

## REGULATORY FOCUS INDUCTIONS

### Current ideals or oughts (Freitas & Higgins, 2002)

*Randomly assign half of participants to each condition. Participants should be blind to which condition they are in. Within each condition, participants can be asked to list 1 goal or 3 goals.*

#### *Promotion:*

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.

#### *Prevention:*

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.

### Regulatory successes (Higgins et al., 2001)

*Randomly assign half of participants to each condition. Participants should be blind to which condition they are in. Within each condition, participants are asked to complete a, b, and c.*

#### *Promotion:*

Please write about a time in the past when:

- a) you felt you made progress toward being successful in life
- b) compared to most people you were able to get what you wanted out of life
- c) trying to achieve something important to you, you performed as well as you ideally would have liked to

#### *Prevention:*

Please write about a time in the past when:

- a) being careful enough avoided getting you into trouble,
- b) you stopped yourself from acting in a way that your parents would have considered objectionable
- c) you were careful not to get on your parents' nerves

### **\*\*Ideals and oughts, past and present**

**(Higgins, Roney, Crowe, & Hymes, 1994; see also Freitas & Higgins, 2002; Freitas, Liberman, & Higgins, 2002; Higgins, Bond, Klein, & Strauman, 1986; Liberman et al., 2001; Strauman & Higgins, 1987)**

*Randomly assign half of participants to each condition. Participants should be blind to which condition they are in. Within each condition, participants write a short essay for approximately 5-7 minutes (roughly 1 page).*

#### *Promotion:*

#### Hopes and Aspirations

For this task, we would like you to think about how your current hopes and aspirations are different now from what they were when you were growing up. In other words, what accomplishments would you ideally like to meet at this point in your life? What accomplishments did you ideally want to

meet when you were a child? In the space below, please write a brief essay describing how your hopes and aspirations have changed from when you were a child to now.

*Prevention:*

### Duties and Obligations

For this task, we would like you to think about how your current duties and obligations are different now from what they were when you were growing up. In other words, what responsibilities do you think you ought to meet at this point in your life? What responsibilities did you think you ought to meet when you were a child? In the space below, please write a brief essay describing how your duties and obligations have changed from when you were a child to now.

### References

- Freitas, A.L., & Higgins, E. T. (2002). Enjoying goal-directed action: The role of regulatory fit. *Psychological Science, 13*, 1-6.
- Higgins, E. T., Friedman, R. S., Harlow, R. E., Idson, L. C., Ayduk, O. N., & Taylor, A. (2001). Achievement orientations from subjective histories of success: Promotion pride versus prevention pride. *European Journal of Social Psychology, 31*, 3-23.
- Higgins, E.T., Roney, C.J., Crowe, E., & Hymes, C. (1994). Ideal versus ought predilections for approach and avoidance distinct self-regulatory systems. *Journal of Personality and Social Psychology, 66*, 276-286.