**Initial Script**

Thank you for taking the time to come today. This [hand over document] is a participant information sheet explaining today’s study. It contains detailed information about the study, protocol, your rights and the responsibilities of the researchers involved. Your consent is required before we proceed, so please take a moment to read over the document and sign this [hand over document] informed consent form at the bottom if you agree to proceed with the study.

[If signed]

Before we begin I want to make some general comments about what we are doing here today and explain the rules that we must follow. You are here to participate in a scientific study to assess levels of salivary hormones and enzymes. You should understand that the compensation offered is not the researcher’s own money but, instead, provided by the university for the explicit use of this research. Any findings of the study will be used to write academic work. If you need to use the toilet, please feel free to do so now as you won’t have another opportunity in the next hour. Any questions before we continue with the rules?

Rules:

1. You will be prompted by a researcher at specific times during the next hour to provide three samples of your saliva, please be sure to follow directions to ensure we collect a proper sample.

2. You should have not used tobacco products, engaged in heavy physical activity, or consumed alcohol, food or drink (anything except water) during the last hour before arriving here. Have you done any of these?

3. You are not allowed to chew gum or drink anything other than water during the duration of the study.

4. You are not allowed to speak to any participants or use any mobile devices during the conduct of the study. Please turn off any devices you may have now and I will hold on to them until the end of the experiment.

Any questions before we continue?

I will now leave you here for the next 20 minutes so that you may relax and we may collect a proper baseline measurement. Please feel free to sit or stand but be sure not to leave the room. When I return, I will bring you some water to rinse your mouth and a test tube to collect some saliva from you. Thank you once again for participating in the study.

**Passive Drool Script I**

Thank you for waiting. Please rinse your mouth thoroughly with this water [hand over water] and spit in the bin. [Wait until complete] Now, I am going to hand you a straw and a test tube. Please place the one end of the straw in the test tube and the other inside the bottom part of your mouth. Allow saliva to pool in the bottom of your mouth and tilt your head slightly forward without swallowing, allowing saliva to pass from the bottom of your mouth, through the straw and into the test tube. I will time you once you are ready to make sure that we only collect saliva for a total of two minutes. Are you ready?

[Collect saliva for two minutes]

Thank you for that. I will go put this sample on ice and return shortly.

**Ultimatum Game Script**

Thank you for waiting. We are now going to engage in a social interaction called the ‘ultimatum game’. This game will be played with another participant I will bring into the room shortly. Please remember that you are not allowed to speak with the other participant during at all or you will not be able to complete the game and both will lose your bonus. I will now explain the rules of the game you will play. It is important that you listen as carefully as possible because I will not be in the room to repeat the instructions while you are playing the game and you can’t ask the other player what to do next.

You [pointing to the participant] will serve as Player [randomize], please write the number in the space provided above your team flag and note that you will go [first or second] when the game begins. The other participant will serve as player [other choice], please note that he will go [first or second] when the game begins.

Player 1, begins the game by offering player 2, an amount from £0 to £10 by writing in the space provided for the first offer [show on card] and passing the card as such [demonstrates]. Player 2 only has two options: to accept the proposal or reject the proposal. Player 2 will use a checkmark to accept the proposal or an ‘X’ to reject it. If Player 2 accepts the offer made by Player 1, then Player 2 gets the offer made and Player 1 keeps the remainder of the £10. If the player receiving the offer rejects the offer, no matter what the amount, neither player gets any money. That is why the game is considered an ultimatum.

Some examples are located on this sheet:

[give sheet]

Player 1 will go first and Player 2 second, making offers and deciding whether to accept or reject each one until each player has made 10 offers and each has decided to accept or reject 10 offers. Please be sure to alternate between offers, pass the transparencies back-and-forth appropriately, and write down each offer and response on the cards as you go along.

At the end of the game the player I am about to bring in will step outside to let me know the game is complete and I will come in to take another sample of your saliva.

Your performance during the game will be evaluated against the best possible outcome. Each player will get a monetary reward based on their performance during the game. This reward is a bonus on top of the compensation you are receiving for the time spent here today. The reward will be a randomized selection out of one of the 10 offers made using a ten-sided dice. So, if we use any of the examples from the sheet, you would actually get that money if the other player accepted that offer. If the other player rejects it, however, you will get nothing as the ultimatum game prescribes.

Please select one of the following three envelopes to find out at random which other participant you will play with [offer envelopes]. You have selected a player from [place]. Do you have any questions before I step outside to get them and you begin playing the game?

[Step outside to get confederate]

Remember, at no time are you allowed to speak with the other player or both will forfeit your reward for playing the game. You will be evaluated on your performance throughout. Once you have completed the game, keep your own sheet and have Player [confederate] please step outside.

Begin.

[GAME IS PLAYED]

**Passive Drool Script III**

Thank you for playing the game. Please rinse your mouth thoroughly with this water [hand over water] and spit in the bin. [Wait until complete] Now, we are going to repeat exactly the same procedure as before. I am going to hand you a straw and a test tube. Please place the one end of the straw in the test tube and the other inside the bottom part of your mouth. Allow saliva to pool in the bottom of your mouth and tilt your head forward without swallowing, allowing saliva to pass from the bottom of your mouth, through the straw and into the test tube. I will time you once you are ready to make sure that we only collect saliva for a total of two minutes. Are you ready?

[Collect saliva for two minutes]

Thank you for that. I will go put this sample on ice and return shortly.

**Survey Script**

Thank you for waiting. This a simple survey to gather some basic information about you and your and attitudes, so that we may compare the results between participants. Basic instructions are on the top of the first page but every question will have a prompt on how to answer. I will be outside if you have any questions. I will be back in 10 minutes to see how you are progressing along but bear in mind there is no time limit.

**Debrief Script**

Thank you for completing the survey. The last step is a quick debrief of your experience throughout the study. Could you please tell me your thoughts on the following:

Overall perception of the study:

Perception of the other participant:

Thoughts on the survey:

Any other thoughts about the study?

What did you think the study was about?

In order to conduct the study, a minor level of deception was used and you were not told from the beginning what we are researching. We are interested in whether your hormone and enzyme levels are more likely to shift if you are playing with a Scot, a Brit, or another EU citizen. That is the reason we collected saliva samples. We could not tell you ahead of time because we were afraid that knowledge would bias the study. Your participation was a very important part of a cutting-edge experimental attempt to assess identity politics across Spain and the UK. These findings will be used in academic work and further our knowledge of identity.

**Compensation Script**

This concludes the study. Thank you once again for your participation. Please use this ten-side dice to find which reward you will receive.

Here is an envelope containing the compensation for your time.