

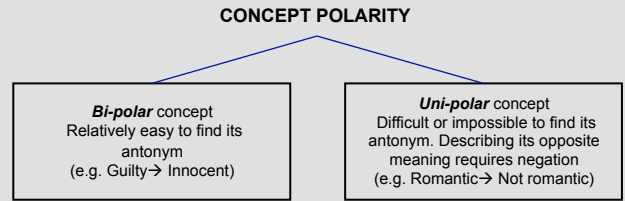
Should a politician say: “I will not **TOLERATE** any form of bribery” or “I will not **ACCEPT** any form of bribery”?

People’s confidence in judging a statement’s validity can depend on the cognitive process evoked by its structure, regardless of its content.

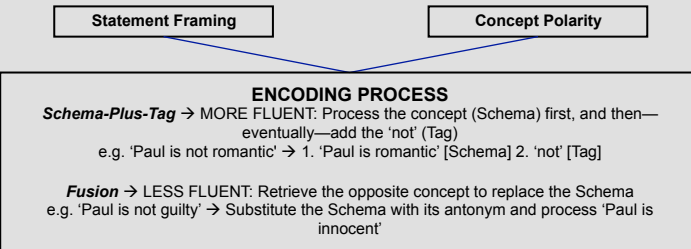
Theory Building Block 1

STATEMENT FRAMING		Claim Type	
		Affirmation	Negation
Pre-existing Beliefs	Congruent	Affirmation frame	Negation frame
	Incongruent	Negation frame	Double Negation frame

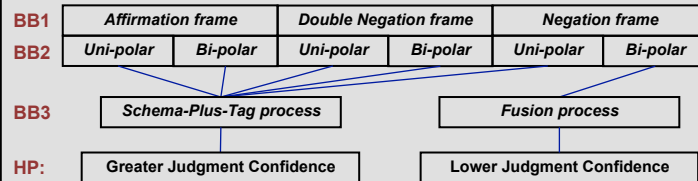
Theory Building Block 2



Theory Building Block 3



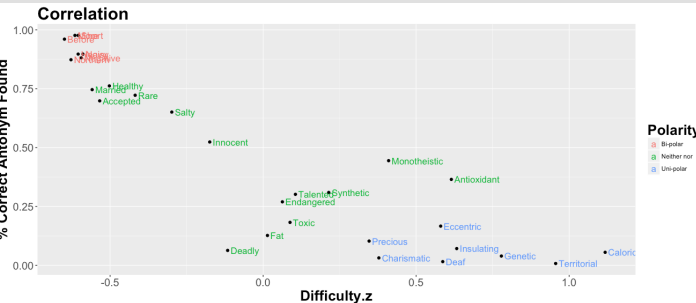
Theoretical Framework



Since Schema-Plus-Tag is a more fluent process than Fusion, we use response time (RT) measures to support the hypothesis that different processes take place.

Pre-test 1: Classifying Concepts as Bi/Uni-polar (N=126)

Ppts saw 29 single-word concepts, and had to find an antonym for each of them and rate the difficulty of finding an antonym: 1(not at all)-7(extremely).



Pre-test 2: Testing Pre-Existing Beliefs Presence (N=319)

Test 60 true/false statements, and 16 yes/no questions eventually predictive of the presence/absence of existing beliefs about the statements. We selected:

STIMULI	Affirmations	Negations
Bi-polar	John F. Kennedy was elected before Ronald Regan (basic knowledge in American history?)	Turtles can not live more than 100 years (basic general knowledge?)
	The charge of electrons is negative (basic knowledge in chemistry?)	Italy is not in the Northern hemisphere (basic knowledge in geography?)
	One liter of oil is heavier than one liter of water (basic knowledge in natural sciences?)	Explosions in outer space are not noisy (basic knowledge in acoustics?)
Uni-polar	Dogs are deaf when they are born (basic knowledge about animal development?)	Avocado is not a caloric fruit (basic knowledge about food properties?)
	Vincent Van Gogh had an eccentric personality (basic knowledge in art history?)	Glass is not an insulating material (basic knowledge in material science?)
	Down Syndrome is a genetic disorder (basic knowledge in genetics?)	Traumas are not genetic conditions (basic knowledge in genetics?)

Main Study

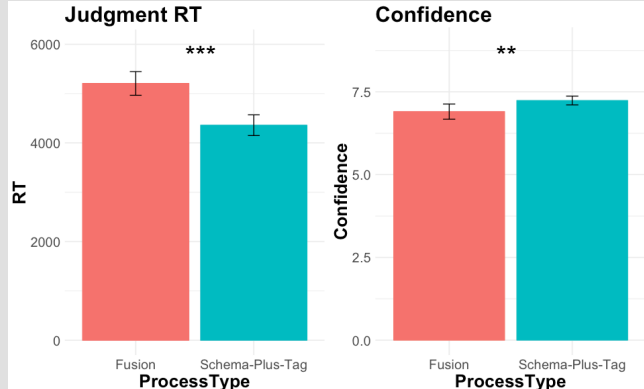
Methods: Preregistered on [ASPREDICTED](#), run in [Direct RT](#).
 • N = 270, repeated-measures → 2,093 observations post-exclusion
 • Participants answered the 11 questions and judged the 12 statements selected in Pre-test 2.
 • Incentivized: the 5 participants who correctly judged the greatest # of statements in the shortest amount of time got an extra \$10.

Design: Process Type: Schema-Plus-Tag vs. Fusion (within-sbj)

Results:

	Dependent variables:	
	RT	Confidence
Process Type (S-P-T)	-846.160*** (210.287)	0.335** (0.134)
Constant	5,205.524*** (239.862)	6.904*** (0.230)

*p<0.1; **p<0.05; ***p<0.01



Conclusion

As predicted, the less fluent Fusion process leads to lower judgment confidence.

CONTACT

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