

Supplementary Materials

Pro tip: Screen-based payment methods increase negative feelings in consumers but do not increase tip sizes

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Table S1. *Participant Demographic Information*

| | Study 1 | | Study 2 | |
|--------------------------------|---------|------------------|---------|-------------------|
| | N | Mean \pm SD | N | Mean \pm SD |
| Gender | | | | |
| Women | 177 | | 54 | |
| Men | 56 | | 67 | |
| Unspecified | 2 | | 1 | |
| Age | 235 | 19.32 \pm 1.77 | 122 | 40.75 \pm 12.64 |
| Ethnicity | | | | |
| American Indian/Alaskan Native | 2 | | - | |
| Asian | 15 | | 13 | |
| Black/African American | 5 | | 9 | |
| Hispanic | 17 | | 6 | |
| White/European American | 177 | | 85 | |
| Biracial/Multiracial | 13 | | 8 | |
| Unspecified | 6 | | 1 | |

Table S2. *Bayes Factor Interpretations According to Wagenmakers et al. (2018)*

| Bayes factor | Interpretation |
|--------------|---|
| > 100 | Extreme evidence for H ₁ |
| 30 - 100 | Very strong evidence for H ₁ |
| 10 - 30 | Strong evidence for H ₁ |
| 3 - 10 | Moderate evidence for H ₁ |
| 1 - 3 | Anecdotal evidence for H ₁ |
| 1/3 - 1 | Anecdotal evidence for H ₀ |
| 1/10 - 1/3 | Moderate evidence for H ₀ |
| 1/30 - 1/10 | Strong evidence for H ₀ |
| 1/100 - 1/30 | Very strong evidence for H ₀ |
| < 1/100 | Extreme evidence for H ₀ |

Table S3. *Descriptive Statistics for Tip Sizes*

| | Study 1 | | Study 2 | |
|--------------------------|---------|-----------------|---------|-----------------|
| | N | Mean \pm SD | N | Mean \pm SD |
| Barista Condition | | | | |
| Absent | 231 | 0.34 \pm 0.33 | 59 | 0.46 \pm 0.41 |
| Present | 229 | 0.47 \pm 0.36 | 63 | 0.51 \pm 0.45 |
| Payment Method | | | | |
| Tip Screen | 230 | 0.43 \pm 0.35 | 37 | 0.47 \pm 0.36 |
| Receipt | 230 | 0.39 \pm 0.39 | 42 | 0.52 \pm 0.47 |
| Cash | 231 | 0.38 \pm 0.39 | 43 | 0.47 \pm 0.46 |
| Mean Empathy Score | 213 | 2.73 \pm 0.57 | 122 | 3.20 \pm 0.79 |

Table S4. *ANOVA results for effect of payment method and barista presence on tipping behavior for Study 1*

| Effect | $\hat{\eta}_p^2$ | 95% CI | <i>F</i> | df^i | df_{res}^i | <i>p</i> |
|-----------------------------------|------------------|----------------|----------|--------|--------------|----------|
| Payment Method | .019 | [.002, > .999] | 4.21 | 1.75 | 371.10 | .020 |
| Barista Presence | .231 | [.154, > .999] | 63.83 | 1 | 212 | < .001 |
| Payment Method x Barista Presence | .002 | [.000, > .999] | 0.47 | 1.95 | 412.58 | .621 |

Table S5. *ANOVA results for effect of payment method and barista presence on tipping behavior (first condition) for Study 1*

| Effect | $\hat{\eta}_p^2$ | 95% CI | <i>F</i> | df^i | df_{res}^i | <i>p</i> |
|-----------------------------------|------------------|----------------|----------|--------|--------------|----------|
| Payment Method | .012 | [.000, > .999] | 1.29 | 2 | 221 | .276 |
| Barista Presence | .001 | [.000, > .999] | 0.22 | 1 | 221 | .640 |
| Payment Method x Barista Presence | .017 | [.000, > .999] | 1.92 | 2 | 221 | .150 |

Table S6. *Linear mixed modeling results for effect of empathy on barista presence for Study 1*

| Term | $\hat{\beta}$ | 95% CI | <i>t</i> | <i>df</i> | <i>p</i> |
|----------------------------|---------------|---------------|----------|-----------|----------|
| Intercept | .580 | [.360, .800] | 5.15 | 275.64 | < .001 |
| Barista Presence x Empathy | .020 | [-.040, .080] | 0.63 | 211 | .527 |
| Empathy | -.060 | [-.140, .020] | -1.51 | 275.64 | .132 |

Table S7. *Linear modeling results for effect of empathy on barista presence (first condition) for Study 1*

| Predictor | <i>b</i> | 95% CI | <i>t</i> (223) | <i>p</i> |
|----------------------------|----------|---------------|----------------|----------|
| Intercept | .520 | [.150, .890] | 2.75 | .006 |
| Barista Presence x Empathy | .010 | [-.190, .220] | 0.10 | .920 |
| Empathy | -.030 | [-.170, .100] | -0.49 | .626 |

Table S8. *ANOVA results for effect of payment method and barista presence on tipping behavior for Study 2*

| Effect | $\hat{\eta}_p^2$ | 95% CI | <i>F</i> | <i>df</i> ⁱ | <i>df</i> _{res} ⁱ | <i>p</i> |
|-----------------------------------|------------------|----------------|----------|------------------------|---------------------------------------|----------|
| Payment Method | .008 | [.000, > .999] | 0.45 | 2 | 116 | .641 |
| Barista Presence | .005 | [.000, > .999] | 0.54 | 1 | 116 | .463 |
| Payment Method x Barista Presence | .090 | [.018, > .999] | 5.73 | 2 | 116 | .004 |

Table S9. *Linear modeling results for effect of empathy on barista presence for Study 2*

| Predictor | <i>b</i> | 95% CI | <i>t</i> (118) | <i>p</i> |
|----------------------------|----------|---------------|----------------|----------|
| Intercept | .600 | [.170, 1.03] | 2.77 | .007 |
| Barista Presence x Empathy | -.010 | [-.210, .200] | -0.06 | .954 |
| Empathy | -.040 | [-.180, .090] | -0.65 | .520 |