**Study 1**

Please read the scenarios below carefully, imagine yourself being the protagonist in each scenario, and answer the questions that follow. There is no right or wrong answer.

**Scenario 1:** Towards the end of the semester, you are [Student B is] required to collect survey data for 4 courses. You [Student B] complied a 4-page questionnaire, which takes about 10 minutes to complete. Each page is for one course; the content on each page is independent from that of other pages. The more people respond to each page, the better. You [Student B (whom you did not know before)] ask Student B (whom you did not know before) [you] if he/she [you] could fill out the questionnaire for you [him/her]. Student B is [You are] available for only 5 minutes, and he/she agrees [you agree] to complete the first 2 pages.

**Scenario 2:** Imagine that you are [Schoolmate C is] submitting a 20-page paper. You have [C has] proofread the paper on your [his/her] own. To make sure that the paper is free of typos, you ask Schoolmate C [C asks you] if he/she [you] could proofread the paper for you [him/her]. Due to time constraints, Schoolmate C agrees [you agree] to help you [him/her] with 10 pages.

**Scenario 3:** Imagine that you are [Friend A is] lacking money for paying registration fee for an IELTS test. You turn to Friend A [He/she turns to you] for help and ask if he/she [you] could lend you [him/her] 800 yuan. Friend A does [You do] not have much money to spare and agrees to lend you [agree to lend him/her] 400 yuan.

**Scenario 4:** A volunteer program plans to recruit a few undergraduates to care for the elderly in the nursing home on the following four weekends. Imagine that you are an undergraduate who enroll in this program [you are an elderly in the nursing home and Student D enrolls in this program]. Due to scheduling conflicts, you participate [Student D participates] in only two weeks’ activities.

**Measures following each scenario**

*Appreciation*

1. How much do you feel grateful to X? [How much do you think X feels grateful to you?] (1 = *not at all*, 9 = *very grateful*)
2. To what extent do you appreciate X’s help? [To what extent do you think X appreciates your help?] (1 = *not at all*, 9 = *very much*)

*Value evaluation*

1. How valuable is X’s help to you? [How valuable is your help to X?] (1 = *not at all*, 9 = *very valuable*)
2. How useful is X’s help to you? [How useful is your help to X?] (1 = *not at all*, 9 = *very useful*)

*Person evaluation*

1. How much do you think X is warm-hearted? [How much would X think that you are warm-hearted?] (1 = *not at all*, 9 = very *warm-hearted*)
2. How much do you think X is helpful? [How much would X think that you are helpful?] (1 = *not at all*, 9 = very *helpful*)
3. How much do you think X is apathetic? [How much would X think that you are apathetic?] (1 = *not at all*, 9 = very *apathetic*;reverse-coded)

*Attention check*

Please select the second option for this question. (1 = *not at all*, 9 = *very much*)

*Notes: X is replaced with the specific upper-case letter used in each scenario. The scenarios and items outside and within brackets are for help-seeker and helper conditions, respectively. All scenarios and items in Study 1 were originally in Chinese and are translated into English. The attention check question is asked only once and embedded in the questions following Scenario 3.*

**Study 2**

Please read the following scenario carefully and respond to the questions below.

**Help-seeker condition**

*Scenario*

Imagine that you have an important presentation coming up at work. One of your colleagues tends to give excellent presentations, and since you want to make sure your presentation goes well, you ask this colleague to review your presentation slides and give you feedback.

Your presentation slides consist of **8 independent sections**. Each section will take about five minutes to review. He or she agrees to help you with **8 sections**. [Because your colleague is busy, he or she agrees to help you with **2 sections**.]

*Appreciation* (1 = *not at all*, 9 = *very much*)

1. To what extent do you appreciate your colleague’s help?
2. To what extent do you feel grateful for your colleague’s help?
3. To what extent do you feel thankful for your colleague’s help?

*Attention check*

In the scenario, how many sections of presentation slides does your colleague help you review?

1, 2, 3, 4, 5, 6, 7, 8

**Helper condition**

*Scenario*

Imagine that a colleague of yours has an important presentation coming up at work. You tend to give excellent presentations, and since your colleague wants to make sure the presentation goes well, he or she asks you to review the presentation slides and give feedback.

You colleague’s presentation slides consist of **8 independent sections**. Each section will take about five minutes to review. You agree to help him or her with **8 sections**. [Because you are busy, you agree to help him or her with **2 sections**.]

*Appreciation* (1 = *not at all*, 9 = *very much*)

1. To what extent do you think that your colleague would appreciate your help?
2. To what extent do you think that your colleague would feel grateful for your help?
3. To what extent do you think that your colleague would feel thankful for your help?

*Attention check*

In the scenario, how many sections of presentation slides do you help your colleague review?

1, 2, 3, 4, 5, 6, 7, 8

*Notes: The scenarios are for complete help conditions. In partial help conditions, the last sentence in the scenarios are replaced with the sentence in the bracket.*

**Study 3a**

**Game *You Describe, I Guess***

|  |
| --- |
| **Rules**   * One player describes a target word/phrase using gesture or language; the other player guesses what the target is. The describer should not mention any character that appears in the target word/phrase or the translation of the target word/phrase in English. * The players are allowed to skip any word/phrase and move on to the next one. * The game involves 3 rounds (2 minutes per round). The players can guess a maximum of 50 words/phrases in each round.   Rewards   * The guesser wins 1 point (i.e., 0.4 yuan) for each correct answer. * The guesser earns an extra 5 yuan if the total number of correct answers in 3 rounds exceeds 36. |

*Words/phrases used in the game*

Round 1

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 孙悟空 | 投篮 | 茶杯 | 雨伞 | 森林 | 照相机 | 钢琴 | 读书 | 梅花 | 眼保健操 |
| 茉莉花 | 眼镜 | 红领巾 | 金字塔 | 米老鼠 | 笔墨纸砚 | 小草 | 劲歌劲舞 | 水 | 周总理 |
| 彩虹 | 打乒乓球 | 蜻蜓 | 小沈阳 | 升旗 | 蜜蜂 | 维也纳 | 兵马俑 | 太阳 | 考试分数 |
| 大象 | 阿炳 | 电灯 | 写字 | 猪八戒 | 拔河 | 私家车 | 钢笔 | 奥特曼 | 芭蕾舞 |
| 吃火锅 | 扳手腕 | 二胡 | 克隆 | 开门 | 七嘴八舌 | 东施效颦 | 荷花 | 踢毽子 | 刮风 |

Round 2

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| 祖父 | 帽子 | 抹布 | 轮船 | 海伦·凯勒 | 化妆 | 苹果 | 鸟瞰 | 拥抱 | 蝴蝶 |
| 左顾右盼 | 大脸猫 | 电视机 | 猩猩 | 摩托车 | 灰太狼 | 牙疼 | 手机 | 敲门 | 举重 |
| 拔河 | 围裙 | 小兔子 | 照镜子 | 猫头鹰 | 羽毛球 | 书包 | 吃面条 | 睡觉 | 广播体操 |
| 口红 | 西瓜 | 刷牙 | 看书 | 剪指甲 | 系鞋带 | 跳舞 | 洗头 | 吹笛子 | 企鹅 |
| 放风筝 | 垂头丧气 | 老鼠 | 足球 | 喝茶 | 嚎啕大哭 | 握手 | 跳绳 | 遥控器 | 微笑 |

We recruited another 20 students to rate how familiar they are with each of the 100 words/phrases on 5-point scales (1 = *very unfamiliar*, 3 = *not sure*, 5 = *very familiar*). The average rating (*M* = 4.67, *SD* = 0.32) was significantly above the midpoint, *t*(19) = 23.59, *p* < .001. Overall, these stimuli are familiar to participants.

*The Chinese Positive and Negative Affect Scale (PANAS; Qiu, Zheng, & Wang, 2008)*

Below are some words that describe different feelings and emotions. Read each item and then mark the appropriate answer in the space next to that word. Indicate to what extent you feel this way right now, that is, at the present moment. Use the following scale to record your answers.

1 = very slightly or not at all, 2 = a little, 3 = moderately, 4 = quite a bit, 5 = extremely

充满热情的；感激的；害怕的；活跃的；紧张的；惊恐的；精神充沛的；快乐的；难过的；恼怒的；内疚的；欣喜的；兴奋的；兴高采烈的；羞愧的；易怒的；战战兢兢的；自豪的

*Impression Management Scale (Paulhus, 1991)*

Please read each of the following statements and indicate how much you agree with it. There is no right or wrong answer. (1 = *strongly disagree*, 7 = *strongly agree*)

1. I sometimes tell lies if I have to.\*
2. I never cover up my mistakes.
3. There have been occasions when I have taken advantage of someone. \*
4. I never swear.
5. I sometimes try to get even rather forgive and forget. \*
6. I always obey laws, even if I’m unlikely to get caught.
7. I have said something bad about a friend behind his or her back. \*
8. When I hear people talking privately, I avoid listening.
9. I have received too much change from a salesperson without telling him or her. \*
10. I always declare everything at customs.
11. When I was young I sometimes stole things. \*
12. I have never dropped litter on the street.
13. I sometimes drive faster than the speed limit. \*
14. I have done things that I don’t tell other people about. \*
15. I never take things that don’t belong to me.
16. I have taken sick-leave from work or school even though I wasn’t really sick. \*
17. I have never damaged a library book or store merchandise without reporting it.
18. I have some pretty awful habits. \*
19. I don’t gossip about other people’s business.
20. I never read sexy books or magazines.

\*reverse-coded

**Post-game questionnaire**

*Feedback of game performance*



Please answer the following questions based on how you feel about the game *You Describe, I Guess*. There is no right or wrong answer.

*Game experience*

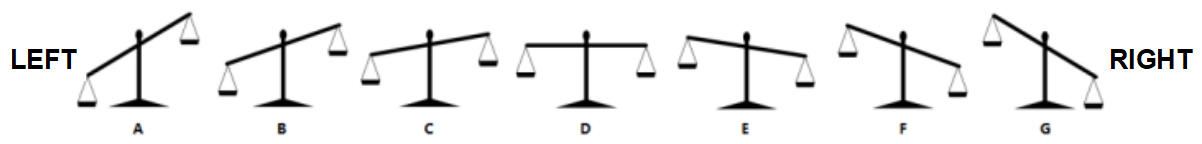
1. How familiar are you with this game? (0 = *not familiar at all*, 10 = *very familiar*)
2. How difficult do you think this game is? (0 = *not difficult at all*, 10 = *very difficult*)
3. How do you like this game? (0 = *not at all*, 10 = *very much*)

*Appreciation*

1. To what extent do you appreciate the describer’s help? [To what extent do you think the guesser appreciate your help?] (0 = *almost nonexistent*, 10 = *very much*)
2. How much do you feel grateful to the describer? [How much do you think the guesser feel grateful to you?] (0 = *almost nonexistent*, 10 = *extremely*)

*Relative valuation of intention and outcome*

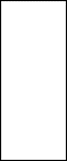
There are two trays on the scale, one on each end. The left tray represents “whether the other participant [you] agreed to help you [the other participant]”, and the right tray represents “the number of rounds or words that the other participant [you] described for you [the other participant]”. A lower location indicates heavier weight. Please select the graph that best depicts the relationship between the trays that you believe.



*Behavioral measure of appreciation*

Based on your [the guesser’s] performance in the game, the reward you [he/she] won is yuan.

You [He/She] can send any amount from the reward to the guesser [you] to show appreciation for his/her [your] help. How much would you send him/her? [How much do you think he/she would send you]? yuan

*Perception of the degree of help*

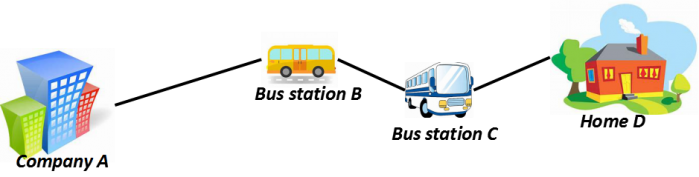
Suppose the area represents the total rounds in the game *You Describe, I Guess*. Please draw a shaded area denoting how many rounds the other participant [you] helped you [the other participant] play out.

*Notes:* *The scenarios and items outside and within brackets are for help-seeker and helper conditions, respectively. The original materials in Study 3a were in Chinese and are translated into English.*

**Study 3b**

Please read the following scenarios carefully and answer the questions below.

You work at Company A and your home is located at D. Suppose you do not have a car and you go home after work by public transport. The only way is to take bus and transfer twice (at Station B and C, respectively). [You work at Company A. One of your colleagues’ home is located at D. Suppose your colleague does not have a car and he/she goes home after work by public transport. The only way is to take bus and transfer twice (at Station B and C, respectively).]



*Comprehension check question 1*

To go home by public transport, how many times do you [does your colleague] transfer?

(text entry)

Today you are anxious to go home. You try to call a taxi; unfortunately, there is no taxi available. A colleague of yours is driving by, so you ask if he/she could give you a ride home. Your colleague does not have enough time to drive you to Home D. He/She offers to give you a ride only to the bus station B, so that you transfer only once (at Station C) before reaching home. [Today your colleague is anxious to go home. He/she tries to call a taxi; unfortunately, there is no taxi available. You are driving by, so your colleague asks if you could give him/her a ride home. You do not have enough time to drive your colleague to Home D. You offer to give him/her a ride only to the bus station B, so that he/she transfers only once (at Station C) before reaching home.]

*Comprehension check question 2*

Which location does your colleague offer to drive you to? [Which location do you offer to drive your colleague to?]

* Company A
* Station B
* Station C
* Home D

*Appreciation* (1= *not at all*, 7 = *extremely*)

1. To what extent do you appreciate your colleague’s help? [To what extent do you think your colleague would appreciate your help?]
2. To what extent do you feel grateful for your colleague’s help? [To what extent do you think your colleague would feel grateful for your help?]
3. To what extent do you feel thankful for your colleague’s help? [To what extent do you think your colleague would feel thankful for your help?]

*Attention check*

To indicate that you are paying attention, please select “a little” for this question.

1 = not at all, 2 = a little, 3 = a few, 4 = not sure, 5 = some, 6 = a lot, 7 = extremely

*Valuation of intentions and outcomes*

When thinking about how much you appreciate your colleague’s help [When thinking about how much your colleague would appreciate your help], how important is it to consider

* whether your colleague offers you a ride or not [whether you offer your colleague a ride or not] (1 = *not important at all*, 7 = *extremely important*)
* how far your colleague actually drives you to [how far you actually drive your colleague to] (1 = *not important at all*, 7 = *extremely important*)

*Other exploratory measures*

To what extent do you value the following things? (1 = *not at all*, 7 = *extremely*)

* your colleague offers you a ride [you offer your colleague a ride]
* your colleague drives you to Home D [you drive your colleague to Home D]
* your colleague drives you to Station B [you drive your colleague to Station B]

Which matters more to you?

1 = whether your colleague offers you a ride or not [whether you offer your colleague a ride or not], 7 = how far your colleague actually drives you to [how far you actually drive your colleague to]

**Study 3c**

**Help-seeker condition**

Imagine that you started a new job at a company just one month ago. You are still in the process of getting familiar with the work and the people. One day last week, you were assigned three task, which you had no experience with. You were troubled as to how to finish those tasks.

*Partial-outcome-stronger-intention*

You asked David – a colleague who works at the same department – if he could show you how to do those three tasks you were assigned. David had a few unfinished tasks himself. But he went out of his way to reschedule his own assignments and assisted you with one of your three tasks.

*Complete-outcome-weaker-intention*

You asked your manager if someone could show you how to do those three tasks you were assigned. Your manager designated David – a colleague who works at the same department – to assist you. David followed the manager’s instruction and assisted you with all of your three tasks.

*Appreciation* (0 = *not at all*, 10 = *extremely*)

1. How much do you appreciate David’s help?
2. How much do you feel grateful to David?
3. How much do you feel thankful to David?
4. How much do you feel disappointed at David? (reverse-coded)

*Attention check*

According to the information you received, how did David help you?

○He assisted me with one of my three tasks. ○He assisted me with all of my three tasks.

*Perception of intention*

According to the information you received, to what extent did David help you based on his own intention or requirements of someone else (not including yourself)?

1 = *based on his own intention*, 7 = *based on someone else’s requirement*

**Helper condition**

Imagine that David started a new job at a company just one month ago and worked as your colleague at the same department. David is still in the process of getting familiar with the work and the people. One day last week, David was assigned three tasks, which he had no experience with. He was troubled as to how to finish those tasks.

*Partial-outcome-stronger-intention*

David asked if you could show him how to do those three tasks he was assigned. You had a few unfinished tasks yourself. But you went out of your way to reschedule your own assignments and assisted him with one of his three tasks.

*Complete-outcome-weaker-intention*

David asked the manager if someone could show him how to do those three tasks he was assigned. The manager designated you to assist David. You followed the manager’s instruction and assisted him with all of his three tasks.

*Appreciation* (0 = *not at all*, 10 = *extremely*)

1. How much do you think that David appreciated your help?
2. How much do you think that David felt grateful to you?
3. How much do you think that David felt thankful to you?
4. How much do you think that David felt disappointed at you? (reverse-coded)

*Attention check*

According to the information you received, how did you help David?

○ I assisted him with one of his three task. ○ I assisted him with all of his three tasks.

*Perception of intention*

According to the information you received, to what extent did you help David based on your own intention or requirements of someone else (not including David)?

1 = *based on my own intention*, 7 = *based on someone else’s requirement*

**Study 4**

**Pretest**

In this survey, we are interested in your thoughts about the social norms of helping (i.e., the socially accepted rules that people strive to abide by.)

Do you consider the following statement as a social norm?

* Fully complete the others’ request when helping others. (yes/no)
* Not provide any assistance if you cannot fully complete the others’ request. (yes/no)

**Main Study**

**Help-seeker condition**

*Please read the scenario below carefully and answer the questions that follow.*

Imagine that you have an important presentation coming up at work. Andy, one of your peers, is excellent at giving presentation. Since you want to make sure your presentation goes well, you ask Andy to review your presentation slides and give you feedback. Your presentation slides consist of **eight sections**. Each section will take about five minutes to review.

*How many sections are there in your presentation slides?* 1, 2, 3, 4, 5, 6, 7, 8

***That is NOT correct!*** Your presentation slides consist of eight sections. [Feedback will be displayed only if participants give a wrong answer.]

*Please continue reading…*

Because Andy is busy with a few unfinished tasks himself, he agrees to help you review **two sections** of your slides.

*Please respond to the questions below.*

How many presentation slides does Andy help you review? 2 sections, 4 sections, 8 sections

*Belief about norm violation*(1 = *not at all*, 9 = *very much*)

To what extent do you think that Andy is violating the norms of helping?

*Fear of violating norms*(1 = *not at all*, 9 = *very much*)

To what extent are you concerned that Andy violates a norm of helping?

*Appreciation*(1 = *not at all*, 9 = *very much*)

To what extent do you appreciate Andy’s help?

To what extent do you feel grateful for Andy’s help?

To what extent do you feel thankful for Andy’s help?

**Helper condition**

*Please read the scenario below carefully and answer the questions that follow.*

Imagine that Andy, one of your peers, has an important presentation coming up at work. You are excellent at giving presentations. Since Andy wants to make sure his presentation goes well, Andy asks you to review his presentation slides and give him feedback. Andy’s presentation slides consist of **eight sections**. Each section will take about five minutes to review.

*How many sections are there in Andy’s presentation slides?* 1, 2, 3, 4, 5, 6, 7, 8

***That is NOT correct!*** Andy’s presentation slides consist of eight sections. [Feedback will be displayed only if participants give a wrong answer.]

*Please continue reading…*

Because you are busy with a few unfinished tasks yourself, you agree to help Andy review **two sections** of his slides.

*Please respond to the questions below.*

How many presentation slides do you help Andy review? 2 sections, 4 sections, 8 sections

*Belief about norm violation*(1 = *not at all*, 9 = *very much*)

To what extent do you think you are violating the norms of helping?

*Fear of violating norms*(1 = *not at all*, 9 = *very much*)

To what extent are you concerned about violating a norm of helping?

*Appreciation*(1 = *not at all*, 9 = *very much*)

To what extent would Andy appreciate your help?

To what extent would Andy feel grateful for your help?

To what extent would Andy feel thankful for your help?

*Busyness perception* (1 = *not at all*, 9 = *very much*)

According to the information you received, how busy were you?

*State social desirability* (1 = *strongly disagree*, 9 = *strongly agree*)

Please indicate how much you agree or disagree with the statement below.

* At the moment, I am answering questions in such a way to make myself look good.

**Study 5**

**Help-seeker condition**

Imagine that your name is Xiaoshi. You started a new job at a department just two weeks ago. You are still in the process of getting familiar with the work. Today, you are assigned three tasks by the leader, which you have no experience with. You are troubled as to how to finish these tasks. Xiaohe, a colleague at your department, used to be in charge of these tasks and is familiar with them. You ask Xiaohe for guidance on how to finish these three tasks.

*Situational constraint*

Xiaohe has heavy workloads himself/herself and is already very busy. He/She makes every effort to find some spare time, but assists you with only one of your tasks.

*Voluntary decision*

Xiaohe has light workloads himself/herself and is at leisure, but he/she does not want to spend much time on things that are beyond his/her duties. And he/she assists you with one of your tasks.

*Attention check*

According to the scenario, what is the reason that Xiaohe assisted you with only one task?

○ Xiaohe was so busy with work that he/she did not have time to offer me more help

○ Xiaohe was at leisure but he/she did not want to spend the time to offer me more help

*DV*

Please respond to the questions below.

1. To what extent do you appreciate Xiaohe’s help? (1 = *not at all*, 9 = *very much*)

2. How much do you feel grateful to Xiaohe? (1 = *not at all*, 9 = *very grateful*)

*Other measures*

Which of the following options is consistent with the material that you read?

○Xiaohe assisted me with one of three tasks

○Xiaohe assisted me with all three tasks

**Helper condition**

Imagine that your name is Xiaohe. A new colleague Xiaoshi started his/her job at your department just two weeks ago. Xiaoshi is still in the process of getting familiar with the work. Today, Xiaoshi is assigned three tasks by the leader, which he/she has no experience with. Xiaoshi is troubled as to how to finish these tasks. You used to be in charge of these tasks and are familiar with them. Xiaoshi asks you for guidance on how to finish these three tasks.

*Situational constraint*

You have heavy workloads yourself and are already very busy. You make every effort to find some spare time, but assist Xiaoshi with only one of his/her tasks.

*Voluntary decision*

You have light workloads yourself and are at leisure, but you do not want to spend much time on things that are beyond your duties. And you assist Xiaoshi with one of his/her tasks.

*Attention check*

According to the scenario, what is the reason that you assisted Xiaoshi with only one task?

○ You were so busy with work that you did not have time to offer him/her more help

○ You were at leisure but you did not want to spend the time to offer hin/her more help

*DV*

How do you think Xiaoshi would respond to the questions below?

1. To what extent do you appreciate Xiaohe’s help? (1 = *not at all*, 9 = *very much*)

2. How much do you feel grateful to Xiaohe? (1 = *not at all*, 9 = *very grateful*)

*Other measures*

Which of the following options is consistent with the material that you read?

○I assisted Xiaoshi with one of three tasks

○I assisted Xiaoshi with all three tasks

*Notes: The original materials in Study 5 were in Chinese and are translated into English.*