

**Supplemental Materials**  
**An Early-Emerging Explanatory Heuristic Promotes Support**  
**for the Status Quo**

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**Studies 1- 3a<sup>1</sup>: The Novel Disparities**

- a. Now I want to tell you about a planet far far away called Teeku. There are two kinds of people that live on Planet Teeku, the Blarks and the Orps. And you know what? On planet Teeku, the Blarks have a lot more money than the Orps. The Blarks have a lot more money than the Orps.
- b. Now I want to tell you about a planet far far away called Grag. There are two kinds of people that live on Planet Grag, the Joops and the Frips. And you know what? On planet Grag, the Joops always get better grades in school than the Frips. The Joops always get better grades in school than the Frips.
- c. Now I want to tell you about a planet far far away called Flirb. There are two kinds of people that live on Planet Flirb, the Mapers and the Kyders. And you know what? On planet Flirb, the Mapers are always the bosses at their jobs and the Kyders are never the bosses. The Mapers are always the bosses and the Kyders are never the bosses.
- d. Now I want to tell you about a planet far far away called Zilky. There are two kinds of people that live on Planet Zilky, the Deegs and the Vilps. And you know what? On planet Zilky, the Deegs always work in offices and the Vilps always work on farms. The Deegs always work in offices and the Vilps always work on farms.

**Studies 1 and 2: The Inherent Explanations**

- a. ... maybe the Blarks have a lot more money because the Blarks are smarter, or are better workers than the Orps are, or there's something else about them that makes them get a lot of money.
- b. ... maybe the Joops get better grades in school because the Joops work harder, or ask better questions than the Frips do, or there's something else about them that makes them get better grades.
- c. ... maybe the Mapers are always the bosses because they're better at making big decisions, or better at being in charge than the Kyders are, or there's something else about them that helps them be the bosses.

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<sup>1</sup> For Study 3b, the groups were replaced with individuals (e.g., "Here are two people that live on Planet Teeku, Blark and Orp").

- d. ... maybe the Deegs always work in offices because they're better at working with numbers, or better at computers than the Vilps are, or there's something else about them that makes them work in offices.

### Studies 1 and 2: The Extrinsic Explanations

- a. ... maybe the Blarks have a lot more money than the Orps because of things that happened a long time ago, like maybe the Blarks won a war, or they found gold, or something else happened that made them get a lot of money.
- b. ... maybe the Joops get better grades than the Frips because their families have more school supplies, like textbooks and computers and other things that help the Joops get better grades.
- c. ... maybe the Mapers are always the bosses because their families have more things, like computers and nice clothes and other stuff that helps them be the bosses.
- d. ... maybe the Deegs always work in offices because of something that happened a long time ago, like an earthquake, or a big storm, or something else that made the Deegs work in offices.

### Study 4: The Inherent Stimuli

- a. Now I want to tell you about a planet far far away called Teeku. There are two kinds of people that live on Planet Teeku, the Blarks and the Orps. There are a lot of things that are the same about the Blarks and the Orps. They live in the same neighborhoods, go to the same schools, and are both very friendly. But, there's one really important thing that's different about the Blarks and the Orps. The Blarks are really really smart, and are much better workers than the Orps are. They are a lot smarter, and are much better workers than the Orps. Because of this, the Blarks have a lot more money than the Orps. They have a lot more money because they're smarter and are better workers.
- b. Now I want to tell you about a planet far far away called Grag. There are two kinds of people that live on Planet Grag, the Joops and the Frips. There are lots of things that are the same about the Joops and the Frips. They live in the same neighborhoods, go to the same jobs, and are both very friendly. But, there's one really important thing that's different about the Joops and the Frips. The Joops remember things really well, and spend a lot more time on their homework than the Frips do. They remember things a lot better, and spend a lot more time on their homework than the Frips. Because of this, the Joops get a lot better grades in school than the Frips. They get a lot better grades because they remember things much better and spend a lot more time on their homework.

- c. Now I want to tell you about a planet far far away called Flirb. There are two kinds of people that live on Planet Flirb, the Mapers and the Kyders. There are lots of things that are the same about the Mapers and the Kyders. They live in the same neighborhoods, go to the same schools, and are both very friendly. But there's one really important thing that's different about the Mapers and the Kyders. The Mapers are much better at making decisions and are much better at being in charge than the Kyders are. The Mapers are much better decision-makers and are much better at being in charge than the Kyders are. Because of this, the Mapers are always the bosses at their jobs, and the Kyders are never the bosses. The Mapers are always the bosses because they're much better at making decisions and are better at being in charge.
  
- d. Now I want to tell you about a planet far far away called Zilky. There are two kinds of people that live on Planet Zilky, the Deegs and the Vilps. There are lots of things that are the same about the Deegs and the Vilps. They live in the same neighborhoods, go to the same schools, and are both very friendly. But there's one really important thing that's different about the Deegs and the Vilps. The Deegs are much better with numbers and are much better at working with computers than the Vilps are. The Deegs are much better with numbers, and much better at computers than the Vilps are. Because of this, the Deegs always work in offices and the Vilps always work on farms. The Deegs always work in offices because they're much better with numbers and at working with computers.

#### **Study 4: The Extrinsic Stimuli**

- a. Now I want to tell you about a planet far far away called Teeku. There are two kinds of people that live on Planet Teeku, the Blarks and the Orps. There are a lot of things that are the same about the Blarks and the Orps. They are both very smart, they like the same sorts of things, and are both very friendly. But there's one really important thing that's different about the Blarks and the Orps. The Blarks happen to live in a town that has much better jobs, and a lot more banks. The town where the Blarks live happens to have much better jobs and a lot more banks. Because of this, the Blarks have a lot more money than the Orps. They have a lot more money because they happen to live in a town with better jobs and a lot more banks.
  
- b. Now I want to tell you about a planet far far away called Grag. There are two kinds of people that live on Planet Grag, the Joops and the Frips. There are lots of things that are the same about the Joops and the Frips. They are both very smart, they like the same sorts of things, and are both friendly. But, there's one really important thing that's different about the Joops and the Frips. The Joops happen to live in a town that has a lot more schools, and those schools have a lot more computers and school supplies. The town where the Joops live happens to have a lot more schools, with a lot more computers and school supplies. Because of this, the Joops get a lot better grades in school than the Frips. They get a lot better grades because they happen to live in a town with a lot more schools, with computers and school supplies.

- c.** Now I want to tell you about a planet far far away called Flirb. There are two kinds of people that live on Planet Flirb, the Mapers and the Kyders. There are lots of things that are the same about the Mapers and the Kyders. They are both very smart, they like the same sorts of things, and are both very friendly. But there's one really important thing that's different about the Mapers and the Kyders. The Mapers happen to live in a town that has a lot more office buildings, and a lot more jobs for bosses. The town where the Mapers live happens to have a lot more office buildings and a lot more jobs for bosses. Because of this, the Mapers are always the bosses at their jobs, and the Kyders are never the bosses. The Mapers are always the bosses because they happen to live in a town with a lot more office buildings and a lot more jobs for bosses.
- d.** Now I want to tell you about a planet far far away called Zilky. There are two kinds of people that live on Planet Zilky, the Deegs and the Vilps. There are lots of things that are the same about the Deegs and the Vilps. They are both very smart, they like the same sorts of things, and are both very friendly. But there's one really important thing that's different about the Deegs and the Vilps. The Deegs happen to live in a town that doesn't have any farmland and only has office jobs available. The town where the Deegs live happens to not have any farmland, and only has office jobs available. Because of this, the Deegs always work in offices and the Vilps always work on farms. The Deegs always work in offices because they happen to live in a town with no farmland and only office jobs available.