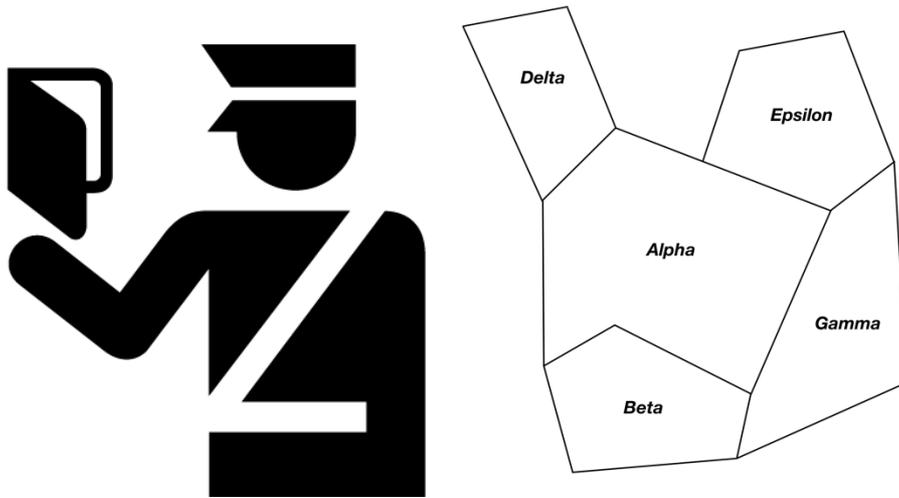


Supplementary Materials

The Refugees' Dilemma (Experiment 1)

You are a security guard in a border control of a hypothetical country, *Alpha*. Border controls are measures to monitor a country's borders, including controlling the movement of people, into as well as out of a country. One of the critical functions is to regulate immigration (both legal and illegal) and to control the movement of citizens.

Your border control is at a point where *Alpha* neighbours four other countries, *Beta*, *Gamma*, *Delta*, and *Epsilon*.



Because of escalating political issues, you have just been told to make one last decision before borders get permanently closed until further notice. You have received instructions from a top government command that you can only allow the entrance of people from just 1 country. Once you've done that, the *Alpha* borders will be sealed and no more travellers will be allowed from any other country. The military is at the border control and will ensure that once entry from one country has been completed the borders will be shut.

However, the military captain who is with you does not actually know the border control rules. So, you can decide which traveller(s) to let in. Even though the choice is yours, there may be consequences from your choice, if for example your superiors scrutinize and audit your choice. You do not know what these consequences will be, but they may include losing your job.

Utilitarian vs. Emotional vs. Rule-Based (Experiment 1)

Utilitarian: There's a group of 10 refugees from country *Beta*. They need help. Ordinarily, *Alpha* allows travellers from *Beta*, but according to *Alpha* law, citizens travelling to their home country have to take priority.



Emotional: There's a refugee orphan child (from country *Gamma*) that needs medical attention immediately. Travellers from *Gamma* are allowed into *Alpha* only after prior arrangement (a travel Visa) and the child does not have this documentation.



Rule-based: There's a man in country *Delta*. He is travelling to his home, which is country *Epsilon*, but he can only do so via *Alpha*. *Alpha* law is that travellers who are returning to their country of residence, regardless of where they have been travelling, have to take priority.



Judgment

Who do you allow to your country? Remember, you can only allow traveller(s) from one neighbouring country.

- The 10 refugees from Beta.
- The refugee orphan child from Gamma.
- The traveller coming from Delta and travelling back home to Epsilon.

The Refugees' Dilemma (Experiment 2a)

You are a security guard in a border control of a hypothetical country, *Alpha*. Border controls are measures to monitor a country's borders, including controlling the movement of people, into as well as out of a country. One of the critical functions is to regulate immigration (both legal and illegal) and to control the movement of citizens.

Your border control is at a point where *Alpha* neighbours three other countries, *Beta*, *Gamma*, and *Delta*.

Because of escalating political issues, you have just been told to make one last decision before borders get permanently closed until further notice. You have received instructions from a top government command that you can only allow the entrance of people from just 1 country (including residents from your own country *Alpha*). Once you’ve done that, the *Alpha* borders will be sealed and no more travellers will be allowed from any other country. The military is at the border control and will ensure that once entry from one country has been completed the borders will be shut.

However, the military captain who is with you does not actually know the border control rules. So, you can decide which traveller(s) to let in. However, even though the choice is yours, there will be consequences from your choice, if for example your superiors decide you abused the rules and relevant laws of *Alpha*. You do not know what these consequences will be, but most likely you will lose your job.

Utilitarian vs. Emotional vs. Rule-Based (Experiment 2a)

Utilitarian: There’s a group of 10 refugees from country *Beta*. They need help. Ordinarily, *Alpha* allows travellers from *Beta*, but according to *Alpha* law, *Alpha* citizens travelling home have to take priority.



Emotional: There’s a refugee orphan child (from country *Gamma*) that needs medical attention immediately. Travellers from *Gamma* are allowed into *Alpha* only after prior arrangement (a travel Visa) and the child does not have this documentation.



Rule-based: There’s a man from your own country *Alpha*, who was travelling in *Delta*. Now he wants to go back home. The *Alpha* law is that travellers who are

Alpha citizens have to take priority when returning to *Alpha*, regardless of where they have been travelling.



Judgment

Who do you allow to your country? Remember, you can only allow traveller(s) from one neighbouring country.

- The 10 refugees from Beta.
- The refugee orphan child from Gamma.
- The traveller who is an Alpha citizen coming from Delta.

Utilitarian vs. Emotional vs. Rule-Based (Experiment 2b)

Utilitarian vs. Emotional vs. Rule-Based

Rule-based: There's a refugee from country *Beta*. He needs help. Country *Alpha* has a special agreement with country *Beta*, so that, according to *Alpha* law, travellers from *Beta* to *Alpha* take first priority (even when they are not *Alpha* citizens).



Emotional: There's a refugee orphan child (from country *Gamma*) that needs medical attention immediately. Travellers from *Gamma* are allowed into *Alpha*

only after prior arrangement (a travel Visa) and the child does not have this documentation.



Utilitarian: There's a group of 10 people from your own country *Alpha*, who were travelling in *Delta*. Now they want to go back home. But note, *Alpha* law is that travellers from country *Beta* have to take first priority, regardless of whether they are *Alpha* citizens or not, and these 10 people are instead travelling from *Delta*.



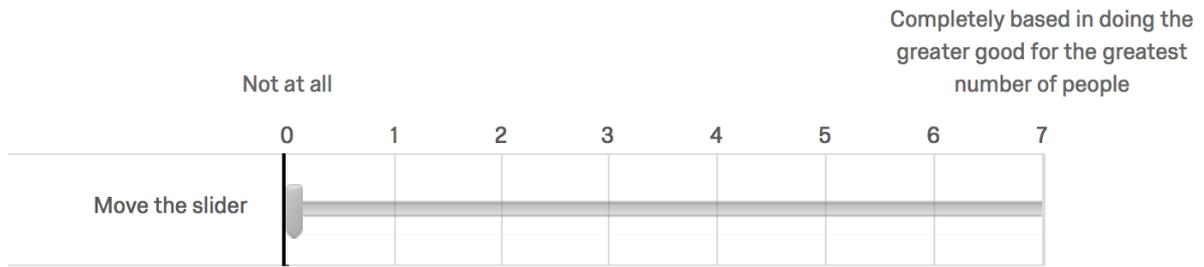
Judgment

Who do you allow to your country? Remember, you can only allow traveller(s) from one neighbouring country.

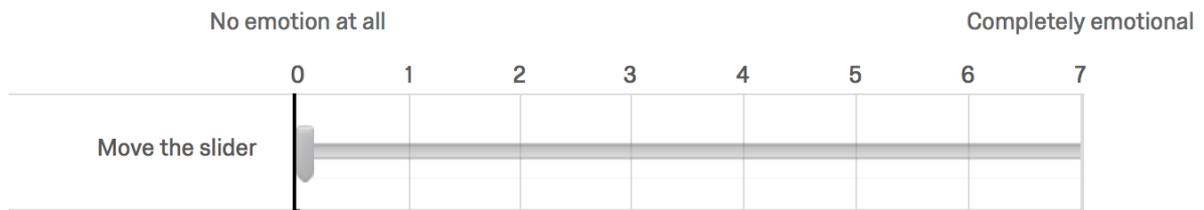
- The refugee from Beta.
- The refugee orphan child from Gamma.
- The 10 travellers who are Alpha citizens coming from Delta.

Validation of the Experimental Paradigm

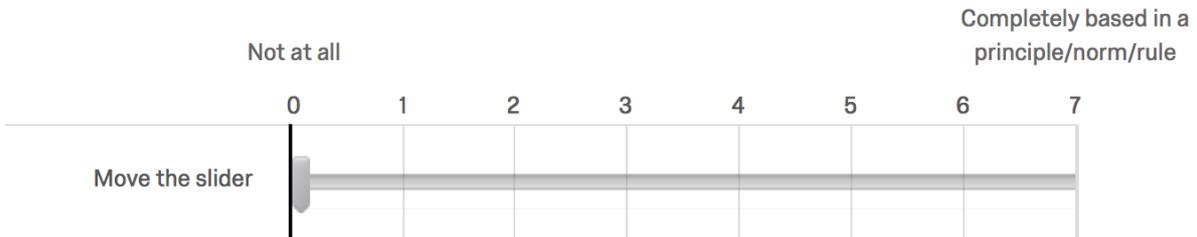
- How much would you say that doing the greater good for the greatest number of people was the basis for your decision?



- How much would you say that emotion was the basis for your decision?



- How much would you say that a principle/norm/rule was the basis for your decision?



Psychological Distance Measure

- How distant do you feel yourself from the scenario when making your decision?



Dot Matrix Task (Experiment 3)

We used a dot matrix task (as in Bonnefon, Hopfensitz & De Neys, 2013) to manipulate cognitive load. See below an example.

Instructions:

Memorise the following dot pattern.

It is crucial that you reproduce the pattern correctly at the end of the task.

Are you ready?

●		●
		●
●		

Please indicate in the matrix below the pattern of the dots you have seen before:
