

Supplemental Material

A. Translated subject instructions

B. Translated set of stimuli

A. Subject instructions

During all the breaks in the experiment you should remain motionless and not show facial expressions. Also during the proper sections of the experiment you should avoid unnecessary movement and expressions. All sections are conducted only by thinking, thus participation does not require movement.

The experiment begins with a five minute break during which the body's baseline activation is measured. After the first break there is a first section, which is either inquiry or advocacy (see details below). Which mode is upcoming next will be announced during the breaks on the screen. The first section takes 10 minutes. After the first section there is a 1 minute break, during which the upcoming mode is announced. The second section is either inquiry or advocacy – but different than the first section. The second section takes 10 minutes. After the second section there is a 1 minute break and after the break there is a third section that is passive watching (see details below). The third section also takes 10 minutes.

Inquiry mode: Your task is to take an inquisitive approach on the statements of the persons shown on the screen. You can try to find out more about the matter that the person on the screen is presenting, and show interest. You can try to take an attitude that best helps you to understand the person's way of thinking. You can study the person's viewpoints and the reasons behind them – ask for reasons. You can ask different questions and corrections that you make out of the person's statement. Avoid being annoyed and try to put yourself into the person's way of thinking and be interested in the person's viewpoint, even if you did not agree with the person. Avoid criticism and do not object in your mind. You can also present your questions through a "role character", i.e. your questions do not necessarily have to correspond to your own real opinions.

You should not at any point say anything aloud, but produce the questions in your mind.

Advocacy mode: Your task is to be critical and if possible, form objections to the statements of the persons shown on the screen. You can try to challenge the statements of the persons shown on the screen. You can make your own arguments based on the person's statements and try to reason your critique. Do not start to show interest in the person or the person's statements. You can also present your critique through a "role character", i.e. your critique does not necessarily have to correspond to your own real opinions.

You should not at any point say anything aloud, but produce the critique in your mind.

Baseline or passive viewing: Your task is to watch the persons and their statements shown on the screen without thinking much about them. This is a passive spectator task.

It is important to understand that that the inquiry and advocacy experimental sections are not opposites! This is not e.g. about positive vs. negative attitude but namely INQUIRY AND ADVOCACY!

B. Translated set of stimuli

This supplement presents the stimuli in a random order. Each stimulus has a photograph of a person with a statement. The photographs were acquired from Flickr.com under the Creative Commons license. The statements are translated into English from the original language.



Facebook is very important in my life.



I am terrified of gene manipulated food.



I have three cats and dogs.



Finland should be as self-sufficient in food production as possible.



A common Greek is not responsible for the problems of Greece.



I rarely cook for my husband.



Game keeping is a fine hobby.



Shopping makes me happy.



I completed my non-military service as a school helper.



Western countries ought to keep out from the Arab countries.



I do not follow the news because they are always dreadful.



I must make it for a jog every day.



I am afraid of flying.



I admire NHL hockey players.



Nature conservation must not reduce jobs.



Children should not be taken to day care until they are three years old.



All my best friends are women.



We should abandon nuclear power.



Our family has a 250.000 Euro mortgage.



I needed a divorce to become happy.



Life is at its best in mid-age.



Happiness does not require modern conveniences.



Apple is the superior technology company.



One can enjoy life even with illness.



Public transport is the only proper way to commute.



My husband is introverted and it annoys me.