

# Appendix A. Question wordings for experiment 1.

## Fully balanced scale

In general, do you think things in this country are heading in the right direction or heading in the wrong direction?

- Right direction
- Wrong direction

On the whole, do you think the economic situation in this country is getting better or do you think the economic situation is getting worse?

- Getting better
- Getting worse

In general, do you think now is a good time to buy a house or do you think now is a bad time to buy a house?

- Good time
- Bad time

Do you regularly follow the news or do you not regularly follow the news?

- Yes, regularly
- No, not regularly

## Minimally balanced scale, type 1

In general, do you think things in this country are heading in the right direction, or not?

- Yes, I do
- No, I don't

On the whole, do you think the economic situation in this country is getting better, or not?

- Yes, I do
- No, I don't

In general, do you think now is a good time to buy a house, or not?

- Yes, I do
- No, I don't

Do you regularly follow the news, or not?

- Yes, I do
- No, I don't

### **Minimally balanced scale, type 2**

In general, do you or do you not think things in this country are heading in the right direction?

- Yes, I do
- No, I don't

On the whole, do you or do you not think the economic situation in this country is getting better?

- Yes, I do
- No, I don't

In general, do you or do you not think now is a good time to buy a house?

- Yes, I do
- No, I don't

Do you or do you not regularly follow the news?

- Yes, I do
- No, I don't

### **Unbalanced scale**

In general, do you think things in this country are heading in the right direction?

- Yes, I do
- No, I don't

On the whole, do you think the economic situation in this country is getting better?

- Yes, I do
- No, I don't

In general, do you think now is a good time to buy a house?

- Yes, I do
- No, I don't

Do you regularly follow the news?

- Yes, I do
- No, I don't