

## Appendix A

Preference for Intuition and Deliberation Scale (PID) from Betsch, C. (2004) Preference for Intuition and Deliberation (PID): An inventory for assessing affect- and cognition-based decision-making. *Zeitschrift fur Differentielle und Diagnostische Psychologie*, 25, pp179-197

### Item Preference for Intuition, PID – Intuition

- 2 I listen carefully to my deepest feelings
- 4 With most decisions it makes sense to completely rely on your feelings
- 5(-) I don't like situations that require me to rely on my intuition
- 8 I prefer drawing conclusions based on my feelings, my knowledge of human nature and my experience of life
- 9 My feelings play an important part in my decisions
- 12 When it comes to trusting people, I can usually rely on my gut feelings
- 15 I prefer emotional people
- 17 I am a very intuitive person
- 18 I like emotional situations, discussions and movies

### Item Preference for Deliberation, PID – Deliberation

- 1 Before making decisions I think them through
- 3 Before making decisions I usually think about the goals I want to achieve
- 6 I consider myself
- 7 I prefer making detailed plans rather than leaving things to chance
- 10 I am a perfectionist
- 11 I think about a decision particularly carefully if I have to justify it
- 13 When I have a problem I first analyse the facts and details before I decide
- 14 I think before I act
- 16 I think more about my plans and goals than other people do

*Note. (-) = recode*

### **Instructions for participants**

Please answer all the following questions about your life in general. Your answers should correspond to the way you generally make decisions. Circle the number that best represents your opinion: 1 means you very much disagree, 5 means you very much agree.

### **Scoring instructions**

Calculate the sum or mean of all items of each scale (PID – Intuition; PID – Deliberation). PID – Intuition and PID – Deliberation can be correlated with other variables of interest or used as predictors in a regression. To compare intuitive and deliberative types, perform two median splits, one on each variable, and classify the people above the median of PID- Intuition and below the median of PID – Deliberation as intuitive people above the median of PID- Deliberation and below the median of PID – Intuition as deliberate. Experience showed that a randomly acquired sample contains about one-third intuitive and one-third deliberate people and one-third of people who score either high or low on both scales.

### **Reliability**

German version: Cronbach's  $\alpha$  for PID – Intuition between .76 and .81 and PID – Deliberation between .76 and .79; English translation, Cronbach's  $\alpha$  for PID – Intuition = .77 and PID – Deliberation = .79; Dutch translation: Cronbach's  $\alpha$  for PID – Intuition = .78 and PID – Deliberation = .84.

### **Temporal Stability**

PID – Intuition = .76 and PID – Deliberation = .74 after 6 months; similar results after 1 week (M. Perugini , personal communication, 2006)