This is an appendix containing the stimulus materials for the experiments reported in the paper ‘Salient Alternatives in Perspective.’

*Participants were randomly assigned to one of 16 vignettes in a 4 (Vignette Type: Diamond, Clock, Vacation, Car Theft) × 2 (Attributor Perspective: First or Third) × 2 (Alternative Salience: Control/No Salient Alternative, Salient Alternative) between-subjects study.*

*To indicate both first-person and third-person perspective conditions as well as both alternative and no alternative conditions, the perspective manipulations are set off in square brackets and the salient alternative manipulations are set off in curved brackets. After reading exactly one vignette, participants were asked to answer a binary test question about knowledge. After answering the binary question, on a subsequent page with the vignette no longer visible, participants rated their confidence in the answer on a six-item Likert scale anchored with 1 (Very Unconfident) and 6 (Very Confident). Test questions were always offered in the same order.*

*On a third page with the vignette no longer visible participants answered two attention check questions.*

Diamond

You [Emma] are [is] shopping for jewelry. You [Emma] go[es] into a nice-looking store, and spend[s] some time looking at various different displays. You [Emma] tell[s] the salesperson that you [she] are [is] looking for a simple diamond necklace with a classic design. You [She] want[s] to be able to hold the items before you [she] make[s] up your [her] mind about them, and you [she] ask[s] the salesperson to show you [her] quite a wide variety of different items, which he brings out for you [her] one tray at a time. You [Emma] select[s] a diamond necklace from a tray marked ‘‘Diamond Earrings and Pendants’’. ‘‘What a sparkly diamond!’’ you [she] say[s] as you [she] hold[s] it up. {You [Emma] could not tell the difference between a real diamond and a cubic zirconium fake just by looking or touching.}

\*Question 1: What is the best description of your [Emma’s} situation? Select one:

I [Emma] know[s] that the stone is a diamond  
I do [Emma does] not know that the stone is a diamond

\*Question 2: How confident are you in your answer?

Very unconfident - Unconfident - Somewhat unconfident - Somewhat confident - Confident -Very confident

\*Question 3: What were [was] you [Emma] looking for in the story?

Cake – Jewelry – Vacuum – Car

\*Question 4: Who were [was] you [Emma] talking to in the story?

Salesperson – Police Officer – Barista – Insurance agent

Clock

You [Wanda] are [is] out for a weekend afternoon walk. You [She] go[es] on a route that first takes you [her] through a large park that is full of trees, then passes by the train station and ends up by the courthouse on the central square. Passing near the train station, you [Wanda] wonder what time it is. You [She] glance[s] up at the clock on the train station wall and see[s] that it says 4:15 pm. It is in fact 4:15 pm at that moment. {The station clock is in fact working, but it has no second hand, and you [Wanda] only look[s] at it for a moment, so you [she] would not be able to tell if the clock were stopped.}

\*Question 1: What is the best description of your [Wanda’s] situation? Select one:

I [Wanda] know[s] that it is 4:15

I [Wanda] do[es] not know that it is 4:15

\*Question 2: How confident are you in your answer?

Very unconfident - Unconfident - Somewhat unconfident - Somewhat confident - Confident -Very confident

\* Question 3: What were [was] you [Wanda] doing in the story?

Going to the movies – Meeting a friend – Going for a walk – Going shopping.

\* Question 4: What did you [Wanda] pass in the story?

The museum – The train station – The waterfront – The circus

Car Theft

One sunny Wednesday, you [Sam] meet[s] a friend for lunch down town. You [Sam] park[s] your [his] car on the street around the corner from the restaurant. The lunch is delicious and as you [Sam] get[s] ready to pay you [he] still remember[s] that you[he] parked the car on the street around the corner. However, since the weather is fine, you[he] decide[s] to take a walk with your [his] friend and pick up the car later. {However, since the car is out of sight, you [Sam] would not have been able to tell if it had been stolen.}

\*Question 1: What is the best description of your [Sam’s] situation? Select one:

I [Sam] know[s] that the car is parked on the street

I [Sam] do[es] not know that the car is parked on the street

\*Question 2: How confident are you in your answer?

Very unconfident - Unconfident - Somewhat unconfident - Somewhat confident - Confident - Very confident

\* Question 3: What did you [Sam] park in the story?

Your [His] car – Your [His] bicycle – A stroller – Your [His] Vespa

\* Question 4: Where did you [Sam] park it in the story

In a garage – At home – On the street – In another city

Vacation

You [Luke] work[s] in an office with two other people, Victor and Monica. The work gets boring sometimes but you [Luke} like[s] your [his] colleagues and you [the three of them] chat about all sorts of things with the two of them [~~with the two of them~~] when work is slow. All winter Victor has been telling you [Luke] about his plans to go to Las Vegas on his vacation, even showing you [Luke] the website of the hotel where he has reservations. When Victor is away on vacation, you [Luke] see[s] Victor’s Facebook photos of himself with Vegas landmarks in the background, together with status updates about how much he is enjoying his trip. Victor really did have a good time in Vegas, and was sad to go back home. When he gets back to work, Victor talks a lot to you [Luke] about how much fun he had on vacation. {The resolution on the Facebook photos was low, however; you [Luke] could not tell the difference between real vacation pictures from Las Vegas and fakes created with Photoshop.}

\* Question 1: What is the best description of your [Luke’s] situation? Select one:

I [Luke] know[s] that one of my [his] co-workers recently vacationed in Las Vegas  
I [Luke] do[es] not know that one of my[his] co-workers recently vacationed in Las Vegas

\*Question 2: How confident are you in your answer?

Very unconfident - Unconfident - Somewhat unconfident - Somewhat confident - Confident -Very confident

\* Question 3: Where do[es] you [Luke] work in the story?

In a coffee shop

In a restaurant

In an office  
In a bar

\*Question 4: Where has Victor been in the story?

New York

Las Vegas

New Orleans

San Diego