

Web Appendix

Slider Scale or Text Box:

How Response Format Shapes Responses

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Web Appendix A: Stimuli Screenshots

Web Appendix B: Summary of Results Comparing Distributions

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WEB APPENDIX A.1A: EXPERIMENT 1A STIMULI TEXT BOX CONDITION

Product features:

- 16 oz.
- Stainless steel interior with vacuum insulation
- Stainless steel exterior
- Keeps beverages hot or cold for 6 hours
- Compact design
- Flip lid with safety lock to prevent spills
- BPA-free
- Easy clean
- Produced by reputable company



Enter your bid below: *(Remember: if you win the auction you will pay the bid price below to receive the mug.)*


The retail price is around \$24. (You can enter any response from \$0 to \$150).

PLACE BID

SLIDER CONDITION

Product features:

- 16 oz.
- Stainless steel interior with vacuum insulation
- Stainless steel exterior
- Keeps beverages hot or cold for 6 hours
- Compact design
- Flip lid with safety lock to prevent spills
- BPA-free
- Easy clean
- Produced by reputable company



Enter your bid below: *(Remember: if you win the auction you will pay the bid price below to receive the mug.)*

The retail price is around \$24. (You can enter any response from \$0 to \$150).

My bid:
●

PLACE BID

WEB APPENDIX A.1B: EXPERIMENT 1B STIMULI CHARITY DESCRIPTION



The Intrepid Fallen Heroes Fund serves United States military personnel wounded or injured in service to our nation, and their families. Supporting these heroes helps repay the debt all Americans owe them for the sacrifices they have made. They are, in the words of our founder, the late Zachary Fisher, “our nation’s greatest national resource,” and they deserve all the help that our nation can provide. The Intrepid Fallen Heroes Fund is a leader in meeting this important national mission.

- (2000-2005) Grants to families of fallen heroes.
- (est. 2007) The Center for the Intrepid, providing advanced physical rehabilitation care to U.S. service members, specifically amputee and severe burn patients.
- (est. 2010) The National Intrepid Center of Excellence, providing research, diagnosis and treatment for traumatic brain injury and psychological health conditions that affect military families.
- TODAY the Intrepid Fallen Heroes Fund is building a series of Intrepid Spirit centers that will further enhance the provision of traumatic brain injury and psychological health care for America’s wounded heroes.

TEXT BOX CONDITION

Please enter the number of cents from the \$1.00 that you would like to donate to the Intrepid Fallen Heroes Fund. You can enter any value from 0 to 100 cents.

In a previous version of this study, the average donation was 17 cents.

cents

>>

SLIDER CONDITION

Please enter the number of cents from the \$1.00 that you would like to donate to the Intrepid Fallen Heroes Fund. You can enter any value from 0 to 100 cents.

In a previous version of this study, the average donation was 17 cents.

cents

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WEB APPENDIX A.2: EXPERIMENT 2 STIMULI TEXT BOX CONDITION



HP 15.6" TouchScreen Laptop 8GB 2.40GHz 1TB DVD+RW WebCam Bluetooth WIN10 Blue

This laptop has been factory refurbished by HP direct to brand new condition and is backed by a 90-day direct HP Warranty. Looks just "Like New" Sealed in a HP box. HP warranty card. All original accessories included.

CURRENT BID: \$259 [17 bids]

Enter your bid \$

Item Specifics

Type:	Notebook	Processor Type:	AMD A6 Quad-Core
Brand:	HP	Processor Speed:	2.40GHz
Product Line:	Pavilion	Memory:	8GB
Model:	15-AB184CY	Hard Drive Capacity:	1TB
MPN:	T3T42UA	Release Year:	2016
Operating System:	Windows 10	Color:	Blue
Screen Size:	15.6"		

PLACE BID

SLIDER CONDITION



HP 15.6" TouchScreen Laptop 8GB 2.40GHz 1TB DVD+RW WebCam Bluetooth WIN10 Blue

This laptop has been factory refurbished by HP direct to brand new condition and is backed by a 90-day direct HP Warranty. Looks just "Like New" Sealed in a HP box. HP warranty card. All original accessories included.

CURRENT BID: \$259 [\[17 bids\]](#)

Enter Your Bid \$

Item Specifics

Type:	Notebook	Processor Type:	AMD A6 Quad-Core
Brand:	HP	Processor Speed:	2.40GHz
Product Line:	Pavilion	Memory:	8GB
Model:	15-AB184CY	Hard Drive Capacity:	1TB
MPN:	T3T42UA	Release Year:	2016
Operating System:	Windows 10	Color:	Blue
Screen Size:	15.6"		

PLACE BID

WEB APPENDIX A.3: EXPERIMENT 3 STIMULI**TEXT BOX CONDITION**

New York City, NY
Kennedy Airport (JFK) Area
3 Star Hotel

The median retail price for a similar hotel is \$214

Please enter your bid per room, per night in US\$.

LEFT-TO-RIGHT SLIDER CONDITION

New York City, NY
Kennedy Airport (JFK) Area
3 Star Hotel

The median retail price for a similar hotel is \$214

Please submit your bid per room, per night in US\$.

**RIGHT-TO-LEFT SLIDER CONDITION**

New York City, NY
Kennedy Airport (JFK) Area
3 Star Hotel

The median retail price for a similar hotel is \$214

Please submit your bid per room, per night in US\$.



WEB APPENDIX A.4: EXPERIMENT 4 STIMULI

TEXT BOX CONDITION

What would be a LOW BID?

What would be a MEDIUM BID?

What would be a HIGH BID?

SLIDER CONDITION

What would be a LOW BID?

259 949

What would be a MEDIUM BID?

259 949

What would be a HIGH BID?

259 949

SCALE CONDITION

What would be a LOW BID?

259 289 319 349 379 409 439 469 499 529 559 589 619 649 679 709 739 769 799 829 859 889 919 949

● ●

What would be a MEDIUM BID?

259 289 319 349 379 409 439 469 499 529 559 589 619 649 679 709 739 769 799 829 859 889 919 949

● ●

What would be a HIGH BID?

259 289 319 349 379 409 439 469 499 529 559 589 619 649 679 709 739 769 799 829 859 889 919 949

● ●

WEB APPENDIX A.5: EXPERIMENT 5 STIMULI

STIMULI INFORMATION



HP 15.6" TouchScreen Laptop 8GB 2.40GHz 1TB DVD+RW WebCam Bluetooth WIN10 Blue

This laptop has been factory refurbished by HP direct to brand new condition and is backed by a 90-day direct HP Warranty. Looks just "Like New" Sealed in a HP box. HP warranty card. All original accessories included.

Item Specifics

Type:	Notebook	Processor Type:	AMD A6 Quad-Core
Brand:	HP	Processor Speed:	2.40GHz
Product Line:	Pavilion	Memory:	8GB
Model:	15-AB184CY	Hard Drive Capacity:	1TB
MPN:	T3T42UA	Release Year:	2016
Operating System:	Windows 10	Color:	Blue
Screen Size:	15.6"		

The **current bid** on this **refurbished laptop** on eBay is **\$259**. For your information, the retail price of a **new laptop** of the exact same model at the online store Amazon.com is **\$949**.

If you were bidding on this refurbished laptop on eBay, what would you consider a low bid, a medium bid, and a high bid? Please enter a number in the text box below for each of these categories.

CONVEX SLIDER CONDITION

Sliders were anchored at the left side. Values are illustrative indicating the starting point, midpoint, and the endpoint of the line.

What would be a LOW BID?



What would be a MEDIUM BID?



What would be a HIGH BID?



LINEAR SLIDER CONDITION

Sliders were anchored at the left side. Values are illustrative indicating the starting point, midpoint, and the endpoint of the line.

What would be a LOW BID?



What would be a MEDIUM BID?



What would be a HIGH BID?



TEXT BOX CONDITION

What would be a LOW BID?

What would be a MEDIUM BID?

What would be a HIGH BID?

WEB APPENDIX A.6: EXPERIMENT 6 STIMULI

INPUT DESCRIPTION: \$500 ENDPOINT

Starting Bid

You will also see the **Starting Bid** for the wines. The starting bid is the amount suggested by the seller to open the bid. Your bid has to be higher than the starting bid.

The **maximum** bid anyone can submit is \$500. So you can bid up to \$500, if you want to.

I understand



INPUT DESCRIPTION: \$1000 ENDPOINT

Starting Bid

You will also see the **Starting Bid** for the wines. The starting bid is the amount suggested by the seller to open the bid. Your bid has to be higher than the starting bid.

The **maximum** bid anyone can submit is \$1000. So you can bid up to \$1000, if you want to.

I understand



WEB APPENDIX B: SUMMARY OF RESULTS COMPARING NORMAL AND POISSON DISTRIBUTIONS

			Normal		Poisson	
	num df	den df	<i>F</i>	<i>p</i>	<i>F</i>	<i>p</i>
1A: Mug Auction (<i>Ascending Payment Format</i>)						
Format	1	125	5.18	0.02	37.05	<.001
1B: Veteran's Day Donations (<i>Ascending Payment Format</i>)						
Format	1	202	7.83	0.006	307.29	<.001
2. eBay Bids (<i>Ascending Payment Format: Laptops</i>)						
Format	1	197	4.29	0.04	5.61	0.02
Starting Bid	2	393	44.08	<.001	98.49	<.001
Format*Starting Bid	2	393	0.21	0.81	0.30	0.74
3. Priceline Bids (<i>Descending Payment Format: Hotel Rooms</i>)						
Format	2	301	5.30	0.005	5.00	0.007
Starting Price Level	2	1504	558.22	<.001	694.68	<.001
City	1	1504	265.35	<.001	343.47	<.001
Format*Starting Price Level	4	1504	2.40	0.05	3.07	0.02
Format*City	2	1504	1.12	0.33	2.20	0.11
Starting Price Level*City	2	1504	21.21	<.001	34.71	<.001
3-way interaction	4	1504	0.33	0.86	0.35	0.84
4. Moderation by Distance to Endpoint (<i>Ascending Payment Format: Laptops</i>)						
Format	2	330	4.55	0.01	5.66	0.004
Response Magnitude	2	660	910.92	<.001	17,232.30	<.001
Format*Response Magnitude	4	660	2.97	0.02	22.08	<.001

5. A Convex Slider (*Ascending Payment Format: Laptops*)

Format	2	259	3.77	0.02	3.92	0.02
Response Magnitude	2	518	605.13	<.001	12,157.10	<.001
Format*Response Magnitude	4	518	0.5	0.74	8.47	<.001

6. Moderation by Endpoint Size (*Ascending Payment Format: Wine*)

Format	1	409	18.14	<.001	28.97	<.001
Response Magnitude	2	818	187.33	<.001	9752.79	<.001
Range	1	409	8.07	0.005	1.64	0.20
Format*Response Magnitude	2	818	4.84	0.008	123.51	<.001
Format*Range	1	409	4.12	0.04	0.81	0.37
Response Magnitude*Range	2	818	12.50	<.001	116.53	<.001
3-way interaction	2	818	4.60	0.01	10.75	<.001

WEB APPENDIX C: SUMMARY OF RESULTS AFTER OUTLIER EXCLUSIONS

Data points that were three standard deviations away from the means were identified as outliers and excluded in this analysis. For studies 3, 4, 5 & 6 to be conservative, we identified the outliers for Low, Medium, and High bids separately. Removing outliers from the overall average would result in exclusion of more data points from the high response magnitude conditions than from the low response magnitude conditions. The results summarized below show that our statistical inferences are robust and not influenced by these outliers.

1A: Mug Auction (*Ascending Payment Format*) – No outlier exclusions

	Text Box				Slider			
	n	Mean	STDV	SE	n	Mean	STDV	SE
Mug Bid Price	-	-	-	-	-	-	-	-

1B: Veteran's Day Donations (*Ascending Payment Format*) – No outlier exclusions

	Text Box				Slider			
	n	Mean	STDV	SE	n	Mean	STDV	SE
Donation	-	-	-	-	-	-	-	-

2. eBay Bids (*Ascending Payment Format: Laptops*)

Starting Price	Text Box				Slider			
	n	Mean	STDV	SE	n	Mean	STDV	SE
\$239	93	258.58	28.21	2.93	98	272.91	37.91	3.83
\$259	93	276.23	22.98	2.38	98	288.35	28.76	2.90
\$279	93	285.92	11.63	1.21	98	296.02	23.11	2.33

3. Priceline Bids (*Descending Payment Format: Hotel Rooms*)

Starting Price	Text Box				Slider Left-to-Right				Slider Right-to-Left			
	n	Mean	STDV	SE	n	Mean	STDV	SE	n	Mean	STDV	SE
Level 1	99	128.27	22.69	2.28	100	118.52	22.48	2.25	102	124.45	20.41	2.02
Level 2	99	141.91	25.22	2.53	100	130.77	25.18	2.52	102	137.42	22.96	2.27
Level 3	99	154.54	28.02	2.82	100	144.77	28.36	2.84	102	146.47	28.70	2.84

4. Moderation by Distance to Endpoint (*Ascending Payment Format: Laptops*)

Response magnitude	Text Box				Slider				Scale			
	n	Mean	STDV	SE	n	Mean	STDV	SE	n	Mean	STDV	SE
Low	106	279.02	34.53	3.35	109	290.39	44.87	4.30	108	289.28	37.48	3.61
Medium	106	383.67	98.99	9.61	109	431.28	101.47	9.72	108	432.61	85.15	8.19
High	106	548.92	208.89	20.29	109	618.83	183.41	17.57	108	616.50	163.91	15.77

5. A Convex Slider (*Ascending Payment Format: Laptops*)

Response magnitude	Text Box				Convex Slider				Slider			
	n	Mean	STDV	SE	n	Mean	STDV	SE	n	Mean	STDV	SE
Low	83	269.95	17.39	1.91	86	279.15	29.51	3.18	83	293.37	39.18	4.30
Medium	83	369.87	81.24	8.92	86	392.66	97.85	10.55	83	420.20	98.64	10.83
High	83	540.45	182.13	19.99	86	562.63	198.69	21.42	83	582.51	171.67	18.84

6. Moderation by Endpoint Size (*Ascending Payment Format: Wine*)

Range x Response magnitude	Text Box				Slider			
	n	Mean	STDV	SE	n	Mean	STDV	SE
\$500 range								
Low	107	29.39	18.07	1.75	95	40.17	34.81	3.57
Medium	107	59.41	59.66	5.77	95	73.55	59.56	6.11
High	107	102.98	115.01	11.12	95	112.87	95.09	9.76
\$1000 range								
Low	99	28.60	13.99	1.41	92	39.34	33.06	3.45
Medium	99	52.56	35.13	3.53	92	81.47	72.02	7.51
High	99	98.30	106.20	10.67	92	140.12	140.23	14.62

WEB APPENDIX D: EXPERIMENT 3 ADDITIONAL PROCESS MEASURES RESULTS

In experiment 3, participants responded to the same process measures as in experiment 2.

Ease of Responding. As in the previous experiment, ease of responding scores were reverse coded. There was no effect of the condition on self-reported ease of responding ($F < 1$). The average ease of responding scores (reverse coded) were quite high in all three conditions ($M_{\text{left-to-right}} = 4.18$, $M_{\text{right-to-left}} = 4.34$, $M_{\text{text box}} = 4.27$).

Awareness of Bias. Similar to experiment 2, we examined participants' open-ended responses and none of them mentioned that their responses might have been influenced by response format. Next we analyzed their responses to the direct question about the influence of response formats. Furthermore, as in experiment 2, participants were unaware of the effect of response formats on their responses. A vast majority (82%) reported that their bid values would not be affected by the response format. Some of them (13%) suspected that their bids would be higher using the slider scale. Only five percent believed that their bids would be higher using text boxes. These proportions did not change across the three between-subjects conditions ($p = .24$). Together, these results suggest that participants do not suspect that response format could change their responses. Even if they thought it might, most of their predictions were in the opposite direction—they thought the slider scale would increase their bids.

Preference for Response Formats. Participants' preference for response formats was submitted to the same logistic regression as in experiment 2. Participants were more likely to prefer the slider scale response format in the left-to-right-slider condition (65%) and right-to-left-slider condition (68%) relative to when they used the text box (29%). These results are consistent with those from experiment 2, again suggesting that people do not have stable preferences for a response format and adapt to whatever response format they are using.

The process measures corroborate the results from the previous experiment that the differences in valuations were not due to ease of responding; participants found both the response formats—slider scales and text boxes—equally easy to use. Additionally, as in the previous experiment, most participants were unaware of the surreptitious influence of response formats on their bid values, suggesting that the psychological mechanism underlying the slider scale effect operates outside of people's awareness.

WEB APPENDIX E: EXPERIMENT 5 LOG-TRANSFORMATION ANALYSIS

In experiment 5, the Format*Response Magnitude interaction is not significant for the normal distribution but it is significant for the Poisson distribution. A Kolmogorov-Smirnov test of normality confirmed that the willingness-to-pay data are not normally distributed, and a visual examination of the frequency distribution of our raw data revealed that that distribution had a long right tail closely resembling a Poisson distribution, thus the reason for specifying a Poisson error term in our model reported in the paper. However, to ensure that our results are not an artifact of the Poisson distributional assumption, we ran a mixed model assuming normal distribution after transforming the raw data to reduce the long right tail.

Specifically, we log transformed the data after subtracting the starting bid using the formula $\log WTP = \log(WTP - 259 + 1)$. We added 1 to the right hand side to ensure that the results are not affected by omission of zeros. The results from this model with log transformation of the dependent measure and normal distribution assumption are very similar to that of the results from the model with the Poisson distribution.

The effects of response format ($F(2, 259) = 5.13, p < .01$), response magnitude ($F(2, 518) = 832.9, p < .01$), and the interaction between the two ($F(4, 518) = 5.56, p < .01$) were all significant. [To compare this with the Poisson model results, in that model also we found that the effects of response format ($F(2, 259) = 3.92, p = .02$), response magnitude ($F(2, 518) = 12,157.10, p < .01$), and the interaction between the two ($F(4, 518) = 8.47, p < .01$) were all significant.] Moreover, the normal model with the log-transformed DV had better fit (AIC = 2565) than the normal model without the transformation (AIC = 9637). Thus, our results are not an artifact of the modeling assumption as similar results are obtained using both the Poisson model and using a normal model with the log-transformed dependent measure.

We also note that, when we look at the pattern of means, support for H2 is somewhat equivocal in experiment 5 because the difference between linear scale and text box condition is stronger for the medium bids than for high bids. However, if instead of means we consider the medians that are less susceptible to idiosyncratic responses, the effect of slider scale is the weakest for LOW bid (Linear vs. Text = 28), higher for MEDIUM bids (Linear vs. Text = 52), and the strongest for HIGH bids (Linear vs. Text = 100). Furthermore, despite these mild inconsistencies we do find in all studies that the effect of slider scale is the weakest for LOW bids relative to MEDIUM and HIGH bids.

WEB APPENDIX F: EXPERIMENT 5 POST-HOC CONCAVE SLIDER CONDITION ANALYSIS

As a follow-up analysis to experiment 5, we ran an additional post-hoc condition with a concave slider scale where bid values were a function of the distance from the starting point using the equation: $y = 259 + 119X + -5x^2$. The relationship between these slider scales is depicted in figure F.1 below. The screen shot of the concave slider scale stimuli is shown in figure F.2.

FIGURE F.1: CALIBRATION OF THE THREE SLIDERS

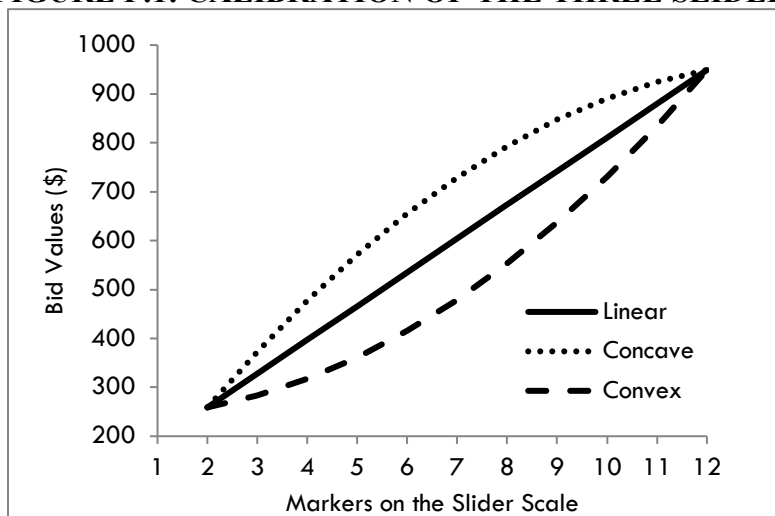
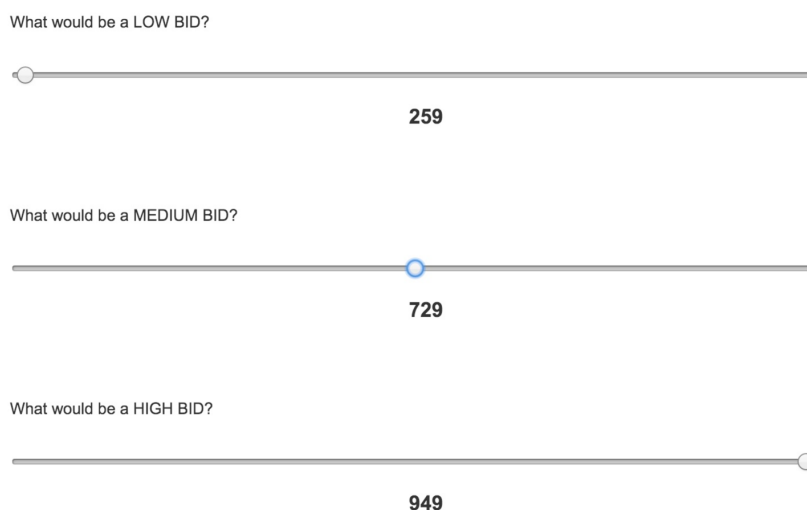


FIGURE F.2: CONCAVE SLIDER STIMULI



Participants. One hundred and one U.S.-based participants on mTurk participated in this experiment in exchange for 51 cents (51% female, $M_{age} = 36.5$ years).

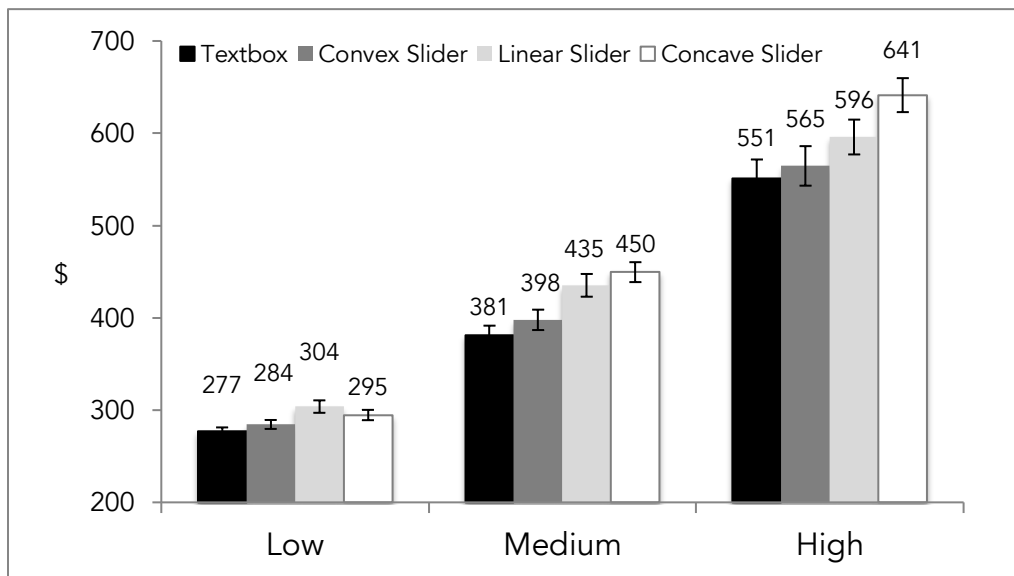
Procedures. The experiment procedures were nearly identical to those of experiment 5 and consisted of a single condition with a concave slider scale where the bid values displayed on the

slider were determined by the equation outlined above. Note that compared to the linear slider scale, the midpoint of the concave slider scale appears at \$739 (see figure F.2). Therefore, the overall pattern that we expect is that responses on the concave slider scale will be more extreme than those on the linear and convex slider scales and text boxes as the response magnitude increases.

Results. To analyze the results, the data from the post hoc concave slider condition was combined with the dataset from experiment 5 that included the text box, linear slider, and convex slider scale conditions. Because the post hoc condition was not randomly assigned, we recognize that there are limitations to interpreting the results, but they shed further light on the process of the impact of visualizing the mental number line in different ways.

The analysis was conducted with PROC GLIMMIX specifying a Poisson distribution with response format (text box, linear slider, convex slider, concave slider) as a between-subjects factor and response magnitude (low, medium, high) as a within-subjects factor and the bid amount as the dependent measure. The effects of response format ($F(3, 359) = 5.75, p < .01$), response magnitude ($F(2, 718) = 18,113.50, p < .01$), and the interaction between the two ($F(6, 718) = 28.82, p < .01$) were all significant (see figure F.3)

FIGURE F.3: POST-HOC ANALYSIS RESULTS



The average bid in the concave slider condition (\$461) was not significantly greater than in the linear slider condition (\$445, $t(359) = 1.11, p = .27$), but was significantly greater than the convex slider (\$416, $t(359) = 3.06, p < .01$), and text box (\$403, $t(359) = 3.87, p < .01$) conditions. However, for high bids, bids in the concave slider condition (\$641) were significantly greater than those in the linear slider (\$596, $t(718) = 2.42, p = .02$) condition, as well as the convex slider (\$565, $t(718) = 4.09, p < .01$) and text box (\$551, $t(718) = 4.78, p < .01$) conditions. Thus the addition of the concave slider condition further underscores the role that visualization of the number line plays in consumers' price magnitude judgments by showing a further exacerbation of the effect for large bids relative to the text box, convex slider, and linear slider conditions.

WEB APPENDIX G: ADDITIONAL STUDIES (INCLUDED IN SINGLE PAPER META-ANALYSIS)

Appendix Experiment Descriptions

These experiments are included in our meta-analysis but not discussed in detail in the manuscript because of space constraints.

Exp	Domain	Independent Measures	Dependent Measures	Primary Purpose & Key Finding
A1	Memorial Day Donation	Response format (text box, slider)	Donations	Replication of experiment 1b without average donation reference information
A2	eBay Bids	Response format (text box, slider, slider + text box) Starting bid (\$239, \$259, \$279)	Laptop Bids	Introduction of slider + text box condition to demonstrate that the mere presence of a line without using it in decision making does not yield the endpoint assimilation effect
A3	Taxi Cab Tips	Response format (text box, slider) Range (\$50, \$100, \$150)	Tip amount on \$58 fare	Demonstrate moderation of the endpoint assimilation effect depending on response endpoint size, even for a relatively constrained domain (e.g., tip amount)
A4	Taxi Cab Tips	Response format (text box, slider) Payment form (cash, credit)	Tip amount on \$58 fare	Demonstrate that focus on the starting point (e.g., cash payments) leads to moderation of the effect eliminating the endpoint assimilation effect relative to when people make credit payments

DESCRIPTIVE STATISTICS BY CONDITION

A1: Memorial Day Donation Experiment (*Ascending Payment Format*)

	Text Box					Slider				
	n	Mean	Median	STDV	SE	n	Mean	Median	STDV	SE
Donation Amount	78	18.40	0.00	27.91	3.16	76	29.20	9.50	37.81	4.34

A2: eBay Bids - Slider + Text Box Condition (*Ascending Payment Format: Laptops*)

	Text Box					Slider					Text Box + Slider				
	n	Mean	Median	STDV	SE	n	Mean	Median	STDV	SE	n	Mean	Median	STDV	SE
Average Bid	100	281.91	268.33	44.18	4.42	104	287.47	277.67	30.45	2.99	101	282.83	272.33	31.12	3.10

A3: Cab Study - Moderation By Range (*Ascending Payment Format: Tip Payment*)

Range	Text Box					Slider				
	n	Mean	Median	STDV	SE	n	Mean	Median	STDV	SE
\$0 to \$75	52	66.61	65.00	4.39	0.61	52	65.77	65.00	3.95	0.55
\$0 to \$100	51	66.31	65.00	4.75	0.66	52	66.44	66.00	4.41	0.61
\$0 to \$150	51	66.35	65.00	4.12	0.58	53	69.55	68.00	9.44	1.30

A4: Cab Study: Pain of Payment (*Ascending Payment Format: Tip Payment*)

Payment Mode	Text Box					Slider				
	n	Mean	Median	STDV	SE	n	Mean	Median	STDV	SE
Cash	104	68.03	70.00	5.29	0.52	102	69.78	68.00	10.35	1.02
Credit	103	68.02	68.00	6.68	0.66	104	69.73	68.00	6.85	0.67

WEB APPENDIX H: SINGLE PAPER META-ANALYSIS DETAILS

We conducted the meta-analysis using the process outlined by Lipsey and Wilson (2001) for a standardized mean difference. The conditions included in the meta-analysis and the associated sample sizes, mean, and standard deviations are included below.

Exp	Conditions Included	Text Box			Slider			Effect Size
		n	Mean	STDV	n	Mean	STDV	
1A	Text box v. Slider	62	8.01	6.64	65	11.40	9.77	0.40
1B	Text box v. Slider	105	24.04	30.61	99	37.76	39.13	0.39
2	Text box v. Slider	97	279.99	36.26	102	290.59	35.46	0.30
3	Text box v. Slider Left + Slider Right* (reversed)	100	141.85	24.68	204	133.08	24.66	0.36
4	Text box v. Slider + Non-Slider Scale (medium + high bids only)	110	477.90	160.02	223	529.84	132.34	0.37
5	Text box v. Slider (medium + high bids only)	86	466.01	137.50	88	515.56	142.69	0.35
6	Text box v. Slider	210	68.03	70.66	203	112.66	133.11	0.42
A1	Text box v. Slider	78	18.40	27.91	76	29.20	37.81	0.33
A2	Text box v. Slider	100	281.91	44.18	104	287.47	30.45	0.15
A3	Text box v. Slider (across ranges \$100 and \$150)	155	13.18	5.69	155	21.86	15.98	0.72
A4	Text v. Slider (credit conditions only)	103	68.02	6.68	104	69.73	6.85	0.25

Note that for experiment 3 indicated by *, the means for slider and text box were reversed when entered in the effect size analysis because we predicted an opposite effect with descending payment formats.