University

# The Real Momentum Effect: When Do People Expect a Streak to End?

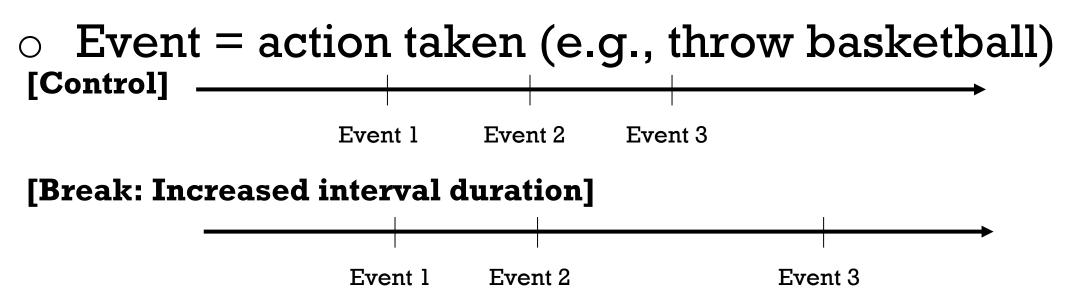


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# **Abstract**

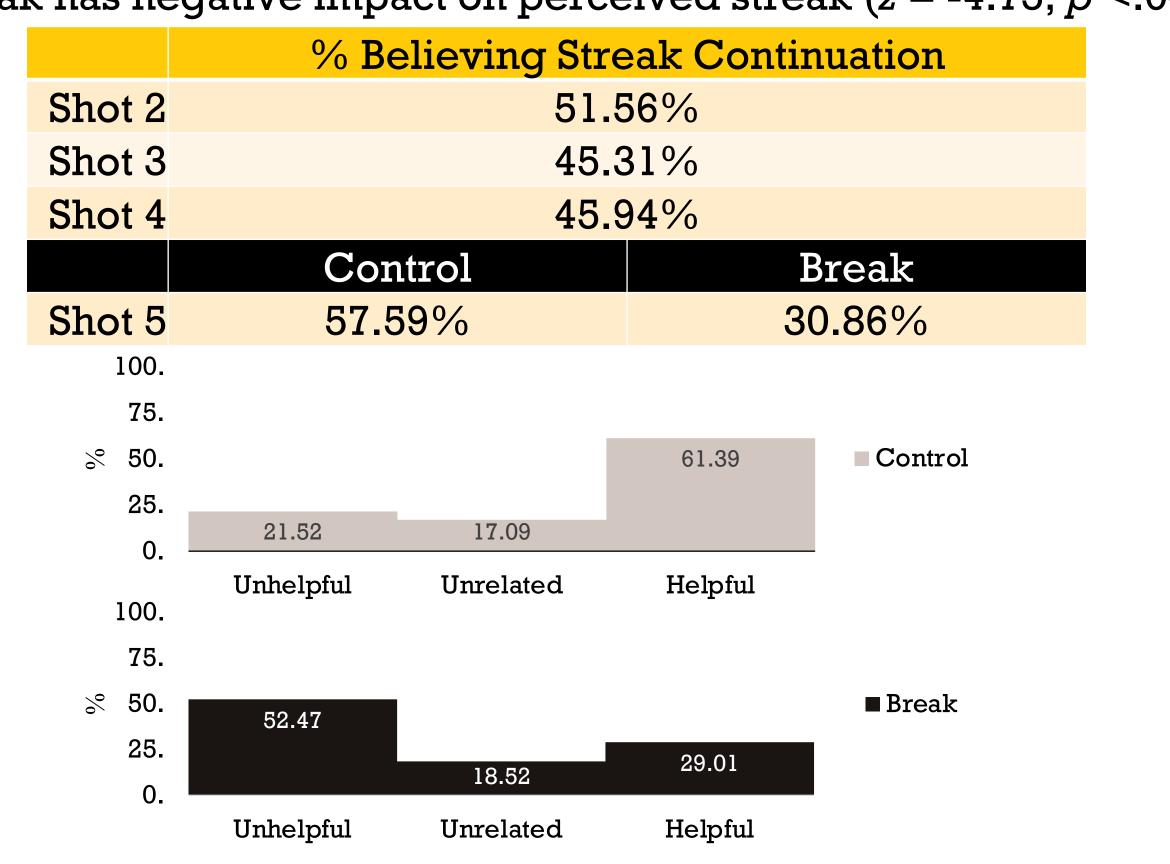
- How do people predict when streaks will end?
- What influences perceived likelihood of streak continuation: length, agency<sup>1, 2, 3, 4, 5</sup>
- Also: psychological momentum, or beliefs about the perceived likelihood of something continuing based on prior actions<sup>6, 7</sup>
- In physics, Momentum = mass × velocity; we focus on what influences velocity by changing the interevent interval time



# S1: Breaks Hurt Perceived Streak Continuation

## Method (aspredicted #47202):

- Ps (N = 320, ASU) read about Anuj who is practicing a wrist shot in hockey, randomly assigned to either Control or Break.
- $\circ\,$  Ps guess whether Anuj will score again and continue the streak on  $2^{nd},\,3^{rd},\,4^{th},\,and\,5^{th}$  (key DV) shots.
- Ps learn Anuj makes shots 1, 2, 3, and 4. On 5<sup>th</sup> shot:
  - (Control) Anuj continues shooting
  - (Break) Before taking his 5<sup>th</sup> shot, he pauses for about a couple of extra minutes. Then, Anuj continues shooting.
- Key DV: Anuj will [will NOT] continue the streak
- DV2: Is break/continuing shooting unhelpful, unrelated, helpful?
   Results:
- Break has negative impact on perceived streak (z = -4.75, p < .001)



# S2: Activity Taking Longer > Break

## Method (aspredicted #47490):

- Ps (N = 418, ASU) read about George practicing basketball freethrows with about a minute between throws. Ps randomly assigned to Control, Break, or Longer
- Similar setup to Study 1 with Ps guessing on shots 3-6. On Shot 6:
  - (Control) George continues shooting with his usual procedure and, at last, he shoots.
  - (Break) Before taking his sixth throw, George takes a minute off for a break. Then, George continues shooting with his usual procedure and, at last, he shoots.
  - (Longer) During his sixth throw, George takes more time in each step of the procedure, so the turnaround time takes a minute longer than usual. Then, at last, he shoots.

#### **Results:**

- Control > Break (z = -7.03, p < .001)
- Control > Longer (z = -4.67, p < .001)
- Longer > Break (z = 2.67, p = .0077)

	% Believing Streak Continuation				
Shot 3	68.42%				
Shot 4	53.59%				
Shot 5	50.96%				
	Control	Break	Longer		
Shot 6	71.01%	27.46%	42.75%		

# S3: Applies To Skill But Not Luck Games

## **Method:**

- $\circ$  Ps (N= 344, mTurk) read about Yuval playing either a luck-based (Luck condition) or skill-based game (Skill condition); randomly assigned to one cell of 2 (Skill or Luck)  $\times$  2 (Control or Break).
- Make guess about if Yuval's streak continues in rounds 15-19.
- o On round 19, Yuval continues (Control) or takes break (Break).

### **Results:**

- Observe effect of Break (+1; Control = -1; z = -2.49, p = .013), Skill (+1; Luck = -1; z = 4.60, p < .001) and an interaction (z = 2.07, p = .039)
- Skill: Control > Break (z = 3.03, p = .0025)
- O Luck: Control ~ Break (z = 0.32, p = .75)

	% Believing Streak Continuation				
Round 15	95.65%		55.63%		
Round 16	90.76%		43.13%		
Round 17	78.80%		38.13%		
Round 18	79.35%		45.63%		
	Control/Skill	Break/Skill	Control/Luck	Break/Luck	
Round 19	84.27%	64.21%	51.90%	49.38%	

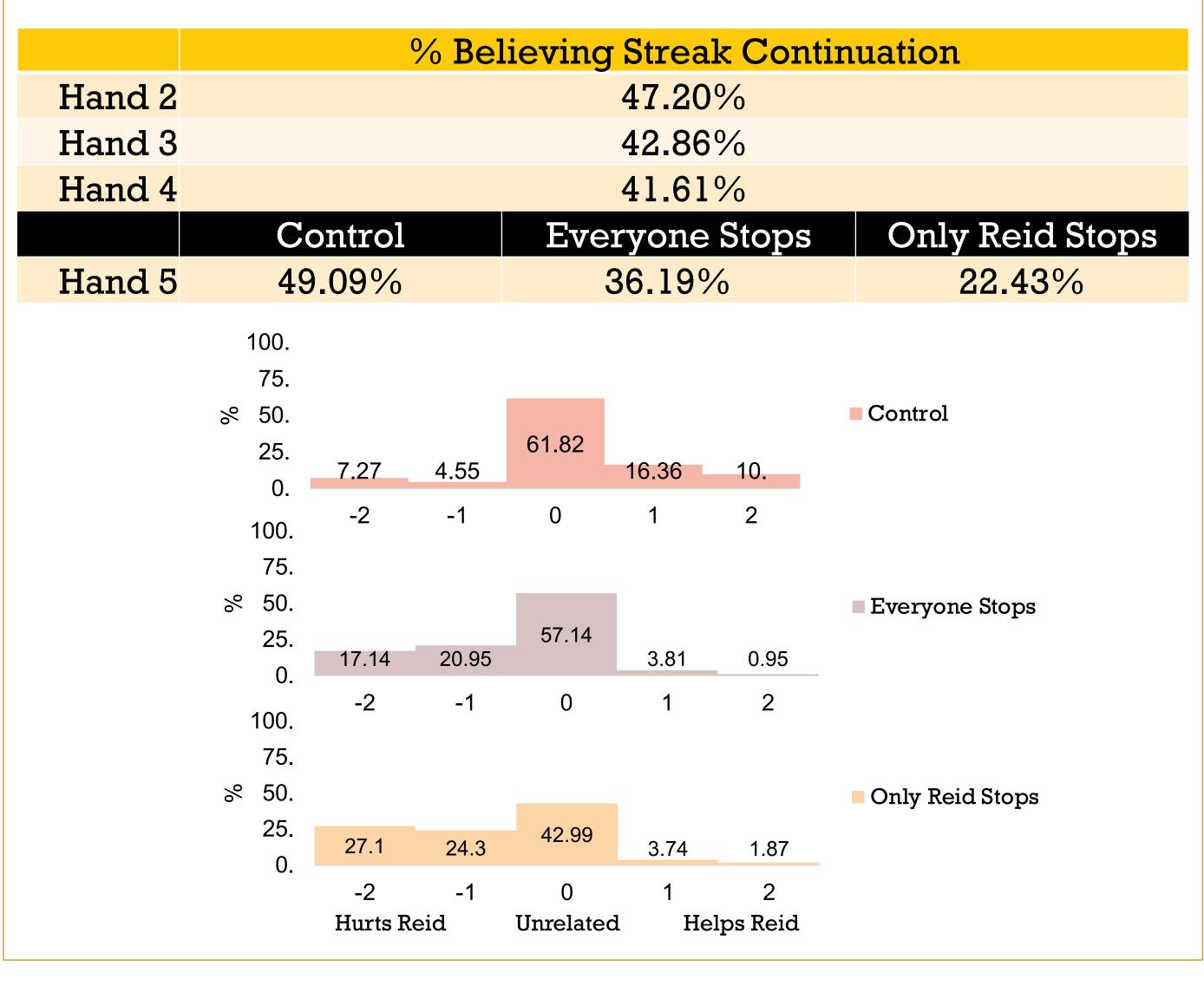
# S4: Everyone Stops > Only Actor Stops

#### **Method:**

- Ps (N = 322, mTurk) read about Reid who plays skill-based
   Shanghai Mahjong with friends; Ps randomly assigned to Control,
   Everyone Stops, or Only Reid Stops.
- Ps make predictions about if Reid will continue the winning streak on Hands 2, 3, 4, and 5; learn Reid wins Hands 1-4.
- On Hand 5 (Key DV), Ps see Reid keep going (Control), Reid and everyone else take break (Everyone Stops), Reid takes a break while friends play a hand (Only Reid Stops)
- We assess perceived impact of break for Reid and everyone else: harmful, unrelated, helpful. We create score from -2 (Hurts Reid) to 0 (Unrelated) to +2 (Helps Reid).

#### **Results:**

- $\circ$  Control > Only Reid Stops (z = -4.01, p < .001)
- $\circ$  Control > Everyone Stops (z = -1.91, p = .057)
- Everyone Stops > Only Reid Stops (z = 2.19, p = .029)



## Conclusions

- Taking a break is perceived to have negative impact on likelihood of streak continuing—for skill-based games.
- Taking a break hurts perceived streak continuation more than taking longer.
- The actor being only one to take a break hurts perceived streak continuation more than everyone taking a break.

#### Contact

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