

The persuadable mind.

Personality traits, dissonant information, and political persuasion

Appendix

Appendix A. The two scripts at a glance

Appendix B. Additional results

Appendix A

Scripts at a glance

Figure A1. Persuasion design, script 1 (climate change)

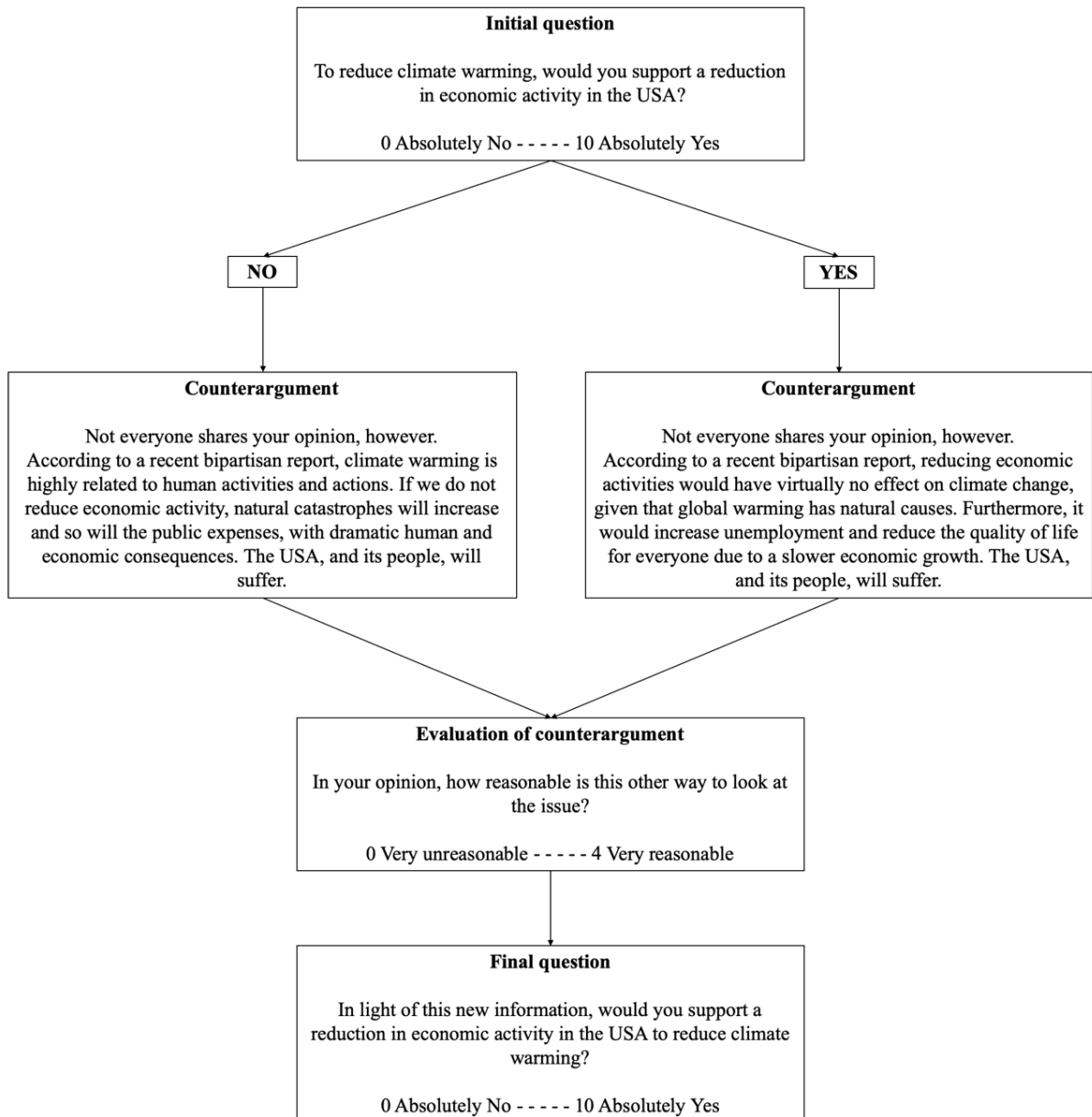
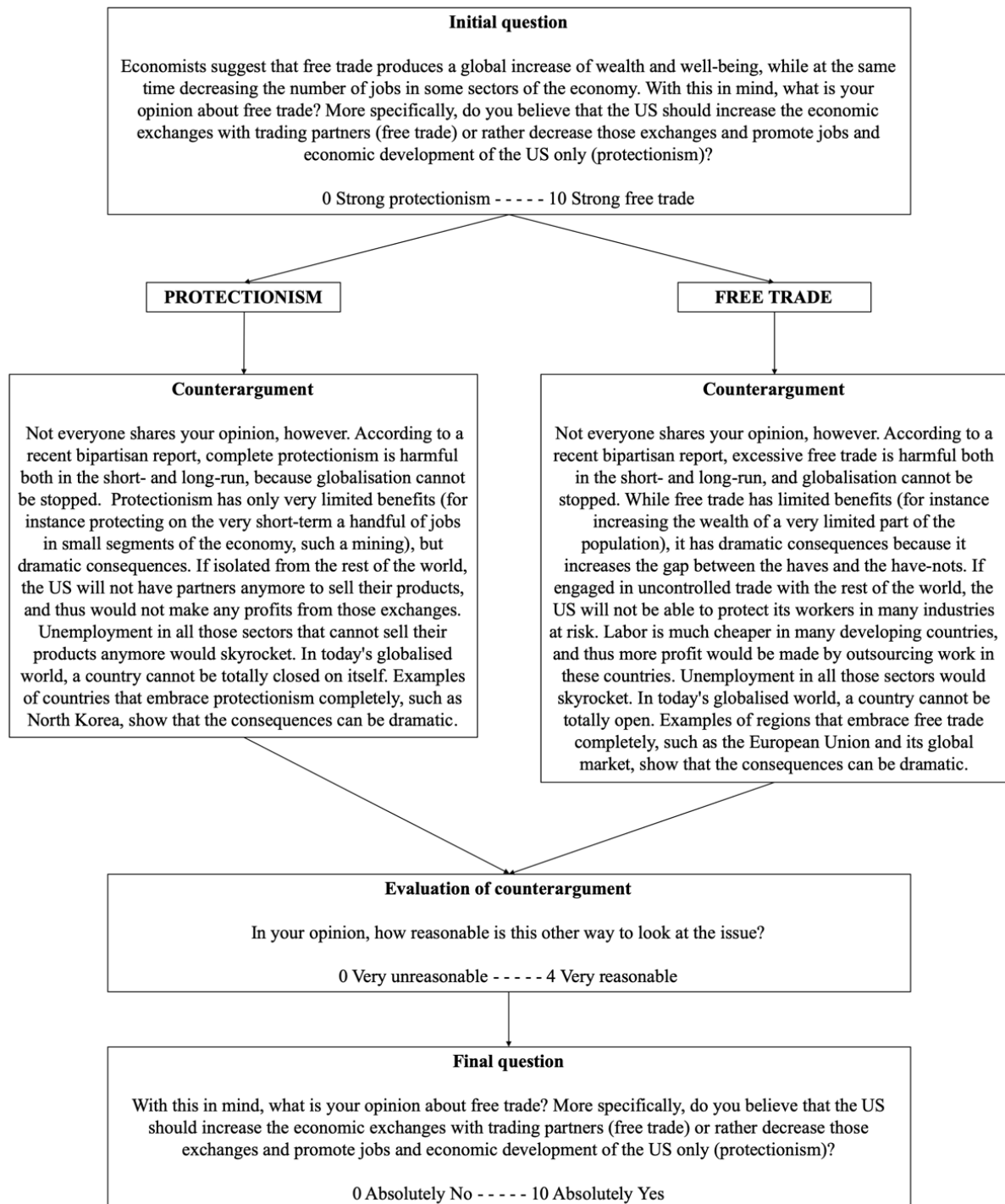


Figure A2. Persuasion design, script 2 (free trade)



Appendix B

Additional results

Table B1. Descriptive statistics (pooled data)

Variable	N	Mean	SD	Min	Max
* Persuasion	2,186	1.13	1.65	0.00	10.00
* Polarization	1,359	0.22	0.64	0.00	5.00
* Evaluation of counterargument	2,333	2.19	1.26	0.00	4.00
Initial opinion	2,396	5.65	2.89	0.00	10.00
Opinion extremity	2,396	2.46	1.66	0.00	5.00
Issue knowledge	2,396	1.37	0.92	0.00	3.00
Issue anxiety	2,342	2.29	1.35	0.00	4.00
Republican	2,396	2.56	1.37	1.00	5.00
Female	2,386	1.51	0.50	1.00	2.00
Age	2,396	39.60	12.59	18.00	77.00
Education	2,392	11.93	1.84	1.00	16.00
White	2,396	0.79	0.40	0.00	1.00
Extraversion	2,396	3.56	1.73	1.00	7.00
Agreeableness	2,396	5.35	1.31	1.00	7.00
Conscientiousness	2,396	5.56	1.32	1.00	7.00
Emotional stability	2,396	4.98	1.58	1.00	7.00
Openness	2,396	5.03	1.37	1.00	7.00
Stability ^a	2,396	5.30	1.10	1.33	7.00
Plasticity ^b	2,396	4.29	1.24	1.00	7.00
Narcissism	2,396	3.15	1.44	1.00	7.00
Psychopathy	2,396	2.49	1.28	1.00	7.00
Machiavellianism	2,382	2.41	1.40	1.00	7.00
Dark Core ^c	2,382	2.68	1.11	1.00	6.50

* Dependent variable

^a Average score of agreeableness, conscientiousness, and emotional stability.

^b Average score of extraversion and openness.

^c Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

Table B2. Zero-order correlations (script 1)

		1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.	13.	14.	15.	16.	17.	18.
1. Extraversion	R sig	.																	
2. Agreeableness	R sig	0.13 0.000	.																
3. Conscient.	R sig	0.11 0.000	0.40 0.000	.															
4. Emot. stability	R sig	0.26 0.000	0.39 0.000	0.47 0.000	.														
5. Openness	R sig	0.26 0.000	0.29 0.000	0.24 0.000	0.18 0.000	.													
6. Stability	R sig	0.22 0.000	0.74 0.000	0.78 0.000	0.82 0.000	0.30 0.000	.												
7. Plasticity	R sig	0.85 0.000	0.25 0.000	0.21 0.000	0.29 0.000	0.74 0.000	0.32 0.000	.											
8. Narcissism	R sig	0.26 0.000	-0.17 0.000	-0.15 0.000	-0.12 0.000	0.02 0.577	-0.18 0.000	0.19 0.000	.										
9. Psychopathy	R sig	-0.12 0.000	-0.62 0.000	-0.41 0.000	-0.29 0.000	-0.23 0.000	-0.55 0.000	-0.21 0.000	0.31 0.000	.									
10. Machiav.	R sig	0.04 0.174	-0.43 0.000	-0.37 0.000	-0.25 0.000	-0.18 0.000	-0.44 0.000	-0.07 0.016	0.46 0.000	0.66 0.000	.								
11. Dark Core	R sig	0.08 0.004	-0.50 0.000	-0.37 0.000	-0.27 0.000	-0.16 0.000	-0.47 0.000	-0.03 0.326	0.74 0.000	0.80 0.000	0.88 0.000	.							
12. Republican	R sig	0.04 0.194	-0.07 0.014	0.09 0.003	0.07 0.017	-0.21 0.000	0.04 0.171	-0.09 0.002	0.01 0.715	0.01 0.652	0.02 0.545	0.02 0.519	.						
13. Issue know.	R sig	-0.06 0.046	0.01 0.863	0.09 0.002	0.10 0.001	0.10 0.001	0.08 0.003	0.02 0.590	-0.06 0.033	-0.02 0.527	-0.06 0.046	-0.06 0.048	-0.14 0.000	.					
14. Issue anxiety	R sig	-0.06 0.041	0.07 0.014	-0.04 0.224	-0.17 0.000	0.14 0.000	-0.07 0.021	0.04 0.206	0.07 0.019	-0.05 0.116	-0.02 0.573	0.01 0.860	-0.38 0.000	0.08 0.004	.				
15. Female	R sig	-0.01 0.659	0.17 0.000	0.07 0.019	-0.16 0.000	0.06 0.048	0.02 0.550	0.02 0.432	-0.09 0.003	-0.22 0.000	-0.20 0.000	-0.21 0.000	-0.06 0.031	-0.19 0.000	0.17 0.000	.			
16. Age	R sig	0.03 0.245	0.20 0.000	0.16 0.000	0.20 0.000	0.07 0.021	0.24 0.000	0.06 0.037	-0.23 0.000	-0.18 0.000	-0.20 0.000	-0.25 0.000	0.08 0.008	0.04 0.167	-0.07 0.012	0.07 0.010	.		
17. Education	R sig	0.00 0.872	0.05 0.065	0.09 0.001	0.07 0.019	0.03 0.312	0.09 0.002	0.01 0.655	0.08 0.007	0.02 0.501	0.00 0.903	0.04 0.207	-0.09 0.002	0.17 0.000	0.05 0.097	0.04 0.216	0.11 0.000	.	
18. Initial opin.	R sig	-0.01 0.820	0.04 0.175	-0.13 0.000	-0.07 0.012	0.15 0.000	-0.07 0.012	0.08 0.008	0.03 0.386	0.00 0.928	0.02 0.518	0.02 0.559	-0.41 0.000	0.04 0.134	0.41 0.000	0.12 0.000	-0.14 0.000	-0.01 0.732	.
19. Opinion extr.	R sig	0.02 0.403	0.04 0.142	0.10 0.001	0.10 0.001	0.07 0.010	0.10 0.000	0.06 0.045	-0.10 0.001	-0.05 0.063	-0.11 0.000	-0.11 0.000	0.09 0.003	0.15 0.000	-0.08 0.005	-0.06 0.056	0.11 0.000	0.01 0.776	-0.04 0.187

$N = 1,199$ (some missing values on issue anxiety, gender, education).

Table B3. Evaluation of the counterargument; OLS (script 1)

	M1 coef	Se	p	M2 coef	Se	p
Republican ^a	-0.02	(0.03)		-0.02	(0.03)	
Issue knowledge	-0.07	(0.04)	†	-0.08	(0.04)	†
Issue Anxiety	0.15	(0.03)	***	0.17	(0.03)	***
Female	0.08	(0.08)		0.13	(0.08)	
Age	-0.01	(0.00)	†	-0.01	(0.00)	*
Education	0.02	(0.02)		0.02	(0.02)	
White	-0.13	(0.09)		-0.11	(0.09)	
Initial opinion ^b	0.00	(0.01)		-0.00	(0.01)	
Opinion extremity ^c	-0.22	(0.02)	***	-0.22	(0.02)	***
Extraversion	-0.05	(0.02)	†			
Agreeableness	0.04	(0.04)				
Conscientiousness	0.08	(0.04)	*			
Emotional stability	-0.04	(0.03)				
Openness	-0.05	(0.03)	†			
Stability ^d				0.08	(0.04)	†
Plasticity ^e				-0.09	(0.03)	**
Narcissism	0.05	(0.03)	†			
Psychopathy	-0.00	(0.04)				
Machiavellianism	0.05	(0.04)				
Dark Core ^f				0.10	(0.04)	*
Constant	2.01	(0.44)	***	2.00	(0.41)	***
Observations	1,124			1,124		
R2	0.16			0.16		

Note: In all models the dependent variable is evaluation of the counterargument and varies between 0 “Very unreasonable” and 4 “Very reasonable”.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very against economic slowdown” and 10 “Initially very in favour of economic slowdown”.

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

*** p<0.001, ** p<0.01, * p<0.05, † p<0.1

Table B4. Evaluation of the counterargument; OLS (script 2)

	M1 coef	Se	p	M2 coef	Se	p
Republican ^a	-0.03	(0.03)		-0.04	(0.03)	
Issue knowledge	-0.03	(0.04)		-0.02	(0.04)	
Issue Anxiety	0.03	(0.03)		0.03	(0.03)	
Female	0.13	(0.07)	†	0.19	(0.07)	**
Age	-0.00	(0.00)		-0.00	(0.00)	
Education	0.03	(0.02)		0.03	(0.02)	
White	-0.17	(0.09)	†	-0.14	(0.09)	
Initial opinion ^b	-0.04	(0.02)	*	-0.04	(0.02)	*
Opinion extremity ^c	-0.15	(0.02)	***	-0.15	(0.02)	***
Extraversion	-0.06	(0.02)	**			
Agreeableness	0.05	(0.04)				
Conscientiousness	0.08	(0.03)	**			
Emotional stability	-0.08	(0.03)	**			
Openness	0.02	(0.03)				
Stability ^d				0.02	(0.04)	
Plasticity ^e				-0.07	(0.03)	*
Narcissism	0.02	(0.03)				
Psychopathy	-0.00	(0.04)				
Machiavellianism	0.06	(0.03)	†			
Dark Core ^f				0.05	(0.04)	
Constant	2.31	(0.40)	***	2.62	(0.38)	***
Observations	1,132			1,132		
R2	0.10			0.09		

Note: In all models the dependent variable is evaluation of the counterargument and varies between 0 “Very unreasonable” and 4 “Very reasonable”.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very in favor of protectionism” and 10 “Initially very in favor of free market.”

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

*** p<0.001, ** p<0.01, * p<0.05, † p<0.1

Table B5. Opinion change; categorical variable, multinomial logistic regressions (script 1)

Outcome		M1 coef	Se	p	M2 coef	Se	p
Persuasion ^g	Republican ^a	-0.08	(0.06)		-0.08	(0.06)	
	Issue knowledge	-0.13	(0.08)		-0.13	(0.08)	†
	Issue Anxiety	0.05	(0.07)		0.09	(0.06)	
	Female	0.40	(0.16)	*	0.49	(0.15)	**
	Age	-0.02	(0.01)	***	-0.02	(0.01)	***
	Education	-0.02	(0.04)		-0.01	(0.04)	
	White	-0.15	(0.18)		-0.16	(0.18)	
	Initial opinion ^b	0.13	(0.03)	***	0.13	(0.03)	***
	Opinion extremity ^c	-0.05	(0.05)		-0.05	(0.05)	
	Evaluation of counterargument	0.64	(0.06)	***	0.65	(0.06)	***
	Extraversion	-0.04	(0.05)				
	Agreeableness	0.05	(0.08)				
	Conscientiousness	-0.06	(0.07)				
	Emotional stability	-0.13	(0.06)	*			
	Openness	0.02	(0.06)				
	Stability ^d				-0.14	(0.08)	†
	Plasticity ^e				0.01	(0.06)	
	Narcissism	0.13	(0.06)	*			
	Psychopathy	-0.07	(0.09)				
	Machiavellianism	-0.08	(0.07)				
	Dark Core ^f				-0.05	(0.08)	
	Constant		-0.50	(0.89)		-0.61	(0.82)
	Polarization ^g	Republican ^a	0.16	(0.10)		0.18	(0.10)
Issue knowledge		-0.17	(0.13)		-0.18	(0.13)	
Issue Anxiety		-0.15	(0.10)		-0.12	(0.10)	
Female		-0.68	(0.28)	*	-0.67	(0.27)	*
Age		-0.03	(0.01)	**	-0.04	(0.01)	**
Education		0.04	(0.07)		0.05	(0.07)	
White		-0.41	(0.30)		-0.46	(0.29)	
Initial opinion ^b		-0.02	(0.06)		-0.03	(0.06)	
Opinion extremity ^c		-0.57	(0.09)	***	-0.57	(0.09)	***
Evaluation of counterargument		-0.13	(0.11)		-0.13	(0.11)	
Extraversion		0.06	(0.09)				
Agreeableness		-0.07	(0.13)				
Conscientiousness		-0.03	(0.13)				
Emotional stability		0.04	(0.11)				
Openness		-0.05	(0.10)				
Stability ^d					0.04	(0.15)	
Plasticity ^e					0.11	(0.11)	
Narcissism		0.11	(0.10)				
Psychopathy		-0.29	(0.17)	†			
Machiavellianism		-0.19	(0.14)				
Dark Core ^f					-0.29	(0.14)	*
Constant			3.16	(1.42)	*	2.00	(1.30)
Observations			1,124			1,124	
Pseudo-R2		0.190			0.182		
Log likelihood		-828.3			-836.7		

Note: In all models the dependent variable is categorical and takes the values -1 for “Polarization” (opinion change against the counterargument), 0 for “No opinion change” (which is the reference category) and 1 for “Persuasion” (opinion change in the direction of the counterargument). Models are multinomial logistic regressions.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very against economic slowdown” and 10 “Initially very in favour of economic slowdown”.

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

^g Reference category is “No opinion change”

*** $p < 0.001$, ** $p < 0.01$, * $p < 0.05$, † $p < 0.1$

Table B6. Opinion change; categorical variable, multinomial logistic regressions (script 2)

Outcome		M1 coef	Se	p	M2 coef	Se	p	
Persuasion ^g	Republican ^a	0.01	(0.05)		-0.01	(0.05)		
	Issue knowledge	-0.02	(0.09)		-0.03	(0.09)		
	Issue Anxiety	0.03	(0.05)		0.04	(0.05)		
	Female	0.44	(0.15)	**	0.46	(0.14)	***	
	Age	-0.01	(0.01)		-0.01	(0.01)		
	Education	-0.08	(0.04)	*	-0.08	(0.04)	*	
	White	-0.07	(0.17)		-0.08	(0.17)		
	Initial opinion ^b	-0.07	(0.03)	*	-0.06	(0.03)	†	
	Opinion extremity ^c	0.21	(0.05)	***	0.20	(0.05)	***	
	Evaluation of counterargument	0.55	(0.06)	***	0.55	(0.06)	***	
	Extraversion	-0.03	(0.04)					
	Agreeableness	0.04	(0.07)					
	Conscientiousness	-0.15	(0.06)	*				
	Emotional stability	-0.00	(0.05)					
	Openness	0.04	(0.05)					
	Stability ^d				-0.08	(0.08)		
	Plasticity ^e				0.04	(0.06)		
	Narcissism	0.03	(0.06)					
	Psychopathy	-0.15	(0.08)	†				
	Machiavellianism	0.00	(0.07)					
	Dark Core ^f				-0.11	(0.07)		
	Constant		-0.07	(0.81)		-0.27	(0.76)	
	Polarization ^g	Republican ^a	0.03	(0.09)		0.03	(0.09)	
Issue knowledge		-0.05	(0.14)		-0.03	(0.14)		
Issue Anxiety		0.09	(0.09)		0.09	(0.09)		
Female		-0.08	(0.24)		-0.05	(0.23)		
Age		-0.01	(0.01)		-0.01	(0.01)		
Education		-0.03	(0.06)		-0.03	(0.06)		
White		0.34	(0.30)		0.33	(0.30)		
Initial opinion ^b		0.09	(0.08)		0.09	(0.08)		
Opinion extremity ^c		-0.55	(0.10)	***	-0.54	(0.10)	***	
Evaluation of counterargument		-0.20	(0.10)	†	-0.20	(0.10)	†	
Extraversion		0.02	(0.08)					
Agreeableness		0.07	(0.12)					
Conscientiousness		0.20	(0.12)	†				
Emotional stability		0.07	(0.10)					
Openness		0.06	(0.10)					
Stability ^d					0.32	(0.13)	*	
Plasticity ^e					0.05	(0.10)		
Narcissism		0.05	(0.09)					
Psychopathy		0.16	(0.14)					
Machiavellianism		-0.04	(0.11)					
Dark Core ^f					0.14	(0.12)		
Constant			-3.04	(1.39)	*	-2.73	(1.30)	*
Observations			1,132			1,132		
Pseudo-R2		0.0990			0.0932			
Log likelihood		-956.8			-962.9			

Note: In all models the dependent variable is categorical and takes the values -1 for “Polarization” (opinion change against the counterargument), 0 for “No opinion change” (which is the reference category) and 1 for “Persuasion” (opinion change in the direction of the counterargument). Models are multinomial logistic regressions.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very in favor of protectionism” and 10 “Initially very in favor of free market.”

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

^g Reference category is “No opinion change”

*** $p < 0.001$, ** $p < 0.01$, * $p < 0.05$, † $p < 0.1$

Table B7. Persuasion; continuous variable, negative binomial regressions (script 1)

	M1 coef	Se	p	M2 coef	Se	p
Republican ^a	-0.05	(0.04)		-0.05	(0.04)	
Issue knowledge	-0.12	(0.05)	*	-0.13	(0.05)	**
Issue Anxiety	0.03	(0.04)		0.04	(0.04)	
Female	0.36	(0.10)	***	0.39	(0.09)	***
Age	-0.02	(0.00)	***	-0.02	(0.00)	***
Education	-0.00	(0.03)		-0.00	(0.03)	
White	-0.04	(0.11)		-0.07	(0.11)	
Initial opinion ^b	0.10	(0.02)	***	0.09	(0.02)	***
Opinion extremity ^c	0.02	(0.03)		0.02	(0.03)	
Evaluation of counterargument	0.40	(0.04)	***	0.40	(0.04)	***
Extraversion	0.01	(0.03)				
Agreeableness	-0.02	(0.05)				
Conscientiousness	-0.05	(0.04)				
Emotional stability	-0.02	(0.04)				
Openness	0.01	(0.04)				
Stability ^d				-0.07	(0.05)	
Plasticity ^e				0.04	(0.04)	
Narcissism	0.10	(0.04)	**			
Psychopathy	-0.02	(0.05)				
Machiavellianism	-0.05	(0.04)				
Dark Core ^f				0.03	(0.05)	
Constant	-0.74	(0.55)		-0.99	(0.52)	†
Observations	1,037			1,037		
Pseudo-R2	0.0812			0.0786		
Log likelihood	-1440			-1444		

Note: In all models the dependent variable is opinion change in the direction of the counterargument (“persuasion”) and varies between 0 “No persuasion” and 10 “Maximum persuasion.” Models are negative binomial regressions.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very against economic slowdown” and 10 “Initially very in favour of economic slowdown”.

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

*** p<0.001, ** p<0.01, * p<0.05, † p<0.1

Table B8. Persuasion; continuous variable, negative binomial regressions (script 2)

	M1 coef	Se	p	M2 coef	Se	p
Republican ^a	0.03	(0.04)		0.03	(0.03)	
Issue knowledge	-0.07	(0.06)		-0.07	(0.06)	
Issue Anxiety	0.06	(0.03)		0.05	(0.03)	
Female	0.20	(0.10)	*	0.20	(0.09)	*
Age	-0.00	(0.00)		-0.00	(0.00)	
Education	-0.07	(0.03)	**	-0.07	(0.03)	**
White	-0.23	(0.11)	*	-0.22	(0.11)	*
Initial opinion ^b	-0.05	(0.02)	**	-0.05	(0.02)	**
Opinion extremity ^c	0.21	(0.03)	***	0.21	(0.03)	***
Evaluation of counterargument	0.35	(0.04)	***	0.35	(0.04)	***
Extraversion	0.03	(0.03)				
Agreeableness	0.02	(0.05)				
Conscientiousness	-0.04	(0.04)				
Emotional stability	-0.00	(0.03)				
Openness	0.03	(0.04)				
Stability ^d				-0.04	(0.05)	
Plasticity ^e				0.06	(0.04)	
Narcissism	-0.03	(0.04)				
Psychopathy	-0.02	(0.05)				
Machiavellianism	0.04	(0.05)				
Dark Core ^f				-0.01	(0.05)	
Constant	-0.48	(0.53)		-0.44	(0.49)	
Observations	1,026			1,026		
Pseudo-R2	0.0443			0.0435		
Log likelihood	-1368			-1369		

Note: In all models the dependent variable is opinion change in the direction of the counterargument (“persuasion”) and varies between 0 “No persuasion” and 10 “Maximum persuasion.” Models are negative binomial regressions.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very in favor of protectionism” and 10 “Initially very in favor of free market.”

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

*** p<0.001, ** p<0.01, * p<0.05, † p<0.1

Table B9. Polarization; continuous variable, negative binomial regressions (script 1)

	M1 coef	Se	p	M2 coef	Se	p
Republican ^a	0.12	(0.09)		0.16	(0.09)	†
Issue knowledge	-0.12	(0.12)		-0.18	(0.12)	
Issue Anxiety	-0.20	(0.09)	*	-0.17	(0.09)	†
Female	-0.58	(0.25)	*	-0.53	(0.26)	*
Age	-0.02	(0.01)	†	-0.02	(0.01)	*
Education	0.01	(0.06)		0.02	(0.06)	
White	-0.34	(0.27)		-0.38	(0.27)	
Initial opinion ^b	0.02	(0.06)		0.01	(0.05)	
Opinion extremity ^c	-0.59	(0.08)	***	-0.60	(0.08)	***
Evaluation of counterargument	-0.16	(0.10)	†	-0.14	(0.10)	
Extraversion	0.07	(0.08)				
Agreeableness	0.00	(0.13)				
Conscientiousness	-0.07	(0.11)				
Emotional stability	0.05	(0.10)				
Openness	-0.14	(0.09)				
Stability ^d				0.14	(0.14)	
Plasticity ^e				0.08	(0.10)	
Narcissism	0.19	(0.09)	*			
Psychopathy	-0.34	(0.16)	*			
Machiavellianism	-0.27	(0.13)	*			
Dark Core ^f				-0.25	(0.13)	†
Constant	3.05	(1.31)	*	1.22	(1.22)	
Observations	638			638		
Pseudo-R2	0.167			0.141		
Log likelihood	-282.1			-291		

Note: In all models the dependent variable is opinion change against the counterargument (“polarization”) and varies between 0 “No polarization” and 10 “Maximum polarization.” Models are negative binomial regressions.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very against economic slowdown” and 10 “Initially very in favour of economic slowdown”.

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

*** p<0.001, ** p<0.01, * p<0.05, † p<0.1

Table B10. Polarization; continuous variable, negative binomial regressions (script 2)

	M1 coef	Se	p	M2 coef	Se	p
Republican ^a	0.00	(0.08)		0.01	(0.08)	
Issue knowledge	-0.25	(0.13)	†	-0.23	(0.13)	†
Issue Anxiety	0.09	(0.08)		0.08	(0.08)	
Female	-0.13	(0.22)		-0.07	(0.22)	
Age	-0.01	(0.01)		-0.01	(0.01)	
Education	-0.00	(0.06)		-0.00	(0.06)	
White	0.14	(0.27)		0.18	(0.27)	
Initial opinion ^b	0.07	(0.08)		0.07	(0.07)	
Opinion extremity ^c	-0.56	(0.10)	***	-0.55	(0.10)	***
Evaluation of counterargument	-0.24	(0.10)	*	-0.23	(0.10)	*
Extraversion	0.01	(0.07)				
Agreeableness	0.11	(0.12)				
Conscientiousness	0.18	(0.12)				
Emotional stability	0.04	(0.08)				
Openness	0.04	(0.09)				
Stability ^d				0.27	(0.12)	*
Plasticity ^e				0.02	(0.09)	
Narcissism	0.01	(0.09)				
Psychopathy	0.15	(0.13)				
Machiavellianism	-0.04	(0.11)				
Dark Core ^f				0.08	(0.11)	
Constant	-2.51	(1.27)	*	-2.09	(1.19)	†
Observations	644			644		
Pseudo-R2	0.0849			0.0823		
Log likelihood	-343.7			-344.7		

Note: In all models the dependent variable is opinion change against the counterargument (“polarization”) and varies between 0 “No polarization” and 10 “Maximum polarization.” Models are negative binomial regressions.

^a Varies between 1 “Strong Democrat” and 5 “Strong Republican”.

^b Varies between 0 “Initially very in favor of protectionism” and 10 “Initially very in favor of free market.”

^c Varies between 0 “very moderated initial opinion” and 5 “very extreme initial opinion.”

^d Average score of agreeableness, conscientiousness, and emotional stability.

^e Average score of extraversion and openness.

^f Average score of the three dark traits (narcissism, psychopathy, Machiavellianism).

*** p<0.001, ** p<0.01, * p<0.05, † p<0.1