What is your gender?

A) Female

B) Male

C) Non-binary

What is the highest level of education you have completed?

A) Less than high school

B) High school or GED

C) Some College

D) 2-year college degree

E) 4-year college degree

F) Masters degree

G) Doctoral degree

H) Professional degree (ex. JD or MD)

What is your race?

A) Caucasian

B) African-American

C) Asian

D) Hispanic

E) Native American

F) Pacific Islander

G) Other

What is your combined annual household income?

A) Less than $30,000

B) $30,000 – $40,000

C) $40,000 – $50,000

D) $50,000 – $60,000

E) $60,000 - $70,000

F) $70,000 - $80,000

G) $80,000 - $90,000

H) $90,000 – $100,000

I) Greater than $100,000

Would you consider yourself to be a:

A) Liberal

B) Conservative

C) Moderate

D) Unknown

If you consider yourself to be a liberal, do you think of yourself as a strong liberal?

A) Yes

B) No

C) N/A

If you consider yourself to be a conservative, do you think of yourself as a strong conservative?

A) Yes

B) No

C) N/A

If you consider yourself to be a moderate, do you think of yourself as more of a liberal or more of a conservative?

A) Liberal

B) Conservative

C) N/A

Generally, do you consider yourself to be a:

A) Democrat

B) Republican

C) Independent

D) Other

If you consider yourself to be a Democrat, do you consider yourself to be a strong Democrat?

A) Yes

B) No

C) N/A

If you consider yourself to be a Republican, do you consider yourself to be a strong Republican?

A) Yes

B) No

C) N/A

If you consider yourself to be an Independent or Other, do you think of yourself as closer to the Democratic Party or the Republican Party?

A) Closer to the Democratic Party

B) Closer to the Republican Party

C) N/A

Would you say that you follow government and public affairs?

A) Most of the time

B) Some of the time

C) Only now and then

D) Rarely

E) Don't know

Did you vote in the 2016 general election?

A) No

B) I typically vote but did not in 2016

C) Don't know

D) Yes

Following the questions regarding demographic information, the participant will then be provided with the following instructions:

Please remember to read the following prompts closely. After each section of this study you will be asked questions to check your memory and comprehension. An additional reward of $.70 will be provided for correctly answering these questions.

The following text will describe a situation between Country A and Country B. Please read the scenario carefully and then tell us what your expectations are for both countries' future behaviors.

Following the instructions page, the participant will be exposed to one of the following vignettes regarding reputation. Please note that variations in the vignette are underlined.

Country A is entering into a defensive alliance with Country B. Country A currently faces a <u>military threat/no military threat.</u> Country A <u>does/does not expect</u> to face a military threat in the future.

The text of the alliance states that, "if a member of this alliance is attacked, then all other members of the alliance are required to come to its defense by any means including political support, economic aid, and troops."

According to most experts, Country B's military and economic capabilities are <u>significantly greater than/equal to/significantly less than</u>Country A's military and economic capabilities.

Historically, Country B has <u>consistently/inconsistently</u>complied with alliance commitments. When Country B's alliance partners have experienced security crises in three recent events, Country B <u>has always/has sometimes</u> fulfilled its alliance commitments.

The participant will then be exposed to a bullet point summary of the vignette.

To summarize:

· *Country A is entering an alliance with Country B.*

· *Country A [does/does not] face an immediate threat.*

· *Country A [does/does not] expect a threat in the near future.*

· *The requirements of the alliance are: if a member of the alliance is attacked the alliance partner must come to its defense by any means including political support, economic aid, and troops .*

· *Country B's economic and military capabilities are [significantly greater than/equal to/significantly less than] Country A's economic and military capabilities.*

· *Country B has historically [always/inconsistently] complied with alliance commitments.*

· *Country B has in three recent conflicts [consistently/sometimes] fulfilled alliance commitments.*

The participant will then be asked questions based on the vignette.

Please answer the following questions about the scenario described above:

Does Country A face an immediate threat?

A) Yes

B) No

Which of the following best describes the relative economic and military capabilities of Country B and Country A's militaries?

A) Country B's economic and military capabilities are significantly greater than Country A's economic and military capabilities

B) Country B's economic and military capabilities are equal to Country A's economic and military military capabilities

C) Country B's economic and military capabilities are significantly less than Country A's economic and military capabilities

Historically, Country B has…

A) Consistently fulfilled its alliance commitment

B) Inconsistently fulfilled its alliance commitments

C) Never fulfilled its alliance commitments

Generally, how likely is Country B to fulfill its alliance commitments?

A) Very Likely [100% - 80% probability] to fulfill its commitments

B) Likely [80% - 60% probability] to fulfill its commitments

C) Uncertain [60% - 40% probability]

D) Unlikely [40% - 20% probability]

E) Very Unlikely [20% - 0% probability]

In your opinion, how likely is Country B to fulfill its alliance commitments to Country A?

A) Very Likely [100% - 80% probability] to fulfill its commitments

B) Likely [80% - 60% probability] to fulfill its commitments

C) Uncertain [60% - 40% probability]

D) Unlikely [40% - 20% probability]

E) Very Unlikely [20% - 0% probability]

Then the subject will be asked to provide a few sentences regarding their rationale for the previous answer.

Please type a few sentences about why you gave these answers.

[Insert Space for Response]

Participants will then be exposed to a final vignette that provides different scenarios that are either congruent, moderately incongruent or highly incongruent information when compared to Country B's reputation. The subject will be exposed to one of the following vignettes:

After the alliance between Countries A and B went into effect the following situation occurred:

Potential Vignette 1:

Country A was attacked by a third country and Country B fully complied with the terms of its alliance agreement with Country A. Specifically, Country B provided Country A with political support at the United Nations, sent additional resources, and provided troops to defend Country A's territory.

Potential Vignette 2:

Country A was attacked by a third country and Country B only partially complied with the terms of its alliance agreement with Country A. Specifically, Country B provided Country A with political support at the United Nations and sent additional resources. However, Country B did not send troops in support of Country A's defense.

Potential Vignette 3:

Country A was attacked by a third country and Country B did not fulfill any of the terms of its alliance agreement with Country A. Specifically, Country B did not provide Country A with political support at the United Nations, did not send additional resources and did not send support troops.

The subject will then be asked about their updated beliefs regarding Country B's alliance relationships.

In your opinion, how likely is Country B generally to fulfill its alliance commitments in the future?

A) Very Likely [100% - 80% probability] to fulfill its commitments

B) Likely [80% - 60% probability] to fulfill its commitments

C) Uncertain [60% - 40% probability]

D) Unlikely [40% - 20% probability]

E) Very Unlikely [20% - 0% probability]

In your opinion, how likely is Country B to fulfill its alliance commitments to Country A in the future?

A) Very Likely [100% - 80% probability] to fulfill its commitments

B) Likely [80% - 60% probability] to fulfill its commitments

C) Uncertain [60% - 40% probability]

D) Unlikely [40% - 20% probability]

E) Very Unlikely [20% - 0% probability]

Please type a few sentences about why you gave these answers.

[Insert Space for Response]

In your opinion, should Country A provide military support to Country B in the future?

A. Yes

B. No

C. Depends on the costs of support

Please type a few sentences about why you gave this answer.

[Insert Space for Response]

In the future, the United States is considering a defensive alliance with Country B. Would you support the United States forming an alliance with Country B?

A) Yes

B) No

C) I don't know

Please type a few sentences about why you gave this answer

The participant will then be provided with a random number id to copy and paste back into the MTurk system.

Here is your ID:

Copy this value to paste into MTurk to ensure that you are compensated.

When you have copied this ID, please click the next button to submit your survey.

The experiment will then conclude.

A.4.3. Will this study use any of the following methods?

✖ Audio Recording
✖ Video Recording
✖ Behavioral observation - (e.g., Participant, naturalistic, experimental, and other observational methods typically used in social science research)
✖ Pencil and paper questionnaires or surveys
✔ Electronic questionnaires or surveys
✖ Telephone questionnaires or surveys
✖ Interview questionnaires or surveys
✖ Other questionnaires or surveys
✖ Focus groups
✖ Diaries or journals
✖ Photovoice
✖ Still photography