	52	focused	73.9	4
28	Rebecca smiled when she greeted the new coworker.	friendly	58.3	content	60	4
29	Brandy woke up in the middle of the night for a snack.	gluttonous	54.2	hungry	84	4
30	Jane's eyes widened as she saw the demo in real-time.	interested	53.8	amazed	66.7	4
31	Rick gambled his paycheck at the casino.	irresponsible	53.8	Impulsive	46.2	4
32	Michelle complimented the chef on the food.	kind	75	satisfied	60.9	4
33	After Jayne's phone rang, she didn't bother finishing her part of the work project.	lazy	56	distracted	52	4
34	Bill didn't get out of bed.	lazy	65.2	tired	70.8	4
35	Peter hugged his mother after hearing the good news of her cancer remission	loving	65.4	happy	61.5	4
36	Anna hit the cat with a rolled-up magazine.	mean	64	angry	70.8	4
37	When Dale tasted the overcooked broccoli, he spat it out.	picky	56.5	disgusted	83.3	4
38	Ashley rolled her eyes when her colleague talked to her on her coffee break.	rude	53.8	annoyed	53.8	4
39	Kim didn't report the sexual harassment at work.	timid	60.9	scared	66.7	4
40	When his daughter threw up, Paul left the bathroom.	uncaring	53.8	disgusted	81.8	4
41	Jim smiled at the pretty girl.	kind	55.6	attracted	52	4

Note. ¹adapted from Lee, Shimizu, Masuda, & Uleman (2017), ²adapted from Ham & Vonk (2003)

Table 13
Studies 3 and 4: Filler statements

Nr	Statement	Presented Trait/State	Study
1	Zach confidently walked into the interview room.	confidently	3 & 4
2	Kyle was so drunk that he put a tasseled lamp shade on his head at the party.	drunk	3 & 4
3	Christina remained strict when her child threw a temper tantrum.	strict	3 & 4
4	Jamie went jogging at least three times a week to stay fit.	fit	3 & 4
5	Sam bumped into the closet door and clumsily broke her glasses.	clumsy	3 & 4
6	Vanessa prepared herself a cozy bath on the long weekend.	cozy	3 & 4
7	Kevin had something romantic planned for Valentine's Day.	romantic	3 & 4
8	Kelly got very competitive when her older brother was around.	competitive	3 & 4
9	When Heather woke up from a scary nightmare, she was wide awake.	awake	3 & 4
10	Patrick felt dumb when he couldn't answer a single question on the easy test.	dumb	3 & 4
11	Amy remained calm when her boss yelled at her.	calm	3 & 4
12	Brandon was lucky and won first prize in the church raffle.	lucky	3 & 4
13	Ben's stories were so funny, they made people laugh so hard they held their sides.	funny	4
14	Sara felt sad as she thought about how bad her day had gone.	sad	4
15	Linda was fanatic about shopping whenever she heard about another big sale.	fanatic	4
16	Markus was so angry that he yelled at his children for no apparent reason.	angry	4
17	Austin was very bossy and pushed the other guy because he wouldn't be quiet.	bossy	4
18	Michael was disappointed when his date stood him up.	disappointed	4
19	Nick felt awkward introducing his ex-girlfriend to his new one.	awkward	4
20	They thought Tracy was crazy because she talked to her car to get it to start.	crazy	4
21	David was picky and sent the wine back because it was from a poor year.	picky	4
22	Melissa left the room because she was offended by the joke.	offended	4
23	Sue bumped into the open closet door and clumsily broke her glasses.	clumsily	4
24	Sharon was naive enough to think that superman really could fly.	naive	4

Study 3: Supplemental Analyses

Correlation Analyses

We calculated the correlation between the state inference and trait inference effects per participant and per item. On the participant level, we observed no correlation, $r(363) = .00$, 95%CI [-0.10, 0.10], $p = .966$. On the item level, we observed a significant positive correlation, $r(22) = .43$, 95%CI [0.03, 0.71], $p = .037$. These results indicate that participants had no individual response tendencies towards either trait or state inferences, nor that individual behavioral statements prompted either state or trait inferences.

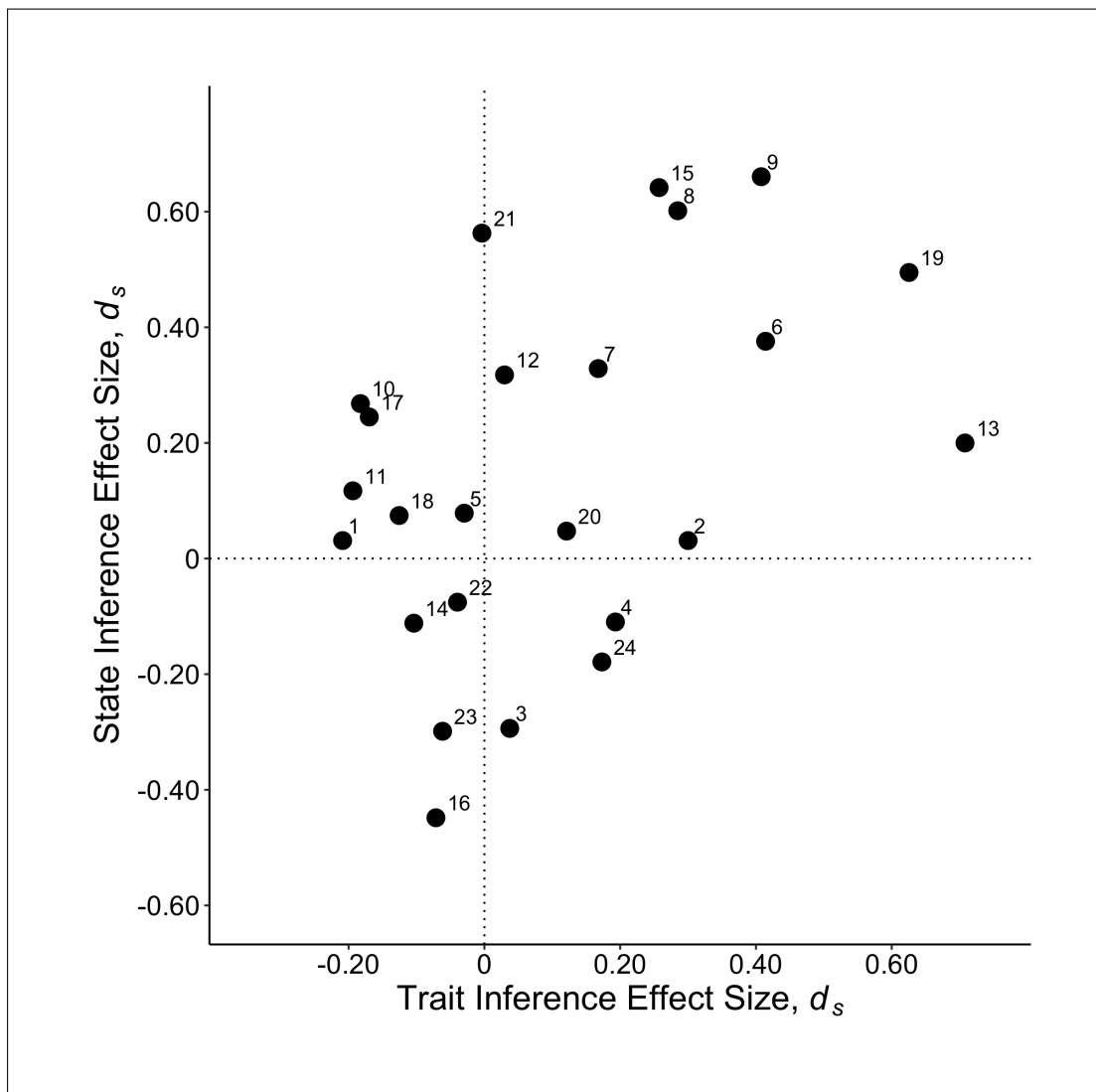


Figure 1. Study 3: Effect sizes for state and trait effects per item

Study 4: Supplemental Analyses

Analyses of Error Rates

False recognition rates were submitted to a 2 (Inference: trait vs. state) x 2 (Condition: implied vs. implied-other) within-subject ANOVA. Results show significant main effects for Inference, $F(1, 340) = 102.39$, $p < .001$, $\eta_p^2 = .23$, 90% CI [0.17, 0.29], and for Condition, $F(1, 340) = 197.10$, $p < .001$, $\eta_p^2 = .37$, 90% CI [0.3, 0.42], with no significant interaction, $F(1, 340) = 111.74$, $p < .001$, $\eta_p^2 = .25$, 90% CI [0.18, 0.31]. Separate analyses confirmed spontaneous person inference effects in both inference conditions: In the trait inference condition, participants showed higher false recognition rates in the implied trait condition ($M = 0.034$, $SD = 0.947$) than in the implied-other trait condition ($M = 0.019$, $SD = 0.962$), $t(340) = 5.674$, $p < .001$ (one-tailed), $d_z = 0.304$, 95% CI [0.196, 0.412]. In the state inference condition, participants also showed higher false recognition rates in the implied state condition ($M = 0.079$, $SD = 0.917$) than in the implied-other state condition ($M = 0.02$, $SD = 0.953$), $t(340) = 15.276$, $p < .001$ (one-tailed), $d_z = 0.818$, 95% CI [0.696, 0.939]. Effect sizes differed significantly between state and trait condition, $t(340) = 10.893$, $p < .001$ (one-tailed), $d_z = 0.729$, 95% CI [0.581, 0.876].

Correlation Analyses

We calculated the correlation between the state inference and trait inference effects per participant and per item. We observed no correlations, neither on the participant level, $r(363) = .00$, 95%CI [-0.10, 0.10], $p = .966$, nor on the item level, $r(339) = .06$, 95%CI [-0.04, 0.17], $p = .263$. These results indicate that participants had no individual response tendencies towards either trait or state inferences, nor that individual behavioral statements prompted either state or trait inferences.

By-Item Analyses

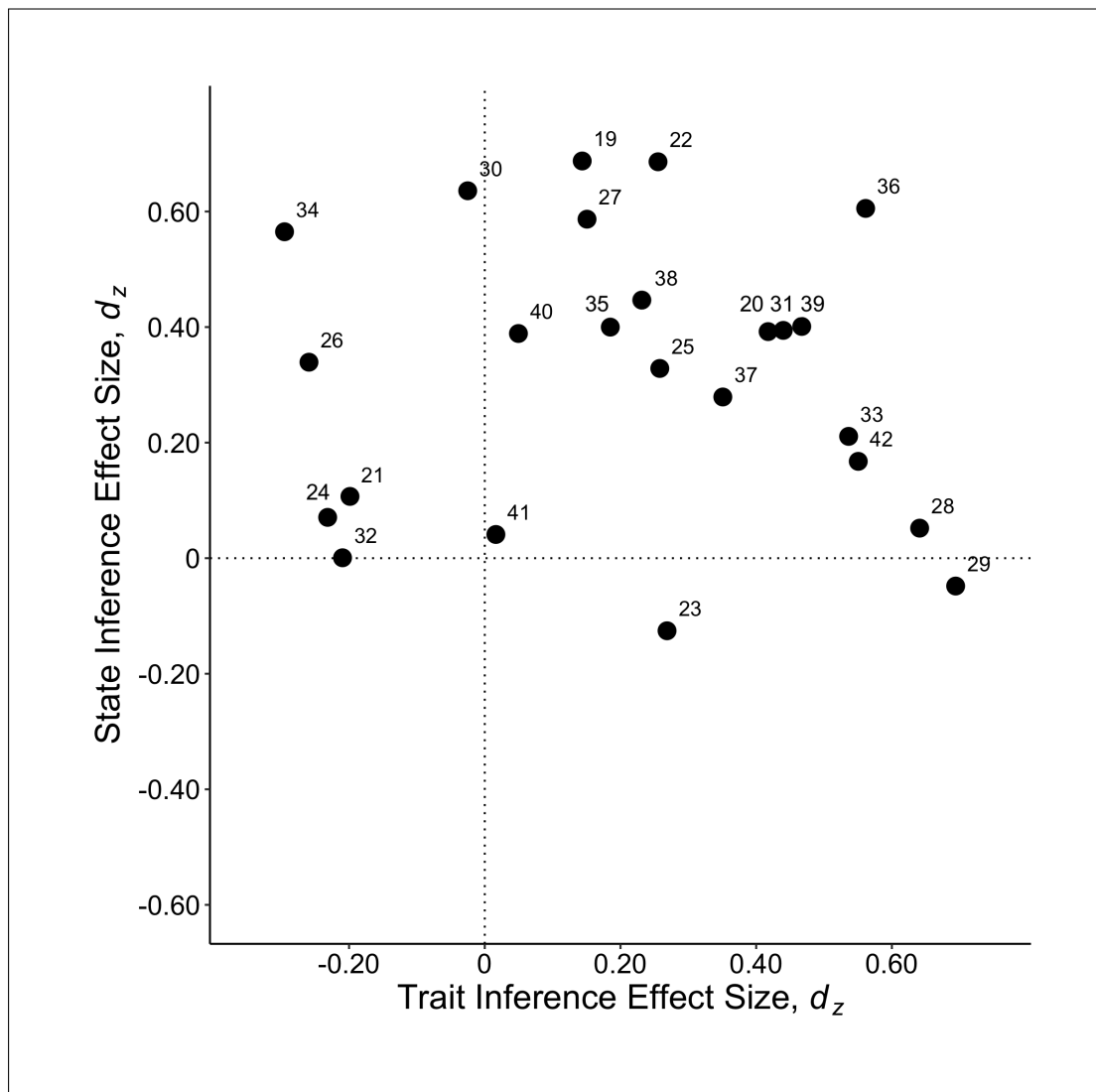


Figure 2. Study 4: Effect sizes for state and trait effects per item

Analyses by Trimming Criteria

Table 14

Study 4: Trimming criteria and effect sizes

Trimming Criterion	Trait Inference (Cohen's d_z)	State Inference (Cohen's d_z)	Interaction (η_p^2)
No Transformation			
No Trim	0.580	0.790	.03
$\pm 2.5SD$	0.529	0.887	.04
2500 > RT > 0	0.663	0.982	.07
2000 > RT > 0	0.699	0.973	.06
1500 > RT > 0	0.786	1.075	.07
Log transformation			
No Trim	0.724	0.973	.05
$\pm 2.5SD$	0.668	1.002	.05
2500 > RT > 0	0.716	1.073	.07
2000 > RT > 0	0.741	1.045	.06
1500 > RT > 0	0.806	1.117	.06
Inverse transformation			
No Trim	0.763	1.072	.06
$\pm 2.5SD$	0.716	1.051	.04
2500 > RT > 0	0.736	1.110	.07
2000 > RT > 0	0.754	1.072	.06
1500 > RT > 0	0.805	1.116	.05

Note. All effects reached statistical significance with all trimming criteria ($p < .01$). Effect sizes d_z stem from t -tests implied vs. implied-other conditions, η_p^2 stems from the 2 x 2 interaction between inference and condition.