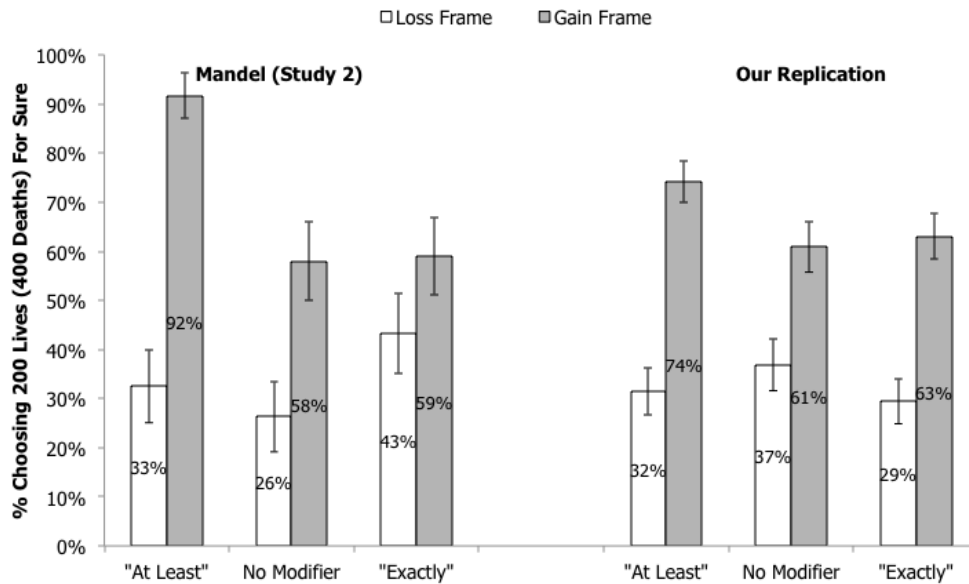


Full Results

The full design of this study was 2 (gain frame vs. loss frame) x 3 (“at least” vs. no modifier vs. “exactly”). Here are the results for choice:



Note that if Mandel is right that those in the “no modifier” condition naturally interpret the question as “at least,” then the “no modifier” condition should more closely resemble the “at least” condition than the “exactly” condition. However, directionally the opposite is true in both his study and in our replication.

The results for preference are similar:

