

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 α for PID – Intuition between .76 and .81 and PID – Deliberation between .76 and .79; English translation, Cronbach's α for PID – Intuition = .77 and PID – Deliberation = .79; Dutch translation: Cronbach's α 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)