Please enter your worker ID in the box below. To find your worker ID, please [click here](https://www.mturk.com/mturk/dashboard) to open a new window and log into your MTurk account.  The worker ID is located under the "Your Account" tab on the MTurk dashboard.  Please do not exit out of this survey or the original survey that you started on MTurk.

Please enter in your worker ID in the box below.

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Prior to beginning the survey, you must complete the following questions to ensure that you qualify for this study.

Which letter is missing from this chain?

abcdefghijlmnop

* b (1)
* e (2)
* k (3)
* g (4)

What is this a picture of?

* Tree (1)
* Dog (2)
* Cat (3)
* Star (4)

This goal of this survey is to better understand human interactions.  With your help and the findings from this study, we hope to help create a better understanding of how people interact with one another.  If you are reading this, please ignore the question below and select the last option.  We greatly appreciate the time you are taking to participate in this survey.

What year is it?

* 2016 (8)
* 2017 (9)
* 2018 (10)
* 2019 (11)

**Welcome!** **You will first read a consent form and you will then receive information about the study.**

[CONSENT]

Indicate below if you are giving your consent.

* I agree (1)

**[promotion condition]**

**Please complete the following writing task. We are interested in detailed writing skills, and in the way people naturally express themselves.**

**Please think about something you ideally would like to do. In other words, think about a hope or aspiration that you currently have. Please list the hope or aspiration below.**

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**[prevention condition]**

**Please complete the following writing task. We are interested in detailed writing skills, and in the way people naturally express themselves.**

**Please think about something you think you ought to do. In other words, think about a duty or obligation that you currently have. Please list the duty or obligation below.**

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**[control condition]**

**Please complete the following writing task. We are interested in detailed writing skills, and in the way people naturally express themselves.**

**Please think about something you usually do in the evening. Please list the activities you engage in during the evening on a typical day below.**

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**In this next task, you will read a story and be asked to imagine yourself in the situation described.

As you are reading the story, please try your best to think about the feelings you’d experience in the situation. It is very important that you imagine the situation exactly as described.**

**You received an invitation from your mentor last week to attend the Company’s annual party. This isn’t just your average Christmas party run by a Company’s branch. It’s actually the annual New Year’s Party at the Company’s headquarters. Your supervisor said that everyone from corporate will be there. You are pretty sure the event is exclusive.**

**You recently graduated from college and you currently have a two-year contract with this Company. Working here has been your dream job, and you are definitely hoping to remain with the Company for your entire career. You really want to make a good impression on the people at corporate, and this event will definitely help you do that.**

**At the annual party, you used the time very wisely: interacting with as many people from corporate as you could. The party started out with a cocktail hour at 6pm, followed by a dinner. You headed to the cocktail hour with George Richdale, the head of marketing for the Mid-Atlantic region. You ran into him at the hotel and you knew who he was, so you took the opportunity to make a connection. As soon as you two arrived at the cocktail hour, he introduced you to his friends, Mike, Tommy, and Kate. They are all executives at the Company and were accompanied by their spouses who worked at competing firms. You made sure to get their emails so that you could keep in touch.
After the cocktail hour, you and George had dinner. You were sitting next to Alex Hayward, the director of sales, and Jennifer Aramovich, the head of the R&D division. You definitely made a good impression when you talked about your accomplishments so far at the Company. Because you just started, having these people get to know you is as important as performing well at your job.**
**As the dinner transitioned into the New Year’s Party, you walked around so that you could talk to as many people as possible. You met a lot of other executives and added a lot of new contacts at the company to your LinkedIn profile. In addition, you really hit it off with Chris Lee, the CEO at the company, who you met through George. Like you, Chris Lee grew up in the same town and attended the same college, so you had plenty to talk about from the start.**
**Making this connection was really the highlight of the party. Everyone knows that in this industry being good at your job is not enough, so it’s really important that you made this contact.**

**You will now answer a few questions about the event you just read about.**

**Please indicate the extent to which the situation you read about made you feel...**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | 1 = Not at all (1) | 2 (2) | 3 (3) | 4 (4) | 5 (5) | 6 (6) | 7 = Very much (7) |
| Dirty (1)  |  |  |  |  |  |  |  |
| Tainted (2)  |  |  |  |  |  |  |  |
| Inauthentic (3)  |  |  |  |  |  |  |  |
| Ashamed (4)  |  |  |  |  |  |  |  |
| Wrong (5)  |  |  |  |  |  |  |  |
| Unnatural (6)  |  |  |  |  |  |  |  |
| Impure (7)  |  |  |  |  |  |  |  |

**[promotion condition]**

**Now please take a minute and think about what you wrote about earlier, about**something ideally you would like to do. In other words, think about a hope or aspiration that you currently have. Please reflect on your experience for 1-2 minutes and then proceed to the next task.

 Please write a few words that came to mind while you were reflecting? (please list 5-6 words)

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Now, consider the story you read about the party you attended. Please reflect on the experience for 1-2 minutes and then proceed to the next task.

 Please write a few words that came to mind while you were reflecting? (please list 5-6 words)

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**[prevention condition]**

**Now please take a minute and think about what you wrote about earlier, about** something you ought to do. In other words, think about a duty or obligation that that you currently have. Please reflect on your experience for 1-2 minutes and then proceed to the next task.

 Please write a few words that came to mind while you were reflecting? (please list 5-6 words)

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Now, consider the story you read about the party you attended. Please reflect on the experience for 1-2 minutes and then proceed to the next task.

 Please write a few words that came to mind while you were reflecting? (please list 5-6 words)

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**[control condition]**

**Now please take a minute and think about what you wrote about earlier, about** something you do in the evening on a typical day. Please reflect on your experience for 1-2 minutes and then proceed to the next task.

 Please write a few words that came to mind while you were reflecting? (please list 5-6 words)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Now, consider the story you read about the party you attended. Please reflect on the experience for 1-2 minutes and then proceed to the next task.

 Please write a few words that came to mind while you were reflecting? (please list 5-6 words)

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**Now please think about your professional network, and how you may want to change it in the near future.**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | 1 = Not at all (1) | 2 (2) | 3 (3) | 4 (4) | 5 (5) | 6 (6) | 7 = Very much (7) |
| To what degree will you try to strategically work on your professional network in the next month? (1)  |  |  |  |  |  |  |  |
| In the next month, how likely are you to voluntarily engage in behaviors that expand your professional network? (2)  |  |  |  |  |  |  |  |
| To what degree do you plan to establish new professional connections in the next month? (3)  |  |  |  |  |  |  |  |
| In the next month, to what degree is having a strong professional network a goal that you plan to pursue? (4)  |  |  |  |  |  |  |  |

As your final questions, please tell us your age and gender.

Your age:

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Your gender:

* Male (1)
* Female (2)
* Other (3) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_