

Table 2. Comparison of Ranehill et al. (2015) and Carney, Cuddy, and Yap (2010)

Study characteristic	Ranehill et al. (2015)	Carney, Cuddy, and Yap (2010)	Comment
Timing of collection	Experiment conducted recently	Experiment conducted between 2008 and 2009	In the past few years, research on nonverbal expansiveness has been well covered in the media and in many university courses and textbooks; therefore, participants might have had exposure to the research and postural manipulation.
Participant population	Students from University of Zurich and the Swiss Federal Institute of Technology in Zurich	Students from Columbia University	Culture is a likely moderator, as was the case in Park, Streamer, Huang, and Galinsky (2013).
Sample size	200	42	Variability in sample size can affect results because small sample sizes are underpowered.
Gender ratio (female:male)	98:102	26:16	Gender could be a moderator.
Cover story	None (participants were told that the study examined how physical position affects hormone levels and behavior)	Elaborate cover story about physiological signals above and below hearing level	Results from past experiments favor using a cover story and not explicitly telling participants the study's purpose before the experiment begins. This framing could be a moderator.
Instruction method	Instructions given via computer (specific instructions not clear)	Participants' poses manually configured by experimenter	Method of delivery of instructions (e.g., via computer vs. experimenter, with vs. without use of pictures) is likely to be a moderator.
Time in poses	6 min	2 min	Participants in Ranehill et al.'s study held the poses 300% as long as participants in Carney et al.'s study. Duration and comfort of poses are very likely to be moderators.
Filler task during pose	Construct words from letters and spaces	View and form impressions of nine faces (a social filler task)	The social nature of the task is a known moderator (Cesario & McDonald, 2013). Cognitive taxation by the word task could also be a moderator.
Risk measure	Computer-mediated coin flips: Participants made six binary choices between a safe and a risky option in a gain domain and six more choices in a loss domain	Participants were given \$2 and told they could keep the money—the safe bet—or roll a die and risk losing the \$2 for a payoff of \$4 (a risky but rational bet; odds of winning were 50/50). Participants rolled an actual die and saw the money they could win.	The risk task used (e.g., computer mediated or not) could be a moderator.
Self-report moderators	Competitiveness measure included	No competitiveness measure included	There are many individual difference measures that are of theoretical interest.
Computation method of hormone-change score	Difference score (Time 2 – Time 1)	Regression controlling for Time 1	This difference in analytic strategy often yields different results.
Saliva collection at Time 1	Immediately on arrival	10 min after arrival	Neuroendocrine-reactivity studies should include a rest period of 10 to 40 min before the initial saliva sample is collected. This downtime after arrival at the lab allows hormones to return to resting baseline levels, resulting in cleaner, more interpretable data (e.g., Blascovich, Vanman, Mendes, & Dickerson, 2011).