Supplementary Material

*Study 5: Correlation Matrix*

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Construct** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** |
| Hope | 1 |  |  |  |  |  |  |  |
| Motivation to achieve gains | .30 \* | 1 |  |  |  |  |  |  |
| Motivation to avoid losses | .25 \* | .17 \* | 1 |  |  |  |  |  |
| Trait optimism | .17 \* | .21 \* | -.04 \* | 1 |  |  |  |  |
| State optimism | .31 \* | .21 \* | .04 | .44 \* | 1 |  |  |  |
| State fear | .17 \* | .05 | .20 \* | -.39 \* | -.38 \* | 1 |  |  |
| Trait risk aversion | .23 \* | .09 | .36 \* | -.07 | .002 | .28 \* | 1 |  |
| Investment knowledge | .15 \* | .24 \* | .03 | .27 \* | .42 \* | - .18 \* | - .05 | 1 |

*Note. \* p* ≤ .01

None of the correlation between hope and the related constructs, ±two standard errors, included the value of one, providing evidence that the hope measure is independent from these other measures (Netemeyer, Bearden, & Sharma, 2003).