



ITEM

warm-hearted
conventional
apprehensive
aggressive
authoritarian
offended
efficient
Ambitious
protective
materialistic
obliging
gluttonous
condescending
capable
affectionate
mighty
sympathetic
nervous
over-cautious
devoted
prudent

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Motivated by power

Motivated by the desire to belong

Motivated by fear

Motivated by anger

Motivated by the desire for possession and consumption

Motivated by achievement

Motivated by care for others

Supplementary figure 1: Example screen display during the semantic categorization task. Participants were shown a list of either 174 or 304 words (random order) on the left and were asked to drag and drop each of the words into one of the seven boxes on the right. Each of the boxes represented one of the seven postulated motives. There were no further instructions regarding time limit or number of words that should be sorted into the boxes.