THE CENTER FOR ADVANCED RED TEAMING
UNIVERSITY AT ALBANY State University of New York

Experimental Red Teaming to Support Integration of Information in Joint Operations

Final Report

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About the Center for Advanced Red Teaming (CART)

The Center for Advanced Red Teaming (CART) is an interdisciplinary Research Center within the College of Emergency Preparedness, Homeland Security and Cybersecurity at the University at Albany (SUNY). As the first academic center devoted to advancing the art and science of red teaming, CART seeks to develop research, practice, and education in this growing area of security studies.

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Executive Summary

As part of the modeling and simulation phase of the IIJO effort, the Center for Advanced Red Teaming (CART) worked closely with the ICONS Project at the University of Maryland to employ two separate yet integrated human simulation approaches to test and build on the findings of earlier components of the IIJO effort. The CART portion of the simulation involved:

1. Distilling 46 propositions from the Net Assessment and TTXs into 12 explorable insights (EIs) regarding the competitive information environment.
2. Testing these EIs in six scenario-based Red Team experiments using 223 U.S.-based proxy participants from similar cultural backgrounds to actual adversary target populations (Taiwan for the Asian context and several Southeast European countries for the European region).
3. Collecting data on several measures of messaging effectiveness and analyzing this data to validate or shed new light on the EIs.

The experiments yielded a number of takeaways relevant to the IIJO project.

1. The **United States begins with a reputational / perception advantage** over its GPC competitors, but the **gap is fairly narrow between the U.S. and China** in the European context.
2. Wherever it was tested (Scenarios 2, 4, and 5), there was robust evidence that GPC adversary propaganda that seeks to cast the United States in a negative light is effective in lowering attitudes towards the U.S., trust in the U.S. and U.S. influence among targeted audiences in non-GPC states (in our experiments, Taiwan and the states of southeastern Europe). Given that the perceptions of these audiences can impact their own countries' and others' military and political support for the United States, these findings confirm that **IIJO is crucial** and that **the United States military needs to place significant emphasis on OIE** moving forward. Furthermore, messaging to foreign populations (whether through traditional or new channels such as social media) cannot be left out of operations.
3. **What countries do (as opposed to only what they say) matters**. Hypocrisy by any GPC state leads to negative perceptions among target audiences, but there is no evidence that this harms the U.S. more than its GPC adversaries.
4. There is some, although not robust, evidence to indicate that **messaging regarding U.S. economic success may not go as planned** and could actually hurt foreign perceptions of the United States, whereas the jury is still out on the effects of similar messaging for other GPC states.
5. The effectiveness of messaging regarding the economic shortcomings of GPC adversaries like the PRC remains unclear.
6. There is **no experimental evidence to suggest that emphasizing U.S. values is advantageous** in its messaging and at least a possibility that doing so might negatively affect perceptions about the U.S.
7. Adopting **a victimization narrative does not appear to be an effective messaging strategy in OIE, and may in fact backfire**, lowering the believability of the message and perceptions of the country utilizing this approach.

8. There is **insufficient evidence to suggest that a non-U.S. government messenger is preferable** to a U.S. government messenger, but more research is required on this point.
9. There was **partial support (but only in one AOR) for the proposition that uncrafted and untargeted messages are more effective** in influencing perceptions about the U.S., but further research is required to determined when this finding is applicable and when it is not.
10. With the possible exception of how much the message is believed and shared, there was **no experimental support for the notion that positive, proactive messages are more effective** than negative, reactive messages.
11. There is some **limited, provisional support** for the proposition that **adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect**.
12. The proposition that **messaging that resonates** with current beliefs and perceptions of the target audience **will have greater believability received no experimental support**. There were inconclusive findings as to the effects of more resonant messaging on other measures of effectiveness, with contradictory findings in the Asian and European samples.
13. There is evidence that, **in a crisis, it is better to send no message than to urge allies to refrain from escalation.**
14. There can **sometimes be unforeseen effects to OIE**. For example, in some experiments, messaging focused on one country actually affected perceptions of other GPC states (including the state doing the messaging).

In addition to the substantive findings, at the programmatic level, the experiments demonstrated how human simulation can be used to test emerging phenomena or novel ideas that arise from the insights of experts and various other knowledge artifacts developed during the course of a typical SMA study. By exposing these insights to realistic simulations involving disinterested participants at scale, the use of an integrated human simulation approach (experiments plus table-top exercises) can both validate previous findings and reveal new dynamics in complex systems like the OIE.

Introduction

In order to address the overall IIJO[1] Project goal of assessing the ways in which the Joint Force can most effectively integrate information and influence into its activities, various modeling and simulation approaches were adopted to test and further explore insights that emerged from earlier phases in the IIJO effort. The Center for Advanced Red Teaming (CART) worked closely with the ICONS Project at the University of Maryland to employ two separate yet integrated human simulation approaches to build on the findings of the Net Assessment and Market Audit components of the IIJO effort.

This process entailed investigating a set of explorable insights regarding United States OIE by implementing large-sample Red Team experiments using proxy decision makers from similar cultural backgrounds to actual adversary target populations. These experiments were run separately on a sample representing the Taiwanese population with respect to PRC disinformation operations, and a sample representing Southeastern European populations with respect to Russian disinformation operations. The first five such experiments yielded results that, in addition to providing contextual examination of the theoretical propositions, also informed a subsequent series of table-top wargames conducted by ICONS. The simulation team then selected an interesting question that emerged from the table-top wargames and implemented it as a sixth Red Team experiment.

Fig. 1: IIJO Human Simulation Overview

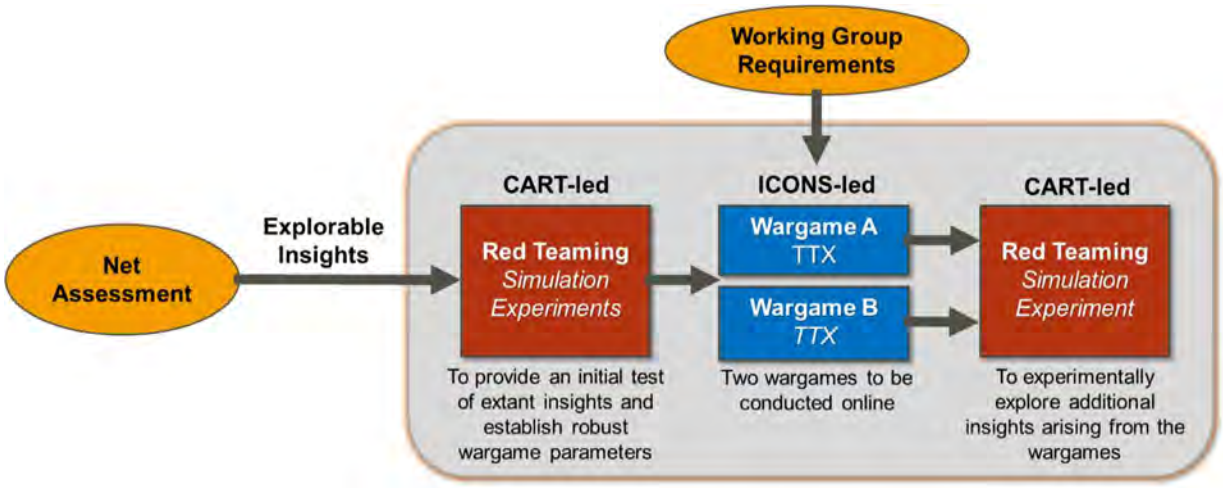


Figure 1 above illustrates the overall human simulation approach. The remainder of this report describes the identification and construction of the set of testable explorable insights, the design and implementation of the CART-led Red Team experiments, the results of all six experiments and their implications for IIJO.

[1] Integrating Information in Joint Operations

Methodology

For its portion of the IIJO human simulation activity, the Center for Advanced Red Teaming developed a Competitive Information Environment Red Teaming Protocol designed to investigate and test initial explorable insights.

1. CART researchers utilized the Net Assessment reports and extracted 46 propositions with respect to IIJO.
2. Five members of the research team then individually conducted a pre-analysis of the propositions along the following dimensions:

Dimension	Questions Considered
Testability	*Is the proposition testable in either table-top exercises (TTX) or experimentally?* *(Yes/ No / Maybe / Yes, but out of scope)*
Applicability	*Could the proposition be incorporated into the TTX?* *(Yes / No / Maybe / Implicit)* *Is the proposition suitable for testing against a sample of either PRC or Russian proxy target audiences?* *(Yes / No)*
Relevance	*How relevant is validating or exploring this proposition to the overall IIJO effort?* *(1 = only marginally relevant; 5=Absolutely crucial)*

3. The propositions were then grouped inductively into the following categories: Characteristics of Messages, U.S. Society as an Example, Message Content Comparison (Blue vs. Red), Red Victimization Narrative, Say-do Gap, USG Practices, Messaging to "Other", and Red Practices.
4. SMA stakeholders were involved in ranking the relative importance of these categories.
5. The results of Steps 2 and 4 above were then used to downselect and synthesize the original 46 propositions into a final list of eleven explorable insights to be tested during the experiment.

List of Explorable Insights

Explorable Insight 1	Perceptions among target audiences in states that are not clear supporters of any GPC (hereafter referred to as "swing states") about the domestic success of the GPC states are more important to the target

	audiences' attitudes, trust in and their ability to be influenced by these states than active messaging.
1a	If derogatory but truthful information about China's domestic policies was leaked, or if its economic growth were to slow, the CCP would find it harder to increase its political influence in swing states than it currently does.
Explorable Insight 2	Perceived U.S. values are important in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
Explorable Insight 3	How the U.S./PRC/Russia acts (deeds) is more important than what it says (words) in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
3a	A divergence between what is said and what is done (hypocrisy) has a greater negative effect on outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence as these relate to the U.S. than a similar divergence in the case of Russia/PRC.
Explorable Insight 4	A narrative of victimization (and/or of U.S. abandonment) in PRC/Russia information operations against the U.S. is effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
Explorable Insight 5	Celebrations of US cultural values are more attractive with respect to target audiences' attitudes towards, trust in, and influence of the US, as well as the believability of U.S. messages, when expressed by messengers other than the USG - e.g. celebrities, television shows, authors.
Explorable Insight 6	Uncrafted, untargeted messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than targeted, crafted messages.
Explorable Insight 7	Positive, proactive messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than negative, reactive messages
Explorable Insight 8	Adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect with respect to target audiences' attitudes towards the US, their trust in the US, believability of US messages and relative influence, than U.S. messages that attempt to build constructive cooperation.

Explorable Insight 9	Recipients of a message are more likely to accept a message in terms of its believability that resonates with current beliefs and perceptions of the target audience.

Protocol Development

The CART team developed an experimental protocol to test the above insights (see Competitive Information Environment Red Teaming Protocol in Appendix G for details). This involved the following steps.

1. *Dependent Variable Measures*

   This was the process of selecting or constructing measures that captured the effectiveness of messaging (i.e., the dependent variables collected in the experiment). This involved first parsing the construct of messaging "effectiveness" with respect to a target audience in a non-GPC state into the following components:

   a. Attitudes towards a country
   b. Trust in a country's intentions
   c. Influence of a country
   d. Believability of a message
   e. Shareability of a message

   The research team then conducted a review of the literature to identify existing measures used in public opinion and other research areas. Where established measures were available, these were utilized; where these did not exist, the research team constructed their own variables.

   <u>Final Dependent Variable Measures</u>

   Attitudes

   - General Attitudes – "*Based on what [Character Name] now knows, what are [Character Name]'s opinions of the following countries?*" (4-point Scale, "Very Unfavorable" to "Very Favorable").[2]
   - "Feeling Thermometer" – "*Based on what [Character Name] now knows, we'd like to obtain their likely feelings towards the following countries on a "feeling thermometer." A rating of zero degrees means [Character Name] feels as cold and negative as possible. A rating of 100 degrees means [Character Name] feels as warm and positive as possible. [Character Name] would rate the country at 50 degrees if they don't feel particularly positive or negative towards the country. How does [Character Name] feel towards the following countries?*" (Slider, 0 to 100).[3]

[2] Adapted from a measure used in: Silver, L., Devlin, K., & Huang, C. (2020). Americans fault China for its role in the spread of COVID-19. Pew Research Center: Global Attitudes and Trends. https://www.pewresearch.org/global/2020/07/30/americans-fault-china-for-its-role-in-the-spread-of-covid-19/

[3] Adapted from a measure used in Pew Research Center (2018). Partisan Divides in Views of Many Countries – but Not North Korea. https://www.pewresearch.org/politics/2018/09/10/partisan-divides-in-views-of-many-countries-but-not-north-korea/

Believability

- "*How believable does [Character Name] find the claims that are made in the article(s), tweet(s), etc. that you just saw?"* (5-point Likert, "Extremely Unbelievable" to "Extremely Believable").[4]

Shareability

- "*How likely is [Character Name] to share the claims that are made in the article(s), tweet(s), etc. that you just saw?*" (5-point Likert, "Extremely Unlikely" to "Extremely Likely").

Trust

- Trust – "*Based on what [Character Name] now knows, how much does [Character Name] think [Country] can trust each of the following nations overall?*" (4-point Scale, "Not at All" to "A Great Deal").[5]
- Trust in Promises – "*Based on what [Character Name] now knows, to what extent would [Character Name] trust the following nations to keep their promises?*" (4-point Scale, "Not at All" to "A Great Deal").[4]
- International Trust (Only used as a Baseline) – "*Generally Speaking, would [Character name] be likely to say that [Country] can trust other nations, or that [Country] can't be too careful in dealing with other nations?*" (Binary, "[Country] can trust other nations" and "[Country] can't be too careful in dealing with other nations.").[6]

Cooperation

- *"Does [Character Name] feel that [Country] should, in general, cooperate more or less with the following countries?" (3-point Scale, "Cooperate less", "Cooperate the same as before", "Cooperate more"*).[7]

2. *Sample Selection*

Given that the two major GPC adversaries that the IIJO project is considering are the PRC and Russia, it was decided to include two different samples in the experiments, one

[4] Adapted from a measure used in Beltramini, R. (1988). Perceived Believability of Warning Label Information Presented in Cigarette Advertising. Journal of Advertising, 17(2), 26-32. https://www.tandfonline.com/doi/abs/10.1080/00913367.1988.10673110

[5] Adapted from a measure in Pew Research Center (2015). Americans, Japanese: Mutual respect 70 Years After the End of WWII. https://www.pewresearch.org/global/2015/04/07/americans-japanese-mutual-respect-70-years-after-the-end-of-wwii/

[6] A measure developed in Brewer et al. (2004). International Trust and Public Opinion About World Affairs. American Journal of Political Science 48(1), 93-109. https://www.researchgate.net/publication/229724247_International_Trust_and_Public_Opinion_About_World_Affairs

[7] A measure used in Pew Research Center (2020). Americans and Germans Differ in Their Views of Each Other and the World. https://www.pewresearch.org/global/2020/03/09/americans-and-germans-differ-in-their-views-of-each-other-and-the-world/

focused on the Asian AOR and one on the European AOR, to ensure that testing could be carried out on each information environment separately. After in-depth research by CART's research team focusing on information operations in Russia and the PRC, Taiwan and Southeastern Europe were selected as suitable geographic locations against which to test the explorable insights.

3. *Scenario Development*

In order to test the explorable insights as efficiently as possible, the insights were grouped according to which insights could be investigated together within a single scenario. The result was that a minimum of 5 scenarios would be required to test all 11 insights.

After considering multiple alternatives, the research team created the following five scenarios. A summary of each of the five scenarios is presented below, but full details can be found in the Protocol document in Appendix G. In addition, where relevant, separate but equivalent versions of each scenario were created for the Asian and European contexts / samples, although only the Asian version is shown below.

Scenario 1: Arms Support to Belligerents

The situation in Northern Ethiopia has worsened and the country is riven by civil war, with the government of Abiy Ahmed, the mostly Oromo south against the northern parts of the country (mostly made up of Tigrans, Amharans and Afari). The U.S. supports the Ethiopian government, while Russia supports the rebels. China is officially neutral on the matter but supplies both sides with arms and aid. After a year of bloody fighting, atrocities on both sides and humanitarian disaster, an international meeting is held in Prague to try and resolve the situation. The *Security Council Resolution 2674 (2022): The Question Concerning Arms in the Conflict in Ethiopia, also known as the Ethiopian Arms Agreement*, enacted by a unanimous vote of the UN Security Council, declares that all sales or transfer of arms and related warfighting materiel to either of the warring parties will cease immediately.

Trigger: Hypocrisy

The conflict, however, continues, and less than a year later evidence emerges (not necessarily at the same time) that all three countries (US, PRC, Russia) have continued to arm the warring sides despite their vote in favor of the peace agreement.

Scenario 2: US Military Exercises in the Balkans / Asia

The U.S. announces its largest joint military exercise in Southeast Asia in two decades, planned for early 2022, involving Australia, Japan, New Zealand, South Korea, the Philippines, Thailand and Vietnam. The PRC government embarks on a vociferous IO to derail / dissuade the exercise from taking place. Control sample receives PRC messaging that does not stress historical or recent victimization

narrative (i.e., China and the E. Asian region have been exploited and oppressed by the West for a long time), while treatment group receives messaging with similar content, but heavily stressing victimization narrative.

Scenario 3: Space Junk

In order to challenge U.S. dominance in space, PRC / Russia begin to raise (either directly or covertly through proxies) the issue of spaceborne debris which they claim jeopardizes exploration and use by the global community. They begin to call for an international body to regulate launches "for the good of mankind", since they believe they can steer this to their advantage. Control group receives messaging from the USG pushing back on this idea and avowing that the problem can be dealt with through private enterprise ingenuity, etc. Treatment group receives similar messaging but coming from celebrity CEOs like Elon Musk, Jeff Bezos, who trumpet American innovativeness, etc.

Scenario 4: Bioweapons Laboratory Accusations

A post-COVID expansion of the Biological Threat Reduction Program and the One Health initiative result in the United States seeking to develop / expand diagnostic and reference laboratories in various countries in Southeast Asia. The PRC accuses the U.S. of seeking to maintain weapons laboratories and spreads localized disinformation that these labs are conducting biological weapons research and that the countries that participate in the BTRP are at great risk of being the epicenter of the next major pandemic, or having their citizens experimented upon by the Americans. Control group receives messaging from the US responding to PRC accusations reactively, with crafted, targeted messaging. The first treatment group is the same but with uncrafted, untargeted messaging. The second treatment group receives crafted, targeted messaging but this is applied before PRC accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about the PRC. The third treatment group also receives positive, proactive messaging, but this messaging is untargeted and uncrafted.

Scenario 5: Integration Leads to Instability

In this scenario the TPP is revived by the US. PRC messaging decries greater integration between East and West (without China) by pointing to instability in several Western countries and the failure of Western democracies to adequately respond to COVID-19. PRC accuses the U.S. and its allies in the West of lacking the capacity to address COVID-19 properly, as well as not being willing to share resources (esp. vaccines) with the developing world.

4. *Experimental Design*

Once the scenarios and explorable insights had been established, the research team developed an experimental design for each scenario, by establishing independent variables and incorporating a control and one or more treatment groups to test each insight.

5. *Inject Creation*

   In order to present experiment participants with the background information, as well as the control and treatment conditions, for each scenario, a series of experimental "injects" were developed. These generally consisted of artifacts that contained or themselves represented messaging from either the United States or one or more adversaries, and included simulated news reports, official statements, social media posts and so forth. The injects were developed by varying means, but the most common process leveraged a web browser tool called Inspect Element. This tool, which is available by default in most modern web browsers, allows one to edit the HTML and CSS code which the browser is displaying to the user. This merely edits the copy of the web page which is being displayed to the user and does not have any effect on the website itself. The research team created each inject by using Inspect Element to edit the HTML of the website of interest, removing the original content, replacing it with the content for the inject, and then taking a screenshot. In some cases, a modified process was used to create blank templates, which then allowed the research team to use other, more flexible tools to edit the image template and create standardized injects with greater speed.

   The final *Competitive Information Environment Red Teaming Protocol*, containing the full scenarios, a cross-walk of Net Assessment propositions to Explorable Insights, the detailed experimental design and copies of all injects, can be found in Appendix G.

Instrument / Platform Development

Both the registration surveys and the instrument were built in Qualtrics, a cloud-based survey platform which is FedRAMP compliant and ISO 27001 certified. After identifying participants to participate in the simulation, the research team created comma-separated list files (.csv extension) which included participants names, emails, and information about which sample group the participant was a part of (Asia / Europe), and which specific country they were from. These were then uploaded into a contact list in Qualtrics, which was used to mass-distribute the instrument via email.

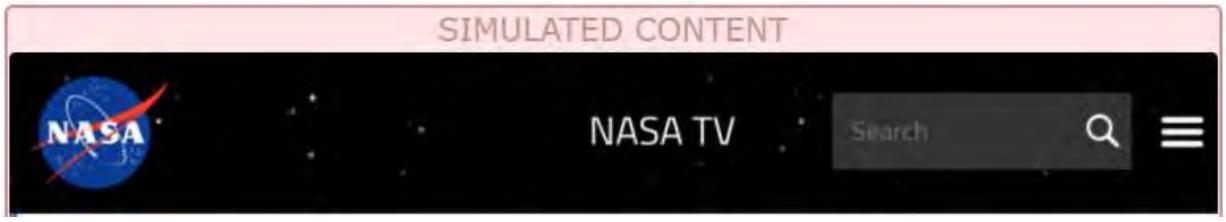
Two security measures were leveraged to help protect the instrument from potential malicious actors. First, each invitation email contained a personalized link to the instrument which could only be used to complete the simulation once. Second, participants were required to authenticate by entering their email before proceeding to the simulation. This authentication process ties each response to the email and simultaneously served as a security feature, as well as a means to pull the sample-related information into the instrument. The instrument needed to be able to draw on this sample-related information to allow the European sample and the Asian sample to receive different scenarios without using multiple instruments, which would have complicated the distribution and analytical processes.

The simulation was designed in such a way that every participant would not only see the appropriate injects for the sample which they were a part of, but also that the questions

would ask about the specific country which they would be role playing. This was implemented to help keep participants in role throughout the simulation and to help make the experience more engaging by making it feel more specific to the individual. Additionally, before participants began the simulation, they were asked to create and name the character which they would be role playing to help them get into role. The name which they provided for their character was also used throughout the rest of the simulation to passively remind participants that they were answering on behalf of their character and not themselves.

Because the injects developed for the instrument used mock-ups of real news websites and social-media platforms,[8] the research team felt it necessary to clearly mark that the injects were merely simulated content and not examples of real news stories. A small amount of custom CSS and HTML code was written to wrap each inject with a banner which stated "Simulated Content" above the inject. An example of this banner is given below. In addition to this, a small amount custom JavaScript was also used to collect data on the order of certain randomized events in the latter half of Scenario 1.

Fig. 2: An example of the "Simulated Content" banner placed above each inject.



Participant Recruitment

For the experimental process, the research team recruited a total of 223 participants. For the Russia information operation (IO) target proxy, we recruited 87 U.S. citizens or permanent residents who were born or grew up in one of the following countries: Serbia, Bosnia, Croatia, North Macedonia, Montenegro, Slovenia, Bulgaria, Kosovo, Greece, Cyprus or Italy. For the PRC IO target proxy, we recruited 136 U.S. citizens or permanent residents who were born and grew up in Taiwan.

Experimental Limitation #1: Required to use "proxy" participants

In the weeks leading up to the recruitment of participants and engagement with sample populations for the human simulations, the CART team was forced to adjust the intended methodology (surveying population samples within the countries / regions of interest) due to unforeseen political sensitivities. One such adjustment was the requirement to conduct the simulations on a U.S. based population which would serve as proxies for the intended sample population. The research team acknowledges that the methodology would have been stronger using the originally intended samples in-country. given the

[8] A single inject utilized an actual example of a propaganda video in an embedded twitter post.

focus of the simulations on the impact of information operations emanating from China and Russia on specific populations in Taiwan and various nations in Southeastern Europe.

One potential impact of these adjustments on the results of the simulations may include the introduction of systematic biases given that U.S.-based adult populations have self-selected to reside in the United States. In an effort to reduce the potential impact of biases on participant responses, we implemented a "role playing" dynamic into the simulations, which required participants to play the role of a family member or friend who still currently resides in their home country. In addition to this, participants were asked to provide a simulated name, profession, and even a favorite athlete to help create the persona of an individual still residing in their home country.

The recruitment process began with the creation of a flyer to assist in advertising and generating interest in the project. Next, a member of the research team identified relevant community-based organizations and sought out contact information for individuals in leadership positions. The purpose of this was to identify individuals who might have been able to lend credibility to the research effort while simultaneously assisting the research team in advertising the effort to a broader network than would otherwise be possible. A sample of such community-based organization that the research team contacted are:

- The Bosnian American Professionals Associations
- Taiwanese American Professionals in New York
- New England Friends of Bosnia and Herzegovina
- Bulgarian American Cultural Center

Example of Participant Recruitment Flyer

In total, members of the research team contacted over 200 different organizations by email and by phone. Overall, the organizations which we reached out to were willing to help advertise the simulation. The research team attempted to contact a broad array of organizations operating from the most local level all the way up to a national level.

To limit access to the instrument to only participants who were eligible, the simulation itself was not openly distributed. Instead, flyers contained a link to a separate registration survey, in which potential recipients were asked a number of questions to confirm their eligibility.

In total, 321 individuals were invited to participate in the simulation, 289 (90.03%) individuals started the survey, and 223 (69.47%) completed responses.

Experimental Limitation #2: Recruitment Difficulties

The research team initially had identified accessible samples within the countries of interest, but after making the adjustments to the participant sample, participant recruitment had to be restarted, drawing on a much smaller candidate pool resident in the United States. Various challenges were encountered during the recruitment phase that potentially create limitations on the reliability of the outputs received from the simulation. The most notable challenge was the significant amount of bot activity in our registration process for the Taiwan sample. At its peak, this activity was responsible for over 1,000 false registrations in one night. This had a significant impact on the ability to extract quality registrants with 100% confidence. To capture as many real registrants as possible, the decision was made to have a member of the team manually review the incoming registrations and weed out the illegitimate cases. In total, there were over 6,500 responses to the registration survey. While the process of selecting participants was done manually, an excel sheet with conditional formatting was used to identify potential red flags such as duplicate timestamps, duplicate names, etc. This was done to ensure the process of selecting participants was as systematic as possible, given the circumstances, and to reduce the time required to review the registrations. Just 5.2% of all registrants were invited to participate in the simulation.

Various challenges discussed in the "Got Bots? Practical Recommendations to Protect Online Survey Data from Bot Attacks"[9] publication were encountered throughout the process. Ultimately, due to the inability to confirm with 100% certainty the validity of every registrant, the research team accepted a certain level of risk that bad actors were seeking to skew the simulation outputs. The trends identified during the bot activity led to the conclusion that there is a significant possibility that the bot activity was conducted by an active adversary. It is worth noting that these challenges were not encountered during recruitment for the second simulation. When recruiting participants to test an additional explorable insight after the conclusion of the Table-Top Exercises, a group of participants from the original Taiwanese sample (those who participated in the first simulation) were recruited to take part.

[9] Storozuk et al. (2020). Got Bots? Practical Recommendations to Protect Online Survey Data from Bot Attacks. The Quantitative Methods of Psychology 16(5) 472-481. https://www.researchgate.net/publication/347787693_Got_Bots_Practical_Recommendations_to_Protect_Online_Survey_Data_from_Bot_Attacks

The Southeastern Europe sample provided an additional set of unique challenges. It was quickly identified that there was a significant amount of hesitancy from European populations resident in the U.S. to participate in the simulations. Even with increased efforts to communicate the purpose of the simulation and maintain the confidentiality of participant information, this dynamic persisted. In an attempt to surmount this challenge, over 200 Balkan organizations were contacted looking for potential participants, with no change in registration rates. Ultimately, the decision was made to increase the number of countries in which participants were recruited to include more countries located in the Eastern Mediterranean. While this bolstered overall numbers for this particular sample, it diluted the number of participants from individual countries, limiting the ability to analyze outputs from specific locations. In addition, the simulation was designed specifically for the original sample population, and it is possible that the content of the simulation resonated differently across the various populations that participated.

Phase II Experiment

The results of the first set of experiments were shared with the ICONS team in order to inform the TTXs. Reciprocally, at the conclusion of the TTXs, CART and ICONS researchers selected a novel question that emerged from the TTXs for further examination. This led to the development of a twelfth explorable insight, tested through a sixth experimental scenario. This scenario only pertained to the Asia sample and was thus run using a subset of the initial experiment participant group. A member of the research team reviewed participant responses from the previous simulation to identify potential participants for Phase II. This review consisted of verifying that the participant engaged with the simulation and took the activity seriously. Those who were given preference often:

- Possessed a .edu email: Since .edu emails are harder to attain and provides greater certainty that the user is at the very least a real person
- Reacted differently to the different scenarios: In some cases during the initial experiments, participants responded identically, regardless of the scenario
- Provided clear written feedback at the end of the simulation: Providing feedback required that participants engage with the content sufficiently to provide that feedback

92 individuals were invited to participate. Ultimately 70 participants (76%) representing the Taiwanese target population participated in the Phase II experiment. Furthermore, additional dependent variables were added to address the new explorable insight and some of the initial dependent variables were not included.

The experimental scenario, treatment and variables for the Phase II experiment are listed below, with full details included in Appendix G.

Scenario 6: Crisis in the South China Sea

Tensions continue to rise in the Philippine EEZ in the South China Sea. A major typhoon has significantly damaged a Philippine ship sitting atop Second Thomas Shoal. To fix the ship, the Philippines are preparing to build a platform across its damaged deck. China has strongly denounced this construction as illegal, insisting that the remains of the ship should be sunk, and has shown further readiness to deploy nearby armed forces to prevent such illegal construction. Thus far, the U.S. has not taken an active position on this escalating crisis.

Analysis Employed

The raw data was exported from Qualtrics to an excel file. A Python 3.8 script was used to rename the variables consistently across the different scenarios and to recode values appropriately. The Python script produced a cleaned excel file, which was then imported into IBM SPSS 27 for the analysis. Due to the sheer volume of the analysis, the Research Team implemented the entire remainder of the analytical process in SPSS using 3,700 lines of the SPSS Syntax scripting language. The values for the different variable types were labelled to make the outputs readable and a variety of additional variables, such as those needed for the *Delta* analysis, were computed prior to beginning the analysis.

The research team conducted several different sets of analyses for each scenario. For the simplest scenarios, only three sets were required. The most complicated scenario, however, required as many as 14 separate sets. In all cases (except for Phase II) each set of analyses was run twice – once using only the data from the Asian sample, and a second time using only the data from the European sample. There were three basics sets of analyses, the latter two of which were run multiple times for scenarios which required complicated experimental designs.

Note that, for the purposes of distinguishing average values, the means and medians for even the ordinal variables are used throughout the analysis. While this should not be done for all ordinal variables, it is common practice for likert-scale variables to be treated as ratio variables for this purpose, and we assume that in general the mean and median values reflect a central tendency.

Before vs. After

To determine whether or not the scenario itself had any impact on the dependent variables, the research team had to compare the values of the dependent variables collected prior to the treatment injects to those collected after the scenario. For this, the research team first ran descriptive statistics on the dependent variables before and after each scenario. A paired-samples non-parametric test was required to determine if a statistically significant difference existed in the means of the dependent variables which were collected at an ordinal level of measurement. The Wilcoxon Signed-Rank Test (WSRT) was used for this purpose. For the one continuous dependent variable type ("Feeling Thermometer"), the research team employed a paired-samples t-test. The t-test assumes that the two samples are normally distributed, and where this is not true a non-parametric test such as the WSRT is an appropriate method to evaluate the difference in

the means. As such, both tests were run for the continuous variables. Where the assumptions for the t-test were not met, the WSRT result was used.

After
The purpose of this set of analyses was to determine whether or not the different treatment groups had a statistically significant impact on the dependent variables when compared with the control group. Descriptive statistics for the dependent variables were compared across each treatment group for the variables collected after the treatment had been administered (as opposed to comparing before vs. after). Since samples across different treatments are inherently independent of each other, the WSRT and the paired-samples t-test are no longer suitable. The independent samples non-parametric test which the research team chose was the Mann-Whitney U test. The paired-samples t-test was naturally replaced with an independent-samples t-test.[10]

Delta
As is implied by the label, this analysis measures the relative change in the dependent variables. It does so across the treatment and control groups and uses the same tests as the *After* set of analyses. Prior to running these analyses, the case values for the dependent variable collected at the beginning of the scenario were subtracted from those collected at the end of the scenario to measure the difference in the measure. For example, if a participant had rated a 4 on a measure in the beginning of the scenario but then rated the same measure as a 1 at the end of the scenario, then the computed delta variable would equal -3.[11]

Quality Control Process
After the analyses was completed, a quality control process was implemented. The intent of this process was to ensure that the integrity of the data had been maintained throughout the project, and to ensure that the analyses run in SPSS were running correctly and producing the appropriate outputs.

To verify the integrity of the data, the data from the final SPSS data file was exported to excel. A SUM formula was added to the bottom of each column of data to act as a checksum for that column. If the data had been altered, it would be unlikely that the checksum would match a similar checksum added to a "fresh" set of data pulled directly from Qualtrics. There were no errors identified by this process.

To verify that the analyses in SPSS were running correctly, two random variables of different types were selected for each sample-scenario analysis pair (For example, Europe Sample Scenario 1, Asia Sample Scenario 3). For both of these variables, a research team member

[10] For scenarios that required comparisons between multiple treatment groups (ie, Control vs. Treatment 1, Control vs. Treatment 2, etc.), this test was run once for every comparison required.
[11] For scenarios that required comparisons between multiple treatment groups (ie, Control vs. Treatment 1, Control vs. Treatment 2, etc.), this test was run once for every comparison required.

who had not previously worked on the analysis conducted the same analytical process in Stata. One minor issue was identified by this process and rectified.[12]

[12] SPSS non-parametric tests assume a high sample-size by default, and thus use asymptotic significance to reduce the time required to compute results for high sample-size analyses. Though the definition between high and low sample size is not well defined in this context, this was resolved by running the analysis to include asymptotic significance and exact significance; hence the different significance values both being included in the results tables in the results appendix.

Overall Scenario Analysis

Dependent Variables Key

ATTITUDES
"Please tell me if you have a very favorable, somewhat favorable, somewhat unfavorable, or very unfavorable opinion of…Country X?"
0: missing data
1: very unfavorable
2: somewhat unfavorable
3: somewhat favorable
4: very favorable

FEELING THERMOMETER
We'd like to get your feelings toward some different countries in the world on a "feeling thermometer." How do you feel toward…Country X?"
[0 – 100]: feelings toward country

TRUST
"Generally speaking, how much do you think [your country] can trust each of the following nations…"
0: missing data
1: not at all
2: not too much
3: a fair amount
4: a great deal

PROMISES
"To what extent would you trust …[US, PRC, RU]… to keep their promises?"
0: missing data
1: not at all
2: not too much
3: a fair amount
4: a great deal

COOPERATION
"Please rate whether [your country], in this scenario, should cooperate more or less with Country X"
0: missing data
1: cooperate less
2: cooperate same as before
3: cooperate more

SHAREABILITY
"How likely would you be to share this message with others?"
0: missing data
1: extremely unlikely
2: somewhat unlikely
3: neither likely nor unlikely
4: somewhat likely
5: extremely likely

BELIEVABILITY
"How believable do you find this information?"
0: missing data
1: extremely unbelievable
2: somewhat unbelievable
3: neither believable nor unbelievable
4: somewhat believable
5: extremely believable

Baseline Values Pre-Exercise

Variable	Stat	Asian Sample	European sample
International_Trust (General)	Mean	1.3	1.65
	Median	1	2
	Std. Deviation	0.459	0.481
Attitude_PRC	Mean	1.65	2.77
	Median	1	3
	Std. Deviation	0.838	0.985
Attitude_RUS	Mean	2.1	2.57
	Median	2	3
	Std. Deviation	0.631	0.96
Attitude_USA	Mean	3.05	3.11
	Median	3	3
	Std. Deviation	0.659	0.841
Thermometer_PRC	Mean	25.83	58.72
	Median	15	60
	Std. Deviation	26.597	30.588
Thermometer_RUS	Mean	36.23	57.21
	Median	37	58
	Std. Deviation	18.959	28.825
Thermometer_USA	Mean	71.13	72.4
	Median	72.5	74
	Std. Deviation	17.848	23.392
Trust_PRC	Mean	1.48	2.7
	Median	1	3
	Std. Deviation	0.782	1.03
Trust_RUS	Mean	2	2.54
	Median	2	3
	Std. Deviation	0.535	0.95
Trust_USA	Mean	2.93	3.05
	Median	3	3
	Std. Deviation	0.7	0.875

Promises_PRC	Mean	1.44	2.63
	Median	1	3
	Std. Deviation	0.769	1.013
Promises_RUS	Mean	1.93	2.53
	Median	2	2
	Std. Deviation	0.654	0.95
Promises_USA	Mean	2.77	2.99
	Median	3	3
	Std. Deviation	0.782	0.909
Cooperation_PRC	Mean	1.55	2.14
	Median	1	2
	Std. Deviation	0.676	0.722
Cooperation_RUS	Mean	1.85	2.02
	Median	2	2
	Std. Deviation	0.495	0.751
Cooperation_USA	Mean	2.58	2.56
	Median	3	3
	Std. Deviation	0.591	0.623

Given the use of proxy populations, the "background" baseline scores are likely to be most affected by any biases introduced by using U.S.-resident participants (with the differences in comparative scores between treatment and control arguably likely to be less affected). Nonetheless, it is instructive to provide context to the analyses that follow by briefly discussing some of the baseline differences between scores.

The first thing to note from the first row in the above table is that the sample representing the Taiwanese population is in general more skeptical of international dealings than the European sample, with the former skewing towards not trusting other nations generally, while the latter seems to have more faith in international interactions. The next observation is that for all variables, as a baseline, the European sample generally has far more positive perceptions of the PRC and Russia than the Taiwanese sample. Also, perhaps expectedly, Russia's baseline scores tend to be higher than China's in the Taiwan sample, while China's scores are higher than Russia's in the European sample. U.S. scores are fairly consistent across both samples.

Perhaps most encouragingly, the U.S. has more positive scores than both Russia and China in both regions, although for several of the variables, the scores for the PRC are not that much lower than those for the U.S. This is more concerning when one realizes that if there is any

systematic bias from using U.S.-resident participants it is likely to be in favor of the U.S. Acknowledging these potential limitations, however, overall it appears from the experiments conducted here that the U.S. begins with a reputational / perception advantage in both regions over its GPC competitors.

Scenario 1: Arms Support to Belligerents

Insight(s) Explored

Explorable Insight 1	Perceptions among target audiences in states that are not clear supporters of any GPC (hereafter referred to as "swing states") about the domestic success of the GPC states are more important to the target audiences' attitudes, trust in and their ability to be influenced by these states than active messaging.
1a	If derogatory but truthful information about China's domestic policies was leaked, or if its economic growth were to slow, the CCP would find it harder to increase its political influence in swing states than it currently does.
Explorable Insight 2	Perceived U.S. values are important in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
Explorable Insight 3	How the U.S./PRC/Russia acts (deeds) is more important than what it says (words) in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
3a	A divergence between what is said and what is done (hypocrisy) has a greater negative effect on outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence as these relate to the U.S. than a similar divergence in the case of Rus/PRC.

Treatment(s)

Control = *No additional injects*
Treatment 1 = *US Economic Success Inject(s)*
Treatment 2 = *PRC Economic Success Inject(s)*
Treatment 3 = *Russia Economic Success Inject(s)*
Treatment 4 = *PRC Economic Failure Inject(s)*
Treatment 5 = *US Values Inject(s)*

Experimental Results

Asian Context

- There is strong evidence in the data that breaking promises has a negative impact on all the dependent variables for a country. All three countries exhibited marked (11% to 27%) declines in the average scores of their dependent variables after breaking their promises, and these changes were all highly statistically significant (<1% level) for all variables in the full dataset. Even in the control subgroup only (i.e., with no

injects), the attitude, feelings thermometer and cooperation dependent variables showed statistically significant declines.[13]

- There was no indication that the degree of decline in the various dependent variables was systematically or substantially greater for the USA than for the PRC or Russia (for some variables it was greater in absolute terms, but not in terms of percentage decline).
- The treatment that emphasized US economic success (Treatment 1) in fact resulted in lower sample scores than the control for the US across all dependent variables, with the changes in attitude and trust in USA promises statistically significant ($p<0.07$). The dependent variable scores for the PRC and Russia showed changes that were generally slight and in inconsistent directions, as well as not being statistically significant. With respect to whether the treatment affected the amount by which the dependent variable scores dropped after the broken promises, this made all of the US sample scores even more negative (but not in a statistically significant way). Interestingly, it appeared to make all the changes for the PRC less negative and all those for Russia more negative, but none of these results are statistically significant, so no general inferences can be made beyond the sample.
- In the treatment that emphasized China's economic success (Treatment 2), the scores for the PRC were either slightly higher or the same for the dependent variables when the PRC broke its promises, but none of these differences were statistically significant. Interestingly, the scores for the USA were generally lower under the treatment than the control, but again, none of these was statistically significant.[14] With respect to whether the treatment affected the amount by which the dependent variable scores dropped after the broken promises, the only statistically significant results were that the treatment made the change in the Feeling Thermometer scores towards the USA more negative.[15]
- In the treatment that emphasized Russia's economic success (Treatment 3), the treatment did seem to generally make Russia's scores after it broke its promises higher than the control, although none of these differences were statistically significant, so no inferences can be made beyond the sample. There were no significant changes in the scores for the USA, and while the treatment touting Russian economic success actually made the PRC's scores higher than those for the control for all dependent variables, none of these differences were statistically significant. With respect to whether the treatment affected the amount by which the dependent variable scores dropped after the broken promises, it had varying effects on different dependent variables for Russia, but under the treatment, the degree to which trust in Russian promises decreased was actually greater than under the control and statistically significant at the 10% level. The treatment either had no effect on the

[13] The decrease in attitudes with respect to the USA was only significant at the 10% level using asymptotic significance and $p = 0.148$ for exact significance. In addition, the decrease in the trust in the USA score was significant at the 10% level.

[14] The difference in scores for trust that the USA would keep its promises was almost statistically significant, at $p\approx0.12$

[15] $p=0.036$ (Wilcoxon Signed Rank Test, since distributions are not normal according to Shapiro-Wilk test)

changes in dependent variables with respect to the PRC or actually made them less negative, but none of these differences was statistically significant. Under the treatment the change in scores after the broken promises were, however, consistently more negative for the USA scores (and in the case of the attitude and feeling thermometer variables, the differences in the change in USA scores was statistically significant at the 10% level).

- When participants were exposed to the treatment that provided unfavorable reports about China's economic prospects (Treatment 4), all of the variables with respect to the PRC were lower under the treatment, although only slightly and none of these differences was statistically significant. Interestingly, under this treatment, all of the dependent variable scores for the USA were also lower and in the case of the attitude and trust in promises scores, these differences were statistically significant at the 10% level. Moreover, looking at the impact of the treatment on the amount by which the dependent variable scores declined after broken promises, denigrating Chinese economic prospects made the scores for all the actors (PRC[16], Russia and the USA) more negative, yet only the differences in the change for trust in Russian promises, feelings thermometer for the USA and trust in USA promises were statistically significant.[17]
- For the treatment emphasizing US values (Treatment 5), it surprisingly resulted in *lower* scores across all dependent variables with respect to the USA over the control, but none of these differences were statistically significant. It lowered several of the sample scores for the PRC and Russia as well, although none of these were statistically significant. There were no significant results for the change in scores from before to after promises were broken.

European Context

- The European data echoes the Asian data in that all the dependent variables show a substantial (13% to 22%) decline after the countries broke their promises and all of these were highly significant changes ($p<0.1\%$). Even in the control subgroup only (i.e., with no injects), several dependent variables for each country showed statistically significant declines.[18]
- There was no indication that the degree of decline in the various dependent variables was systematically or substantially greater for the USA than for the PRC or Russia (indeed, in the overall sample, the USA experienced the smallest percentage declines in scores of the three GPC states).
- For the treatment that emphasized US economic success (Treatment 1), none of the dependent variables for any of the countries showed statistically significant differences, so no inferences can be made beyond the sample with respect to the

[16] All the PRC variables were at slightly more negative, except for the desire to cooperate with the PRC, which became less negative.

[17] Russian Promises: $p\approx0.08$; USA Feeling Thermometer: $p<5\%$; USA Promises: $p=0.03$.

[18] For the USA, all of the dependent variables were statistically significant in the subset at the 5% or less level; for the PRC, the attitude, feelings thermometer, promises and cooperation variables were significant at the 5% level; and for Russia the attitude, trust and promises variables were significant at the 10% level (attitude and trust asymptotic significance only).

explorable insight. Interestingly, the scores for the USA decreased for the attitude, feelings thermometer and promises variables under the treatment, but increased slightly for the trust and cooperation variables. When considering whether and to what extent the treatment condition differed in the change in scores between before and after the promises were broken, for the USA the change was less negative or the same under the treatment condition for all dependent variables, but only the intent to cooperate variable was significant[19] (and then only at slightly above the 10% level[20]). For the other countries, the results were inconsistent with respect to the PRC (and none were statistically significant), while under the treatment, the change in all of Russia's scores was more negative, but only the difference in attitude scores was statistically significant (at the 6% level).

- In the treatment that emphasized China's economic success (Treatment 2), the scores for the PRC were either slightly higher or the same for the dependent variables when the PRC broke its promises, and all of the Russian dependent variable scores were higher (sometimes substantially) than the control, but none of these differences was statistically significant[21]. As in the Asian context, the scores for the USA were generally lower under the treatment than the control (except for the trust score), but again, none of these was statistically significant. With respect to whether the treatment affected the amount by which the dependent variable scores dropped after the broken promises, the change was less negative for the PRC under the treatment condition for all dependent variables, but none of these differences were statistically significant. Interestingly, all the scores for the USA were also less negative, with the difference in the amount by which the scores changed being statistically significant (at the 5% level) for the trust and promises variable. So, at least with respect to trust in the USA generally and trust in the USA to keep its promises, emphasizing China's economic success actually dampened the negative effect of the broken promises.
- In the treatment that emphasized Russia's economic success (Treatment 3), the treatment did seem to generally make Russia's scores after it broke its promises higher than the control (except for the attitude variable), although none of these differences were statistically significant, so no inferences can be made beyond the sample. There were no significant changes in the scores for the USA, but the treatment touting Russian economic success actually made the PRC's scores higher than those for the control for all dependent variables, with the desire to cooperate with the PRC being significant at around the 10% level.[22] With respect to whether the treatment affected the amount by which the dependent variable scores dropped after the broken promises, it had varying effects on different dependent variables for Russia, but none of these were statistically significant. Under the treatment, the changes in all of the dependent variables for the PRC were less negative, with those for the

[19] A t-test for the Feelings Thermometer was also significant at the 10% level, but a Shapiro-Wilks test revealed that the control subsample was not normally distributed, so a t-test is not indicated. The non-parametric Wilcoxon Signed Rank Test was not significant.

[20] p(asymptotic)=0.107;p(exact)=0.123

[21] Although the difference in the score for the desire to cooperate with Russia was almost significant at the 10% level (p(asymptotic=0.108); p(exact)=0.128).

[22] p(asymptotic)=0.078; p(exact)=0.117.

attitude, feelings thermometer, promises and cooperation being statistically significant.[23] Similarly, under the treatment the change in scores after the broken promises were, similarly, consistently less negative for the USA scores and in the case of the feeling thermometer, trust and cooperation variables, the differences in the change in USA scores was statistically significant.[24]

- For Treatment 4, i.e., when participants were exposed to the treatment that provided unfavorable reports about China's economic prospects, no statistically significant differences were observed between the treatment and the control group, so no general inferences can be made about this explorable insight. It is interesting to note, however, that in the sample there were no major or consistent changes in the average scores between the control and the treatment for the PRC, while Russia's and the USA's scores were generally the same or lower. With respect to differences in the change in scores from before to after the broken promises, these were inconsistent for the PRC[25], but for Russia, the scores were lower across the board under the treatment, and in the case of trust in Russian promises, significantly so at approx. the 10% level. US scores under the treatment showed no or a smaller decline under the treatment condition, but none of these differences were even close to statistical significance.
- For the treatment emphasizing US values (Treatment 5), the results surprisingly revealed *lower* average scores for some dependent variables and higher scores for others compared with the control with respect to the USA, but none of these differences were statistically significant. All of the sample scores for the PRC (except the trust score) were actually higher under the treatment, but there was no statistical significance here either. Under the treatment condition, counterintuitively, the scores for Russia were all higher, and in the case of the promises and cooperation variables, these were close to significance at the 10% level. With respect to differences in the change after the broken promises, there were again no significant results, although in the sample, the Russian scores were consistently more negative under the treatment condition and those of the USA were consistently less negative.

Bottom Line

With respect to EI1, overall, emphasizing USA economic success did not really seem to help its scores,[26] with the only statistically significant results (for the attitude and trust variables in the Asian sample) showing lower scores under the treatment. Emphasizing China's economic success did not yield any statistically significant differences, although in the sample, most of the Chinese scores were higher under the treatment, so this warrants further research. Emphasizing Russia's economic success had similar results, with higher scores across both samples, but no statistical significance, although under this treatment

[23] For the attitude and feelings thermometer variables at the 10% level and the others at the 5% level.
[24] Cooperation at the 5% level; Feelings thermometer and trust at approx. 10% level.
[25] The Feelings Temperature variable actually showed a less negative decrease and was approaching significance at the 10% level.
[26] Due to the nature of the scenario, shareability and believability of messages was not able to be tested for this explorable insight, which therefore only tested attitude, feeling thermometer, trust, promises and cooperation.

one of the PRC scores was significantly higher. So, with respect to the basic differences in scores, **EI1 is undermined (but not completely disproved) for the USA, and remains unknown, but possibly true, for the PRC and Russia.**

With respect to the degree to which scores change from before to after countries break their promises (i.e., whether economic success mitigates or exacerbates the effects of countries breaking their promises), the **changes in the scores are inconsistent with respect to EI1** across samples and countries. When USA economic success was emphasized, USA sample scores were more negative in the Asian sample and less negative in the European sample (with the cooperate variable close to statistically significant), while the attitude towards Russia became more negative (and statistically significantly so). Emphasizing China's economic success did not affect the change in China's scores in a statistically significant manner, and made the feeling thermometer scores for the USA more negative in the Asian sample, but all its scores less negative (and significantly so for the trust and promises variables) in the European sample. When emphasizing Russian economic success, trust in Russian promises actually became more negative than the control in the Asian sample, but so did the attitude and feeling thermometer variables with respect to the United States, while in the European sample, these USA scores became less negative. In the European sample, emphasizing Russian success actually had the statistically significant effect of making most PRC dependent variables less negative.

Introducing negative reports about China's economic prospects made sample scores lower for the PRC but not in a statistically significant way, so cannot be generalized, but did seem to make several of the scores lower and the change in scores more negative for both the USA and Russia. **EI1a is therefore not strongly supported by the experimental data, but is not refuted either**.

The lack of any statistically significant results related to emphasizing USA values in both the Asian and European samples **does not provide any support for EI2**, but does not also not confirm it. The observation that in both samples the USA actually received lower scores under the treatment for many of the dependent variables, while the PRC and Russia received higher scores in the European sample, suggests that caution must be exercised and more research conducted before highlighting USA values in its messaging.

What countries do is very important versus what they say, and all countries in both contexts suffered substantial declines in all dependent variables after breaking their promises, thus **robustly confirming EI3**. Moreover, there was no indication that the degree of decline following revelations of hypocrisy was worse for the USA than the PRC or Russia, thus providing **no support for EI3a**.

Scenario 2: US Military Exercises in the Western Balkans / Asia

Insight Explored

Explorable Insight 4	A **narrative of victimization** (and/or of U.S. abandonment) in PRC/Rus information operations against the U.S. is effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.

Treatment(s)

Control = *No victimization narrative in PRC/Russia messaging*
Treatment = *Incorporates victimization narrative in PRC/Russia messaging.*

Experimental Results

Asian Context

- The fact that China is criticizing the United States and the West (whether through the inject or the control) does have a small, but statistically significant impact on various measures of people's attitude, feelings thermometer, and trust[27] towards the USA, whether they think the USA will keep its promises and their desire to cooperate with the United States. This is somewhat expected but confirms that PRC propaganda does have a real effect, even though a single item of propaganda does not seem to move the needle too much.
- The believability of the message was actually significantly and fairly substantially[28] lower under the treatment (victimization trope) than the control condition.
- However, contrary to the hypothesis, the treatment (a narrative in messaging that is heavy on victimization tropes) actually seems to appreciably decrease attitudes towards China and desire to cooperate with China[29]. Furthermore, the change in attitudes towards China from before to after they released their propaganda actually became negative under the treatment condition, whereas it was positive under the control condition.[30]

European Context

- Russian messaging criticizing the United States in general did have a statistically significant negative impact on participants' perceptions of the USA across all of the dependent variables (attitude, feelings, trust, promises and cooperation).[31] This indicates the general effectiveness of propaganda, although the change in means is not particularly large. Interestingly, Russian propaganda also decreased many of the

[27] The decrease in trust after the Chinese propaganda is only significant at the 10-15% level, while all other measures are significant at the 5% level.
[28] Mean of control = 3.09 versus mean of treatment = 2.63, p = 0.021, Mann-Whitney U test for independent samples.
[29] While the difference in believability is statistically significant at the 5% level, the decrease in attitude and desire to cooperate is only significant at the 10% level.
[30] Although this was only significant at the 10% level.
[31] $p < 5\%$

perceptions with respect to Russia as well, with the decreases in attitude and the feelings Thermometer being statistically significant.

- The Russian messaging emphasizing victimization (the treatment) was felt in the sample to actually be less believable or sharable than the control, although this was not statistically significant.
- The experiment did not reveal any statistically significant differences between the treatment condition (emphasizing a narrative of victimization) and the control condition. In fact, in the sample, the direction of movement was lower scores towards Russia in the feelings thermometer, trust and promises measures under the treatment condition than the control (as well as lower scores for the USA).

Bottom Line

While PRC or Russian propaganda does seem to have at least some negative effect on perceptions of the United States, **EI4 is not supported by the experimental evidence**. Indeed, using victimization narratives might actually backfire. The messaging that emphasizes victimization tropes appears to be *less believed* and the victimization narrative actually seems to *decrease measures* towards the countries utilizing the victimization narratives, statistically significantly so in the case of the PRC. Whether this is because notions of PRC or Russian as victims lack credibility or a more general dynamic of "no-one likes a cry-baby" remains to be seen.

Scenario 3: Space Junk

Insight Explored

Explorable Insight 5	Celebrations of US cultural values are more attractive with respect to target audiences' attitudes towards, trust in, the and influence of the US, as well as the believability of U.S. messages, when expressed by messengers other than the USG - e.g. celebrities, television shows, authors.

Treatment(s)

Control = *Messaging from the US to counter PRC / Russia messaging where U.S. government source is the messenger.*
Treatment = *Messaging from the US to counter PRC / Russia messaging where non-U.S. government source is the messenger.*

Experimental Results

Asian Context

- The experiment revealed a clear, statistically significant improvement across all the dependent variables after the US messaging, irrespective of who the messenger is.
- There is no statistically significant difference between the averages for the treatment and the control conditions with respect to any of the attitude, trust or influence dependent variables, although – and counter to the hypothesis – the sample means for treatment (non-USG messenger) are generally lower than for the control (USG messenger).
- There were no statistically significant differences between treatment and control conditions with respect to changes before and after the messaging.
- The averages for both the believability and shareability of the treatment message are lower (and statistically significantly so) than those for the control message. This suggests that the non-USG message in this case resonated less with the audience.

European Context

- There were no substantial or statistically significant differences across any of the measures for the dependent variables as a result of the US messaging. Interestingly, the extent to which participants thought that the USA would keep its promises actually decreased on average after the messaging (irrespective of whether participants received the treatment or the control), but this was not statistically significant.
- There were no substantive or statistically significant differences in believability or shareability across the different messengers. Therefore, the believability aspects of EI5 were not experimentally supported.
- There were no substantial or statistically significant differences between the treatment and control conditions for any of the average measures of the dependent variables. Neither were there any statistically significant results when looking at whether the treatment influenced the amount of change before and after the inject, although in the sample the control message tended to reflect a negative change in

scores before and after the message was sent, while the treatment message made the dependent variable measures either less negative or more positive on average when compared to the control message.

Bottom Line

Overall, EI5 is not supported. There was no statistically significant improvement in any of the measures under the non-USG messenger (with sample means actually decreasing under the treatment in the Asian context). In the Asian context, the non-USG message was also less believable and sharable. The message itself (irrespective of whether it was under the treatment or control) improved scores for the USA, but interestingly only in the Asian context. There is a possibility that the outcome of this experiment with respect to the effects of treatment versus control might have been affected by the particular scenario and messengers selected (i.e., NASA versus Elon Musk), so it is recommended that the experiment be replicated using a broader variety of messengers.

Scenario 4: Bioweapons Laboratory Accusations

Insight(s) Explored

Explorable Insight 6	Uncrafted, untargeted messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than targeted, crafted messages.
Explorable Insight 7	Positive, proactive messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than negative, reactive messages

Treatment(s)

- Control: U.S. messaging is reactive, crafted, and targeted.
- Treatment 1: U.S. messaging is reactive, uncrafted, and untargeted.
- Treatment 2: U.S. messaging is proactive, crafted, and targeted.
- Treatment 3: U.S. messaging is proactive, uncrafted, and untargeted.

Experimental Results

Asian Context

- After accusations from the PRC, there is a statistically significant decrease along all of the dependent variables with respect to the United States, which shows that, irrespective of any messaging from the U.S. side, the accusations hurt the standing of the U.S. in the eyes of the target population.
- Interestingly, after the PRC has made its accusations and the U.S. has sent its messaging (either before or after the PRC accusations), there is also a statistically significant drop in the scores of almost all of the dependent variables with respect to the PRC.[32] The absolute value of the average drop is however less for the PRC than for the USA across all of the variables.
- With respect to the believability and shareability of the message from the USA, there is no significant difference between the treatment or control messages for either Treatment EI6 or Treatment EI7.
- *EI6*: When testing the difference between crafted/targeted and uncrafted/untargeted messaging, the average scores for all of the dependent variables with respect to the USA are higher for the uncrafted/untargeted (treatment) subgroup, although these differences are only statistically significant in the case of whether participants trusted the USA. With respect to the PRC, the treatment does not appear to impact any beliefs/feelings about China at the population level. So, while the uncrafted/ untargeted messaging by the USA seems to be better for the USA than the crafted/targeted messaging, the jury is still out on whether this also helps the Chinese across any of these measures.

[32] The differences in feeling thermometer and cooperation are significant at $p < 2\%$ level, while those for attitude and promises are significant at the $p < 10\%$ level.

- *EI6*: With respect to whether the treatment condition (uncrafted/untargeted) impacted the average change in scores from before to after the inject, most of the changes with respect to the USA were improved[33] under the treatment condition over the control condition, although none of these differences were statistically significant. There was a substantial improvement in the before/after inject change under the treatment condition with respect to most of the dependent variables in the case of the PRC; this change was statistically significant for the attitude (at 5%) and promises (at 10%) dependent variables.[34] So uncrafted/untargeted messaging by the U.S. potentially made the change more positive for the U.S. (but not, under this sample, in a statistically significant way), but also did so (statistically significantly this time) for the PRC with respect to at least three of the measures.
- *EI7*: For the second test in this experiment – positive/proactive messaging as the treatment versus negative/reactive messaging as the control – the means for the treatment case were *lower* – and statistically significantly so – across all the dependent variables with respect to the USA, indicating that positive/proactive messaging was actually less efficacious (at least as shown by this experiment). EI7 is thus disproved according to this dataset. This counterintuitive result requires further exploration and confirmation. There are no statistically significant differences (and only one non-marginal sample difference – a decrease in trust in promises) between the treatment and control conditions with respect to the PRC across the dependent variables.
- *EI7*: It appears that the treatment (positive/proactive messaging) makes the before/after inject change in dependent variables with respect to the US *worse* (i.e., more negative) than the control (negative/reactive), and results are significant across all of the dependent variables.[35] There are no significant differences in the before/after change in scores for the PRC between the treatment and the control conditions.

European Context

- After both sets of messaging (whether the USA or Russia messaged first), the U.S. scores were lower than before, and statistically significantly so at the 5% level, for all of the dependent variables. This indicates that no matter whether the messaging was crafted/targeted, uncrafted /untargeted, positive/proactive or negative/reactive, the USA ended up in a worse reputational position than at the start of the scenario. The scores for Russia were also lower after the messaging, but this difference was only statistically significant for the feelings thermometer variable.
- *EI6*: Uncrafted/untargeted messages from the USA were more believable in the sample, but this difference was not statistically significant.[36] The control group

[33] The change either became less negative or more positive.

[34] A t-test for the feelings thermometer variable was significant at p=0.039; however, the Shapiro-Wilks test revealed that neither subgroup was normally distributed, which implies that the t-test is not indicated. The non-parametric Wilcoxon Signed Rank Test was not significant even at the 10% level (p=0.13).

[35] For attitude and trust at the 5% level, feeling thermometer, p=0.054, and for promises and cooperation at the 10% level.

[36] Although it was close to significance, p = 0.134.

(targeted/crafted messaging) had either higher or the same scores with respect to the USA for all of the dependent variables, although none of these were statistically significant. It was a similar situation for perceptions of Russia. With respect to the changes in scores across the treatment and control group from before to after the injects, these were inconsistent for both actors, with none of these differences being statistically significant.

- *EI7*: The believability and shareability of the treatment condition (proactive/positive messaging) was higher (and statistically significantly so) than the control condition, which is different from the Asian case and supports EI7.
- *EI7*: For all of the dependent variables, the scores were either the same or lower overall for the treatment than the control conditions with respect to the USA (and also for Russia), but these results were not statistically significant. With respect to the treatment's impact on the amount of change, the only statistically significant result for the USA is that the positive/proactive messaging made the drop in the desire to cooperate less negative than the control. Differences in the change between treatment and control in the other dependent variables were inconsistent and not statistically significant. Similarly, the changes in before/after values across the treatment and control conditions for Russia were not consistent and not significant.

Bottom Line

Irrespective of the condition, adversary accusations hurt perceptions of the USA across the board, again demonstrating the potency of negative propaganda. Interestingly, and with less certainty, these types of accusations might have a similar, albeit generally smaller effect on audience perceptions with respect to the party making the accusations, which indicates that leveling accusations may not be cost-free.

For EI6, the Asian case (but not the European one) provided some evidence that uncrafted/untargeted messages are more effective in influencing the perceptions about the USA from target audiences. However, there was some evidence that these also helped the PRC with how much change in perceptions there was from before to after the messaging. **EI6 is thus partially supported** by the experiment, but further research is required before this can be confirmed and determined when it holds and when it does not.

For EI7, the Asian case provides clear evidence against the proposition, indicating that – at least for this experiment – positive, proactive messaging was less successful. Similar, although not statistically significant, results were obtained for the European case, with the one exception being that the treatment ameliorated the decrease from before to after the injects in the desire to cooperate with the USA. The European case also supported EI7 with respect to the believability and shareability of the message, which was higher for proactive/positive messages. Overall, therefore, with the possible exception of how much the message is believed and shared, **EI7 is not supported by the experimental evidence.**

Scenario 5: Integration Leads to Instability

Insight(s) Explored

Explorable Insight 8	Adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect with respect to target audiences' attitudes towards the US, their trust in the US, believability of US messages and relative influence, than U.S. messages that attempt to build constructive cooperation.
Explorable Insight 9	Recipients of a message are more likely to accept a message in terms of its believability that resonates with current beliefs and perceptions of the target audience.

Treatment(s)

For this scenario, there are three different treatment/control conditions to align with the different Explorable Insights.

For **EI8**:
Control = *Adversary (PRC/Russia) sends a neutral messages not designed to attack common values.*
Treatment = *Adversary (PRC/Russia) employs media messages that are designed to disrupt common values between U.S. and target audience (Asian/European).*

For **EI9a** [testing PRC/Russia message resonance]:
Control = *Adversary (PRC/Russia) sends a message that is not tailored to specifically resonate with current beliefs and perceptions of target (Asian/European) populations.*
Treatment = *Adversary (PRC/Russia) sends a message that is tailored to specifically resonate with current beliefs and perceptions of target (Asian/European) populations.*

For **EI9b** [testing USA message resonance]:
Control = *U.S. responds to adversary (PRC/Russia) propaganda with messaging that is not tailored to specifically resonate with current beliefs and perceptions of target (Asian/European) populations.*
Treatment = *U.S. responds to adversary (PRC/Russia) propaganda with messaging that is tailored to specifically resonate with current beliefs and perceptions of target (Asian/European) populations.*

Experimental Results

Asian Context

- Irrespective of the type of adversary messaging or U.S. response (under any of the control or treatment conditions), the values for attitude towards the USA, trust in the USA, and desire to cooperate with the USA decrease somewhat after all of the injects, and these decreases are statistically significant at the 5% level. Interestingly, there was no change in the feelings thermometer or promises scores.
- *EI8*: This insight claims that adversary messages that attack common values between the USA and the target population will have a more powerful (negative) effect.

- We do find some support for the insight. Most of the sample scores are lower for the treatment condition (attacking common values) than the control, but this difference is only statistically significant (at the 10% level) in the case of the variable measuring the desire to cooperate with the USA.
- The treatment condition also makes the change from before to after the injects worse for the USA than the control condition across all dependent variables; however this is not only statistically significant with respect to the trust in the USA variable.[37]
- Messages designed to disrupt common values also have higher mean values for believability and shareability, but these differences are not statistically significant.
- Interestingly, USA responses also receive higher believability (but lower shareability) scores under the treatment condition, although these differences are not statistically significant in the sample.

- *EI9a*: This insight claims that PRC messages that resonate with current beliefs and perceptions of the target audience are more likely to be accepted in terms of their believability.
  - More resonant PRC messages actually resulted in *higher* scores for the USA across most dependent variables in the sample, with the promises and cooperation variables being statistically significant.[38] This casts doubt on the notion in EI9a that more resonant PRC messages actually hurt the USA's reputation, irrespective of whether or not they are believed.
  - More resonant PRC messages did not have a consistent effect across USA dependent variables in terms of the change from before or after the injects (the more resonant messages actually resulted in a less negative / more positive change in perceptions of the USA with respect to promises and cooperation and more negative / less positive scores for the attitude and feelings thermometer variables, although none of these were statistically significant).
  - In the experiment, the more resonant messages from the PRC resulted in a *lower* believability and shareability with respect to the these messages, but these differences are not statistically significant. This contradicts the hypothesis.
  - PRC messaging that is designed to resonate with the target population actually increased the believability of subsequent USA counter-messaging, and this difference is significant at the 10% level.
- *EI9b*: This insight claims that USA messages that resonate with current beliefs and perceptions of the target audience are more likely to be accepted in terms of their believability.

[37] A t-test on the feelings thermometer variable was significant (p=0.067). However a Shapiro-Wilks test revealed that both subsamples were not normally distributed, which implies that the t-Test is not indicated. The non-parameteric Wilcoxon Signed Rank Test was not significant (p=0.476).

[38] Promises: mean score increases from 2.7 to 2.96, p = 0.02; Cooperation: mean increases from 2.39 to 2.58 under the treatment, p = 0.06.

- When the U.S. attempted to send a more resonant message in the experiment in reaction to PRC accusations / propaganda, all of the dependent perception variables were actually lower than under the control (non-resonant message) condition. This difference was only statistically significant for the cooperation variable and even then only at the 10% level.
- More resonant messages from the USA did not have a consistent effect across dependent variables in terms of the change from before or after the injects, and none of the differences between treatment and control were statistically significant.
- More resonant messages from the USA were actually found to be less believable and less sharable in the experimental sample, but only the difference in the shareability variable was statistically significant and then only at the 10% level. In any event, EI9b is not supported (but also not conclusively disproved).

European Context

- Viewing all the various messages sent as a whole, there were no major or statistically significant changes in the dependent variables from before to after the injects, a completely different outcome from the Asian case and an interesting result in and of itself.
- *EI8*: This insight claims that adversary messages that attempt to disrupt common values between the U.S. and the target population will have a more powerful (negative) effect.
  - At the level of the sample, for the attitude, feelings thermometer and cooperation variables, the scores for the USA were lower when Russia attacked common values between the target population and the US, while those for promises were higher, but these differences were mostly marginal and none of them was statistically significant.
  - The treatment condition also made the change in scores from before to after the injects more negative, but none of these were statistically significant either.
- *EI9a*: This insight claims that Russian messages that resonate with current beliefs and perceptions of the target audience are more likely to be accepted in terms of their believability.
  - When Russia sent messages designed to resonate, the scores for the USA were lower across the board, and the differences were statistically significant for most variables, [39] compared to when the Russians did not send resonant messages.
  - When assessing the believability of the Russian claims, the resonant messages were in general more believable than the non-resonant ones, but this differences was not statistically significant. The believability of USA messages was not affected.

[39] Significant at the 5% level for attitude, feelings thermometer and cooperation and at the 10% level for promises.

- *EI9b*: This insight claims that USA messages that resonate with current beliefs and perceptions of the target audience are more likely to be accepted in terms of their believability.
    - When the US sends treatment messages (i.e., that are designed to resonate with target audiences), the scores on all of the dependent variables are substantially greater than when it does not, and these differences are statistically significant for the attitude, feeling thermometer, trust and cooperation variables.[40]
    - The changes from before to after the experimental inject are also more positive (or less negative) for the USA under the treatment condition, although only the change in trust is statistically significant (at the 10% level).
    - The average believability of USA messages under the treatment condition increases, as does its sharablity, but these changes are not statistically significant.
    - The believability of the Russian messaging actually decreases in the sample, but is not statistically significant.

[40] Attitude: mean score increases from 2.87 to 3.3, p = o.027; Thermometer: mean increases from 65.76 to 77.78, p = 0.037; Trust: mean increases from 2.7 to 3.1, p = 0.74 (exact); Cooperation: score increases from 2.17 to 2.6, p = 0.035 (exact).

Bottom Line

The results from the Asian case imply that any negative messaging by the PRC harms target audiences' perceptions of the USA, irrespective of how the messaging is structured or the USA responds, although this result was not replicated in the European context.

There is **some limited provisional support for EI8**, since most of the measures of audience perceptions of the USA in the sample are lower when the adversary uses messaging that attacks common values between the USA and the target audience, but only a handful of these differences were statistically significant and only in the Asian case.

For EI9a, which argues that adversary messaging which is designed to resonate with the target audience will be more believable, the findings are inconclusive. In the Asian sample, resonant messages were actually found to be less believable than non-resonant ones, while in the European sample, resonant messages were found to be more believable. None of these differences were statistically significant. As constructed, therefore, **EI9a is not supported by the experimental evidence**. Two interesting findings emerged in this experiment, however. First, in the Asian sample, more resonant PRC messaging actually resulted in higher (and in several cases statistically significantly so) scores for perceptions of the USA, while more resonant Russian messaging actually resulted in lower (and statistically significantly so) scores. These two statistically significant but opposite findings require further investigation. Second, in the Asian sample, the resonant PRC messaging actually increased the believability of subsequent USA counter-messaging.

For EI9b, which argues that USA messaging that is designed to resonate with target audiences will be more believable, the findings are ambiguous: in the Asian sample more resonant messaging was found to be less believable, while in the European sample, this was more believable. Neither of these differences was statistically significant though, which implies that, limited to believability, **EI9b is not supported by the experimental evidence**, but is also not disproven. As a corollary, there was fairly strong evidence, however, in the European sample that more resonant messaging from the USA substantially improved perceptions of the USA along most dependent variables. Opposite, albeit less certain, findings were obtained from the Asian sample.[41]

[41] The Asian sample had far fewer and less robust statistically significant results.

Scenario 6: Crisis in the South China Sea

Note: In addition to the dependent variables noted above, this scenario included an additional dependent variable, a subjective assessment of agreement with the USA response. Also, the attitude variable was not asked for this scenario.

U.S. Response Rating
"How much does [Character name] agree with the U.S. reaction to the crisis?"
0: missing data
1: strongly disagree
2: somewhat disagree
3: neither agree nor disagree
4: somewhat agree
5: strongly agree

Insight Explored

Explorable Insight 10	During a crisis situation involving a U.S. ally, United States messaging calling for restraint is preferable to the United States offering no messaging at all.

Treatment(s)
Control = *No USA messaging at all.*
Treatment = *The USA sends a message asking the Philippines to refrain from escalating the situation.*

Experimental Results
Asian Context

- As the scenario progressed, whether the U.S. offered no comment or the treatment message, the sample scores for all of its dependent variables decreased, but only in the case of the feelings thermometer was this statistically significant (at the 5% level). There were no appreciable or statistically significant changes in the variables with respect to the PRC. This suggests that neither keeping quiet nor urging its allies for restraint are beneficial to the Taiwanese perceptions of the USA during a crisis. Indeed, the average rating for the USA response was 2.97 out of 5, which basically is a lukewarm reaction (neither agree nor disagree with the response).
- With respect to differences between the treatment and the control, for all of the dependent variables, the scores with respect to the USA were lower, and significantly so,[42] than the scores for the control condition. This implies that urging its allies to refrain from escalation actually has a worse impact on perceptions of the USA than offering no messaging at all. There was no difference between the control and the treatment conditions with respect to whether respondents agreed with the U.S.

[42] For the, trust and cooperation variables, the difference was significant at the 5% or lower level. For the feelings thermometer and promises variable, at the 10% level.

response. There were no appreciable or statistically significant differences in any of the dependent variables with respect to the PRC.

- There were no consistent or statistically significant differences between the control and treatment conditions with respect to how much of a change there was on any of the dependent variables with respect to the USA from the beginning to the end of the scenario. Most of the measures for the PRC became more negative under the treatment condition, but none of these differences was close to statistically significant.

Bottom Line

There is **no experimental support for EI10** and in fact, the there is evidence that **the contrary proposition to EI10 is supported**, i.e., that no messaging is better than urging allies to refrain from escalation.

Conclusion

The six Red Team experiments conducted as part of the IIJO simulation effort encompassed the investigation and testing of 13 Explorable Insights. These insights and the results of the experiments are summarized in Table A below.

Table A: Summary Experimental Results

Scenario	Explorable Insight Tested	Results
#1: Arms Support to Belligerents	**EI-1 -** Perceptions among target audiences in states that are not clear supporters of any GPC about the domestic success of the GPC states are more important to the target audiences' attitudes, trust in and their ability to be influenced by these states than active messaging. **EI-1a -** If derogatory but truthful information about China's domestic policies was leaked, or if its economic growth were to slow, the CCP would find it harder to increase its political influence in swing states than it currently does.	**1:Partially Undermined (USA)** **1: Open Question (PRC/Russia)** **1a: Ambiguous**
	EI-2 - Perceived U.S. values are important in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.	**Not Supported**
	EI-3 - How the U.S./PRC/Russia acts (deeds) is more important than what it says (words) in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence. **EI-3a -** Hypocrisy has a greater negative effect for the U.S.	**Strongly Supported** **Not Supported**
#2: U.S. Military Exercises	**EI-4 -** A narrative of victimization (and/or of U.S. abandonment) in PRC/Rus information operations against the U.S. is effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.	**Not Supported (Possibly Backfire)**

#3: Space Junk	**EI-5 -** Celebrations of US cultural values are more attractive with respect to target audiences' attitudes towards, trust in, the and influence of the US, as well as the believability of U.S. messages, when expressed by messengers other than the USG - e.g. celebrities, television shows, authors.	**Not Supported**
#4: Bioweapons Laboratory Accusations	**EI-6 -** Uncrafted, untargeted messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than targeted, crafted messages.	**Partially Supported**
	EI-7 - Positive, proactive messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than negative, reactive messages	**Not Supported**
#5: Integration Leads to Instability	**EI-8 -** Adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect with respect to target audiences' attitudes towards the US, their trust in the US, believability of US messages and relative influence, than U.S. messages that attempt to build constructive cooperation.	**Partially Supported**
	EI-9a - Recipients of a (adversary) message are more likely to accept a message in terms of its believability that resonates with current beliefs and perceptions of the target audience.	**Not Supported**
	EI-9b - Recipients of a (U.S.) message are more likely to accept a message in terms of its believability that resonates with current beliefs and perceptions of the target audience.	**Not Supported**
#6: Crisis in the South China Sea	**EI-10 -** During a crisis situation involving a U.S. ally, United States messaging calling for restraint is preferable to the United States offering no messaging at all.	**Undermined (Opposite Effect)**

Notes:

- *Before discussing the key takeaways, it must be emphasized that this project was not able to use actual representatives from the AORs under consideration, but instead had to use proxies (individuals who were born in and/or had spent considerable time in the relevant regions, but were resident in the United States at the time of the experiment). While these proxies are as close as it was possible to get to the actual targeted audiences, and efforts were made to remove attendant proxy biases, there is still the possibility that some of the results presented here might change if the experiments were run in-country. We therefore recommend that the experiments (or some version thereof) be replicated*

in the regions concerned before any major policy or doctrinal changes are adopted with respect to IIJO.

- *Owing to the nature of experiments and statistical analysis, it is worth remembering that just because an explorable insight does not receive experimental support, it does not mean that the insight is false. It merely means that the experiment was unable to validate it in a statistically robust fashion. This should be contrasted with the situation where there are clear, statistically significant, findings against the an explorable insight, where it can be stated with more certainty that the insight does not apply. These distinctions will be reflected in the language used in the discussion below.*

The experiments yielded a number of takeaways relevant to the IIJO project.

1. The **United States begins with a reputational / perception advantage** over its GPC competitors, but the **gap is fairly narrow between the U.S. and China** in the European context.
2. Wherever it was tested (Scenarios 2, 4, and 5), there was robust evidence that GPC adversary propaganda that seeks to cast the United States in a negative light is effective in lowering attitudes towards the U.S., trust in the U.S. and U.S. influence among targeted audiences in non-GPC states (in our experiments, Taiwan and the states of southeastern Europe). Given that the perceptions of these audiences can impact their own countries' and others' military and political support for the United States, these findings confirm that **IIJO is crucial** and that **the United States military needs to place significant emphasis on OIE** moving forward. Furthermore, messaging to foreign populations (whether through traditional or new channels such as social media) cannot be left out of operations.
3. **What countries do (as opposed to only what they say) matters**. Hypocrisy by any GPC state leads to negative perceptions among target audiences, but there is no evidence that this harms the U.S. more than its GPC adversaries.
4. There is some, although not robust, evidence to indicate that **messaging regarding U.S. economic success may not go as planned** and could actually hurt foreign perceptions of the United States, whereas the jury is still out on the effects of similar messaging for other GPC states.
5. The effectiveness of messaging regarding the economic shortcomings of GPC adversaries like the PRC remains unclear.
6. There is **no experimental evidence to suggest that emphasizing U.S. values is advantageous** in its messaging and at least a possibility that doing so might negatively affect perceptions about the U.S.
7. Adopting **a victimization narrative does not appear to be an effective messaging strategy in OIE, and may in fact backfire**, lowering the believability of the message and perceptions of the country utilizing this approach.
8. There is **insufficient evidence to suggest that a non-U.S. government messenger is preferable** to a U.S. government messenger, but more research is required on this point.
9. There was **partial support (but only in one AOR) for the proposition that uncrafted and untargeted messages are more effective** in influencing perceptions about the U.S., but further research is required to determined when this finding is applicable and when it is not.

10. With the possible exception of how much the message is believed and shared, there was **no experimental support for the notion that positive, proactive messages are more effective** than negative, reactive messages.
11. There is some **limited, provisional support** for the proposition that **adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect**.
12. The proposition that **messaging that resonates** with current beliefs and perceptions of the target audience **will have greater believability received no experimental support**. There were inconclusive findings as to the effects of more resonant messaging on other measures of effectiveness, with contradictory findings in the Asian and European samples.
13. There is evidence that, **in a crisis, it is better to send no message than to urge allies to refrain from escalation.**
14. There can **sometimes be unforeseen effects to OIE**. For example, in some experiments, messaging focused on one country actually affected perceptions of other GPC states (including the state doing the messaging).

In addition to the substantive findings, at the programmatic level, the experiments demonstrated how human simulation can be used to test emerging phenomena or novel ideas that arise from the insights of experts and various other knowledge artifacts developed during the course of a typical SMA study. By exposing these insights to realistic simulations involving disinterested participants at scale, the use of an integrated human simulation approach (experiments plus table-top exercises) can both validate previous findings and reveal new dynamics in complex systems like the OIE.

Appendix A: Scenario 1 Results

Insights Explored

Explorable Insight 1	Perceptions among target audiences in states that are not clear supporters of any GPC (hereafter referred to as "swing states") about the domestic success of the GPC states are more important to the target audiences' attitudes, trust in and their ability to be influenced by these states than active messaging. *Expected Outcomes if Supported: Attitude, Trust, and Cooperation related scores are higher for the respective GPC states addressed by treatments 1, 2, and 3.*
1a	If derogatory but truthful information about China's domestic policies was leaked, or if its economic growth were to slow, the CCP would find it harder to increase its political influence in swing states than it currently does. *Expected Outcomes if Supported: Attitude, Trust, and Cooperation related scores are lower for the PRC in treatment group 4.*
Explorable Insight 2	Perceived U.S. values are important in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence. *Expected Outcome if Supported: Attitude, Trust, Believability, and Cooperation related scores are higher for the US in treatment group 5.*
Explorable Insight 3	How the U.S./PRC/Russia acts (deeds) is more important than what it says (words) in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence. *Expected Outcomes if Supported: Attitude, Trust, Believability and Cooperation related scores are more affected when each GPC state breaks its promises than when they make said promises.*
3a	A divergence between what is said and what is done (hypocrisy) has a greater negative effect on outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence as these relate to the U.S. than a similar divergence in the case of Rus/PRC. *Expected Outcomes if Supported: The U.S. experiences a more negative impact on Attitudes, Trust, Believability, and Cooperation, and Promises related scores for itself when it breaks its promise than other GPC states experience when they break theirs.*

Treatments

- All versions: DVs collected before and after broken promises.
- Control: No other inject
- Treatment 1: US Economic Success Inject(s)
- Treatment 2: PRC Economic Success Inject(s)
- Treatment 3: Russia Economic Success Inject(s)
- Treatment 4: PRC Economic Failure Inject(s)
- Treatment 5: US Values Inject(s)

Results (Asian Context)

Table 1. S1 Asia Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.93	1.44	-12%	0.000	0.000
	Median	2	1	-25%		
	Std. Dev.	0.891	0.654	-6%		
Attitude RUS	Mean	2.27	1.74	-13%	0.000	0.000
	Median	2	2	0%		
	Std. Dev.	0.715	0.585	-3%		
Attitude USA	Mean	2.97	2.43	-14%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.688	0.815	3%		
Thermometer PRC	Mean	30.32	22.07	-8%	0.000 (WSRT)	0.000 (T-Test)
	Median	30	19	-11%		
	Std. Dev.	25.622	21.326	-4%		
Thermometer RUS	Mean	42.88	31.82	-11%	0.000 (WSRT)	0.000 (T-Test)
	Median	43.5	31	-13%		
	Std. Dev.	20.869	18.913	-2%		
Thermometer USA	Mean	69.15	55.15	-14%	0.000 (WSRT)	0.000 (T-Test)
	Median	73	54.5	-19%		
	Std. Dev.	18.721	23.269	5%		
Trust PRC	Mean	1.62	1.44	-5%	0.000	0.000
	Median	1	1	0%		
	Std. Dev.	0.755	0.63	-3%		
Trust RUS	Mean	2.11	1.75	-9%	0.000	0.000
	Median	2	2	0%		
	Std. Dev.	0.688	0.631	-1%		
Trust USA	Mean	2.91	2.47	-11%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.701	0.788	2%		

Promises PRC	Mean	1.63	1.43	-5%	0.000	0.000
	Median	1	1	0%		
	Std. Dev.	0.74	0.642	-2%		
Promises RUS	Mean	2.01	1.68	-8%	0.000	0.000
	Median	2	2	0%		
	Std. Dev.	0.704	0.594	-3%		
Promises USA	Mean	2.86	2.38	-12%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.701	0.808	3%		
Cooperation PRC	Mean	1.61	1.41	-7%	0.000	0.000
	Median	2	1	-33%		
	Std. Dev.	0.611	0.577	-1%		
Cooperation RUS	Mean	1.87	1.51	-12%	0.000	0.000
	Median	2	1	-33%		
	Std. Dev.	0.514	0.544	1%		
Cooperation USA	Mean	2.47	2.15	-11%	0.000	0.000
	Median	3	2	-33%		
	Std. Dev.	0.57	0.687	4%		

Table 2. S1 Asia Control Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.05	1.52	-13%	0.013	0.016
	Median	2	1	-25%		
	Std. Dev.	0.805	0.75	-1%		
Attitude RUS	Mean	2.19	1.76	-11%	0.021	0.031
	Median	2	2	0%		
	Std. Dev.	0.68	0.625	-1%		
Attitude USA	Mean	3.05	2.76	-7%	0.083	0.148
	Median	3	3	0%		
	Std. Dev.	0.805	0.944	3%		
Thermometer PRC	Mean	31.35	22.71	-9%	0.026 (WSRT)	0.019 (T-Test)
	Median	31	20	-11%		
	Std. Dev.	21.825	18.111	-4%		
Thermometer RUS	Mean	40.25	29.85	-10%	0.004 (WSRT)	0.006 (T-Test)
	Median	40.5	30	-11%		
	Std. Dev.	19.655	16.519	-3%		
Thermometer USA	Mean	66.61	59.63	-7%	0.041 (WSRT)	0.019 (T-Test)
	Median	70	60	-10%		
	Std. Dev.	23.18	23.346	0%		

Trust PRC	Mean	1.57	1.38	-5%	0.157	0.312
	Median	1	1	0%		
	Std. Dev.	0.676	0.669	0%		
Trust RUS	Mean	1.95	1.76	-5%	0.271	0.344
	Median	2	2	0%		
	Std. Dev.	0.74	0.539	-5%		
Trust USA	Mean	2.95	2.67	-7%	0.058	0.109
	Median	3	3	0%		
	Std. Dev.	0.865	0.913	1%		
Promises PRC	Mean	1.62	1.43	-5%	0.102	0.219
	Median	2	1	-25%		
	Std. Dev.	0.59	0.676	2%		
Promises RUS	Mean	1.86	1.71	-4%	0.257	0.453
	Median	2	2	0%		
	Std. Dev.	0.655	0.561	-2%		
Promises USA	Mean	2.95	2.67	-7%	0.083	0.148
	Median	3	3	0%		
	Std. Dev.	0.865	0.913	1%		
Cooperation PRC	Mean	1.76	1.43	-11%	0.008	0.016
	Median	2	1	-33%		
	Std. Dev.	0.436	0.507	2%		
Cooperation RUS	Mean	1.81	1.57	-8%	0.025	0.063
	Median	2	2	0%		
	Std. Dev.	0.602	0.507	-3%		
Cooperation USA	Mean	2.57	2.24	-11%	0.020	0.031
	Median	3	2	-33%		
	Std. Dev.	0.507	0.625	4%		

Table 3. S1 Asia Treatment Inject Believability / Shareability Results

Variable	Stat	Treatment 1	Treatment 2	Treatment 3	Treatment 4	Treatment 5	Sig (Asymp.)
Treatment Believability	Mean	3.83	3.46	3.48	3.41	4.17	0.028
	Median	4	4	4	4	4	
	Std. Dev.	0.834	1.179	0.846	1.008	0.576	
Treatment Shareability	Mean	3.43	2.52	2.91	3.27	3.26	0.071
	Median	4	3	3	3	3	
	Std. Dev.	1.037	1.201	1.164	1.162	0.81	

Table 4. S1 Asia Broken Promise Inject Believability/Shareability Results

Variable	Stat	Control	Treatment 1	Treatment 2	Treatment 3	Treatment 4	Treatment 5	Sig (Asymp.)
US Believability	Mean	3.43	3.57	3.54	3.48	3.59	3.57	1.000
	Median	4	4	4	4	4	4	
	Std. Dev.	1.165	0.728	1.021	0.947	0.666	0.896	
US Shareability	Mean	2.62	2.91	2.58	3.48	2.95	3.3	0.010
	Median	2	3	2.5	4	3	3	
	Std. Dev.	1.203	1.083	1.139	0.73	0.999	0.822	
PRC Believability	Mean	3.86	3.87	3.79	3.78	3.95	4.04	0.924
	Median	4	4	4	4	4	4	
	Std. Dev.	0.793	0.968	0.833	0.951	0.785	0.767	
PRC Shareability	Mean	3.05	3.09	2.92	3.26	3.18	3.65	0.229
	Median	3	3	3	3	3	4	
	Std. Dev.	1.161	1.125	0.881	1.01	1.097	0.935	
RU Believability	Mean	3.81	3.7	3.75	3.7	3.82	3.91	0.895
	Median	4	4	4	4	4	4	
	Std. Dev.	0.75	0.703	0.847	0.926	0.664	0.733	
RU Shareability	Mean	2.62	2.83	2.58	3.17	2.86	3.43	0.041
	Median	3	3	3	3	3	3	
	Std. Dev.	1.117	1.114	0.974	0.937	1.037	0.843	

Table 5. S1 Asia Treatment 1 After Results

Variable	Stat	Control	Treatment 1	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.52	1.3	-6%	0.329	0.348
	Median	1	1	0%		
	Std. Dev.	0.75	0.559	-5%		
Attitude RUS	Mean	1.76	1.78	1%	0.835	0.878
	Median	2	2	0%		
	Std. Dev.	0.625	0.518	-3%		
Attitude USA	Mean	2.76	2.26	-13%	0.058	0.065
	Median	3	2	-25%		
	Std. Dev.	0.944	0.752	-5%		
Thermometer PRC	Mean	22.71	21.09	-2%	0.595 (WSRT)	0.790 (T-Test)
	Median	20	13	-7%		
	Std. Dev.	18.111	22.177	4%		
Thermometer RUS	Mean	29.85	32.48	3%	0.465 (WSRT)	0.594 (T-Test)
	Median	30	38	8%		

	Std. Dev.	16.519	14.77	-2%		
Thermometer USA	Mean	59.63	52.1	-8%	0.364 (WSRT)	0.303 (T-Test)
	Median	60	50	-10%		
	Std. Dev.	23.346	22.19	-1%		
Trust PRC	Mean	1.38	1.43	1%	0.709	0.781
	Median	1	1	0%		
	Std. Dev.	0.669	0.662	0%		
Trust RUS	Mean	1.76	1.7	-2%	0.717	0.766
	Median	2	2	0%		
	Std. Dev.	0.539	0.47	-2%		
Trust USA	Mean	2.67	2.35	-8%	0.203	0.228
	Median	3	2	-25%		
	Std. Dev.	0.913	0.714	-5%		
Promises PRC	Mean	1.43	1.36	-2%	0.695	0.782
	Median	1	1	0%		
	Std. Dev.	0.676	0.658	0%		
Promises RUS	Mean	1.71	1.74	1%	0.794	0.868
	Median	2	2	0%		
	Std. Dev.	0.561	0.449	-3%		
Promises USA	Mean	2.67	2.22	-11%	0.062	0.060
	Median	3	2	-25%		
	Std. Dev.	0.913	0.671	-6%		
Cooperation PRC	Mean	1.43	1.22	-7%	0.138	0.197
	Median	1	1	0%		
	Std. Dev.	0.507	0.422	-3%		
Cooperation RUS	Mean	1.57	1.43	-5%	0.371	0.547
	Median	2	1	-33%		
	Std. Dev.	0.507	0.507	0%		
Cooperation USA	Mean	2.24	2.09	-5%	0.548	0.608
	Median	2	2	0%		
	Std. Dev.	0.625	0.793	6%		

Table 6. S1 Asia Treatment 1 Delta Results

Variable	Stat	Control	Treatment 1	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.52	-0.39	3%	0.601	0.623
	Median	0	0	0%		
	Std. Dev.	0.814	0.583	-6%		
Thermometer Δ PRC	Mean	-8.95	-4.18	5%	0.742 (WSRT)	0.247 (T-Test)
	Median	-0.5	-2.5	-2%		

	Std. Dev.	15.609	9.585	-6%		
Trust Δ PRC	Mean	-0.19	-0.09	3%	0.656	0.602
	Median	0	0	0%		
	Std. Dev.	0.602	0.426	-4%		
Promises Δ PRC	Mean	-0.19	-0.14	1%	0.702	0.732
	Median	0	0	0%		
	Std. Dev.	0.512	0.468	-1%		
Cooperation Δ PRC	Mean	-0.33	-0.26	2%	0.603	0.744
	Median	0	0	0%		
	Std. Dev.	0.483	0.449	-1%		
Attitude Δ RUS	Mean	-0.43	-0.65	-6%	0.196	0.232
	Median	0	-1	-25%		
	Std. Dev.	0.746	0.573	-4%		
Thermometer Δ RUS	Mean	-10.4	-11.89	-1%	0.932 (WSRT)	0.794 (T-Test)
	Median	-6	-10	-4%		
	Std. Dev.	15.216	19.818	5%		
Trust Δ RUS	Mean	-0.19	-0.41	0%	0.163	0.156
	Median	0	0	0%		
	Std. Deviation	0.814	0.503	0%		
Promises Δ RUS	Mean	-0.14	-0.39	-6%	0.155	0.176
	Median	0	0	0%		
	Std. Dev.	0.573	0.583	0%		
Cooperation Δ RUS	Mean	-0.24	-0.48	-8%	0.102	0.125
	Median	0	0	0%		
	Std. Dev.	0.436	0.511	3%		
Attitude Δ USA	Mean	-0.29	-0.61	-8%	0.155	0.17
	Median	0	-1	-25%		
	Std. Dev.	0.717	0.839	3%		
Thermometer Δ USA	Mean	-7.17	-14.53	-7%	0.366 (WSRT)	0.147 (T-Test)
	Median	0	-14	-14%		
	Std. Dev.	11.739	17.911	6%		
Trust Δ USA	Mean	-0.29	-0.45	-4%	0.246	0.272
	Median	0	-0.5	-13%		
	Std. Dev.	0.644	0.596	-1%		
Promises Δ USA	Mean	-0.29	-0.52	-6%	0.208	0.227
	Median	0	-1	-25%		
	Std. Dev.	0.717	0.73	0%		
Cooperation Δ USA	Mean	-0.33	-0.35	-1%	0.906	0.951
	Median	0	0	0%		
	Std. Dev.	0.577	0.573	0%		

Table 7. S1 Asia Treatment 2 After Results

Variable	Stat	Control	Treatment 2	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.52	1.5	-1%	0.958	0.970
	Median	1	1	0%		
	Std. Dev.	0.75	0.659	-2%		
Attitude RUS	Mean	1.76	1.67	-2%	0.668	0.718
	Median	2	2	0%		
	Std. Dev.	0.625	0.482	-4%		
Attitude USA	Mean	2.76	2.46	-8%	0.258	0.272
	Median	3	2.5	-13%		
	Std. Dev.	0.944	0.833	-3%		
Thermometer PRC	Mean	22.71	23.04	0%	0.891 (WSRT)	0.957 (T-Test)
	Median	20	14	-6%		
	Std. Dev.	18.111	22.441	4%		
Thermometer RUS	Mean	29.85	31.71	2%	0.662 (WSRT)	0.722 (T-Test)
	Median	30	33	3%		
	Std. Dev.	16.519	17.795	1%		
Thermometer USA	Mean	59.63	53.92	-6%	0.557 (WSRT)	0.809 (T-Test)
	Median	60	60	0%		
	Std. Dev.	23.346	22.571	-1%		
Trust PRC	Mean	1.38	1.46	2%	0.593	0.676
	Median	1	1	0%		
	Std. Dev.	0.669	0.658	0%		
Trust RUS	Mean	1.76	1.63	-3%	0.413	0.445
	Median	2	2	0%		
	Std. Dev.	0.539	0.495	-1%		
Trust USA	Mean	2.67	2.33	-9%	0.203	0.211
	Median	3	2	-25%		
	Std. Dev.	0.913	0.761	-4%		
Promises PRC	Mean	1.43	1.42	0%	0.978	1.000
	Median	1	1	0%		
	Std. Dev.	0.676	0.654	-1%		
Promises RUS	Mean	1.71	1.5	-5%	0.208	0.266
	Median	2	1.5	-13%		
	Std. Dev.	0.561	0.511	-1%		
Promises USA	Mean	2.67	2.25	-11%	0.119	0.127
	Median	3	2	-25%		
	Std. Dev.	0.913	0.794	-3%		
Cooperation PRC	Mean	1.43	1.46	1%	0.905	0.957
	Median	1	1	0%		

	Std. Dev.	0.507	0.658	5%		
Cooperation RUS	Mean	1.57	1.58	0%	0.936	1.000
	Median	2	2	0%		
	Std. Dev.	0.507	0.504	0%		
Cooperation USA	Mean	2.24	2.17	-2%	0.762	0.813
	Median	2	2	0%		
	Std. Dev.	0.625	0.702	3%		

Table 8. S1 Asia Treatment 2 Delta Results

Variable	Stat	Control	Treatment 2	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.52	-0.46	2%	0.840	0.865
	Median	0	0	0%		
	Std. Dev.	0.814	0.721	-2%		
Thermometer Δ PRC	Mean	-8.95	-8.91	0%	0.676 (WSRT)	0.994 (T-Test)
	Median	-0.5	-4	-4%		
	Std. Dev.	15.609	15.8	0%		
Trust Δ PRC	Mean	-0.19	-0.22	-1%	0.673	0.734
	Median	0	0	0%		
	Std. Dev.	0.602	0.518	-2%		
Promises Δ PRC	Mean	-0.19	-0.21	-1%	0.869	0.901
	Median	0	0	0%		
	Std. Dev.	0.512	0.588	2%		
Cooperation Δ PRC	Mean	-0.33	-0.08	8%	0.147	0.203
	Median	0	0	0%		
	Std. Dev.	0.483	0.584	3%		
Attitude Δ RUS	Mean	-0.43	-0.5	-2%	0.677	0.686
	Median	0	0	0%		
	Std. Dev.	0.746	0.722	-1%		
Thermometer Δ RUS	Mean	-10.4	-9.61	1%	0.826 (WSRT)	0.883 (T-Test)
	Median	-6	-10	-4%		
	Std. Dev.	15.216	19.702	4%		
Trust Δ RUS	Mean	-0.19	-0.39	-5%	0.306	0.332
	Median	0	0	0%		
	Std. Dev.	0.814	0.722	-2%		
Promises Δ RUS	Mean	-0.14	-0.25	-3%	0.785	0.803
	Median	0	0	0%		
	Std. Dev.	0.573	0.737	4%		
Cooperation Δ RUS	Mean	-0.24	-0.33	-3%	0.487	0.528
	Median	0	0	0%		

	Std. Dev.	0.436	0.482	2%		
Attitude Δ USA	Mean	-0.29	-0.54	-6%	0.216	0.223
	Median	0	-1	-25%		
	Std. Dev.	0.717	0.779	2%		
Thermometer Δ USA	Mean	-7.17	-14.83	-8%	0.036 (WSRT)	0.073 (T-Test)
	Median	0	-9.5	-10%		
	Std. Dev.	11.739	15.231	3%		
Trust Δ USA	Mean	-0.29	-0.48	-5%	0.347	0.365
	Median	0	0	0%		
	Std. Dev.	0.644	0.665	1%		
Promises Δ USA	Mean	-0.29	-0.46	-4%	0.445	0.476
	Median	0	0	0%		
	Std. Dev.	0.717	0.721	0%		
Cooperation Δ USA	Mean	-0.33	-0.25	3%	0.723	0.771
	Median	0	0	0%		
	Std. Dev.	0.577	0.442	-5%		

Table 9. S1 Asia Treatment 3 After Results

Variable	Stat	Control	Treatment 3	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.52	1.59	2%	0.751	0.728
	Median	1	1	0%		
	Std. Dev.	0.75	0.796	1%		
Attitude RUS	Mean	1.76	1.78	1%	1.000	1.000
	Median	2	2	0%		
	Std. Dev.	0.625	0.736	3%		
Attitude USA	Mean	2.76	2.36	-10%	0.169	0.179
	Median	3	2.5	-13%		
	Std. Dev.	0.944	0.848	-2%		
Thermometer PRC	Mean	22.71	30.17	7%	0.540 (WSRT)	.291 (T-Test)
	Median	20	22	2%		
	Std. Dev.	18.111	27.515	9%		
Thermometer RUS	Mean	29.85	41.57	12%	0.163 (WSRT)	0.091 (T-Test)
	Median	30	40	10%		
	Std. Dev.	16.519	25.856	9%		
Thermometer USA	Mean	59.63	61.05	1%	0.818 (WSRT)	0.220 (T-Test)
	Median	60	65	5%		
	Std. Dev.	23.346	26.099	3%		
Trust PRC	Mean	1.38	1.65	7%	0.198	0.212
	Median	1	1	0%		

	Std. Dev.	0.669	0.775	3%		
Trust RUS	Mean	1.76	1.91	4%	0.629	0.655
	Median	2	2	0%		
	Std. Dev.	0.539	0.793	6%		
Trust USA	Mean	2.67	2.65	-1%	0.980	0.988
	Median	3	3	0%		
	Std. Dev.	0.913	0.832	-2%		
Promises PRC	Mean	1.43	1.61	5%	0.389	0.386
	Median	1	1	0%		
	Std. Dev.	0.676	0.783	3%		
Promises RUS	Mean	1.71	1.87	4%	0.645	0.666
	Median	2	2	0%		
	Std. Dev.	0.561	0.815	6%		
Promises USA	Mean	2.67	2.52	-4%	0.611	0.627
	Median	3	3	0%		
	Std. Dev.	0.913	0.898	0%		
Cooperation PRC	Mean	1.43	1.65	7%	0.264	0.317
	Median	1	2	33%		
	Std. Dev.	0.507	0.647	5%		
Cooperation RUS	Mean	1.57	1.61	1%	0.903	1.000
	Median	2	2	0%		
	Std. Dev.	0.507	0.583	3%		
Cooperation USA	Mean	2.24	2.09	-5%	0.548	0.608
	Median	2	2	0%		
	Std. Dev.	0.625	0.793	6%		

Table 10. S1 Asia Treatment 3 Delta Results

Variable	Stat	Control	Treatment 3	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.52	-0.5	1%	1.000	1.000
	Median	0	0	0%		
	Std. Dev.	0.814	0.74	-2%		
Thermometer Δ PRC	Mean	-8.95	-4.68	4%	0.780 (WSRT)	0.372 (T-Test)
	Median	-0.5	-4	-4%		
	Std. Dev.	15.609	14.917	-1%		
Trust Δ PRC	Mean	-0.19	-0.17	1%	0.889	0.972
	Median	0	0	0%		
	Std. Dev.	0.602	0.491	-3%		
Promises Δ PRC	Mean	-0.19	-0.17	1%	0.904	0.941
	Median	0	0	0%		

	Std. Dev.	0.512	0.491	-1%		
Cooperation Δ PRC	Mean	-0.33	-0.13	7%	0.201	0.227
	Median	0	0	0%		
	Std. Dev.	0.483	0.694	7%		
Attitude Δ RUS	Mean	-0.43	-0.7	-7%	0.151	0.164
	Median	0	-1	-25%		
	Std. Dev.	0.746	0.703	-1%		
Thermometer Δ RUS	Mean	-10.4	-7.3	3%	0.532 (WSRT)	0.495 (T-Test)
	Median	-6	-6	0%		
	Std. Dev.	15.216	13.159	-2%		
Trust Δ RUS	Mean	-0.19	-0.43	-6%	0.242	0.246
	Median	0	0	0%		
	Std. Dev.	0.814	0.843	1%		
Promises Δ RUS	Mean	-0.14	-0.52	-10%	0.075	0.077
	Median	0	0	0%		
	Std. Dev.	0.573	0.73	4%		
Cooperation Δ RUS	Mean	-0.24	-0.3	-2%	0.757	0.829
	Median	0	0	0%		
	Std. Dev.	0.436	0.635	7%		
Attitude Δ USA	Mean	-0.29	-0.59	-8%	0.076	0.089
	Median	0	-1	-25%		
	Std. Dev.	0.717	0.796	2%		
Thermometer Δ USA	Mean	-7.17	-12.62	-5%	0.069 (WSRT)	0.160 (T-Test)
	Median	0	-10	-10%		
	Std. Dev.	11.739	11.973	0%		
Trust Δ USA	Mean	-0.29	-0.35	-2%	0.600	0.603
	Median	0	0	0%		
	Std. Dev.	0.644	0.487	-4%		
Promises Δ USA	Mean	-0.29	-0.43	-4%	0.467	0.517
	Median	0	0	0%		
	Std. Dev.	0.717	0.59	-3%		
Cooperation Δ USA	Mean	-0.33	-0.35	-1%	0.854	0.892
	Median	0	0	0%		
	Std. Dev.	0.577	0.647	2%		

Table 11. S1 Asia Treatment 4 After Results

Variable	Stat	Control	Treatment 4	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.52	1.41	-3%	0.733	0.788
	Median	1	1	0%		

	Std. Dev.	0.75	0.59	-4%		
Attitude RUS	Mean	1.76	1.76	0%	0.941	1.000
	Median	2	2	0%		
	Std. Dev.	0.625	0.539	-2%		
Attitude USA	Mean	2.76	2.32	-11%	0.085	0.093
	Median	3	2	-25%		
	Std. Dev.	0.944	0.716	-6%		
Thermometer PRC	Mean	22.71	17.1	-6%	0.294 (WSRT)	0.327 (T-Test)
	Median	20	10	-10%		
	Std. Dev.	18.111	18.552	0%		
Thermometer RUS	Mean	29.85	29.29	-1%	0.814 (WSRT)	0.917 (T-Test)
	Median	30	27	-3%		
	Std. Dev.	16.519	18.031	2%		
Thermometer USA	Mean	59.63	51.7	-8%	0.311 (WSRT)	0.297 (T-Test)
	Median	60	52	-8%		
	Std. Dev.	23.346	23.43	0%		
Trust PRC	Mean	1.38	1.32	-2%	0.988	1.000
	Median	1	1	0%		
	Std. Dev.	0.669	0.477	-5%		
Trust RUS	Mean	1.76	1.81	1%	0.953	1.000
	Median	2	2	0%		
	Std. Dev.	0.539	0.75	5%		
Trust USA	Mean	2.67	2.32	-9%	0.207	0.203
	Median	3	2	-25%		
	Std. Dev.	0.913	0.716	-5%		
Promises PRC	Mean	1.43	1.27	-4%	0.545	0.574
	Median	1	1	0%		
	Std. Dev.	0.676	0.456	-6%		
Promises RUS	Mean	1.71	1.62	-2%	0.563	0.668
	Median	2	2	0%		
	Std. Dev.	0.561	0.59	1%		
Promises USA	Mean	2.67	2.18	-12%	0.079	0.080
	Median	3	2	-25%		
	Std. Dev.	0.913	0.733	-5%		
Cooperation PRC	Mean	1.43	1.36	-2%	0.432	0.500
	Median	1	1	0%		
	Std. Dev.	0.507	0.658	5%		
Cooperation RUS	Mean	1.57	1.45	-4%	0.320	0.344
	Median	2	1	-33%		
	Std. Dev.	0.507	0.671	5%		
Cooperation USA	Mean	2.24	2.18	-2%	0.737	0.774

	Median	2	2	0%
	Std. Dev.	0.625	0.588	-1%

Table 12. S1 Asia Treatment 4 Delta Results

Variable	Stat	Control	Treatment 4	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.52	-0.55	-1%	0.803	0.807
	Median	0	0	0%		
	Std. Dev.	0.814	0.912	2%		
Thermometer Δ PRC	Mean	-8.95	-10.19	-1%	0.916 (WSRT)	0.831 (T-Test)
	Median	-0.5	-1	-1%		
	Std. Dev.	15.609	20.817	5%		
Trust Δ PRC	Mean	-0.19	-0.23	-1%	0.986	1.000
	Median	0	0	0%		
	Std. Dev.	0.602	0.612	0%		
Promises Δ PRC	Mean	-0.19	-0.36	-4%	0.668	0.618
	Median	0	0	0%		
	Std. Dev.	0.512	0.727	5%		
Cooperation Δ PRC	Mean	-0.33	-0.18	5%	0.338	0.420
	Median	0	0	0%		
	Std. Dev.	0.483	0.501	1%		
Attitude Δ RUS	Mean	-0.43	-0.52	-2%	0.706	0.730
	Median	0	0	0%		
	Std. Dev.	0.746	1.03	7%		
Thermometer Δ RUS	Mean	-10.4	-17.59	-7%	0.454 (WSRT)	0.266 (T-Test)
	Median	-6	-15	-9%		
	Std. Dev.	15.216	23.182	8%		
Trust Δ RUS	Mean	-0.19	-0.29	-3%	0.415	0.424
	Median	0	0	0%		
	Std. Dev.	0.814	1.007	5%		
Promises Δ RUS	Mean	-0.14	-0.52	-10%	0.079	0.081
	Median	0	0	0%		
	Std. Dev.	0.573	0.928	9%		
Cooperation Δ RUS	Mean	-0.24	-0.45	-7%	0.202	0.232
	Median	0	0	0%		
	Std. Dev.	0.436	0.671	8%		
Attitude Δ USA	Mean	-0.29	-0.68	-10%	0.138	0.138
	Median	0	-0.5	-13%		
	Std. Dev.	0.717	0.839	3%		
Thermometer Δ USA	Mean	-7.17	-19.33	-12%	0.014 (WSRT)	0.040 (T-Test)

	Median	0	-11	-11%		
	Std. Dev.	11.739	20.875	9%		
Trust Δ USA	Mean	-0.29	-0.59	-8%	0.171	0.179
	Median	0	0	0%		
	Std. Dev.	0.644	0.734	2%		
Promises Δ USA	Mean	-0.29	-0.77	-12%	0.030	0.030
	Median	0	-1	-25%		
	Std. Dev.	0.717	0.685	-1%		
Cooperation Δ USA	Mean	-0.33	-0.36	-1%	0.832	0.951
	Median	0	0	0%		
	Std. Dev.	0.577	0.581	0%		

Table 13. S1 Asia Treatment 5 After Results

Variable	Stat	Control	Treatment 5	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.52	1.35	-4%	0.482	0.503
	Median	1	1	0%		
	Std. Dev.	0.75	0.573	-4%		
Attitude RUS	Mean	1.76	1.7	-2%	0.711	0.758
	Median	2	2	0%		
	Std. Dev.	0.625	0.635	0%		
Attitude USA	Mean	2.76	2.43	-8%	0.167	0.169
	Median	3	2	-25%		
	Std. Dev.	0.944	0.788	-4%		
Thermometer PRC	Mean	22.71	17.48	-5%	0.363 (WSRT)	0.324 (T-Test)
	Median	20	20	0%		
	Std. Dev.	18.111	15.817	-2%		
Thermometer RUS	Mean	29.85	25.32	-5%	0.564 (WSRT)	0.399 (T-Test)
	Median	30	30	0%		
	Std. Dev.	16.519	16.64	0%		
Thermometer USA	Mean	59.63	52.68	-7%	0.267 (WSRT)	0.361 (T-Test)
	Median	60	44	-16%		
	Std. Dev.	23.346	22.94	0%		
Trust PRC	Mean	1.38	1.39	0%	0.640	0.709
	Median	1	1	0%		
	Std. Dev.	0.669	0.499	-4%		
Trust RUS	Mean	1.76	1.7	-2%	0.597	0.653
	Median	2	2	0%		
	Std. Dev.	0.539	0.703	4%		
Trust USA	Mean	2.67	2.52	-4%	0.506	0.524

	Median	3	2	-25%		
	Std. Dev.	0.913	0.79	-3%		
Promises PRC	Mean	1.43	1.5	2%	0.545	0.555
	Median	1	1	0%		
	Std. Dev.	0.676	0.598	-2%		
Promises RUS	Mean	1.71	1.65	-2%	0.703	0.772
	Median	2	2	0%		
	Std. Dev.	0.561	0.573	0%		
Promises USA	Mean	2.67	2.48	-5%	0.392	0.404
	Median	3	2	-25%		
	Std. Dev.	0.913	0.79	-3%		
Cooperation PRC	Mean	1.43	1.35	-3%	0.587	0.758
	Median	1	1	0%		
	Std. Dev.	0.507	0.487	-1%		
Cooperation RUS	Mean	1.57	1.39	-6%	0.238	0.365
	Median	2	1	-33%		
	Std. Dev.	0.507	0.499	0%		
Cooperation USA	Mean	2.24	2.17	-2%	0.750	0.795
	Median	2	2	0%		
	Std. Dev.	0.625	0.65	1%		

Table 14. S1 Asia Treatment 5 Delta Results

Variable	Stat	Control	Treatment 5	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.52	-0.43	2%	0.770	0.799
	Median	0	0	0%		
	Std. Dev.	0.814	0.59	-6%		
Thermometer Δ PRC	Mean	-8.95	-13.1	-4%	0.313 (WSRT)	0.454 (T-Test)
	Median	-0.5	-5	-5%		
	Std. Dev.	15.609	18.948	3%		
Trust Δ PRC	Mean	-0.19	-0.23	-1%	0.631	0.730
	Median	0	0	0%		
	Std. Dev.	0.602	0.528	-2%		
Promises Δ PRC	Mean	-0.19	-0.09	3%	0.536	0.605
	Median	0	0	0%		
	Std. Dev.	0.512	0.526	0%		
Cooperation Δ PRC	Mean	-0.33	-0.22	4%	0.394	0.504
	Median	0	0	0%		
	Std. Dev.	0.483	0.422	-2%		
Attitude Δ RUS	Mean	-0.43	-0.35	2%	0.927	0.940

	Median	0	0	0%		
	Std. Dev.	0.746	0.647	-2%		
Thermometer Δ RUS	Mean	-10.4	-14.35	-4%	0.426 (WSRT)	0.491 (T-Test)
	Median	-6	-9	-3%		
	Std. Dev.	15.216	18.721	4%		
Trust Δ RUS	Mean	-0.19	-0.36	-4%	0.259	0.266
	Median	0	0	0%		
	Std. Dev.	0.814	0.658	-4%		
Promises Δ RUS	Mean	-0.14	-0.13	0%	0.892	0.867
	Median	0	0	0%		
	Std. Dev.	0.573	0.458	-3%		
Cooperation Δ RUS	Mean	-0.24	-0.35	-4%	0.409	0.443
	Median	0	0	0%		
	Std. Dev.	0.436	0.573	5%		
Attitude Δ USA	Mean	-0.29	-0.52	-6%	0.368	0.380
	Median	0	0	0%		
	Std. Dev.	0.717	0.898	5%		
Thermometer Δ USA	Mean	-7.17	-14.31	-7%	0.205 (WSRT)	0.172 (T-Test)
	Median	0	-9	-9%		
	Std. Dev.	11.739	17.091	5%		
Trust Δ USA	Mean	-0.29	-0.41	-3%	0.365	0.405
	Median	0	0	0%		
	Std. Dev.	0.644	0.59	-1%		
Promises Δ USA	Mean	-0.29	-0.39	-3%	0.475	0.500
	Median	0	0	0%		
	Std. Dev.	0.717	0.656	-2%		
Cooperation Δ USA	Mean	-0.33	-0.26	2%	0.785	0.870
	Median	0	0	0%		
	Std. Dev.	0.577	0.449	-4%		

Results (European Context)

Table 15. S1 Euro Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.97	2.33	-16%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.9	1.095	5%		
Attitude RUS	Mean	2.79	2.18	-15%	0.000	0.000
	Median	3	2	-25%		

	Std. Dev.	0.896	0.8	-2%		
Attitude USA	Mean	3.2	2.7	-13%	0.000	0.000
	Median	3	3	0%		
	Std. Dev.	0.749	0.908	4%		
Thermometer PRC	Mean	65.73	54.16	-12%	0.000 (WSRT)	0.000 (T-Test)
	Median	71	57	-14%		
	Std. Dev.	27.094	30.592	3%		
Thermometer RUS	Mean	60.27	48.76	-12%	0.000 (WSRT)	0.000 (T-Test)
	Median	62	45.5	-17%		
	Std. Dev.	26.929	27.672	1%		
Thermometer USA	Mean	73.81	64.14	-10%	0.001 (WSRT)	0.001 (T-Test)
	Median	76	62.5	-14%		
	Std. Dev.	23.627	24.292	1%		
Trust PRC	Mean	2.84	2.34	-13%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.968	1.021	1%		
Trust RUS	Mean	2.64	2.15	-12%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.944	0.88	-2%		
Trust USA	Mean	3.17	2.77	-10%	0.000	0.000
	Median	3	3	0%		
	Std. Dev.	0.829	0.903	2%		
Promises PRC	Mean	2.83	2.34	-12%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.955	1.03	2%		
Promises RUS	Mean	2.64	2.09	-14%	0.000	0.000
	Median	3	2	-25%		
	Std. Dev.	0.964	0.858	-3%		
Promises USA	Mean	3.09	2.67	-11%	0.000	0.000
	Median	3	3	0%		
	Std. Dev.	0.83	0.892	2%		
Cooperation PRC	Mean	2.26	1.87	-13%	0.000	0.000
	Median	2	2	0%		
	Std. Dev.	0.706	0.748	1%		
Cooperation RUS	Mean	2.03	1.64	-13%	0.000	0.000
	Median	2	2	0%		
	Std. Dev.	0.676	0.59	-3%		
Cooperation USA	Mean	2.54	2.17	-12%	0.000	0.000
	Median	3	2	-33%		
	Std. Dev.	0.587	0.668	3%		

Table 16. S1 Euro Control Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	3	2.21	-20%	0.050	0.055
	Median	3	2	-25%		
	Std. Dev.	0.845	1.051	5%		
Attitude RUS	Mean	2.6	2.2	-10%	0.098	0.188
	Median	3	2	-25%		
	Std. Dev.	1.183	0.941	-6%		
Attitude USA	Mean	3.47	2.8	-17%	0.026	0.039
	Median	4	3	-25%		
	Std. Dev.	0.743	0.862	3%		
Thermometer PRC	Mean	70.5	49.5	-21%	0.010 (WSRT)	0.004 (T-Test)
	Median	73.5	45.5	-28%		
	Std. Dev.	29.427	32.837	3%		
Thermometer RUS	Mean	57.33	49.71	-8%	0.363 (WSRT)	0.174 (T-Test)
	Median	60	49.5	-11%		
	Std. Dev.	36.229	33.763	-2%		
Thermometer USA	Mean	86.64	68.14	-19%	0.012 (WSRT)	0.010 (T-Test)
	Median	94	65	-29%		
	Std. Dev.	18.661	25.633	7%		
Trust PRC	Mean	2.87	2.4	-12%	0.083	0.125
	Median	3	2	-25%		
	Std. Dev.	1.06	1.183	3%		
Trust RUS	Mean	2.47	2.07	-10%	0.098	0.188
	Median	3	2	-25%		
	Std. Dev.	1.356	1.1	-6%		
Trust USA	Mean	3.4	2.67	-18%	0.009	0.008
	Median	4	2	-50%		
	Std. Dev.	0.828	0.976	4%		
Promises PRC	Mean	2.87	2.21	-17%	0.018	0.023
	Median	3	2	-25%		
	Std. Dev.	1.06	1.122	2%		
Promises RUS	Mean	2.4	1.93	-12%	0.053	0.094
	Median	2	2	0%		
	Std. Dev.	1.352	0.884	-12%		
Promises USA	Mean	3.47	2.79	-17%	0.014	0.016
	Median	4	3	-25%		
	Std. Dev.	0.834	0.975	4%		
Cooperation PRC	Mean	2.27	1.73	-18%	0.033	0.055

	Median	2	2	0%		
	Std. Dev.	0.799	0.704	-3%		
Cooperation RUS	Mean	1.8	1.53	-9%	0.234	0.344
	Median	2	1	-33%		
	Std. Dev.	0.862	0.743	-4%		
Cooperation USA	Mean	2.87	2.27	-20%	0.007	0.008
	Median	3	2	-33%		
	Std. Dev.	0.352	0.704	12%		

Table 17. S1 Euro Treatment Inject Believability/Shareability Results

Variable	Stat	Treatment 1	Treatment 2	Treatment 3	Treatment 4	Treatment 5	Sig (Asymp.)
Treatment Believability	Mean	4.07	4.23	3.92	3.38	4.07	0.096
	Median	4	4	4	4	4	
	Std. Dev.	0.704	0.832	0.641	1.204	0.458	
Treatment Shareability	Mean	3.93	3.54	3.46	3.13	3.87	0.408
	Median	4	4	4	3	4	
	Std. Dev.	1.033	1.391	1.45	1.258	0.915	

Table 18. S1 Euro Broken Promise Inject Believability/Shareability Results

Variable	Stat	Control	Treatment 1	Treatment 2	Treatment 3	Treatment 4	Treatment 5	Sig (Asymp. 2-Tail)
US Believability	Mean	3.47	3.13	3.38	3.15	3.73	3.47	0.630
	Median	4	4	4	3	4	3	
	Std. Dev.	1.302	1.246	1.261	1.144	1.033	0.743	
US Shareability	Mean	2.93	3.27	3.08	3	3.63	3.33	0.726
	Median	3	3	3	3	4	4	
	Std. Dev.	1.486	1.163	1.382	1.354	1.025	1.047	
PRC Believability	Mean	3.73	4.2	3.54	3.85	3.81	3.8	0.664
	Median	4	4	4	4	4	4	
	Std. Dev.	1.223	0.775	1.198	0.899	1.109	0.676	
PRC Shareability	Mean	3.2	3.47	3.31	3.54	3.56	3.87	0.814
	Median	3	3	4	4	4	4	
	Std. Dev.	1.373	1.246	1.548	1.198	1.209	1.187	
RU Believability	Mean	3.8	3.87	3.69	3.62	4	3.6	0.722
	Median	4	4	4	4	4	4	
	Std. Dev.	1.014	0.64	1.182	0.87	1.033	0.828	
RU Shareability	Mean	3.27	3.47	3.08	3.23	3.63	3.33	0.951

Median	4	4	3	4	3.5	4
Std. Dev.	1.223	0.743	1.656	1.166	1.147	1.175

Table 19. S1 Euro Treatment 1 After Results

Variable	Stat	Control	Treatment 1	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.21	2.13	-2%	0.820	0.830
	Median	2	2	0%		
	Std. Dev.	1.051	1.06	0%		
Attitude RUS	Mean	2.2	2	-5%	0.568	0.590
	Median	2	2	0%		
	Std. Dev.	0.941	0.756	-5%		
Attitude USA	Mean	2.8	2.53	-7%	0.510	0.545
	Median	3	3	0%		
	Std. Dev.	0.862	0.915	1%		
Thermometer PRC	Mean	49.5	53	4%	0.810 (WSRT)	0.722 (T-Test)
	Median	45.5	55	10%		
	Std. Dev.	32.837	31.489	-1%		
Thermometer RUS	Mean	49.71	44.93	-5%	0.585 (WSRT)	0.678 (T-Test)
	Median	49.5	46	-4%		
	Std. Dev.	33.763	26.887	-7%		
Thermometer USA	Mean	68.14	64.07	-4%	0.930 (WSRT)	0.671 (T-Test)
	Median	65	61	-4%		
	Std. Dev.	25.633	25.429	0%		
Trust PRC	Mean	2.4	2.13	-7%	0.532	0.584
	Median	2	2	0%		
	Std. Dev.	1.183	1.06	-3%		
Trust RUS	Mean	2.07	2	-2%	0.963	0.968
	Median	2	2	0%		
	Std. Dev.	1.1	0.784	-8%		
Trust USA	Mean	2.67	2.93	7%	0.404	0.445
	Median	2	3	25%		
	Std. Dev.	0.976	0.799	-4%		
Promises PRC	Mean	2.21	2.2	0%	1.000	1.000
	Median	2	2	0%		
	Std. Dev.	1.122	1.014	-3%		
Promises RUS	Mean	1.93	1.87	-2%	0.860	0.993
	Median	2	2	0%		
	Std. Dev.	0.884	0.743	-4%		
Promises USA	Mean	2.79	2.57	-6%	0.596	0.654

	Median	3	3	0%		
	Std. Dev.	0.975	0.938	-1%		
Cooperation PRC	Mean	1.73	1.67	-2%	0.701	0.761
	Median	2	1	-33%		
	Std. Dev.	0.704	0.816	4%		
Cooperation RUS	Mean	1.53	1.47	-2%	0.981	1.000
	Median	1	1	0%		
	Std. Dev.	0.743	0.516	-8%		
Cooperation USA	Mean	2.27	2.33	2%	0.836	0.969
	Median	2	2	0%		
	Std. Dev.	0.704	0.617	-3%		

Table 20. S1 Euro Treatment 1 Delta Results

Variable	Stat	Control	Treatment 1	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.79	-0.8	0%	0.891	0.931
	Median	-1	-1	0%		
	Std. Dev.	1.188	0.941	-6%		
Thermometer Δ PRC	Mean	-21	-11.07	10%	0.326 (WSRT)	0.180 (T-Test)
	Median	-18	-6	12%		
	Std. Dev.	22.58	15.007	-8%		
Trust Δ PRC	Mean	-0.47	-0.67	-5%	0.524	0.547
	Median	0	-1	-25%		
	Std. Dev.	0.99	0.9	-2%		
Promises Δ PRC	Mean	-0.79	-0.53	7%	0.459	0.492
	Median	-1	0	25%		
	Std. Dev.	0.975	0.834	-4%		
Cooperation Δ PRC	Mean	-0.53	-0.6	-2%	0.945	0.977
	Median	0	0	0%		
	Std. Dev.	0.834	0.828	0%		
Attitude Δ RUS	Mean	-0.4	-0.87	-12%	0.060	0.063
	Median	0	-1	-25%		
	Std. Dev.	0.91	0.64	-7%		
Thermometer Δ RUS	Mean	-9.5	-15.67	-6%	0.143 (WSRT)	0.432 (T-Test)
	Median	-1.5	-14	-13%		
	Std. Dev.	24.725	15.342	-9%		
Trust Δ RUS	Mean	-0.4	-0.64	-6%	0.225	0.262
	Median	0	-1	-25%		
	Std. Dev.	0.91	0.633	-7%		
Promises Δ RUS	Mean	-0.47	-0.67	-5%	0.376	0.448

	Median	0	-1	-25%		
	Std. Dev.	0.834	0.617	-5%		
Cooperation Δ RUS	Mean	-0.27	-0.6	-11%	0.258	0.313
	Median	0	0	0%		
	Std. Dev.	0.884	0.828	-2%		
Attitude Δ USA	Mean	-0.67	-0.67	0%	0.947	0.979
	Median	0	0	0%		
	Std. Dev.	0.976	1.047	2%		
Thermometer Δ USA	Mean	-18	-3.79	14%	0.159 (WSRT)	0.062 (T-Test)
	Median	-3	-2.5	1%		
	Std. Dev.	21.296	16.39	-5%		
Trust Δ USA	Mean	-0.73	-0.27	12%	0.137	0.159
	Median	-1	0	25%		
	Std. Dev.	0.799	0.799	0%		
Promises Δ USA	Mean	-0.64	-0.5	4%	0.725	0.793
	Median	-0.5	-0.5	0%		
	Std. Dev.	0.745	0.76	0%		
Cooperation Δ USA	Mean	-0.6	-0.2	13%	0.107	0.123
	Median	-1	0	33%		
	Std. Dev.	0.632	0.775	5%		

Table 21. S1 Euro Treatment 2 After Results

Variable	Stat	Control	Treatment 2	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.21	2.58	9%	0.395	0.458
	Median	2	3	25%		
	Std. Dev.	1.051	1.165	3%		
Attitude RUS	Mean	2.2	2.38	4%	0.523	0.533
	Median	2	3	25%		
	Std. Dev.	0.941	0.768	-4%		
Attitude USA	Mean	2.8	2.77	-1%	0.961	0.996
	Median	3	3	0%		
	Std. Dev.	0.862	1.013	4%		
Thermometer PRC	Mean	49.5	55.92	6%	0.662 (WSRT)	0.611 (T-Test)
	Median	45.5	64	19%		
	Std. Dev.	32.837	31.952	-1%		
Thermometer RUS	Mean	49.71	51.85	2%	0.903 (WSRT)	0.861 (T-Test)
	Median	49.5	65	16%		
	Std. Dev.	33.763	28.812	-5%		
Thermometer USA	Mean	68.14	64.17	-4%	0.537 (WSRT)	0.680 (T-Test)

	Median	65	64	-1%		
	Std. Dev.	25.633	22.962	-3%		
Trust PRC	Mean	2.4	2.46	2%	0.849	0.846
	Median	2	3	25%		
	Std. Dev.	1.183	1.05	-3%		
Trust RUS	Mean	2.07	2.54	12%	0.214	0.240
	Median	2	3	25%		
	Std. Dev.	1.1	0.967	-3%		
Trust USA	Mean	2.67	2.77	3%	0.748	0.804
	Median	2	3	25%		
	Std. Dev.	0.976	0.832	-4%		
Promises PRC	Mean	2.21	2.42	5%	0.669	0.726
	Median	2	2.5	13%		
	Std. Dev.	1.122	1.24	3%		
Promises RUS	Mean	1.93	2.38	11%	0.257	0.287
	Median	2	2	0%		
	Std. Dev.	0.884	1.044	4%		
Promises USA	Mean	2.79	2.62	-4%	0.586	0.572
	Median	3	2	-25%		
	Std. Dev.	0.975	0.768	-5%		
Cooperation PRC	Mean	1.73	1.92	6%	0.500	0.579
	Median	2	2	0%		
	Std. Dev.	0.704	0.76	2%		
Cooperation RUS	Mean	1.53	1.92	13%	0.108	0.128
	Median	1	2	33%		
	Std. Dev.	0.743	0.641	-3%		
Cooperation USA	Mean	2.27	2.15	-4%	0.727	0.789
	Median	2	2	0%		
	Std. Dev.	0.704	0.801	3%		

Table 22. S1 Euro Treatment 2 Delta Results

Variable	Stat	Control	Treatment 2	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.79	-0.27	13%	0.142	0.152
	Median	-1	0	25%		
	Std. Dev.	1.188	0.786	-10%		
Thermometer Δ PRC	Mean	-21	-10.31	11%	0.151 (WSRT)	0.249 (T-Test)
	Median	-18	-1	17%		
	Std. Dev.	22.58	24.305	2%		
Trust Δ PRC	Mean	-0.47	-0.38	2%	0.793	0.81

	Median	0	0	0%		
	Std. Dev.	0.99	0.768	-6%		
Promises Δ PRC	Mean	-0.79	-0.42	9%	0.277	0.267
	Median	-1	0	25%		
	Std. Dev.	0.975	0.996	1%		
Cooperation Δ PRC	Mean	-0.53	-0.38	5%	0.461	0.497
	Median	0	0	0%		
	Std. Dev.	0.834	0.768	-2%		
Attitude Δ RUS	Mean	-0.4	-0.58	-5%	0.466	0.482
	Median	0	-0.5	-13%		
	Std. Dev.	0.91	0.9	0%		
Thermometer Δ RUS	Mean	-9.5	-7.85	2%	0.961 (WSRT)	0.860 (T-Test)
	Median	-1.5	-3	-2%		
	Std. Dev.	24.725	23.586	-1%		
Trust Δ RUS	Mean	-0.4	-0.23	4%	0.717	0.784
	Median	0	0	0%		
	Std. Dev.	0.91	0.725	-5%		
Promises Δ RUS	Mean	-0.47	-0.31	4%	0.562	0.603
	Median	0	0	0%		
	Std. Dev.	0.834	0.947	3%		
Cooperation Δ RUS	Mean	-0.27	-0.15	4%	0.759	0.895
	Median	0	0	0%		
	Std. Dev.	0.884	0.689	-7%		
Attitude Δ USA	Mean	-0.67	-0.33	9%	0.381	0.417
	Median	0	0	0%		
	Std. Dev.	0.976	0.778	-5%		
Thermometer Δ USA	Mean	-18	-6.82	11%	0.542 (WSRT)	0.121 (T-Test)
	Median	-3	-5	-2%		
	Std. Dev.	21.296	9.25	-12%		
Trust Δ USA	Mean	-0.73	-0.08	16%	0.052	0.057
	Median	-1	0	25%		
	Std. Dev.	0.799	0.76	-1%		
Promises Δ USA	Mean	-0.64	-0.08	14%	0.036	0.045
	Median	-0.5	0	13%		
	Std. Dev.	0.745	0.494	-6%		
Cooperation Δ USA	Mean	-0.6	-0.38	7%	0.372	0.391
	Median	-1	0	33%		
	Std. Dev.	0.632	0.506	-4%		

Table 23. S1 Euro Treatment 3 After Results

Variable	Stat	Control	Treatment 3	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.21	2.62	10%	0.367	0.385
	Median	2	3	25%		
	Std. Dev.	1.051	1.193	4%		
Attitude RUS	Mean	2.2	2.08	-3%	0.751	0.784
	Median	2	2	0%		
	Std. Dev.	0.941	0.76	-5%		
Attitude USA	Mean	2.8	2.85	1%	0.826	0.859
	Median	3	3	0%		
	Std. Dev.	0.862	0.987	3%		
Thermometer PRC	Mean	49.5	63.55	14%	0.239 (WSRT)	0.284 (T-Test)
	Median	45.5	60	15%		
	Std. Dev.	32.837	30.927	-2%		
Thermometer RUS	Mean	49.71	50.36	1%	0.956 (WSRT)	0.960 (T-Test)
	Median	49.5	55	6%		
	Std. Dev.	33.763	30.197	-4%		
Thermometer USA	Mean	68.14	62.46	-6%	0.827 (WSRT)	0.580 (T-Test)
	Median	65	60	-5%		
	Std. Dev.	25.633	26.909	1%		
Trust PRC	Mean	2.4	2.54	4%	0.685	0.657
	Median	2	3	25%		
	Std. Dev.	1.183	0.967	-5%		
Trust RUS	Mean	2.07	2.15	2%	0.610	0.600
	Median	2	2	0%		
	Std. Dev.	1.1	0.689	-10%		
Trust USA	Mean	2.67	2.62	-1%	0.981	1.000
	Median	2	3	25%		
	Std. Dev.	0.976	1.121	4%		
Promises PRC	Mean	2.21	2.54	8%	0.420	0.422
	Median	2	3	25%		
	Std. Dev.	1.122	0.967	-4%		
Promises RUS	Mean	1.93	2.08	4%	0.643	0.817
	Median	2	2	0%		
	Std. Dev.	0.884	0.76	-3%		
Promises USA	Mean	2.79	2.62	-4%	0.743	0.799
	Median	3	3	0%		
	Std. Dev.	0.975	1.121	4%		
Cooperation PRC	Mean	1.73	2.23	17%	0.078	0.117
	Median	2	2	0%		

	Std. Dev.	0.704	0.725	1%		
Cooperation RUS	Mean	1.53	1.69	5%	0.315	0.382
	Median	1	2	33%		
	Std. Dev.	0.743	0.48	-9%		
Cooperation USA	Mean	2.27	2.08	-6%	0.428	0.504
	Median	2	2	0%		
	Std. Dev.	0.704	0.641	-2%		

Table 24. S1 Euro Treatment 3 Delta Results

Variable	Stat	Control	Treatment 3	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.79	-0.23	14%	0.095	0.105
	Median	-1	0	25%		
	Std. Dev.	1.188	0.599	-15%		
Thermometer Δ PRC	Mean	-21	-2.27	19%	0.084 (WSRT)	0.015 (T-Test)
	Median	-18	-1	17%		
	Std. Dev.	22.58	7.016	-16%		
Trust Δ PRC	Mean	-0.47	-0.25	6%	0.619	0.633
	Median	0	0	0%		
	Std. Dev.	0.99	0.452	-13%		
Promises Δ PRC	Mean	-0.79	-0.15	16%	0.045	0.042
	Median	-1	0	25%		
	Std. Dev.	0.975	0.376	-15%		
Cooperation Δ PRC	Mean	-0.53	0	18%	0.045	0.053
	Median	0	0	0%		
	Std. Dev.	0.834	0.408	-14%		
Attitude Δ RUS	Mean	-0.4	-0.46	-2%	0.733	0.738
	Median	0	0	0%		
	Std. Dev.	0.91	0.877	-1%		
Thermometer Δ RUS	Mean	-9.5	-7.3	2%	0.792 (WSRT)	0.797 (T-Test)
	Median	-1.5	-1.5	0%		
	Std. Dev.	24.725	14.576	-10%		
Trust Δ RUS	Mean	-0.4	-0.08	8%	0.449	0.471
	Median	0	0	0%		
	Std. Dev.	0.91	0.515	-10%		
Promises Δ RUS	Mean	-0.47	-0.23	6%	0.501	0.554
	Median	0	0	0%		
	Std. Dev.	0.834	0.599	-6%		
Cooperation Δ RUS	Mean	-0.27	-0.31	-1%	0.626	0.690
	Median	0	0	0%		

	Std. Dev.	0.884	0.48	-13%		
Attitude Δ USA	Mean	-0.67	-0.15	13%	0.179	0.191
	Median	0	0	0%		
	Std. Dev.	0.976	0.689	-7%		
Thermometer Δ USA	Mean	-18	-4	14%	0.076 (WSRT)	0.048 (T-Test)
	Median	-3	-0.5	3%		
	Std. Dev.	21.296	10.063	-11%		
Trust Δ USA	Mean	-0.73	-0.25	12%	0.094	0.102
	Median	-1	0	25%		
	Std. Dev.	0.799	0.452	-9%		
Promises Δ USA	Mean	-0.64	-0.38	7%	0.394	0.500
	Median	-0.5	0	13%		
	Std. Dev.	0.745	0.506	-6%		
Cooperation Δ USA	Mean	-0.6	-0.15	15%	0.037	0.047
	Median	-1	0	33%		
	Std. Dev.	0.632	0.376	-9%		

Table 25. S1 Euro Treatment 4 After Results

Variable	Stat	Control	Treatment 4	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.21	2.19	-1%	0.880	0.904
	Median	2	2	0%		
	Std. Dev.	1.051	1.167	3%		
Attitude RUS	Mean	2.2	2	-5%	0.519	0.547
	Median	2	2	0%		
	Std. Dev.	0.941	0.894	-1%		
Attitude USA	Mean	2.8	2.6	-5%	0.630	0.687
	Median	3	3	0%		
	Std. Dev.	0.862	0.986	3%		
Thermometer PRC	Mean	49.5	49.94	0%	0.934 (WSRT)	0.970 (T-Test)
	Median	45.5	38.5	-7%		
	Std. Dev.	32.837	30.341	-2%		
Thermometer RUS	Mean	49.71	41.87	-8%	0.570 (WSRT)	0.471 (T-Test)
	Median	49.5	38	-12%		
	Std. Dev.	33.763	23.516	-10%		
Thermometer USA	Mean	68.14	62.53	-6%	0.512 (WSRT)	0.954 (T-Test)
	Median	65	70	5%		
	Std. Dev.	25.633	28.17	3%		
Trust PRC	Mean	2.4	2.25	-4%	0.727	0.756
	Median	2	2	0%		

	Std. Dev.	1.183	1.125	-1%		
Trust RUS	Mean	2.07	1.94	-3%	0.819	0.851
	Median	2	2	0%		
	Std. Dev.	1.1	0.929	-4%		
Trust USA	Mean	2.67	2.69	1%	0.901	0.897
	Median	2	3	25%		
	Std. Dev.	0.976	1.014	1%		
Promises PRC	Mean	2.21	2.25	1%	0.931	0.954
	Median	2	2	0%		
	Std. Dev.	1.122	1.125	0%		
Promises RUS	Mean	1.93	1.88	-1%	0.801	0.821
	Median	2	2	0%		
	Std. Dev.	0.884	0.885	0%		
Promises USA	Mean	2.79	2.69	-3%	0.828	0.850
	Median	3	3	0%		
	Std. Dev.	0.975	0.946	-1%		
Cooperation PRC	Mean	1.73	1.75	1%	1.000	1.000
	Median	2	2	0%		
	Std. Dev.	0.704	0.775	2%		
Cooperation RUS	Mean	1.53	1.5	-1%	0.982	1.000
	Median	1	1	0%		
	Std. Dev.	0.743	0.632	-4%		
Cooperation USA	Mean	2.27	2	-9%	0.303	0.346
	Median	2	2	0%		
	Std. Dev.	0.704	0.73	1%		

Table 26. S1 Euro Treatment 4 Delta Results

Variable	Stat	Control	Treatment 4	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.79	-0.87	-2%	0.948	0.965
	Median	-1	-1	0%		
	Std. Dev.	1.188	0.957	-6%		
Thermometer Δ PRC	Mean	-21	-7.53	13%	0.138 (WSRT)	0.108 (T-Test)
	Median	-18	-10	8%		
	Std. Dev.	22.58	20.887	-2%		
Trust Δ PRC	Mean	-0.47	-0.5	-1%	0.861	0.877
	Median	0	0	0%		
	Std. Dev.	0.99	0.73	-7%		
Promises Δ PRC	Mean	-0.79	-0.56	6%	0.475	0.49
	Median	-1	-0.5	13%		

	Std. Dev.	0.975	0.629	-9%		
Cooperation Δ PRC	Mean	-0.53	-0.47	2%	0.928	0.998
	Median	0	-1	-33%		
	Std. Dev.	0.834	0.915	3%		
Attitude Δ RUS	Mean	-0.4	-0.81	-10%	0.143	0.161
	Median	0	-1	-25%		
	Std. Dev.	0.91	0.834	-2%		
Thermometer Δ RUS	Mean	-9.5	-12.08	-3%	0.343 (WSRT)	0.750 (T-Test)
	Median	-1.5	-5	-4%		
	Std. Dev.	24.725	16.08	-9%		
Trust Δ RUS	Mean	-0.4	-0.75	-9%	0.13	0.145
	Median	0	-1	-25%		
	Std. Dev.	0.91	0.683	-6%		
Promises Δ RUS	Mean	-0.47	-0.87	-10%	0.103	0.108
	Median	0	-1	-25%		
	Std. Dev.	0.834	0.619	-5%		
Cooperation Δ RUS	Mean	-0.27	-0.53	-9%	0.237	0.255
	Median	0	0	0%		
	Std. Dev.	0.884	0.64	-8%		
Attitude Δ USA	Mean	-0.67	-0.67	0%	0.929	0.999
	Median	0	-1	-25%		
	Std. Dev.	0.976	0.724	-6%		
Thermometer Δ USA	Mean	-18	-5	13%	0.317 (WSRT)	0.200 (T-Test)
	Median	-3	-3	0%		
	Std. Dev.	21.296	28.364	7%		
Trust Δ USA	Mean	-0.73	-0.56	4%	0.542	0.611
	Median	-1	0	25%		
	Std. Dev.	0.799	0.727	-2%		
Promises Δ USA	Mean	-0.64	-0.44	5%	0.522	0.571
	Median	-0.5	0	13%		
	Std. Dev.	0.745	0.727	0%		
Cooperation Δ USA	Mean	-0.6	-0.5	3%	0.625	0.722
	Median	-1	0	33%		
	Std. Dev.	0.632	0.632	0%		

Table 27. S1 Euro Treatment 5 After Results

Variable	Stat	Control	Treatment 5	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	2.21	2.33	3%	0.734	0.766
	Median	2	2	0%		

	Std. Dev.	1.051	1.047	0%		
Attitude RUS	Mean	2.2	2.47	7%	0.361	0.356
	Median	2	3	25%		
	Std. Dev.	0.941	0.64	-8%		
Attitude USA	Mean	2.8	2.67	-3%	0.791	0.825
	Median	3	3	0%		
	Std. Dev.	0.862	0.816	-1%		
Thermometer PRC	Mean	49.5	55.86	6%	0.505 (WSRT)	0.596 (T-Test)
	Median	45.5	63	18%		
	Std. Dev.	32.837	29.82	-3%		
Thermometer RUS	Mean	49.71	55.14	5%	0.765 (WSRT)	0.636 (T-Test)
	Median	49.5	57	8%		
	Std. Dev.	33.763	25.711	-8%		
Thermometer USA	Mean	68.14	63.53	-5%	0.615 (WSRT)	0.594 (T-Test)
	Median	65	67	2%		
	Std. Dev.	25.633	19.784	-6%		
Trust PRC	Mean	2.4	2.33	-2%	0.982	0.950
	Median	2	2	0%		
	Std. Dev.	1.183	0.816	-9%		
Trust RUS	Mean	2.07	2.29	6%	0.410	0.440
	Median	2	2	0%		
	Std. Dev.	1.1	0.726	-9%		
Trust USA	Mean	2.67	2.93	7%	0.392	0.424
	Median	2	3	25%		
	Std. Dev.	0.976	0.73	-6%		
Promises PRC	Mean	2.21	2.47	7%	0.479	0.503
	Median	2	2	0%		
	Std. Dev.	1.122	0.834	-7%		
Promises RUS	Mean	1.93	2.47	14%	0.108	0.130
	Median	2	2	0%		
	Std. Dev.	0.884	0.743	-4%		
Promises USA	Mean	2.79	2.73	-2%	0.853	0.911
	Median	3	3	0%		
	Std. Dev.	0.975	0.704	-7%		
Cooperation PRC	Mean	1.73	2	9%	0.291	0.375
	Median	2	2	0%		
	Std. Dev.	0.704	0.679	-1%		
Cooperation RUS	Mean	1.53	1.8	9%	0.122	0.133
	Median	1	2	33%		
	Std. Dev.	0.743	0.414	-11%		
Cooperation USA	Mean	2.27	2.2	-2%	0.690	0.730

	Median	2	2	0%
	Std. Dev.	0.704	0.561	-5%

Table 28. S1 Euro Treatment 5 Delta Results

Variable	Stat	Control	Treatment 5	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.79	-0.6	5%	0.648	0.698
	Median	-1	-1	0%		
	Std. Dev.	1.188	1.183	0%		
Thermometer Δ PRC	Mean	-21	-12.64	8%	0.312 (WSRT)	0.341 (T-Test)
	Median	-18	-11.5	7%		
	Std. Dev.	22.58	23.05	0%		
Trust Δ PRC	Mean	-0.47	-0.67	-5%	0.524	0.547
	Median	0	-1	-25%		
	Std. Dev.	0.99	0.9	-2%		
Promises Δ PRC	Mean	-0.79	-0.53	7%	0.507	0.540
	Median	-1	-1	0%		
	Std. Dev.	0.975	0.915	-2%		
Cooperation Δ PRC	Mean	-0.53	-0.29	8%	0.370	0.405
	Median	0	0	0%		
	Std. Dev.	0.834	0.726	-4%		
Attitude Δ RUS	Mean	-0.4	-0.47	-2%	0.672	0.703
	Median	0	0	0%		
	Std. Dev.	0.91	0.834	-2%		
Thermometer Δ RUS	Mean	-9.5	-11.21	-2%	0.629 (WSRT)	0.839 (T-Test)
	Median	-1.5	-6	-5%		
	Std. Dev.	24.725	19.12	-6%		
Trust Δ RUS	Mean	-0.4	-0.64	-6%	0.364	0.430
	Median	0	0	0%		
	Std. Dev.	0.91	0.842	-2%		
Promises Δ RUS	Mean	-0.47	-0.67	-5%	0.504	0.565
	Median	0	-1	-25%		
	Std. Dev.	0.834	0.9	2%		
Cooperation Δ RUS	Mean	-0.27	-0.4	-4%	0.502	0.552
	Median	0	0	0%		
	Std. Dev.	0.884	0.737	-5%		
Attitude Δ USA	Mean	-0.67	-0.33	9%	0.419	0.439
	Median	0	0	0%		
	Std. Dev.	0.976	0.9	-2%		
Thermometer Δ USA	Mean	-18	-7.8	10%	0.188 (WSRT)	0.208 (T-Test)

	Median	-3	-4	-1%		
	Std. Dev.	21.296	20.414	-1%		
Trust Δ USA	Mean	-0.73	-0.36	9%	0.524	0.541
	Median	-1	-0.5	13%		
	Std. Dev.	0.799	1.151	9%		
Promises Δ USA	Mean	-0.64	-0.33	8%	0.414	0.409
	Median	-0.5	0	13%		
	Std. Dev.	0.745	0.9	4%		
Cooperation Δ USA	Mean	-0.6	-0.33	9%	0.179	0.245
	Median	-1	0	33%		
	Std. Dev.	0.632	0.617	-1%		

Appendix B: Scenario 2 Results

Insight Explored

Explorable Insight 4	A narrative of victimization (and/or of U.S. abandonment) in PRC/Rus information operations against the U.S. is effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.

Treatments

- Control: Adversary does not employ a victimization narrative in their messaging
- Treatment: Adversary employs a victimization narrative in their messaging

Results (Taiwan)

Table 29. S2 Asia Before/After Results

Variable	Stat	Before	After	% Diff	Sig. (Asymp.)	Sig. (Exact)
Attitude PRC	Mean	1.65	1.62	-1%	0.521	0.604
	Median	2	1	-25%		
	Std. Dev.	0.746	0.826	2%		
Attitude USA	Mean	2.89	2.79	-3%	0.041	0.061
	Median	3	3	0%		
	Std. Dev.	0.698	0.744	1%		
Thermometer PRC	Mean	24.69	24.49	0%	0.024 (WSRT)	0.101 (T-Test)
	Median	20	17.5	-3%		
	Std. Dev.	22.605	24.274	2%		
Thermometer USA	Mean	65.98	64.45	-2%	0.455 (WSRT)	0.200 (T-Test)
	Median	70	70	0%		
	Std. Dev.	20.133	21.371	1%		
Trust PRC	Mean	1.53	1.5	-1%	0.248	0.388
	Median	1	1	0%		
	Std. Dev.	0.678	0.7	1%		
Trust USA	Mean	2.81	2.76	-1%	0.106	0.150
	Median	3	3	0%		
	Std. Dev.	0.718	0.704	0%		
Promises PRC	Mean	1.53	1.53	0%	1.000	1.000
	Median	1	1	0%		
	Std. Dev.	0.711	0.74	1%		
Promises USA	Mean	2.78	2.69	-2%	0.023	0.035
	Median	3	3	0%		
	Std. Dev.	0.698	0.765	2%		

Cooperation PRC	Mean	1.51	1.5	0%	0.782	1.000
	Median	1	1	0%		
	Std. Dev.	0.609	0.596	0%		
Cooperation USA	Mean	2.47	2.39	-3%	0.022	0.034
	Median	3	2	-33%		
	Std. Dev.	0.632	0.646	0%		

Table 30. S2 Asia After Results

Variable	Stat	Control	Treatment	% Diff	Sig. (Asymp.)	Sig. (Exact)
Attitude PRC	Mean	1.72	1.51	-5%	0.091	0.094
	Median	2	1	-25%		
	Std. Dev.	0.856	0.786	-2%		
Attitude USA	Mean	2.78	2.81	1%	0.842	0.847
	Median	3	3	0%		
	Std. Dev.	0.73	0.764	1%		
Thermometer PRC	Mean	26.09	22.89	-3%	0.456 (WSRT)	0.454 (T-Test)
	Median	23	15	-8%		
	Std. Dev.	24.214	24.416	0%		
Thermometer USA	Mean	64.06	64.84	1%	0.739(WSRT)	0.840 (T-Test)
	Median	66	70	4%		
	Std. Dev.	21.256	21.653	0%		
Trust PRC	Mean	1.56	1.43	-3%	0.247	0.253
	Median	1	1	0%		
	Std. Dev.	0.72	0.679	-1%		
Trust USA	Mean	2.75	2.78	1%	0.923	0.931
	Median	3	3	0%		
	Std. Dev.	0.699	0.714	0%		
Promises PRC	Mean	1.64	1.42	-6%	0.113	0.119
	Median	1	1	0%		
	Std. Dev.	0.804	0.655	-4%		
Promises USA	Mean	2.65	2.73	2%	0.787	0.793
	Median	3	3	0%		
	Std. Dev.	0.764	0.77	0%		
Cooperation PRC	Mean	1.59	1.4	-6%	0.066	0.07
	Median	2	1	-33%		
	Std. Dev.	0.626	0.552	-2%		
Cooperation USA	Mean	2.35	2.43	3%	0.453	0.477
	Median	2	3	33%		
	Std. Dev.	0.66	0.633	-1%		

Believability	Mean	3.09	2.63	-9%	0.021	0.021
	Median	3	3	0%		
	Std. Dev.	0.981	1.217	5%		
Shareability	Mean	2.38	2.4	0%	0.991	0.992
	Median	2	2	0%		
	Std. Dev.	1.113	1.207	2%		

Table 31. S2 Asia Delta Results

Variable	Stat	Control	Treatment	% Diff	Sig. (Asymp.)	Sig. (Exact)
Attitude Δ PRC	Mean	0.06	-0.12	-5%	0.090	0.086
	Median	0	0	0%		
	Std. Dev.	0.566	0.616	1%		
Attitude Δ USA	Mean	-0.09	-0.08	0%	0.941	0.999
	Median	0	0	0%		
	Std. Dev.	0.376	0.535	4%		
Thermometer Δ PRC	Mean	-0.94	-1.48	-1%	0.718(WSRT)	0.713(T-Test)
	Median	0	0	0%		
	Std. Dev.	6.982	9.259	2%		
Thermometer Δ USA	Mean	-0.42	-1.83	-1%	0.441 (WSRT)	0.416 (T-Test)
	Median	0	0	0%		
	Std. Dev.	6.116	11.846	6%		
Trust Δ PRC	Mean	-0.03	-0.03	0%	1.000	1.000
	Median	0	0	0%		
	Std. Dev.	0.344	0.246	-2%		
Trust Δ USA	Mean	-0.07	-0.06	0%	0.790	0.850
	Median	0	0	0%		
	Std. Dev.	0.359	0.579	6%		
Promises Δ PRC	Mean	0.03	-0.03	-2%	0.159	0.291
	Median	0	0	0%		
	Std. Dev.	0.243	0.244	0%		
Promises Δ USA	Mean	-0.07	-0.11	-1%	0.748	0.697
	Median	0	0	0%		
	Std. Dev.	0.359	0.53	4%		
Cooperation Δ PRC	Mean	0	-0.01	0%	0.783	0.909
	Median	0	0	0%		
	Std. Dev.	0.346	0.275	-2%		
Cooperation Δ USA	Mean	-0.04	-0.12	-3%	0.334	0.305
	Median	0	0	0%		
	Std. Dev.	0.361	0.445	3%		

Results (Europe)

Table 32. S2 Euro Before/After Results

Variable	Stat	Before	After	% Diff	Sig. (Asymp.)	Sig. (Exact)
Attitude RUS	Mean	2.55	2.34	-5%	0.009	0.009
	Median	3	2	-25%		
	Std. Dev.	0.884	0.902	0%		
Attitude USA	Mean	3.01	2.87	-3%	0.034	0.052
	Median	3	3	0%		
	Std. Dev.	0.768	0.865	2%		
Thermometer RUS	Mean	56.14	52.72	-3%	0.004 (WSRT)	0.003 (T-Test)
	Median	60	59	-1%		
	Std. Dev.	26.409	27.453	1%		
Thermometer USA	Mean	68.75	65.07	-4%	0.029 (WSRT)	0.047 (T-Test)
	Median	70	66.5	-4%		
	Std. Dev.	22.216	23.45	1%		
Trust RUS	Mean	2.45	2.36	-2%	0.207	0.255
	Median	3	2	-25%		
	Std. Dev.	0.863	0.853	0%		
Trust USA	Mean	3	2.8	-5%	0.002	0.002
	Median	3	3	0%		
	Std. Dev.	0.826	0.879	1%		
Promises RUS	Mean	2.39	2.33	-2%	0.369	0.474
	Median	2	2	0%		
	Std. Dev.	0.867	0.885	0%		
Promises USA	Mean	2.94	2.82	-3%	0.049	0.070
	Median	3	3	0%		
	Std. Dev.	0.812	0.87	1%		
Cooperation RUS	Mean	1.9	1.79	-4%	0.097	0.122
	Median	2	2	0%		
	Std. Dev.	0.669	0.684	1%		
Cooperation USA	Mean	2.34	2.16	-6%	0.002	0.002
	Median	2	2	0%		
	Std. Dev.	0.626	0.745	4%		

Table 33. S2 Euro After Results

Variable	Stat	Control	Treatment	% Diff	Sig. (Asymp.)	Sig. (Exact)
Attitude RUS	Mean	2.33	2.34	0%	0.989	0.984

	Median	2.5	2	-13%		
	Std. Dev.	0.874	0.939	2%		
Attitude USA	Mean	2.95	2.8	-4%	0.381	0.391
	Median	3	3	0%		
	Std. Dev.	0.909	0.823	-2%		
Thermometer RUS	Mean	54.02	51.44	-3%	0.629 (WSRT)	0.667 (T-Test)
	Median	59.5	59	-1%		
	Std. Dev.	27.645	27.531	0%		
Thermometer USA	Mean	67	63.31	-4%	0.556 (WSRT)	0.471 (T-Test)
	Median	63	68	5%		
	Std. Dev.	24.135	22.937	-1%		
Trust RUS	Mean	2.45	2.27	-5%	0.415	0.422
	Median	2.5	2	-13%		
	Std. Dev.	0.861	0.845	0%		
Trust USA	Mean	2.83	2.77	-2%	0.745	0.750
	Median	3	3	0%		
	Std. Dev.	0.935	0.831	-3%		
Promises RUS	Mean	2.4	2.27	-3%	0.501	0.520
	Median	2	2	0%		
	Std. Dev.	0.912	0.863	-1%		
Promises USA	Mean	2.83	2.8	-1%	0.809	0.807
	Median	3	3	0%		
	Std. Dev.	0.961	0.786	-4%		
Cooperation RUS	Mean	1.81	1.78	-1%	0.730	0.760
	Median	2	2	0%		
	Std. Dev.	0.634	0.735	3%		
Cooperation USA	Mean	2.29	2.04	-8%	0.123	0.128
	Median	2	2	0%		
	Std. Dev.	0.742	0.737	0%		
Believability	Mean	3.5	3.09	-8%	0.183	0.185
	Median	4	4	0%		
	Std. Dev.	1.194	1.379	4%		
Shareability	Mean	3.31	2.98	-7%	0.259	0.262
	Median	4	3	-20%		
	Std. Dev.	1.423	1.422	0%		

Table 34. S2 Euro Delta Results

Variable	Stat	Control	Treatment	% Diff	Sig. (Asymp.)	Sig. (Exact)
Attitude Δ RUS	Mean	-0.24	-0.24	0%	0.806	0.812

	Median	0	0	0%		
	Std. Dev.	0.79	0.83	1%		
Attitude Δ USA	Mean	-0.07	-0.2	-3%	0.336	0.314
	Median	0	0	0%		
	Std. Dev.	0.463	0.641	4%		
Thermometer Δ RUS	Mean	-4.4	-3.78	1%	0.934 (WSRT)	0.819 (T-Test)
	Median	-1	-1	0%		
	Std. Dev.	13.331	11.31	-2%		
Thermometer Δ USA	Mean	-2.56	-4.32	-2%	0.671 (WSRT)	0.616 (T-Test)
	Median	-1	-1.5	-1%		
	Std. Dev.	11.152	19.064	8%		
Trust Δ RUS	Mean	-0.02	-0.16	-4%	0.155	0.163
	Median	0	0	0%		
	Std. Dev.	0.715	0.615	-3%		
Trust Δ USA	Mean	-0.12	-0.3	-5%	0.184	0.185
	Median	0	0	0%		
	Std. Dev.	0.55	0.599	1%		
Promises Δ RUS	Mean	0	-0.11	-3%	0.291	0.333
	Median	0	0	0%		
	Std. Dev.	0.625	0.573	-1%		
Promises Δ USA	Mean	-0.07	-0.18	-3%	0.521	0.526
	Median	0	0	0%		
	Std. Dev.	0.558	0.614	1%		
Cooperation Δ RUS	Mean	-0.17	-0.07	3%	0.252	0.276
	Median	0	0	0%		
	Std. Dev.	0.621	0.661	1%		
Cooperation Δ USA	Mean	-0.12	-0.24	-4%	0.373	0.385
	Median	0	0	0%		
	Std. Dev.	0.453	0.57	4%		

Appendix C: Scenario 3 Results

Insights Explored

Explorable Insight 5	Celebrations of US cultural values are more attractive with respect to target audiences' attitudes towards, trust in, and influence of the US, as well as the believability of U.S. messages, when expressed by messengers other than the USG - e.g. celebrities, television shows, authors.

Treatments

- Control: Messaging from the US to counter China / Russia messaging where U.S. government source is the messenger.
- Treatment: Messaging from the US to counter China / Russia messaging where non-U.S. government source is the messenger.

Results (Asian Context)

Table 35. S3 Asia Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	2.73	3.04	8%	0.000	0.000
	Median	3	3	0%		
	Std. Dev.	0.64	0.543	-2%		
Thermometer	Mean	64.72	69.36	5%	0.000 (WSRT)	0.000 (T-Test)
	Median	70	72	2%		
	Std. Dev.	18.837	17.98	-1%		
Trust	Mean	2.83	2.96	3%	0.006	0.008
	Median	3	3	0%		
	Std. Dev.	0.639	0.619	-1%		
Promises	Mean	2.82	2.92	3%	0.026	0.028
	Median	3	3	0%		
	Std. Dev.	0.623	0.609	0%		
Cooperation	Mean	2.32	2.47	5%	0.000	0.000
	Median	2	3	33%		
	Std. Dev.	0.555	0.57	0%		

Table 36.S3 Asia After Results

Variable	Stat	Control	Treatment	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	3.08	3	-2%	0.437	0.450
	Median	3	3	0%		

	Std. Dev.	0.524	0.563	1%		
Thermometer	Mean	69.77	68.91	-1%	0.969 (WSRT)	0.788 (T-Test)
	Median	72	72	0%		
	Std. Dev.	16.554	19.585	3%		
Trust	Mean	3	2.91	-2%	0.566	0.556
	Median	3	3	0%		
	Std. Dev.	0.557	0.684	3%		
Promises	Mean	2.99	2.84	-4%	0.278	0.284
	Median	3	3	0%		
	Std. Dev.	0.569	0.648	2%		
Cooperation	Mean	2.5	2.43	-2%	0.404	0.415
	Median	3	2	-33%		
	Std. Dev.	0.581	0.56	-1%		
Believability	Mean	3.97	3.72	-5%	0.053	0.053
	Median	4	4	0%		
	Std. Dev.	0.712	0.786	1%		
Shareability	Mean	3.39	3.02	-7%	0.048	0.048
	Median	3	3	0%		
	Std. Dev.	0.865	0.951	2%		

Table 37. S3 Asia Delta Results

Variable	Stat	Control	Treatment	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	0.31	0.33	1%	0.884	0.889
	Median	0	0	0%		
	Std. Dev.	0.642	0.741	2%		
Thermometer Δ	Mean	4.58	4.76	0%	0.816 (WSRT)	0.940 (T-Test)
	Median	3	1	-2%		
	Std. Dev.	10.36	14.149	4%		
Trust Δ	Mean	0.15	0.09	-2%	0.451	0.441
	Median	0	0	0%		
	Std. Dev.	0.548	0.495	-1%		
Promises Δ	Mean	0.11	0.09	-1%	0.699	0.701
	Median	0	0	0%		
	Std. Dev.	0.519	0.555	1%		
Cooperation Δ	Mean	0.15	0.14	0%	0.809	0.821
	Median	0	0	0%		
	Std. Dev.	0.436	0.353	-3%		

Results (European Context)

Table 38. S3 Euro Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	2.97	3.03	1%	0.364	0.412
	Median	3	3	0%		
	Std. Dev.	0.673	0.637	-1%		
Thermometer	Mean	69.95	70.81	1%	0.921 (WSRT)	0.709 (T-Test)
	Median	70	70	0%		
	Std. Dev.	19.063	19.331	0%		
Trust	Mean	2.94	2.98	1%	0.464	0.575
	Median	3	3	0%		
	Std. Dev.	0.705	0.715	0%		
Promises	Mean	2.98	2.89	-2%	0.142	0.158
	Median	3	3	0%		
	Std. Dev.	0.682	0.738	1%		
Cooperation	Mean	2.4	2.41	0%	0.835	1.000
	Median	2	2	0%		
	Std. Dev.	0.637	0.639	0%		

Table 39. S3 Euro After Results

Variable	Stat	Control	Treatment	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	3	3.06	2%	0.621	0.627
	Median	3	3	0%		
	Std. Dev.	0.555	0.704	4%		
Thermometer	Mean	70.68	70.93	0%	0.489 (WSRT)	0.954 (T-Test)
	Median	70	72	2%		
	Std. Dev.	15.714	22.232	7%		
Trust	Mean	2.9	3.04	4%	0.402	0.397
	Median	3	3	0%		
	Std. Dev.	0.632	0.779	4%		
Promises	Mean	2.85	2.91	2%	0.784	0.798
	Median	3	3	0%		
	Std. Dev.	0.7	0.775	2%		
Cooperation	Mean	2.4	2.43	1%	0.676	0.701
	Median	2	3	33%		
	Std. Dev.	0.591	0.683	3%		
Believability	Mean	4.03	3.96	-1%	0.822	0.822

	Median	4	4	0%		
	Std. Dev.	0.733	0.859	3%		
Shareability	Mean	3.65	3.7	1%	0.894	0.907
	Median	4	4	0%		
	Std. Dev.	1.027	0.954	-1%		

Table 40. S3 Euro Delta Results

Variable	Stat	Control	Treatment	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.02	0.15	4%	0.309	0.316
	Median	0	0	0%		
	Std. Dev.	0.53	0.722	5%		
Thermometer Δ	Mean	-0.42	1.4	2%	0.205 (WSRT)	0.567 (T-Test)
	Median	0	0	0%		
	Std. Dev.	12.06	15.544	3%		
Trust Δ	Mean	-0.07	0.13	5%	0.198	0.200
	Median	0	0	0%		
	Std. Dev.	0.616	0.612	0%		
Promises Δ	Mean	-0.12	-0.06	2%	0.422	0.434
	Median	0	0	0%		
	Std. Dev.	0.463	0.673	5%		
Cooperation Δ	Mean	0	0.02	1%	0.982	0.981
	Median	0	0	0%		
	Std. Dev.	0.453	0.571	4%		

Appendix D: Scenario 4 Results

Insights Explored

Explorable Insight 6	Uncrafted, untargeted messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than targeted, crafted messages. *Expected Outcomes if Supported: Attitude, Trust, Believability and Cooperation related scores will be higher for treatments 1 and 3 than for the control and treatment 2.*
Explorable Insight 7	Positive, proactive messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than negative, reactive messages *Expected Outcome if Supported: Attitude, Trust, Believability and Cooperation related scores will be higher treatments 2 and three than for the control and treatment 1.*

Treatments

- Control: U.S. messaging is reactive, crafted, and targeted.
- Treatment 1: U.S. messaging is reactive, uncrafted, and untargeted.
- Treatment 2: U.S. messaging is proactive, crafted, and targeted.
- Treatment 3: U.S. messaging is proactive, uncrafted, and untargeted.

Results (Asian Context)

Table 41. S4 Asia Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.63	1.56	-2%	0.071	0.090
	Median	2	1	-25%		
	Std. Dev.	0.718	0.74	1%		
Attitude USA	Mean	2.91	2.76	-4%	0.002	0.002
	Median	3	3	0%		
	Std. Dev.	0.696	0.748	1%		
Thermometer PRC	Mean	25.94	21.6	-4%	0.000 (WSRT)	0.000 (T-Test)
	Median	20	15	-5%		
	Std. Dev.	23.123	22.513	-1%		

Thermometer USA	Mean	69.45	63.77	-6%	0.000 (WSRT)	0.001 (T-Test)
	Median	73	70	-3%		
	Std. Dev.	18.393	21.89	3%		
Trust PRC	Mean	1.55	1.5	-1%	0.162	0.231
	Median	1	1	0%		
	Std. Dev.	0.697	0.721	1%		
Trust USA	Mean	2.85	2.71	-4%	0.009	0.010
	Median	3	3	0%		
	Std. Dev.	0.673	0.751	2%		
Promises PRC	Mean	1.59	1.52	-2%	0.083	0.122
	Median	1	1	0%		
	Std. Dev.	0.755	0.73	-1%		
Promises USA	Mean	2.87	2.71	-4%	0.000	0.000
	Median	3	3	0%		
	Std. Dev.	0.656	0.721	2%		
Cooperation PRC	Mean	1.53	1.45	-3%	0.014	0.023
	Median	1	1	0%		
	Std. Dev.	0.571	0.606	1%		
Cooperation USA	Mean	2.56	2.35	-7%	0.000	0.000
	Median	3	2	-33%		
	Std. Dev.	0.582	0.637	2%		

Table 42. S4 Asia Crafted/Targeted After Results

Variable	Stat	Crafted / Targeted	Uncrafted/ Untargeted	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.51	1.6	2%	0.395	0.392
	Median	1	1	0%		
	Std. Dev.	0.726	0.756	1%		
Attitude USA	Mean	2.7	2.82	3%	0.270	0.272
	Median	3	3	0%		
	Std. Dev.	0.764	0.732	-1%		
Thermometer PRC	Mean	21.75	21.44	0%	0.955 (WSRT)	0.940 (T-Test)
	Median	10	15	5%		
	Std. Dev.	23.265	21.922	-1%		
Thermometer USA	Mean	60.82	66.63	6%	0.195 (WSRT)	0.144 (T-Test)
	Median	67	71	4%		
	Std. Dev.	23.259	20.258	-3%		
Trust PRC	Mean	1.51	1.5	0%	0.693	0.692
	Median	1	1	0%		
	Std. Dev.	0.683		-17%		

Trust USA	Mean	2.6	2.81	5%	0.053	0.052
	Median	3	3	0%		
	Std. Dev.	0.736	0.758	1%		
Promises PRC	Mean	1.53	1.51	-1%	0.840	0.862
	Median	1	1	0%		
	Std. Dev.	0.722	0.743	1%		
Promises USA	Mean	2.65	2.76	3%	0.172	0.173
	Median	3	3	0%		
	Std. Dev.	0.748	0.694	-1%		
Cooperation PRC	Mean	1.46	1.44	-1%	0.978	1.000
	Median	1	1	0%		
	Std. Dev.	0.633	0.583	-2%		
Cooperation USA	Mean	2.29	2.4	4%	0.411	0.430
	Median	2	2	0%		
	Std. Dev.	0.67	0.602	-2%		
Believability	Mean	3.85	3.9	1%	0.575	0.586
	Median	4	4	0%		
	Std. Dev.	0.675	0.775	2%		
Shareability	Mean	3.07	3.03	-1%	0.681	0.684
	Median	3	3	0%		
	Std. Dev.	0.967	0.977	0%		
Mod Believability	Mean	2.44	2.37	-1%	0.599	0.602
	Median	2	2	0%		
	Std. Dev.	1.214	1.315	2%		
Mod Shareability	Mean	2.13	2.38	5%	0.326	0.328
	Median	2	2	0%		
	Std. Dev.	1.158	1.316	3%		

Table 43. S4 Asia Proactive/Reactive After Results

Variable	Stat	Reactive	Proactive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude PRC	Mean	1.61	1.5	-3%	0.345	0.356
	Median	1	1	0%		
	Std. Dev.	0.752	0.729	-1%		
Attitude USA	Mean	2.91	2.6	-8%	0.014	0.014
	Median	3	3	0%		
	Std. Dev.	0.722	0.746	1%		
Thermometer PRC	Mean	22.36	20.75	-2%	0.640 (WSRT)	0.690 (T-Test)
	Median	15	13	-2%		
	Std. Dev.	22.24	22.968	1%		

Thermometer USA	Mean	67.71	59.13	-9%	0.023 (WSRT)	0.033 (T-Test)
	Median	72	60.5	-12%		
	Std. Dev.	19.863	23.395	4%		
Trust PRC	Mean	1.51	1.49	-1%	0.598	0.600
	Median	1	1	0%		
	Std. Dev.	0.676	0.773	2%		
Trust USA	Mean	2.86	2.55	-8%	0.017	0.017
	Median	3	3	0%		
	Std. Dev.	0.687	0.788	3%		
Promises PRC	Mean	1.59	1.45	-4%	0.166	0.171
	Median	1	1	0%		
	Std. Dev.	0.712	0.748	1%		
Promises USA	Mean	2.84	2.56	-7%	0.017	0.017
	Median	3	3	0%		
	Std. Dev.	0.673	0.747	2%		
Cooperation PRC	Mean	1.46	1.44	-1%	0.549	0.550
	Median	1	1	0%		
	Std. Dev.	0.557	0.659	3%		
Cooperation USA	Mean	2.49	2.2	-10%	0.007	0.007
	Median	3	2	-33%		
	Std. Dev.	0.608	0.638	1%		
Believability	Mean	3.84	3.91	1%	0.557	0.570
	Median	4	4	0%		
	Std. Dev.	0.694	0.759	1%		
Shareability	Mean	3.07	3.03	-1%	0.801	0.802
	Median	3	3	0%		
	Std. Dev.	0.804	1.123	6%		
Mod Believability	Mean	2.47	2.33	-3%	0.534	0.535
	Median	2	2	0%		
	Std. Dev.	1.271	1.257	0%		
Mod Shareability	Mean	2.34	2.17	-3%	0.323	0.325
	Median	2	2	0%		
	Std. Dev.	1.202	1.284	2%		

Table 44. S4 Asia Crafted/Targeted Delta Results

Variable	Stat	Crafted / Targeted	Uncrafted/ Untargeted	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.19	0.04	6%	0.013	0.009
	Median	0	0	0%		
	Std. Dev.	0.529	0.531	0%		

Attitude Δ USA	Mean	-0.17	-0.15	1%	0.890	0.893
	Median	0	0	0%		
	Std. Dev.	0.601	0.526	-2%		
Thermometer Δ PRC	Mean	-5.71	-2.3	3%	0.130 (WSRT)	0.039 (T-Test)
	Median	-2	-0.5	2%		
	Std. Dev.	10.084	7.583	-3%		
Thermometer Δ USA	Mean	-6.46	-2.51	4%	0.442 (WSRT)	0.118 (T-Test)
	Median	-1	0	1%		
	Std. Dev.	17.215	7.874	-9%		
Trust Δ PRC	Mean	-0.1	0	3%	0.185	0.161
	Median	0	0	0%		
	Std. Dev.	0.431	0.423	0%		
Trust Δ USA	Mean	-0.21	-0.09	3%	0.241	0.250
	Median	0	0	0%		
	Std. Dev.	0.561	0.707	4%		
Promises Δ PRC	Mean	-0.13	0	3%	0.086	0.064
	Median	0	0	0%		
	Std. Dev.	0.544	0.299	-6%		
Promises Δ USA	Mean	-0.19	-0.13	2%	0.618	0.649
	Median	0	0	0%		
	Std. Dev.	0.465	0.489	1%		
Cooperation Δ PRC	Mean	-0.13	-0.04	3%	0.207	0.227
	Median	0	0	0%		
	Std. Dev.	0.454	0.367	-3%		
Cooperation Δ USA	Mean	-0.22	-0.21	0%	0.982	0.991
	Median	0	0	0%		
	Std. Dev.	0.599	0.475	-4%		

Table 45. S4 Asia Proactive/Reactive Delta Results

Variable	Stat	Reactive	Proactive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ PRC	Mean	-0.07	-0.08	0%	0.992	0.990
	Median	0	0	0%		
	Std. Dev.	0.602	0.474	-3%		
Attitude Δ USA	Mean	-0.04	-0.28	-6%	0.020	0.019
	Median	0	0	0%		
	Std. Dev.	0.435	0.654	5%		
Thermometer Δ PRC	Mean	-3.48	-4.57	-1%	0.230 (WSRT)	0.517 (T-Test)
	Median	0	-2.5	-3%		
	Std. Dev.	8.193	9.945	2%		

Thermometer Δ USA	Mean	-1.3	-8.56	-7%	0.054 (WSRT)	0.004(T-Test)
	Median	0	-3	-3%		
	Std. Dev.	7.743	17.644	10%		
Trust Δ PRC	Mean	-0.04	-0.06	-1%	0.609	0.565
	Median	0	0	0%		
	Std. Dev.	0.359	0.496	3%		
Trust Δ USA	Mean	-0.03	-0.27	-6%	0.016	0.016
	Median	0	0	0%		
	Std. Dev.	0.51	0.735	6%		
Promises Δ PRC	Mean	-0.06	-0.08	-1%	0.641	0.614
	Median	0	0	0%		
	Std. Dev.	0.413	0.474	2%		
Promises Δ USA	Mean	-0.09	-0.24	-4%	0.065	0.067
	Median	0	0	0%		
	Std. Dev.	0.411	0.528	3%		
Cooperation Δ PRC	Mean	-0.04	-0.14	-3%	0.155	0.149
	Median	0	0	0%		
	Std. Dev.	0.316	0.496	6%		
Cooperation Δ USA	Mean	-0.13	-0.3	-6%	0.085	0.087
	Median	0	0	0%		
	Std. Dev.	0.482	0.581	3%		

Results (European Context)

Table 46. S4 Euro Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude RUS	Mean	2.47	2.39	-2%	0.144	0.201
	Median	2.5	2	-13%		
	Std. Dev.	0.778	0.888	3%		
Attitude USA	Mean	3.16	2.94	-6%	0.014	0.018
	Median	3	3	0%		
	Std. Dev.	0.717	0.864	4%		
Thermometer RUS	Mean	53.63	51.58	-2%	0.035 (WSRT)	.132 (T-Test)
	Median	57.5	55	-3%		
	Std. Dev.	25.976	27.329	1%		
Thermometer USA	Mean	71.46	67.77	-4%	0.034 (WSRT)	.052 (T-Test)
	Median	70	69	-1%		
	Std. Dev.	20.713	22.773	2%		
Trust RUS	Mean	2.34	2.34	0%	1.000	1.000

	Median	2	2	0%		
	Std. Dev.	0.806	0.876	2%		
Trust USA	Mean	3.01	2.86	-4%	0.046	0.064
	Median	3	3	0%		
	Std. Dev.	0.819	0.865	1%		
Promises RUS	Mean	2.41	2.3	-3%	0.142	0.158
	Median	2	2	0%		
	Std. Dev.	0.873	0.837	-1%		
Promises USA	Mean	3	2.82	-5%	0.004	0.004
	Median	3	3	0%		
	Std. Dev.	0.807	0.856	1%		
Cooperation RUS	Mean	1.87	1.78	-3%	0.206	0.219
	Median	2	2	0%		
	Std. Dev.	0.57	0.637	2%		
Cooperation USA	Mean	2.39	2.22	-6%	0.009	0.013
	Median	2	2	0%		
	Std. Dev.	0.653	0.706	2%		

Table 47. S4 Euro Crafted/Targeted After Results

Variable	Stat	Crafted / Targeted	Uncrafted/ Untargeted	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude RUS	Mean	2.33	2.45	3%	0.420	0.431
	Median	2	2	0%		
	Std. Dev.	0.944	0.832	-3%		
Attitude USA	Mean	2.95	2.93	-1%	0.738	0.725
	Median	3	3	0%		
	Std. Dev.	0.925	0.808	-3%		
Thermometer RUS	Mean	48.73	54.3	6%	0.287 (WSRT)	.354 (T-Test)
	Median	47	60	13%		
	Std. Dev.	27.979	26.736	-1%		
Thermometer USA	Mean	66.41	69.12	3%	0.799 (WSRT)	.594 (T-Test)
	Median	68	70	2%		
	Std. Dev.	24.858	20.7	-4%		
Trust RUS	Mean	2.23	2.44	5%	0.227	0.232
	Median	2	2	0%		
	Std. Dev.	0.895	0.854	-1%		
Trust USA	Mean	2.86	2.86	0%	0.914	0.916
	Median	3	3	0%		
	Std. Dev.	0.966	0.765	-5%		
Promises RUS	Mean	2.26	2.34	2%	0.550	0.561

	Median	2	2	0%		
	Std. Dev.	0.902	0.776	-3%		
Promises USA	Mean	2.81	2.82	0%	0.975	0.982
	Median	3	3	0%		
	Std. Dev.	0.88	0.843	-1%		
Cooperation RUS	Mean	1.72	1.84	4%	0.292	0.313
	Median	2	2	0%		
	Std. Dev.	0.701	0.568	-4%		
Cooperation USA	Mean	2.21	2.23	1%	0.971	1.000
	Median	2	2	0%		
	Std. Dev.	0.742	0.677	-2%		
Believability	Mean	3.65	3.91	5%	0.134	0.136
	Median	4	4	0%		
	Std. Dev.	0.897	0.884	0%		
Shareability	Mean	3.4	3.48	2%	0.626	0.632
	Median	4	4	0%		
	Std. Dev.	1.116	1.089	-1%		
Mod Believability	Mean	3	3.27	5%	0.276	0.276
	Median	3	3	0%		
	Std. Dev.	1.272	1.149	-2%		
Mod Shareability	Mean	2.93	2.95	0%	0.917	0.920
	Median	3	3	0%		
	Std. Dev.	1.334	1.275	-1%		

Table 48. S4 Euro Proactive/Reactive Results

Variable	Stat	Reactive	Proactive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude RUS	Mean	2.51	2.27	-6%	0.212	0.218
	Median	2	2	0%		
	Std. Dev.	0.898	0.872	-1%		
Attitude USA	Mean	3.02	2.86	-4%	0.486	0.512
	Median	3	3	0%		
	Std. Dev.	0.758	0.955	5%		
Thermometer RUS	Mean	52.17	51.02	-1%	0.936 (WSRT)	0.848 (T-Test)
	Median	56	53	-3%		
	Std. Dev.	25.623	29.154	4%		
Thermometer USA	Mean	68.75	66.83	-2%	0.904 (WSRT)	0.704 (T-Test)
	Median	70	66	-4%		
	Std. Dev.	19.01	26.057	7%		
Trust RUS	Mean	2.41	2.27	-4%	0.447	0.458

	Median	2	2	0%		
	Std. Dev.	0.921	0.837	-2%		
Trust USA	Mean	2.88	2.85	-1%	0.946	0.953
	Median	3	3	0%		
	Std. Dev.	0.748	0.965	5%		
Promises RUS	Mean	2.29	2.3	0%	0.807	0.817
	Median	2	2	0%		
	Std. Dev.	0.873	0.813	-2%		
Promises USA	Mean	2.83	2.8	-1%	0.871	0.879
	Median	3	3	0%		
	Std. Dev.	0.803	0.91	3%		
Cooperation RUS	Mean	1.8	1.76	-1%	0.815	0.829
	Median	2	2	0%		
	Std. Dev.	0.679	0.603	-3%		
Cooperation USA	Mean	2.22	2.22	0%	0.959	0.961
	Median	2	2	0%		
	Std. Dev.	0.725	0.696	-1%		
Believability	Mean	3.59	3.96	7%	0.033	0.032
	Median	4	4	0%		
	Std. Dev.	0.921	0.842	-2%		
Shareability	Mean	3.22	3.63	8%	0.046	0.046
	Median	3	4	20%		
	Std. Dev.	1.107	1.062	-1%		
Mod Believability	Mean	2.98	3.28	6%	0.232	0.235
	Median	3	3	0%		
	Std. Dev.	1.172	1.241	1%		
Mod Shareability	Mean	2.76	3.11	7%	0.220	0.225
	Median	3	3	0%		
	Std. Dev.	1.319	1.269	-1%		

Table 49. S4 Euro Crafted/Targeted Delta Results

Variable	Stat	Crafted / Targeted	Uncrafted/ Untargeted	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ RUS	Mean	-0.1	-0.1	0%	0.879	0.935
	Median	0	0	0%		
	Std. Dev.	0.617	0.576	-1%		
Attitude Δ USA	Mean	-0.12	-0.26	-4%	0.471	0.490
	Median	0	0	0%		
	Std. Dev.	0.739	0.627	-3%		
Thermometer Δ RUS	Mean	-3.42	-2.12	1%	0.569 (WSRT)	0.724 (T-Test)

	Median	-2	0	2%		
	Std. Dev.	17.494	15.218	-2%		
Thermometer Δ USA	Mean	-4.13	-2.85	1%	0.18 (WSRT)	0.720 (T-Test)
	Median	-3	0	3%		
	Std. Dev.	16.571	14.992	-2%		
Trust Δ RUS	Mean	0	0	0%	0.739	0.840
	Median	0	0	0%		
	Std. Dev.	0.625	0.577	-1%		
Trust Δ USA	Mean	-0.19	-0.09	3%	0.401	0.394
	Median	0	0	0%		
	Std. Dev.	0.634	0.64	0%		
Promises Δ RUS	Mean	-0.07	-0.11	-1%	0.697	0.730
	Median	0	0	0%		
	Std. Dev.	0.558	0.618	2%		
Promises Δ USA	Mean	-0.21	-0.16	1%	0.660	0.671
	Median	0	0	0%		
	Std. Dev.	0.559	0.568	0%		
Cooperation Δ RUS	Mean	-0.05	-0.11	-2%	0.578	0.631
	Median	0	0	0%		
	Std. Dev.	0.623	0.579	-1%		
Cooperation Δ USA	Mean	-0.14	-0.2	-2%	0.678	0.695
	Median	0	0	0%		
	Std. Dev.	0.56	0.632	2%		

Table 50. S4 Euro Proactive/Reactive Delta Results

Variable	Stat	Reactive	Proactive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ RUS	Mean	-0.02	-0.16	-4%	0.216	0.242
	Median	0	0	0%		
	Std. Dev.	0.651	0.531	-3%		
Attitude Δ USA	Mean	-0.15	-0.23	-2%	0.552	0.561
	Median	0	0	0%		
	Std. Dev.	0.76	0.611	-4%		
Thermometer Δ RUS	Mean	-4.03	-1.52	3%	0.935 (WSRT)	0.496 (T-Test)
	Median	0	-1	-1%		
	Std. Dev.	19.845	11.895	-8%		
Thermometer Δ USA	Mean	-3.5	-3.46	0%	0.552 (WSRT)	0.991 (T-Test)
	Median	-1	0	1%		
	Std. Dev.	18.964	11.704	-7%		
Trust Δ RUS	Mean	0.08	-0.07	-4%	0.229	0.289

	Median	0	0	0%		
	Std. Dev.	0.694	0.495	-5%		
Trust Δ USA	Mean	-0.12	-0.15	-1%	0.886	0.905
	Median	0	0	0%		
	Std. Dev.	0.723	0.556	-4%		
Promises Δ RUS	Mean	-0.2	0	5%	0.170	0.161
	Median	0	0	0%		
	Std. Dev.	0.679	0.477	-5%		
Promises Δ USA	Mean	-0.22	-0.15	2%	0.511	0.511
	Median	0	0	0%		
	Std. Dev.	0.613	0.515	-2%		
Cooperation Δ RUS	Mean	-0.15	-0.02	4%	0.462	0.440
	Median	0	0	0%		
	Std. Dev.	0.691	0.499	-6%		
Cooperation Δ USA	Mean	-0.32	-0.04	9%	0.032	0.031
	Median	0	0	0%		
	Std. Dev.	0.65	0.515	-5%		

Appendix E: Scenario 5 Results

Insights Explored

Explorable Insight 8	Adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect with respect to target audiences' attitudes towards the US, their trust in the US, believability of US messages and relative influence, than U.S. messages that attempt to build constructive cooperation.
Explorable Insight 9	Recipients of a message are more likely to accept a message in terms of its believability that resonates with current beliefs and perceptions of the target audience.

Treatments For Explorable Insight 8

- Control: The adversary sends a neutral message not designed to attack common values.
- Treatment: The adversary employs media messages that are designed to disrupt common values between the U.S. and target audience.

Treatments for Explorable Insight 9a (Adversary Resonance)

- Control: The adversary sends a message that is not tailored to specifically resonate with current beliefs and perceptions of the target populations.
- Treatment: The adversary sends a message that is tailored to specifically resonate with current beliefs and perceptions of the target populations.

Treatments for Explorable Insight 9b (USA Resonance)

- Control: The U.S. responds to adversary propaganda with messaging that is not tailored to specifically resonate with current beliefs and perceptions of the target population.
- Treatment: The U.S. responds to adversary propaganda with messaging that is tailored to specifically resonate with current beliefs and perceptions of the target populations.

Results (Asian Context)

Table 51. S5 Asia Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	3.02	2.86	-4%	0.003	0.003
	Median	3	3	0%		
	Std. Dev.	0.626	0.657	1%		
Thermometer	Mean	67.75	67.25	-1%	0.541 (WSRT)	0.482 (T-Test)
	Median	70	70	0%		

	Std. Dev.	18.779	19.114	0%		
Trust	Mean	2.95	2.83	-3%	0.009	0.014
	Median	3	3	0%		
	Std. Dev.	0.662	0.675	0%		
Promises	Mean	2.83	2.82	0%	0.895	0.983
	Median	3	3	0%		
	Std. Dev.	0.697	0.698	0%		
Cooperation	Mean	2.59	2.49	-3%	0.028	0.037
	Median	3	3	0%		
	Std. Dev.	0.59	0.632	1%		

Table 52. S5 Asia US Resonance After Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	2.97	2.86	-3%	0.421	0.499
	Median	3	3	0%		
	Std. Dev.	0.577	0.543	-1%		
Thermometer	Mean	68.79	65.19	-4%	0.558 (WSRT)	0.427 (T-Test)
	Median	70	70	0%		
	Std. Dev.	16.819	18.414	2%		
Trust	Mean	2.91	2.83	-2%	0.697	0.710
	Median	3	3	0%		
	Std. Dev.	0.621	0.655	1%		
Promises	Mean	2.91	2.78	-3%	0.290	0.301
	Median	3	3	0%		
	Std. Dev.	0.712	0.681	-1%		
Cooperation	Mean	2.68	2.47	-7%	0.099	0.108
	Median	3	3	0%		
	Std. Dev.	0.589	0.609	1%		
Treatment Believability	Mean	2.71	2.61	-2%	0.718	0.723
	Median	3	2	-20%		
	Std. Dev.	1.169	1.103	-1%		
Treatment Shareability	Mean	2.32	2.31	0%	0.951	0.955
	Median	2	2	0%		
	Std. Dev.	1.249	1.238	0%		
Modifier Believability	Mean	3.76	3.47	-6%	0.145	0.149
	Median	4	4	0%		
	Std. Dev.	0.781	0.91	3%		
Modifier Shareability	Mean	3.41	3.08	-7%	0.079	0.078
	Median	4	3	-20%		

	Std. Dev.	0.925	0.967	1%		

Table 53. S5 Asia Adversary Resonance After Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	2.77	2.96	5%	0.142	0.141
	Median	3	3	0%		
	Std. Dev.	0.689	0.614	-2%		
Thermometer	Mean	64.75	70.02	5%	0.157 (WSRT)	0.132 (T-Test)
	Median	70	70	0%		
	Std. Dev.	19.527	18.421	-1%		
Trust	Mean	2.74	2.92	4%	0.161	0.164
	Median	3	3	0%		
	Std. Dev.	0.7	0.64	-2%		
Promises	Mean	2.7	2.96	6%	0.021	0.021
	Median	3	3	0%		
	Std. Dev.	0.713	0.661	-1%		
Cooperation	Mean	2.39	2.58	6%	0.062	0.061
	Median	2	3	33%		
	Std. Dev.	0.647	0.607	-1%		
Treatment Believability	Mean	2.81	2.57	-5%	0.175	0.176
	Median	3	2	-20%		
	Std. Dev.	1.088	1.076	0%		
Treatment Shareability	Mean	2.45	2.32	-3%	0.648	0.652
	Median	2	2	0%		
	Std. Dev.	1.231	1.249	0%		
Modifier Believability	Mean	3.55	3.84	6%	0.070	0.071
	Median	4	4	0%		
	Std. Dev.	0.948	0.828	-2%		
Modifier Shareability	Mean	3.09	3.25	3%	0.293	0.295
	Median	3	3	0%		
	Std. Dev.	1.04	0.975	-1%		

Table 54. S5 Asia Adversary Disruption After Results

Variable	Stat	Non-Disruptive	Disruptive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	2.91	2.8	-3%	0.413	0.417
	Median	3	3	0%		
	Std. Dev.	0.558	0.749	5%		

Thermometer	Mean	66.9	67.61	1%	0.773 (WSRT)	0.840 (T-Test)
	Median	70	70	0%		
	Std. Dev.	17.621	20.691	3%		
Trust	Mean	2.87	2.78	-2%	0.459	0.462
	Median	3	3	0%		
	Std. Dev.	0.635	0.718	2%		
Promises	Mean	2.84	2.8	-1%	0.640	0.643
	Median	3	3	0%		
	Std. Dev.	0.694	0.706	0%		
Cooperation	Mean	2.57	2.39	-6%	0.091	0.100
	Median	3	2	-33%		
	Std. Dev.	0.604	0.653	2%		
Treatment Believability	Mean	2.66	2.73	1%	0.687	0.688
	Median	2	3	20%		
	Std. Dev.	1.128	1.046	-2%		
Treatment Shareability	Mean	2.31	2.61	6%	0.273	0.276
	Median	2	3	20%		
	Std. Dev.	1.234	1.223	0%		
Modifier Believability	Mean	3.61	3.77	3%	0.150	0.150
	Median	4	4	0%		
	Std. Dev.	0.856	0.941	2%		
Modifier Shareability	Mean	3.24	3.09	-3%	0.387	0.389
	Median	3	3	0%		
	Std. Dev.	0.955	1.063	2%		

Table 55. S5 Asia US Resonance Delta Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.18	-0.03	4%	0.351	0.335
	Median	0	0	0%		
	Std. Dev.	0.626	0.56	-2%		
Thermometer Δ	Mean	1.1	1.07	0%	0.981 (WSRT)	0.991 (T-Test)
	Median	0	0	0%		
	Std. Dev.	9.454	11.012	2%		
Trust Δ	Mean	-0.09	0.03	3%	0.389	0.377
	Median	0	0	0%		
	Std. Dev.	0.57	0.56	0%		
Promises Δ	Mean	0	0.03	1%	0.838	0.989
	Median	0	0	0%		
	Std. Dev.	0.603	0.506	-2%		

Cooperation Δ	Mean	-0.03	-0.11	-3%	0.793	0.843
	Median	0	0	0%		
	Std. Dev.	0.577	0.523	-2%		

Table 56. S5 Asia Adversary Resonance Delta Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.14	-0.18	-1%	0.657	0.664
	Median	0	0	0%		
	Std. Dev.	0.67	0.548	-3%		
Thermometer Δ	Mean	-0.05	-1.32	-1%	0.291 (WSRT)	0.517 (T-Test)
	Median	0	0	0%		
	Std. Dev.	10.614	10.132	0%		
Trust Δ	Mean	-0.12	-0.12	0%	0.982	1.000
	Median	0	0	0%		
	Std. Dev.	0.533	0.512	-1%		
Promises Δ	Mean	-0.06	0.04	3%	0.351	0.361
	Median	0	0	0%		
	Std. Dev.	0.62	0.614	0%		
Cooperation Δ	Mean	-0.15	-0.06	3%	0.549	0.532
	Median	0	0	0%		
	Std. Dev.	0.554	0.519	-1%		

Table 57. S5 Asia Adversary Disruption Delta Results

Variable	Stat	Non-Disruptive	Disruptive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.1	-0.23	-3%	0.251	0.254
	Median	0	0	0%		
	Std. Dev.	0.593	0.627	1%		
Thermometer Δ	Mean	1.09	-2.46	-4%	0.476 (WSRT)	0.067 (T-Test)
	Median	0	0	0%		
	Std. Dev.	10.156	10.323	0%		
Trust Δ	Mean	-0.03	-0.22	-5%	0.044	0.045
	Median	0	0	0%		
	Std. Dev.	0.564	0.453	-3%		
Promises Δ	Mean	0.01	-0.03	-1%	0.551	0.571
	Median	0	0	0%		
	Std. Dev.	0.551	0.684	3%		
Cooperation Δ	Mean	-0.07	-0.14	-2%	0.515	0.523

Median	0	0	0%
Std. Dev.	0.547	0.527	-1%

Results (European Context)

Table 58. S5 Euro Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	3.08	3.02	-2%	0.336	0.444
	Median	3	3	0%		
	Std. Dev.	0.719	0.647	-2%		
Thermometer	Mean	70.52	70.48	0%	0.907 (WSRT)	0.795 (T-Test)
	Median	71	70	-1%		
	Std. Dev.	20.009	18.675	-1%		
Trust	Mean	2.97	2.89	-2%	0.238	0.290
	Median	3	3	0%		
	Std. Dev.	0.754	0.738	0%		
Promises	Mean	3.02	2.95	-2%	0.304	0.363
	Median	3	3	0%		
	Std. Dev.	0.715	0.718	0%		
Cooperation	Mean	2.33	2.3	-1%	0.627	0.669
	Median	2	2	0%		
	Std. Dev.	0.726	0.701	-1%		

Table 59. S5 Euro US Resonance After Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	2.87	3.3	11%	0.027	0.027
	Median	3	3	0%		
	Std. Dev.	0.626	0.571	-1%		
Thermometer	Mean	65.76	77.78	12%	0.037 (WSRT)	0.037 (T-Test)
	Median	70	82.5	13%		
	Std. Dev.	17.484	17.069	0%		
Trust	Mean	2.7	3.1	10%	0.062	0.074
	Median	3	3	0%		
	Std. Dev.	0.635	0.718	2%		
Promises	Mean	2.78	3.11	8%	0.133	0.167
	Median	3	3	0%		
	Std. Dev.	0.6	0.737	3%		

Cooperation	Mean	2.17	2.6	14%	0.029	0.035
	Median	2	3	33%		
	Std. Dev.	0.65	0.503	-5%		
Treatment Believability	Mean	3.57	3.35	-4%	0.789	0.802
	Median	4	4	0%		
	Std. Dev.	0.843	1.387	11%		
Treatment Shareability	Mean	3.17	3.15	0%	0.890	0.891
	Median	3	3.5	10%		
	Std. Dev.	1.072	1.531	9%		
Modifier Believability	Mean	3.78	4	4%	0.298	0.328
	Median	4	4	0%		
	Std. Dev.	0.736	0.795	1%		
Modifier Shareability	Mean	3.04	3.65	12%	0.130	0.136
	Median	3	4	20%		
	Std. Dev.	1.296	0.933	-7%		

Table 60. S5 Euro Adversary Resonance After Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	3.17	2.89	-7%	0.047	0.052
	Median	3	3	0%		
	Std. Dev.	0.581	0.682	3%		
Thermometer	Mean	75.85	65.49	-10%	0.020 (WSRT)	0.010 (T-Test)
	Median	78.5	69	-10%		
	Std. Dev.	16.585	19.301	3%		
Trust	Mean	3	2.78	-6%	0.137	0.138
	Median	3	3	0%		
	Std. Dev.	0.796	0.67	-3%		
Promises	Mean	3.1	2.82	-7%	0.085	0.093
	Median	3	3	0%		
	Std. Dev.	0.7	0.716	0%		
Cooperation	Mean	2.52	2.09	-14%	0.003	0.003
	Median	3	2	-33%		
	Std. Dev.	0.634	0.701	2%		
Treatment Believability	Mean	3.45	3.67	4%	0.623	0.625
	Median	4	4	0%		
	Std. Dev.	1.253	0.879	-7%		
Treatment Shareability	Mean	3.24	3.17	-1%	0.624	0.631
	Median	4	3	-20%		
	Std. Dev.	1.445	1.072	-7%		

Modifier Believability	Mean	3.88	3.89	0%	0.939	0.963
	Median	4	4	0%		
	Std. Dev.	0.803	0.714	-2%		
Modifier Shareability	Mean	3.67	3.36	-6%	0.329	0.334
	Median	4	4	0%		
	Std. Dev.	0.846	1.209	7%		

Table 61. S5 Adversary Disruption After Results

Variable	Stat	Non-Disruptive	Disruptive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude	Mean	3.07	2.98	-2%	0.507	0.550
	Median	3	3	0%		
	Std. Dev.	0.632	0.664	1%		
Thermometer	Mean	71.31	69.75	-2%	0.816 (WSRT)	0.706 (T-Test)
	Median	70	70.5	1%		
	Std. Dev.	18.112	19.339	1%		
Trust	Mean	2.88	2.89	0%	0.938	0.948
	Median	3	3	0%		
	Std. Dev.	0.697	0.784	2%		
Promises	Mean	2.93	2.98	1%	0.677	0.698
	Median	3	3	0%		
	Std. Dev.	0.677	0.762	2%		
Cooperation	Mean	2.37	2.23	-5%	0.458	0.488
	Median	2	2	0%		
	Std. Dev.	0.618	0.774	5%		
Treatment Believability	Mean	3.47	3.66	4%	0.358	0.362
	Median	4	4	0%		
	Std. Dev.	1.12	1.033	-2%		
Treatment Shareability	Mean	3.16	3.32	3%	0.581	0.585
	Median	3	4	20%		
	Std. Dev.	1.29	1.393	2%		
Modifier Believability	Mean	3.88	3.89	0%	0.900	0.919
	Median	4	4	0%		
	Std. Dev.	0.762	0.754	0%		
Modifier Shareability	Mean	3.33	3.68	7%	0.177	0.180
	Median	4	4	0%		
	Std. Dev.	1.169	0.909	-5%		

Table 62. S5 US Resonance Delta Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.13	0.05	5%	0.229	0.335
	Median	0	0	0%		
	Std. Dev.	0.458	0.51	1%		
Thermometer Δ	Mean	0	1.18	1%	0.455 (WSRT)	0.606 (T-Test)
	Median	0	1	1%		
	Std. Dev.	5.888	7.452	2%		
Trust Δ	Mean	-0.17	0.05	6%	0.071	0.124
	Median	0	0	0%		
	Std. Dev.	0.388	0.394	0%		
Promises Δ	Mean	-0.09	0.05	4%	0.341	0.503
	Median	0	0	0%		
	Std. Dev.	0.417	0.524	3%		
Cooperation Δ	Mean	0	0.1	3%	0.536	0.520
	Median	0	0	0%		
	Std. Dev.	0.522	0.553	1%		

Table 63. S5 Adversary Resonance Delta Results

Variable	Stat	Non-Resonant	Resonant	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.05	-0.07	-1%	0.758	0.838
	Median	0	0	0%		
	Std. Dev.	0.661	0.447	-5%		
Thermometer Δ	Mean	-0.64	-0.15	0%	0.694 (WSRT)	0.870 (T-Test)
	Median	1	0	-1%		
	Std. Dev.	15.766	9.358	-6%		
Trust Δ	Mean	-0.07	-0.09	-1%	0.562	0.559
	Median	0	0	0%		
	Std. Dev.	0.712	0.557	-4%		
Promises Δ	Mean	-0.1	-0.04	2%	0.741	0.712
	Median	0	0	0%		
	Std. Dev.	0.768	0.475	-7%		
Cooperation Δ	Mean	0	-0.07	-2%	0.519	0.569
	Median	0	0	0%		
	Std. Dev.	0.796	0.539	-9%		

Table 64. S5 Adversary Disruption Delta Results

Variable	Stat	Non-Disruptive	Disruptive	% Diff	Sig (Asymp.)	Sig (Exact)
Attitude Δ	Mean	-0.05	-0.07	-1%	0.965	0.929
	Median	0	0	0%		
	Std. Dev.	0.486	0.625	3%		
Thermometer Δ	Mean	0.56	-1.2	-2%	0.862 (WSRT)	0.549 (T-Test)
	Median	0	1	1%		
	Std. Dev.	6.601	16.298	10%		
Trust Δ	Mean	-0.07	-0.09	-1%	0.904	0.866
	Median	0	0	0%		
	Std. Dev.	0.402	0.802	10%		
Promises Δ	Mean	-0.02	-0.11	-2%	0.517	0.497
	Median	0	0	0%		
	Std. Dev.	0.468	0.754	7%		
Cooperation Δ	Mean	0.05	-0.11	-5%	0.266	0.253
	Median	0	0	0%		
	Std. Dev.	0.532	0.784	8%		

Appendix F: Scenario 6 Results

Insight Explored

Explorable Insight 10	During a crisis situation involving a U.S. ally, United States messaging calling for restraint is preferable to the United States offering no messaging at all.

Treatments

- Control: No U.S. messaging at all
- Treatment: U.S. "No Escalation" messaging

Results (Asian Context)

Table 65. S6 Before/After Results

Variable	Stat	Before	After	% Diff	Sig (Asymp.)	Sig (Exact)
Temp PRC	Mean	33.3286	32.9	0%	0.491 (WSRT)	0.725 (T-Test)
	Median	30	30	0%		
	Std. Dev.	21.98598	21.96054	0%		
Temp USA	Mean	63.7286	60.1714	-4%	0.037 (WSRT)	0.034 (T-Test)
	Median	66	57	-9%		
	Std. Dev.	15.47876	15.77282	0%		
Trust PRC	Mean	1.71	1.73	1%	0.705	1.000
	Median	2	2	0%		
	Std. Dev.	0.764	0.741	-1%		
Trust USA	Mean	2.84	2.79	-1%	0.473	0.460
	Median	3	3	0%		
	Std. Dev.	0.629	0.611	0%		
Promises PRC	Mean	1.67	1.7	1%	0.480	0.727
	Median	2	2	0%		
	Std. Dev.	0.775	0.768	0%		
Promises USA	Mean	2.76	2.69	-2%	0.275	0.383
	Median	3	3	0%		
	Std. Dev.	0.523	0.603	2%		
Cooperation PRC	Mean	1.56	1.53	-1%	0.527	0.754
	Median	1	1	0%		
	Std. Dev.	0.694	0.631	-2%		
Cooperation USA	Mean	2.44	2.34	-3%	0.127	0.191
	Median	2	2	0%		
	Std. Dev.	0.555	0.611	2%		

Table 66. S6 After Results

Variable	Stat	Control	Treatment	% Diff	Sig (Asymp.)	Sig (Exact)
Temp PRC	Mean	32.6944	33.1176	0%	0.962 (WSRT)	0.973 (T-Test)
	Median	37.5	29	-9%		
	Std. Dev.	21.50325	22.75664	1%		
Temp USA	Mean	63.4722	56.6765	-7%	0.040 (WSRT)	0.073 (T-Test)
	Median	65	52.5	-13%		
	Std. Dev.	13.90886	17.0449	3%		
Trust PRC	Mean	1.75	1.71	-1%	0.851	0.866
	Median	2	2	0%		
	Std. Dev.	0.77	0.719	-1%		
Trust USA	Mean	2.94	2.62	-8%	0.023	0.025
	Median	3	3	0%		
	Std. Dev.	0.583	0.604	1%		
Promises PRC	Mean	1.69	1.71	1%	0.964	0.977
	Median	2	2	0%		
	Std. Dev.	0.749	0.799	1%		
Promises USA	Mean	2.81	2.56	-6%	0.078	0.087
	Median	3	3	0%		
	Std. Dev.	0.525	0.66	3%		
Cooperation PRC	Mean	1.47	1.59	4%	0.595	0.667
	Median	1	1	0%		
	Std. Dev.	0.56	0.701	5%		
Cooperation USA	Mean	2.5	2.18	-11%	0.019	0.022
	Median	3	2	-33%		
	Std. Dev.	0.609	0.576	-1%		
Inject 2 Believability PRC	Mean	2.44	2.5	1%	0.970	0.972
	Median	2	2	0%		
	Std. Dev.	0.969	1.052	2%		
Inject 3 Believability PRC	Mean	2.42	2.82	8%	0.896	0.904
	Median	2	2	0%		
	Std. Dev.	1.079	1.167	2%		
Control / Treatment Believability USA	Mean	3.78	3.82	1%	0.140	0.144
	Median	4	4	0%		
	Std. Dev.	0.76	0.758	0%		
Pleased w/ USA Response	Mean	2.97	2.97	0%	0.861	0.889
	Median	3	3	0%		
	Std. Dev.	0.81	0.937	3%		

Table 67. S6 Delta Results

Variable	Stat	Control	Treatment	% Diff	Sig (Asymp.)	Sig (Exact)
Temp PRC Δ	Mean	-0.2222	-0.6471	0%	0.952 (WSRT)	0.861 (T-Test)
	Median	0	0	0%		
	Std. Dev.	11.71839	8.37342	-3%		
Temp USA Δ	Mean	-4.5556	-2.5	2%	0.572 (WSRT)	0.534 (T-Test)
	Median	0	-0.5	-1%		
	Std. Dev.	15.17412	12.25796	-3%		
Trust PRC Δ	Mean	0.0556	-0.0294	-2%	0.264	0.414
	Median	0	0	0%		
	Std. Dev.	0.33333	0.30003	-1%		
Trust USA Δ	Mean	-0.0278	-0.0882	-2%	0.692	0.713
	Median	0	0	0%		
	Std. Dev.	0.73625	0.62122	-3%		
Promises PRC Δ	Mean	0.0278	0.0294	0%	0.975	0.853
	Median	0	0	0%		
	Std. Dev.	0.29141	0.3881	2%		
Promises USA Δ	Mean	-0.0556	-0.0882	-1%	0.793	0.764
	Median	0	0	0%		
	Std. Dev.	0.53154	0.57036	1%		
Cooperation PRC Δ	Mean	0.0278	-0.0882	-4%	0.202	0.208
	Median	0	0	0%		
	Std. Dev.	0.37691	0.37881	0%		
Cooperation USA Δ	Mean	-0.1111	-0.0882	1%	1.000	1.000
	Median	0	0	0%		
	Std. Dev.	0.57459	0.5145	-2%		

Appendix G: Competitive Information Environment Red Teaming Protocol

Dependent Variable Measures
Note: these were customized to fit each scenario.

Attitudes

- General Attitudes – "*Based on what [Character Name] now knows, what are [Character Name]'s opinions of the following countries?*" (4-point Scale, "Very Unfavorable" to "Very Favorable").[43]
- "Feeling Thermometer" – "*Based on what [Character Name] now knows, we'd like to obtain their likely feelings towards the following countries on a "feeling thermometer." A rating of zero degrees means [Character Name] feels as cold and negative as possible. A rating of 100 degrees means [Character Name] feels as warm and positive as possible. [Character Name] would rate the country at 50 degrees if they don't feel particularly positive or negative towards the country. How does [Character Name] feel towards the following countries?*" (Slider, 0 to 100).[44]

Believability

- *"How believable does [Character Name] find the claims that are made in the article(s), tweet(s), etc. that you just saw?"* (5-point Likert, "Extremely Unbelievable" to "Extremely Believable").[45]

Shareability

- *"How likely is [Character Name] to share the claims that are made in the article(s), tweet(s), etc. that you just saw?*" (5-point Likert, "Extremely Unlikely" to "Extremely Likely"). Trust
- Trust – "*Based on what [Character Name] now knows, how much does [Character Name] think [Country] can trust each of the following nations overall?*" (4-point Scale, "Not at All" to "A Great Deal").[46]

[43] Adapted from a measure used in: Silver, L., Devlin, K., & Huang, C. (2020). Americans fault China for its role in the spread of COVID-19. Pew Research Center: Global Attitudes and Trends. https://www.pewresearch.org/global/2020/07/30/americans-fault-china-for-its-role-in-the-spread-of-covid-19/

[44] Adapted from a measure used in Pew Research Center (2018). Partisan Divides in Views of Many Countries – but Not North Korea. https://www.pewresearch.org/politics/2018/09/10/partisan-divides-in-views-of-many-countries-but-not-north-korea/

[45] Adapted from a measure used in Beltramini, R. (1988). Perceived Believability of Warning Label Information Presented in Cigarette Advertising. Journal of Advertising, 17(2), 26-32. https://www.tandfonline.com/doi/abs/10.1080/00913367.1988.10673110

[46] Adapted from a measure in Pew Research Center (2015). Americans, Japanese: Mutual respect 70 Years After the End of WWII. https://www.pewresearch.org/global/2015/04/07/americans-japanese-mutual-respect-70-years-after-the-end-of-wwii/

- Trust in Promises – "*Based on what [Character Name] now knows, to what extent would [Character Name] trust the following nations to keep their promises?*" (4-point Scale, "Not at All" to "A Great Deal").[47]
- International Trust (Only used as a Baseline) – "*Generally Speaking, would [Character name] be likely to say that [Country] can trust other nations, or that [Country] can't be too careful in dealing with other nations?*" (Binary, "[Country] can trust other nations" and "[Country] can't be too careful in dealing with other nations.").[48]

Cooperation

- *"Does [Character Name] feel that [Country] should, in general, cooperate more or less with the following countries?" (3-point Scale, "Cooperate less", "Cooperate the same as before", "Cooperate more"*).[49]

[47] Adapted from a measure used in Beltramini, R. (1988). Perceived Believability of Warning Label Information Presented in Cigarette Advertising. Journal of Advertising, 17(2), 26-32. https://www.tandfonline.com/doi/abs/10.1080/00913367.1988.10673110

[48] A measure developed in Brewer et al. (2004). International Trust and Public Opinion About World Affairs. American Journal of Political Science 48(1), 93-109. https://www.researchgate.net/publication/229724247_International_Trust_and_Public_Opinion_About_World_Affairs

[49] A measure used in Pew Research Center (2020). Americans and Germans Differ in Their Views of Each Other and the World. https://www.pewresearch.org/global/2020/03/09/americans-and-germans-differ-in-their-views-of-each-other-and-the-world/

SCENARIO 1: ARMS SUPPORT TO BELLIGERENTS

Context: Arms Support to Belligerents: The situation in Northern Ethiopia has worsened and the country is riven by civil war, with the government of Abiy Ahmed and the mostly Oromo south against the northern parts of the country (mostly made up of Tigrans, Amharans and Afari). The U.S. supports the Ethiopian government, while Russia supports the rebels. China is officially neutral on the matter but supplies both sides with arms and aid. After a year of bloody fighting, atrocities on both sides and humanitarian disaster, an international meeting is held in Prague to try and resolve the situation. The *Security Council Resolution 2674 (2022): The Question Concerning Arms in the Conflict in Ethiopia, also known as the Ethiopian Arms Agreement*, enacted by a unanimous vote of the UN Security Council, declares that all sales or transfer of arms and related warfighting materiel to either of the warring parties will cease immediately.

Trigger - Hypocrisy: The conflict, however, continues, and less than a year later evidence emerges (not necessarily at the same time) that all three countries (US, PRC, Russia) have continued to arm the warring sides despite their vote in favor of the peace agreement.

Injects:

- **Inject 1-1**: Inject providing background information on the conflict in Ethiopia and the Ethiopian Arms Agreement, including messaging.
- **Inject 1-2a**: Inject showing evidence that US has continued to arm the Ethiopian government.
- **Inject 1-2b**: Inject showing evidence that Russia has continued to arm the rebels.
- **Inject 1-2c**: Inject showing evidence that China has continued to arm the government and/or rebels.
- **Inject 1-3a**: Inject priming participants with economic success of the United States.
- **Inject 1-3b**: Inject priming participants with economic success of Russia.
- **Inject 1-3c**: Inject priming participants with economic success of China.
- **Inject 1-4**: Inject sharing negative information about current state and trajectory of Chinese economy.
- **Inject 1-5**: Inject priming participants with U.S. values.

Notes:

- Injects 1-3a,b,c, 1-4 and 1-5 are presented before injects 1-2a,b,c.
- Injects 1-2a,b,c are not messaging but rather just evidence that the previous messaging described in Inject 1-1 was a lie.
- Injects 1-2a,b,c should be similar in form / content in order to control for variations in these factors.
- During the experiment, the order in which Injects 1-2a,b,c will be presented will be randomized, but recorded in Qualtrics and subsequent analysis will check to see whether the order of breaking promises matters.

Experimental Design:
Net Assessment Outputs:

- Democratic systems need alignment between words and deeds otherwise it shows hypocrisy. A disconnect between words and deeds is more disadvantageous for the US/Western open political and liberal economic systems than it is for Russia or China. The bar is lower for autocratic systems.
- What we do and what we are perceived to be is more important than what we say.
- Most of the strategic balance between principals (US, China, Russia) in message competition in swing states relates to the perceived domestic success of those principals, not their active messaging. Information operations have an important marginal role, but it is usually at the margin.
- US seen as prosperous, but China can also make the claim since it raised an unprecedented number of people out of poverty
- If negative information about China's domestic policies were to be leaked, or if its economic growth were to slow then the CCP would find it harder to increase its political influence in swing states than it currently does.

Resulting Explorable Insights:

- **EI1:** Perceptions among target audiences in states that are not clear supporters of any GPC (hereafter referred to as "swing states") about the domestic success of the GPC states are more important to the target audiences' attitudes, trust in and their ability to be influenced by these states than active messaging.
    - **EI1A:** If derogatory but truthful information about China's domestic policies was leaked, or if its economic growth were to slow, the CCP would find it harder to increase its political influence in swing states than it currently does.
- **EI2:** Perceived U.S. values are important in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
- **EI3:** How the U.S./PRC/Russia acts (deeds) is more important than what it says (words) in gaining preferable outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.
    - **EI3A:** A divergence between what is said and what is done (hypocrisy) has a greater negative effect on outcomes with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence as these relate to the U.S. than a similar divergence in the case of Rus/PRC.

Basic Design:

- Baseline collection of DVs.
- Scenario is presented where multiple promises are made by all parties (US; PRC; Rus)
- Parties break their word (randomly vary order of breaking). After each broken word recollect DVs.

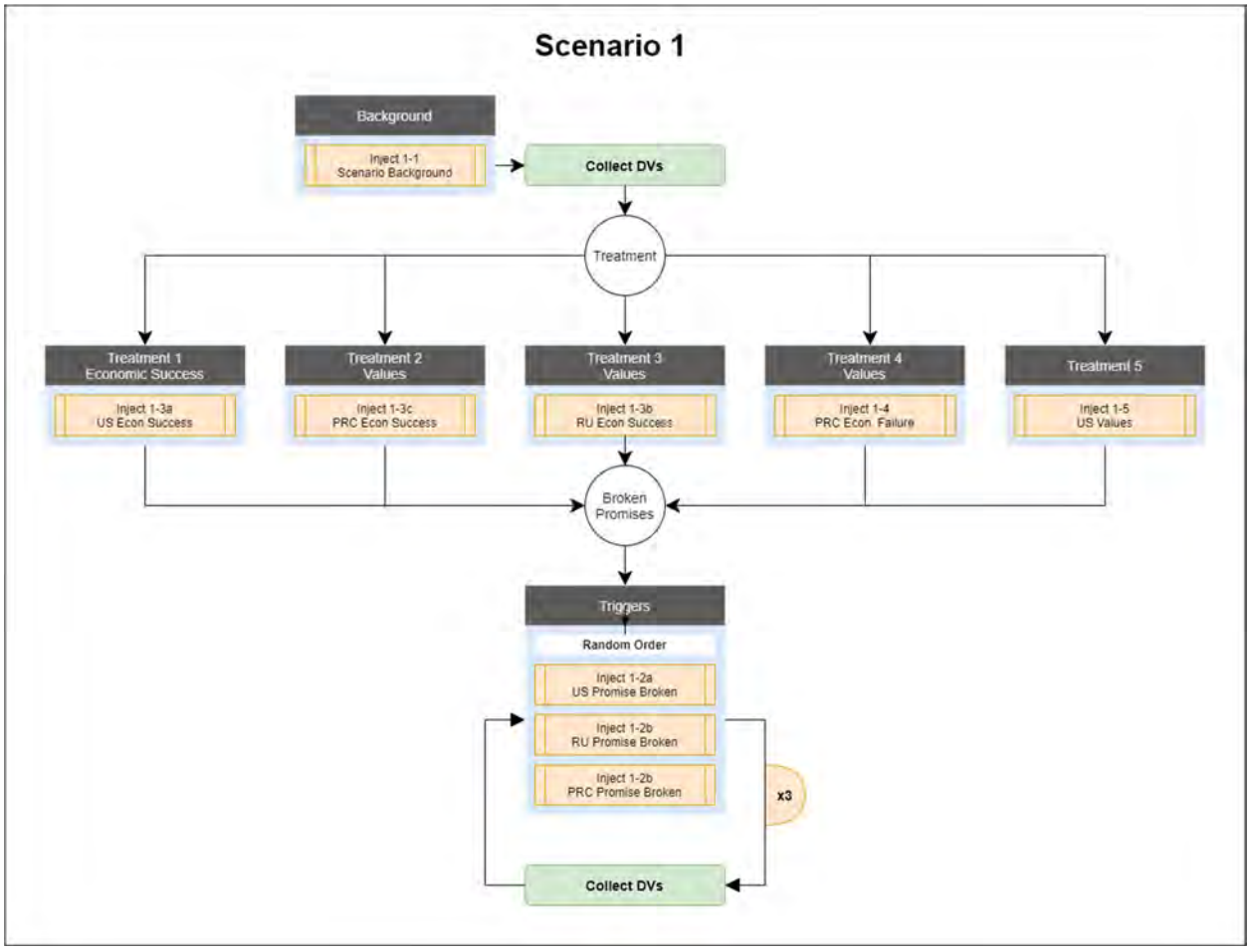
Variables:

- *DVs*: Attitudes (US/PRC/Rus); Message believability (US/PRC/Rus); Trust (US/PRC/Rus); Influence (US/PRC/Rus)

- *IVs*: Economic Success; Values; Hypocrisy

Subsets:

- Control
- Treatment 1: Economic success: For one subset of participants prime with economic success.
    - For one half of this subset, share negative information about Chinese economy during the scenario.
- Treatment 2: Values: One subset primed with values.



Inject 1-1: Inject providing background information on the conflict in Ethiopia and the Ethiopian Arms Agreement, including messaging.

Description	FULL TEXT OF THE INJECT
Order of Inject: First Round – Scenario Background Artifacts Shown in Chronological Order **Type of Inject:** Various (News Article, Media Article, Facebook Post) **Originating Entity**: Artifact 1: BBC News Artifact 2: The Washington Post Artifact 3: Facebook Post Artifact 4: Xinhua News Agency **Covert / Overt**: Overt **Purported Source**: Artifact 1: United States Artifact 2: United States Artifact 3: Russian Mission to the EU Artifact 4: PRC Ministry of Foreign Affairs	**Artifact 1 (News Article): BBC News** TITLE: UN Security Council Reaches Agreement on Ethiopia DATE: November 2, 2022 TEXT: Today, the UN Security Council unanimously passed *Security Council Resolution 2674 (2022): The Question Concerning Arms in the Conflict in Ethiopia*, also known as the Ethiopian Arms Agreement - a measure that halts the transfer of armaments or related materiel to any party involved in the Ethiopian crisis in the Tigray region. The passage of this resolution, supported strongly by the United States, Russia, and China, sends a clear message to the warring parties as the bloody civil war between the Ethiopian government and several tribes in the northern part of the country extends into its third year. **Artifact 2 (News Article): The Washington Post** TITLE: Biden Administration calls for peace in Tigray Region DATE: November 3, 2022 TEXT: White House Press Secretary Jen Psaki released a statement today following recent developments in Ethiopia's Tigray region of possible crimes against humanity: "The United States of America must be part of the solution, and not a bystander in a growing conflict. We must strive to be the beacon of peace and set an example for countries all

	around the world. We will no longer provide military support by sending arms to either warring side as we are committed to promoting peace in the region." **Artifact 3 (Facebook Post): Facebook** PROFILE: Russian Mission to the EU DATE: November 6, 2022 TEXT: Following UN Security Council Resolution 2674, President of Russia Vladimir Putin has directed the Foreign Ministry to reevaluate arms deals with the Ethiopian government and neighboring countries - Russia will no longer support either party involved in the conflict with arms. 5,000 Likes 58 Shares **Artifact 4 (News Article): Xinhua News Agency** TITLE: Xi Focus: Xi Jinping gathers National Defense Leaders to support global peace DATE: November 8, 2022 TEXT: BEIJING, Nov. 8 (Xinhua) – Xi Jinping, general secretary of the Communist Party of China Central Committee, on Monday directed a halt of arms shipments to all parties involved in the escalating humanitarian crisis in Ethiopia. Xi, also Chinese president and chairman of the Central Military Commission (CMC), announced the new policy after a meeting with Yang Jiechi, Director of the Central Foreign Affairs Commission Office of the Chinese Communist Party. Xi said that the new policy would help restore peace and protect Chinese interests in the region.

	A spokesperson for the Ministry of Foreign Affairs has said that "China has always been a strong supporter of peaceful resolutions to political disputes around the globe, and will work closely with all parties to resolve this conflict quickly. In support of these principals, the PRC will not provide any arms or military equipment to any parties in this conflict, and sincerely calls upon all other countries to do the same."

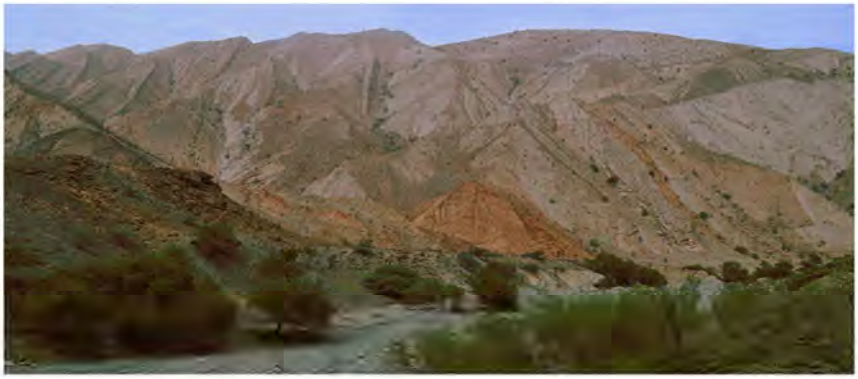
Inject 1-1: Artifact 1[50]

[50] All injects and artifacts were labeled in the instrument with a banner indicating simulated content.

Inject 1-1: Artifact 2

Africa

Biden Administration calls for peace in Tigray Region



November 3, 2022 at 4:05 p.m. EDT

White House Press Secretary Jen Psaki released a statement today following recent developments in Ethiopia's Tigray region of possible crimes against humanity:

"The United States of America must be part of the solution, and not a bystander in a growing conflict. We must strive to be the beacon of peace and set an example for countries all around the world. We will no longer provide military support by sending arms to either warring side as we are committed to promoting peace in the region."

Inject 1-1: Artifact 3

Inject 1-1: Artifact 4

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Editions

Tuesday, November 8, 202

Xi Focus: Xi Jinping gathers National Defense Leaders to support global peace

Source: Xinhua | 2022-11-8 18:44:44

BEIJING, November 8 (Xinhua) -- Xi Jinping, general secretary of the Communist Party of China Central Committee, on Monday directed a halt of arms shipments to all parties involved in the escalating humanitarian crisis in Ethiopia.

Xi, also Chinese president and chairman of the Central Military Commission (CMC), announced the new policy after a meeting with Yang Jiechi, Director of the Central Foreign Affairs Commission Office of the Chinese Communist Party. Xi said that the new policy would help restore peace and protect Chinese interests in the region.

A spokesperson for the Ministry of Foreign Affairs has said that "China has always been a strong supporter of peaceful resolutions to political disputes around the globe, and will work closely with all parties to resolve this conflict quickly. In support of these principals, the PRC will not provide any arms or military equipment to any parties in this conflict, and sincerely calls upon all other countries to do the same."

Inject 1-2a: Inject showing evidence that US has continued to arm the Ethiopian government.

Description	FULL TEXT OF THE INJECT
Order of Inject: Fifth Round – Triggers, Randomly Displayed with 1-2b and 1-2c **Type of Inject:** News Article **Originating Entity**: New York Times **Covert / Overt**: Overt **Purported Source**:	TITLE: U.S. Violates Ethiopian Arms Agreement DATE: March 24, 2023 TEXT: The United States is actively violating the Ethiopian Arms Agreement. U.S. weapons have continued to move into the region, as shown clearly by an analysis of social media from fighters in Ethiopia associated with several of the warring factions. The exact source of arms has not been confirmed, but pointed to the volume and recent date of manufacture of weaponry they have cataloged. The sheer amount of arms and the type of weapons that we are seeing would not be possible without American consent. Just months ago, the United States was a vocal supporter of peace in the region during a meeting of the UN Security Council and voted to stop sending arms to the country. A spokesperson for the Department of State refused to comment when asked about the allegations of continued U.S. arms transfers into Ethiopia.

Inject 1-2a: Artifact

AFRICA

The New York Times

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U.S. Violates Ethiopian Arms Agreement

March 24, 2023

The United States is actively violating the Ethiopian Arms Agreement. U.S. weapons have continued to move into the region, as shown clearly by an analysis of social media from fighters in Ethiopia associated with several of the warring factions.

The exact source of arms has not been confirmed, but pointed to the volume and recent date of manufacture of weaponry they have cataloged. The sheer amount of arms and the type of weapons that we are seeing would not be possible without American consent.

Just months ago, the United States was a vocal supporter of peace in the region during a meeting of the UN Security Council and voted to stop sending arms to the country. A spokesperson for the Department of State refused to comment when asked about the allegations of continued U.S. arms transfers into Ethiopia.

Inject 1-2b: Inject revealing evidence that Russia has continued to arm the rebels.

Description	FULL TEXT OF THE INJECT
Order of Inject: Fifth Round – Triggers, Randomly Displayed with 1-2a and 1-2c **Type of Inject:** OSINT Bellingcat reported through BBC News Article **Originating Entity**: Bellingcat **Covert / Overt**: Overt **Purported Source**: Bellingcat	TITLE: Bellingcat Reports Russian Hypocrisy, Going Back on Ethiopian Arms Agreement DATE: March 24, 2023 TEXT: A report from Bellingcat reveals that the Wagner Group, a Russian military contractor, has been accused of delivering arms support to Ethiopian factions on behalf of the Russian government. Social media accounts associated with the Tigray Peoples Liberation Front have repeatedly posted pictures with stockpiles of Russian made weaponry that look brand-new. In each case, the photos were posted several days after a private jet owned by Wagner landed at the nearby Hayelam Araya Airport. In the pictures, TPLF leaders pose with a variety of different weapons including assault rifles, machine guns, and various other forms of heavy weaponry. These developments are deeply concerning and are a clear violation of the resolution which Russia voted for at the UN Security Council earlier this year.

Inject 1-2b: Artifact

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Bellingcat Reports Russian Hypocrisy, Going Back on Ethiopian Arms Agreement

March 24, 2023

A report from **Bellingcat** reveals that the Wagner Group, a Russian military contractor, has been accused of delivering arms support to Ethiopian factions on behalf of the Russian government.

Social media accounts associated with the Tigray Peoples Liberation Front have repeatedly posted pictures with stockpiles of Russian made weaponry that look brand-new.

In each case, the photos were posted several days after a private jet owned by Wagner landed at the nearby Hayelam Araya Airport. In the pictures, TPLF leaders pose with a variety of different weapons including assault rifles, machine guns, and various other forms of heavy weaponry.

These developments are deeply concerning and are a clear violation of the resolution which Russia voted for at the UN Security Council earlier this year.

Inject 1-2c: Inject showing evidence that China has continued to arm the government and the rebels.

Description	FULL TEXT OF THE INJECT
Order of Inject: Fifth Round – Triggers, Randomly Displayed with 1-2a and 1-2b **Type of Inject:** News Article **Originating Entity**: Reuters **Covert / Overt**: Overt **Purported Source**:	TITLE: China seen arming Ethiopian conflict despite arms agreement DATE: March 24, 2023 TEXT: LONDON (Reuters) - A statement released today by U.K.-based Amnesty International accused China of continuing to provide arms to most parties in the conflict in Ethiopia, after a prominent activist released photographic evidence of military equipment shipments. When asked for comment, Amnesty's Director of African Affairs said "What China is doing is dangerous, immoral, and irresponsible. Despite reports of blatant human-rights violations and their vote for the Ethiopian Arms Agreement months ago, they have continued to funnel arms into the region. This needs to stop."

Inject 1-2c: Artifact

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AMERS MARCH 24, 2023 / 10:21 PM / UPDATED 13 MINUTES AGO

China seen arming Ethiopian conflict despite arms agreement

By Reuters Staff 1 MIN READ

LONDON (Reuters) - A statement released today by U.K.-based Amnesty International accused China of continuing to provide arms to most parties in the conflict in Ethiopia, after a prominent activist released photographic evidence of military equipment shipments.

When asked for comment, Amnesty's Director of African Affairs said "What China is doing is dangerous, immoral, and irresponsible. Despite reports of blatant human-rights violations and their vote for the Ethiopian Arms Agreement months ago, they have continued to funnel arms into the region. This needs to stop."

Inject 1-3a: Inject priming participants with economic success of the United States.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Treatment 1, Randomly Displayed with Injects 1-3b and 1-3c Type of Inject: News Article Originating Entity: CNBC Covert / Overt: Overt Purported Source: The World Bank	TITLE: U.S. Stock Market Hits Yet Another Record High DATE: January 5, 2023 TEXT: The U.S. Stock Market has hit another all-time record high on Wednesday following three consecutive years of steady gains amid a freshly added fiscal stimulus. The S&P 500 witnessed a massive jump this past week, hitting a new record high and surpassing its previous record from only a month ago. This completes an astoundingly rapid recovery from the losses associated with the 2020 Covid-19 pandemic. The World Bank reported in a recent press release that the U.S. economy is expected to continue grow to through the remainder of the year, with an anticipated 3.5% growth in GDP. This expansion can partially be attributed to the massive influx of investment in the biotechnology sector spurred by COVID-19.

Inject 1-3a: Artifact

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MARKETS

U.S. Stock Market Hits Yet Another Record High

PUBLISHED THURSDAY, JAN 5 2023•6:04 PM EDT | SHARE

Photo of the Wall Street sign near the New York Stock Exchange.

Bloomberg | Getty Images

The U.S. Stock Market has hit another all-time record high on Wednesday following three consecutive years of steady gains amid a freshly added fiscal stimulus. The S&P 500 witnessed a massive jump this past week, hitting a new record high and surpassing its previous record from only a month ago. This completes an astoundingly rapid recovery from the losses associated with the 2020 Covid-19 pandemic.

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Inject 1-3b: Inject priming participants with economic success of Russia.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Treatment 1, Randomly Displayed with Injects 1-3a and 1-3c Type of Inject: News Article Originating Entity: Reuters Covert / Overt: Overt Purported Source: The World Bank	TITLE: Russian Stocks Forecasted to Hit All-Time Highs in 2023 DATE: January 5, 2023 TEXT: MOSCOW (Reuters) - Russia's stock market is expected to hit all-time highs this year as positive momentum is expected to push GDP growth into 2023. Russia has rebounded much more quickly from its Covid-19 losses than expected, primarily as a result of the rising price of oil, but several other sectors are showing growth too. The World Bank reported in a recent press release that the Russian economy is expected to continue to expand though the remainder of the year, with an anticipated 3.1% growth in GDP. This expansion can be attributed to a strong positive trajectory in commodity prices, a new surge in business activity, and extremely low interest rates.

Inject 1-3b: Artifact

REUTERS World Business Markets Breakingviews Video More

MARKETS JANUARY 5, 2023 / 2:05 AM / UPDATED 4 HOURS AGO

Russian Stocks Forecasted to Hit All-Time Highs in 2023 – Strong Growth Ahead

1 MIN READ

MOSCOW (Reuters) - Russia's stock market is expected to hit all-time highs this year as positive momentum is expected to push GDP growth into 2023.

Russia has rebounded much more quickly from its Covid-19 losses than expected, primarily as a result of the rising price of oil, but several other sectors are showing growth too.

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Inject 1-3c: Inject priming participants with economic success of China.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Treatment 1, Randomly Displayed with Injects 1-3a and 1-3b Type of Inject: News Inject Originating Entity: BBC News Covert / Overt: Overt Purported Source: The World Bank	TITLE: China's Economy to Expand, Strong Growth Ahead DATE: January 5, 2023 TEXT: China's economy is expected to experience massive growth in 2023, with exports hitting record high levels over the past few months. Of all the world's major economies, China's was the least affected by Covid-19 and has quickly bounced back to pre-pandemic levels. The World Bank reported in a recent press release that China's economy is expected to only continue to expand in the next several years, with an anticipated 7.9% growth in GDP this year and potentially even higher growth rates in following years. This expansion can be partially attributed to increased business investment and consumer spending alongside strong corporate profits and fiscal policy measures.

Inject 1-3c: Artifact

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China's Economy to Expand, Strong Growth Ahead

January 5, 2023

China's economy is expected to experience massive growth in 2023, with exports hitting record high levels over the past few months.

Of all the world's major economies, China's was the least affected by Covid-19 and has quickly bounced back to pre-pandemic levels.

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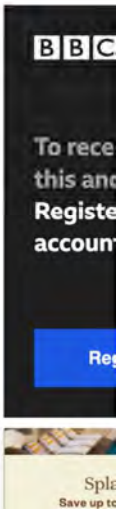

Inject 1-4: Inject sharing negative information about current state and trajectory of Chinese economy

Description	FULL TEXT OF THE INJECT
Order of Inject: Fourth Round – Failure Treatment Type of Inject: News Headline/Article Originating Entity: BBC News Covert / Overt: Overt Purported Source: U.S.	TITLE: The Coming Bust: Why the Chinese Economy Will Fail by 2025 DATE: February 18, 2023 TEXT: Despite initially seeming to recover quickly from the Covid-19 pandemic, China's economy has shown a steady decline. The days of 6%+ growth rates are gone as China's structural weaknesses have put a brake on its continued economic growth. Debt to GDP ratio is exponential and domestic consumer demand remains low. Worker productivity has declined each year since 2010, and the Chinese workforce is due to shrink by almost 7% in the next few decades (according to the UN). In addition, the U.S.–China trade war which has progressively made China less attractive for firms. We are already seeing many multinational manufacturing firms phase out of China and move to other places like Southeast Asia and Africa. These uncertainties have depleted business and consumer confidence. As China's debt continues to grow – by 15% this past year – it is obvious that the country is running full-speed-ahead towards an economic collapse.

Inject 1-4: Artifact

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The Coming Bust: Why the Chinese Economy Will Fail by 2025

February 18, 2023

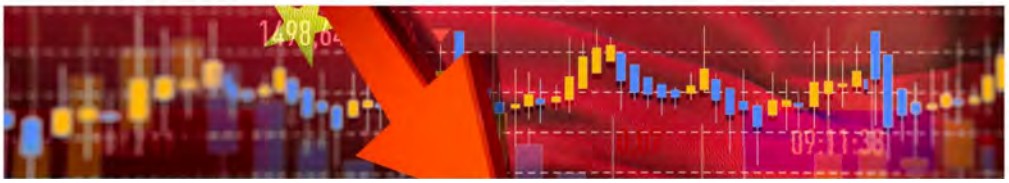
Despite initially seeming to recover quickly from the Covid-19 pandemic, China's economy has shown a steady decline.

The days of 6%+ growth rates are gone as China's structural weaknesses have put a brake on its continued economic growth. Debt to GDP ratio is exponential and domestic consumer demand remains low.

Worker productivity has declined each year since 2010, and the Chinese workforce is due to shrink by almost 7% in the next few decades (according to the UN). In addition, the U.S.–China trade war which has progressively made China less attractive for firms.

We are already seeing many multinational manufacturing firms phase out of China and move to other places like Southeast Asia and Africa. These uncertainties have depleted business and consumer confidence.

As China's debt continues to grow – by 15% this past year – it is obvious that the country is running full-speed-ahead towards an economic collapse.



Inject 1-5: Inject priming participants with U.S. values.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Treatment 2 Type of Inject: Briefing Statement Originating Entity: Biden Administration Covert / Overt: Overt Purported Source: U.S. Administration	TITLE: Statement by President Biden on the Recent Developments in the Tigray Region DATE: December 12, 2022 TEXT: We are deeply concerned with the recent developments in Ethiopia's Tigray Region. From our support for gender equality to our assistance to victims of poverty, persecution and disaster around the world, the U.S. strives to uphold its values of freedom, security and basic human rights for all peoples of the world. We are working with representatives of involved parties to facilitate a peaceful resolution that reflects our support and protects the rights of all the people of the Tigray region.

Inject 1-5: Artifact

THE WHITE HOUSE

Administration Priorities COVID-19 Briefing Room Español MENU

BRIEFING ROOM

Statement by President Biden on the Recent Developments in the Tigray Region

DECEMBER 12, 2022 • STATEMENTS AND RELEASES

We are deeply concerned with the recent developments in Ethiopia's Tigray Region. From our support for gender equality to our assistance to victims of poverty, persecution and disaster around the world, the U.S. strives to uphold its values of freedom, security and basic human rights for all peoples of the world.

We are working with representatives of involved parties to facilitate a peaceful resolution that reflects our support and protects the rights of all the people of the Tigray region.

###

SCENARIO 2: US MILITARY EXERCISES IN THE WESTERN BALKANS / ASIA

Description:

- **Southeastern Europe sample variant:** Following the 2019 induction of North Macedonia into NATO, the U.S. military plans a large-scale exercise in North Macedonia in early 2022 involving coordination among several NATO countries. The Russian government embarks on a vociferous IO to derail / dissuade the exercise from taking place. Control sample receives Russian messaging that does not stress historical or recent victimization narrative (i.e., Russia and the E. European region have been exploited and oppressed by the West for a long time), while treatment group receives messaging with similar content, but heavily stressing victimization narrative.
- **Taiwanese sample variant:** The U.S. announces its largest joint military exercise in Southeast Asia in two decades, planned for early 2022, involving Australia, Japan, New Zealand, South Korea, the Philippines, Thailand and Vietnam. The PRC government embarks on a vociferous IO to derail / dissuade the exercise from taking place. Control sample receives PRC messaging that does not stress historical or recent victimization narrative (i.e., China and the E. Asian region have been exploited and oppressed by the West for a long time), while treatment group receives messaging with similar content, but heavily stressing victimization narrative.

Injects:

- **Inject 2-1**: Background on the Balkans exercises.
- **Inject 2-2a**: Russian messaging focusing on non-victimization narrative.
- **Inject 2-2b**: Russian messaging including the same issues as 2-2a, but heavily stressing victimization narrative.
- **Inject 2-3**: Background on the S.E. Asia exercises.
- **Inject 2-4a**: Chinese messaging focusing on non-victimization narrative.
- **Inject 2-4b**: Chinese messaging including the same issues as 2-2a, but heavily stressing victimization narrative

Experimental Design:

Net Assessment Outputs:

- [PRC / Russia] have successfully used the narrative of **victimization** by the US/West to justify the content of their messaging. [This oscillates between: "U.S. is imperialist" to U.S./ NATOs not there for you" – dichotomy between saying US is either too present or absent]

Resulting Explorable Insight:

- **EI4:** A **narrative of victimization** (and/or of U.S. abandonment) in PRC/Rus information operations against the U.S. is effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence.

Basic Design:

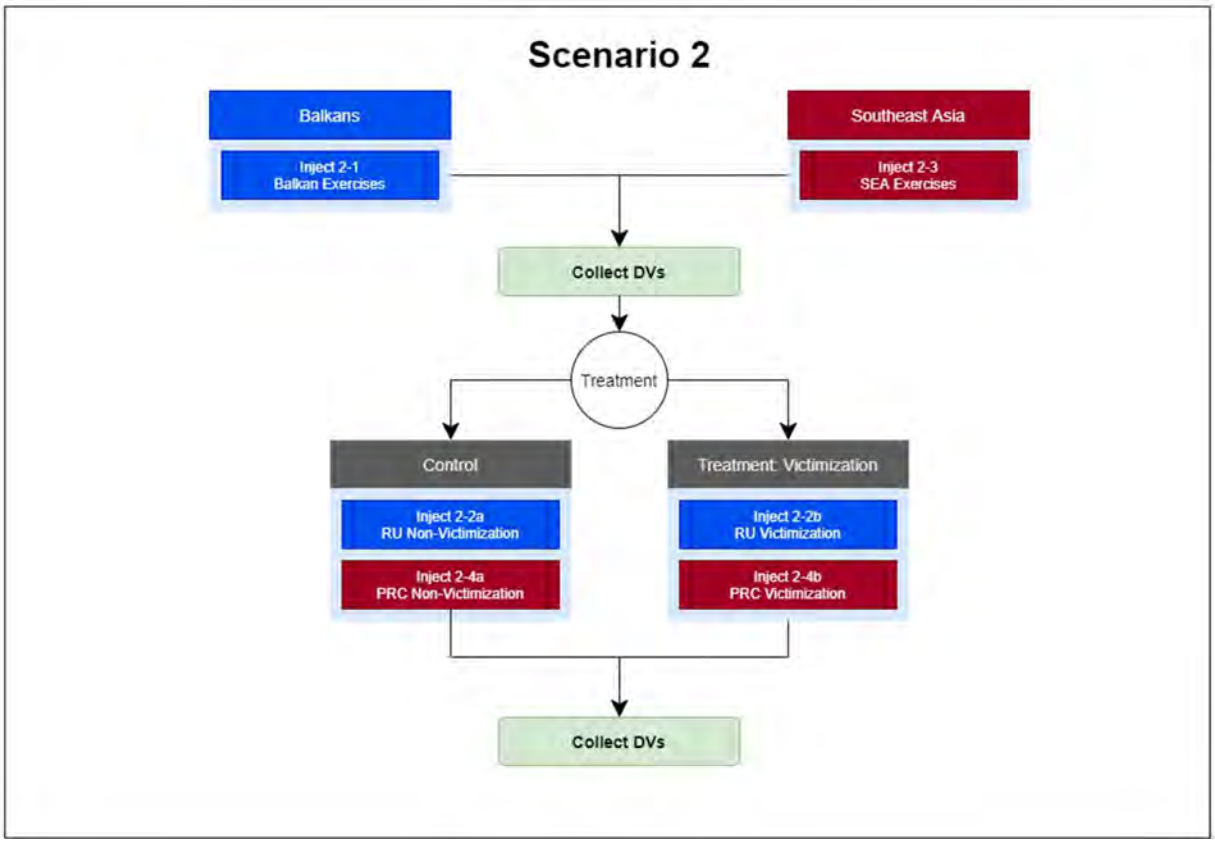
- Before / After experiment
    - Collection of DV(s) before messaging (but after scenario background has been presented)
    - Inject for Treatment / Control
    - Collection of DV(s) after messaging

Variables:

- *DVs*: Attitudes (PRC/Rus); Message believability (PRC/Rus); Trust (PRC/Rus); Influence (PRC/Rus)
- *IVs*: Victimization / Abandonment Narrative

Subsets:

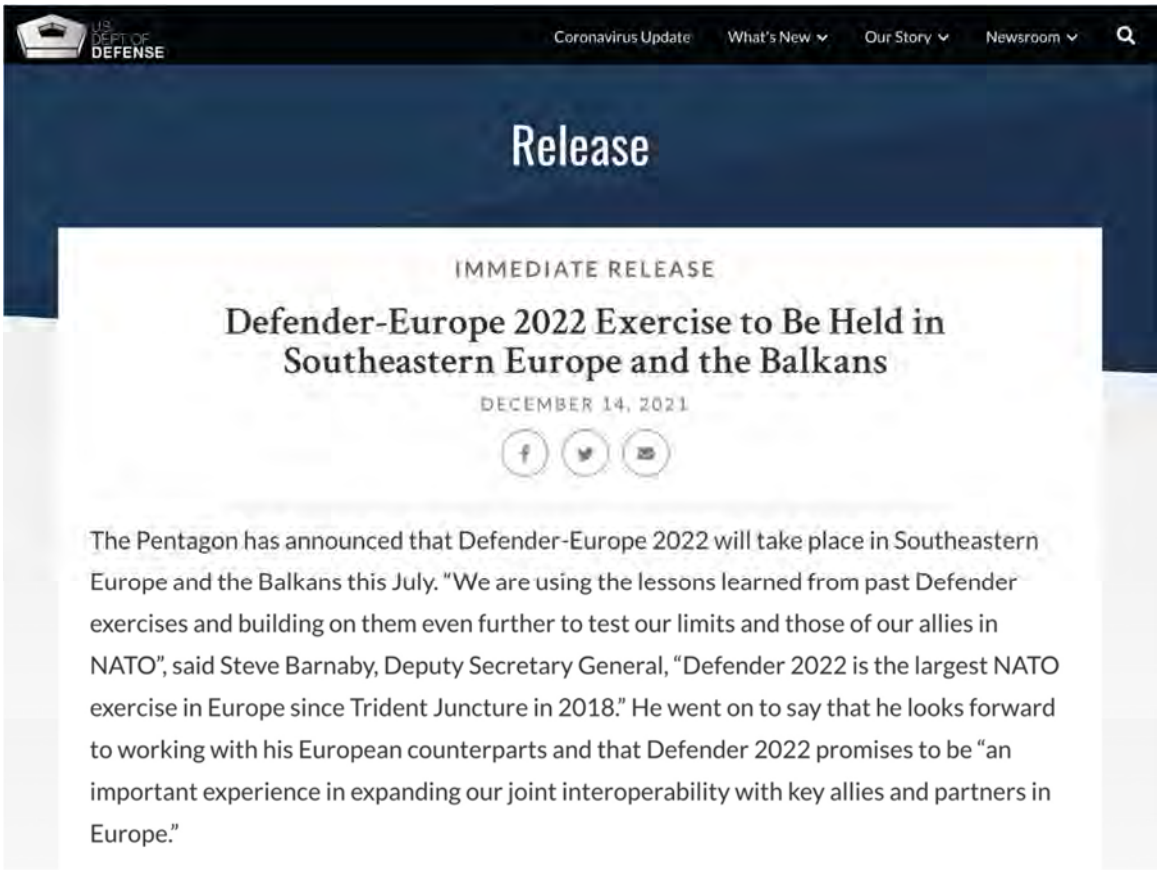
- Control: PRC/Rus messaging without victimization narrative
- Treatment: PRC/Rus messaging with explicit victimization narrative



Inject 2-1: Background on the Balkans exercises.

Description	FULL TEXT OF THE INJECT
Order of Inject: First Round – Scenario Background **Type of Inject:** Artifact 1: Press Release Artifact 2: Twitter Post **Originating Entity**: Artifact 1: DOD Artifact 2: EUCOM **Covert / Overt**: Overt **Purported Source**: Artifact 1: DOD Artifact 2: EUCOM	**ARTIFACT 1: DOD Press Release** TITLE: Defender-Europe 2022 Exercise to Be Held in Southeastern Europe and the Balkans DATE: December 14, 2021 TEXT: The Pentagon has announced that Defender-Europe 2022 will take place in Southeastern Europe and the Balkans this July. "We are using the lessons learned from past Defender exercises and building on them even further to test our limits and those of our allies in NATO", said Steve Barnaby, Deputy Secretary General, "Defender 2022 is the largest NATO exercise in Europe since Trident Juncture in 2018." He went on to say that he looks forward to working with his European counterparts and that Defender 2022 promises to be "an important experience in expanding our joint interoperability with key allies and partners in Europe." **ARTIFACT 2: Twitter Post – EUCOM** PROFILE: @EUCOM DATE: December 15, 2021 TEXT: Planning is underway for #DefenderEurope2022 - the largest ever exercise in Europe. Thousands of soldiers, sailors, airmen, and marines are working behind the scenes to make this happen! Likes: 2,174 Retweets: 455

Inject 2-1: Artifact 1

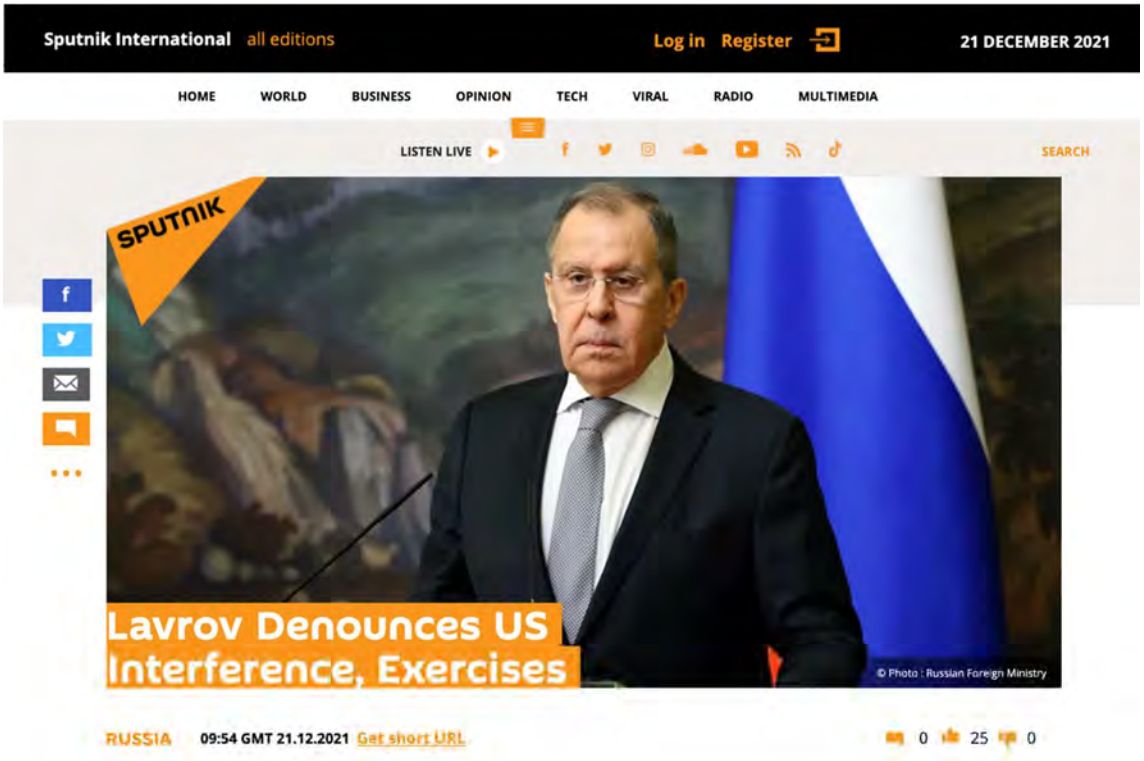


Inject 2-1: Artifact 2

Inject 2-2a: Russian messaging focusing on non-victimization narrative

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Control Type of Inject: Artifact 1: News Article Artifact 2: Instagram Post Originating Entity: Artifact 1: Sputnik News Artifact 2: Russian Hip-Hop Artist Timati Covert / Overt: Overt Purported Source: Artifact 1: Kremlin/Pres. Putin Artifact 2: Timati's Instagram	**ARTIFACT 1: News Article – Sputnik News** TITLE: Lavrov Denounces US Interference, Exercises DATE: December 21, 2021 TEXT: During an interview today, Russian Foreign Minister Sergei Lavrov commented on NATO's announcement of the Defender-Europe 2022 military exercise, due to take place this summer. When asked what he thought about the exercises, he called them "reckless and destabilizing" and said that the exercise was intended to "antagonize, intimidate, and bully the Balkans into compliance with expansionist American foreign policy." The massive exercise will involve forces from every NATO country conducting military maneuvers in Southeast Europe and the Balkans and is due to commence in July 2022. **ARTIFACT 2: Instagram Post – Timati** PROFILE: Timati DATE: December 21, 2021 Picture of Timati and Putin, with TEXT: US Army (full of neo-Nazis) is trying to intimidate the Balkans! We know how to handle bullies & Nazis – just like we did in 1945. 400,324 likes

Inject 2-2a: Artifact 1



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The massive exercise will involve forces from every NATO country conducting military maneuvers in Southeast Europe and the Balkans and is due to commence in July 2022.

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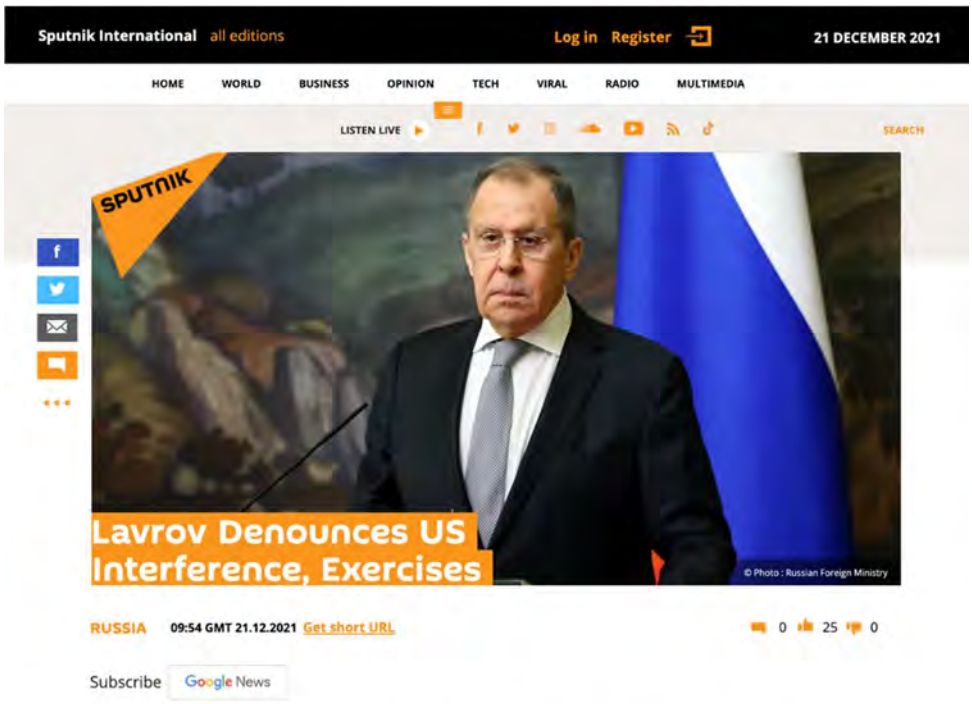
Inject 2-2a: Artifact 2

Inject 2-2b: Russian messaging including the same issues as 2-2a, but heavily stressing victimization narrative.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Treatment Type of Inject: Artifact 1: News Article Artifact 2: Instagram Post Originating Entity: Artifact 1: Sputnik News Artifact 2: Russian Hip-Hop Artist Timati Covert / Overt: Overt Purported Source: Artifact 1: Kremlin/Pres. Putin Artifact 2: Timati Instagram	**ARTIFACT 1: News Article – Sputnik News** TITLE: Lavrov Denounces US Interference, Exercises DATE: December 21, 2021 TEXT: During an interview today, Russian Foreign Minister Sergei Lavrov commented on NATO's announcement of the Defender-Europe 2022 military exercise, due to take place this summer. When asked what he thought about the exercises, he called them "reckless and destabilizing" and said that the exercise was intended to "antagonize, intimidate, and bully the Balkans into compliance with expansionist American foreign policy." He went on, "It's hard to forget the images from the NATO intervention in the Kosovo war. They bombed passenger trains, buses, hospitals, embassies, and even refugee camps. The people of the Balkans have suffered enough at the hands of Americans, and we cannot allow this persecution to continue. We have long felt the cold oppressive touch of Western imperialism against the motherland. This oppressive behavior dates back to 1919, when the US joined Britain in an invasion to destroy the Soviets in their infancy." The massive exercise will involve forces from every NATO country conducting military maneuvers in Southeast Europe and the Balkans and is due to commence in July 2022. **ARTIFACT 2: Instagram Post – Timati** PROFILE: Timati DATE: December 21, 2021 Picture of Timati and Putin, with TEXT:

	We can longer stand the reckless behavior of the United States. The evil imperialists of the West have stood against Mother Russia since the time of Peter the Great. Throughout history, they have shown that they will do anything to keep the Russian people down!! 400,324 likes

Inject 2-2b: Artifact 1



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Inject 2-2b: Artifact 2

Inject 2-3: Background on S.E. Asia Exercises.

Description	FULL TEXT OF THE INJECT
Order of Inject: First Round – Scenario Background **Type of Inject:** News Article **Originating Entity**: New York Times **Covert / Overt**: Overt **Purported Source**: INDOPACOM	TITLE: Planning Malabar 2022 Exercise Underway DATE: December 14, 2021 TEXT: The U.S. Navy has announced that Malabar 2022 will take place in July 2022, in spite of recently rising regional tensions. "We are using the lessons learned from past Malabar exercises and building on them even further to test our limits and those of our regional allies," said a spokesperson for INDOPACOM, "Malabar 2022 is due to be the largest such training event in South East Asia." He went on to say that he looks forward to working with his Indian, Japanese, Australian, South Korean, and Filipino counterparts and that Malabar, which will take place mainly in the Philippine Sea, promises to be "an important experience in expanding our joint interoperability with key allies and partners in the Asia-Pacific region."

Inject 2-3: Artifact

The New York Times

Planning for Malabar 2022 Exercise Underway

The U.S. Navy has announced that Malabar 2022 will take place in July 2022, in spite of recently rising regional tensions.

December 14, 2021

"We are using the lessons learned from past Malabar exercises and building on them even further to test our limits and those of our regional allies," said a spokesperson for INDOPACOM, "Malabar 2022 is due to be the largest such training event in South East Asia."

He went on to say that he looks forward to working with his Indian, Japanese, Australian, South Korean, and Filipino counterparts and that Malabar, which will take place mainly in the Philippine Sea, promises to be "an important experience in expanding our joint interoperability with key allies and partners in the Asia-Pacific region."

Inject 2-4a: Chinese messaging focusing on non-victimization narrative.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Control Type of Inject: News Article Originating Entity: Xinhua News Agency Covert / Overt: Overt Purported Source: Ministry of Foreign Affairs of the PRC	TITLE: American Exercises in Philippine Sea are US Interference DATE: December 21, 2021 TEXT: BEIJING, December 21 (Xinhua) -- A spokesperson for the Ministry of Foreign Affairs (MFA) urged the U.S. and its allies to cancel provocative naval exercises due to take place in the Philippine Sea. The remarks were made when a reporter asked for comment on the recent announcement of the exercises. The spokesperson said the exercises were "irresponsible" and that they were intended to "antagonize and bully the region." The massive exercise will involve forces from the United States, India, Japan, Australia, South Korea, and the Philippines, and is due to commence in July 2022 in the Philippine Sea.

Inject 2-4a: Artifact

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Tuesday, December 21, 202

American Exercises in Philippine Sea are US Interference

Source: Xinhua | 2021-12-21 18:44:44

BEIJING, December 21 (Xinhua) -- A spokesperson for the Ministry of Foreign Affairs (MFA) urged the U.S. and its allies to cancel provocative naval exercises due to take place in the Philippine Sea.

The remarks were made when a reporter asked for comment on the recent announcement of the exercises. The spokesperson said the exercises were "irresponsible" and that they were intended to "antagonize and bully the region."

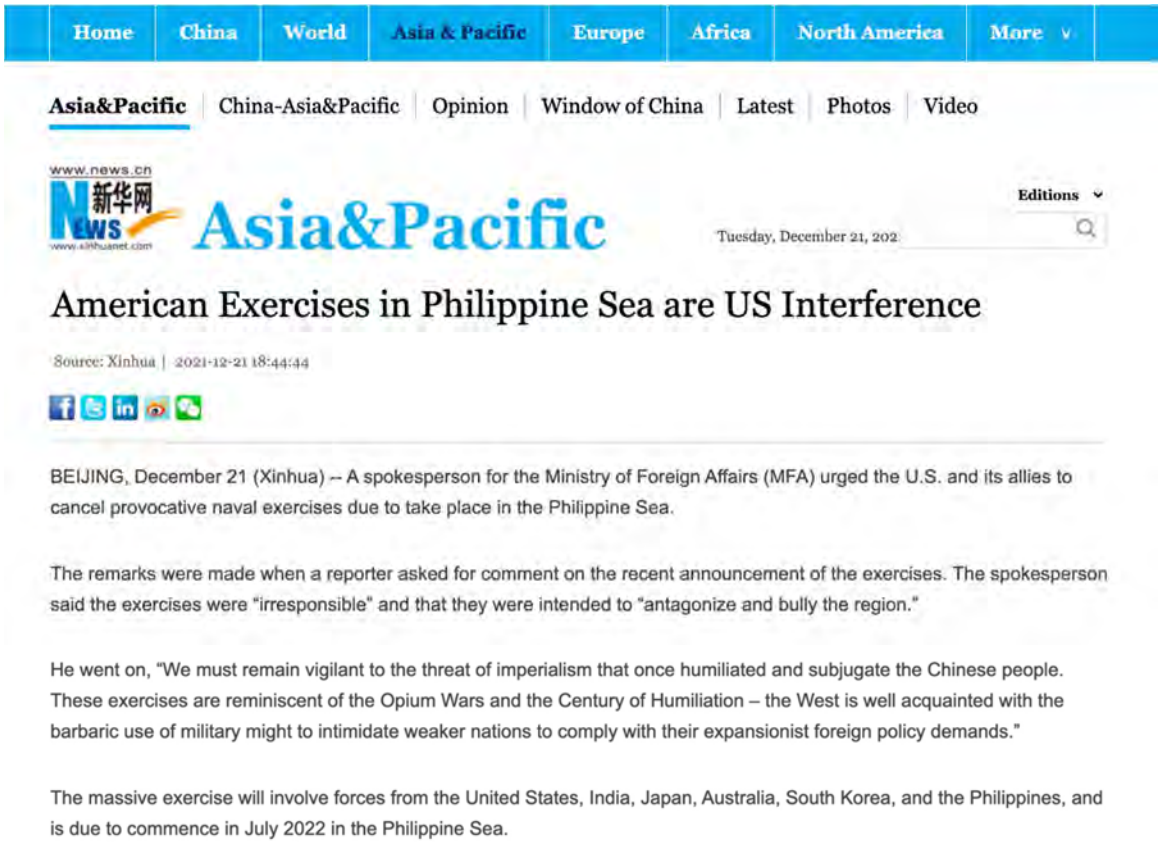
The massive exercise will involve forces from the United States, India, Japan, Australia, South Korea, and the Philippines, and is due to commence in July 2022 in the Philippine Sea.

Inject 2-4b: Chinese messaging including the same issues as 2-4a, but heavily stressing victimization narrative.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Treatment **Type of Inject:** Artifact 1: News Article Artifact 2: Instagram Post **Originating Entity**: Artifact 1: Xinhua News Agency Artifact 2: Jay Chou Instagram Account **Covert / Overt**: Overt **Purported Source**: Artifact 1: Ministry of Foreign Affairs of the PRC Artifact 2: Jay Chou	**ARTIFACT 1: News Article - Xinhua News Agency** TITLE: American Exercises in Philippine Sea are US Interference DATE: December 21, 2021 TEXT: BEIJING, December 21 (Xinhua) -- A spokesperson for the Ministry of Foreign Affairs (MFA) urged the U.S. and its allies to cancel provocative naval exercises due to take place in the Philippine Sea. The remarks were made when a reporter asked for comment on the recent announcement of the exercises. The spokesperson said the exercises were "irresponsible" and that they were intended to "antagonize and bully the region." He went on, "We must remain vigilant to the threat of imperialism that once humiliated and subjugate the Chinese people. These exercises are reminiscent of the Opium Wars and the Century of Humiliation – the West is well acquainted with the barbaric use of military might to intimidate weaker nations to comply with their expansionist foreign policy demands." The massive exercise will involve forces from the United States, India, Japan, Australia, South Korea, and the Philippines, and is due to commence in July 2022 in the Philippine Sea. **ARTIFACT 2: Instagram Post – Jay Chou** PROFILE: Jay Chou TEXT: Let us not forget when Japan occupied Manchuria, killing thousands of Chinese civilians.

	The U.S. claimed they disagreed with Japan's actions, but stood back and watched!!!! 546,000 Likes

Inject 2-4b: Artifact 1



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The massive exercise will involve forces from the United States, India, Japan, Australia, South Korea, and the Philippines, and is due to commence in July 2022 in the Philippine Sea.

Inject 2-4b: Artifact 2

SCENARIO 3: SPACE JUNK

Description:
In order to challenge U.S. dominance in space, PRC / Russia begin to raise (either directly or covertly through proxies) the issue of spaceborne debris which they claim jeopardizes exploration and use by the global community. They begin to call for an international body to regulate launches "for the good of mankind", since they believe they can steer this to their advantage. Control group receives messaging from the USG pushing back on this idea and avowing that the problem can be dealt with through private enterprise ingenuity, etc. Treatment group receives similar messaging but coming from celebrity CEOs like Elon Musk and Jeff Bezos, who trumpet American innovativeness.

Injects:
- **Inject 3-1:** Background inject detailing the issue and how Russia and China are proposing how the world should deal with it.
- **Inject 3-2a**: Messaging from the USG (e.g., State Department) pushing back on this idea and avowing that the problem can be dealt with through private enterprise ingenuity, and that we should not try to regulate exploration.
- **Inject 3-2b**: Identical messaging from celebrity CEO like Elon Musk, Jeff Bezos.

Note:
- According to our Taiwanese SME, Twitter's penetration is very low in Taiwan. For the injects we therefore focused on Facebook, Instagram, or official LINE account posts.

Experimental Design:
Net Assessment Outputs:
- Sometimes the USG is not the best choice of messenger.

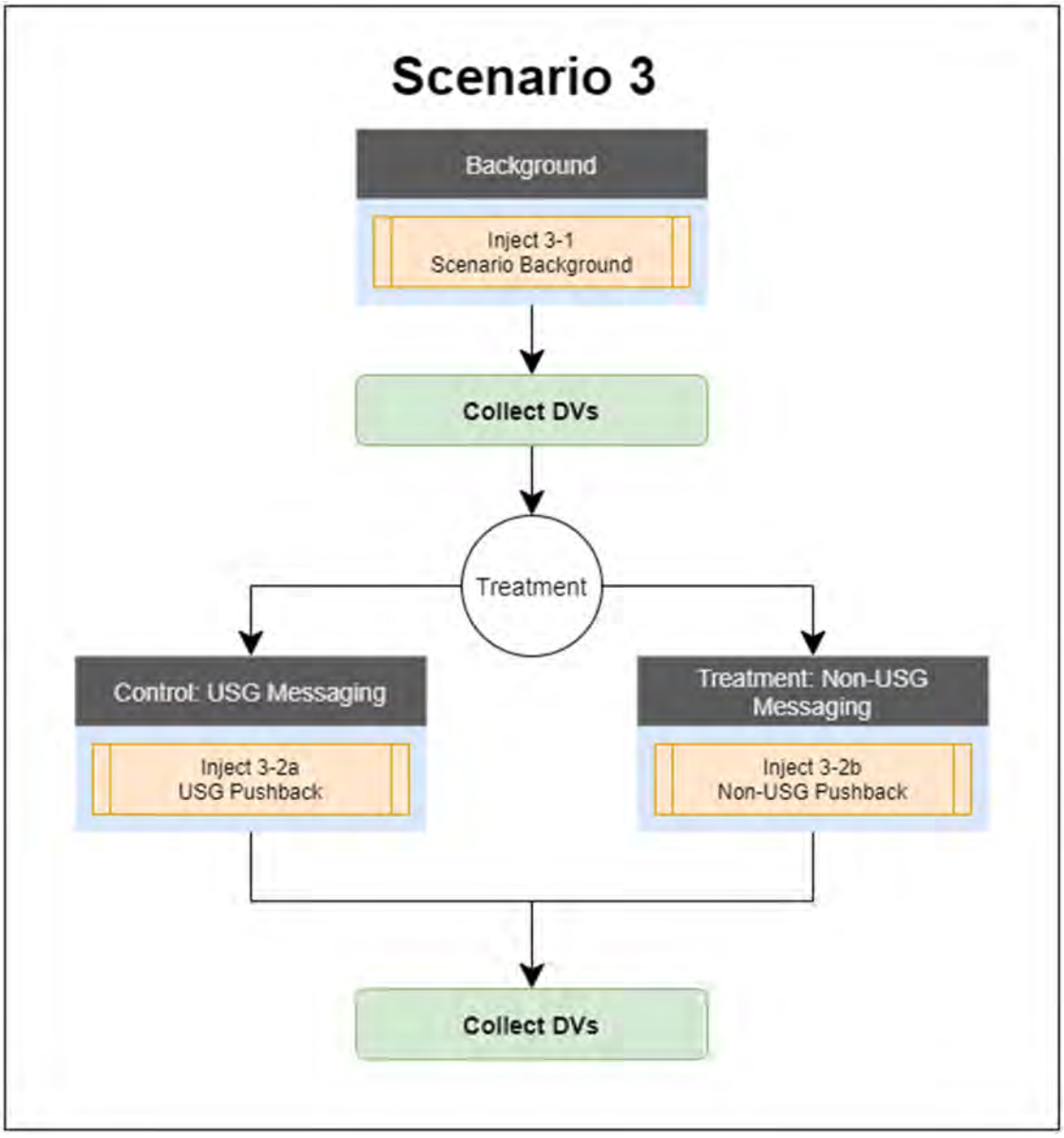
Resulting Explorable Insights:
- **EI5:** Celebrations of US cultural values are more attractive with respect to target audiences' attitudes towards, trust in, the and influence of the US, as well as the believability of U.S. messages, when expressed by messengers other than the USG - e.g. celebrities, television shows, authors.

Basic Design:
- Competitive scenario
- Inject: Treatment / Control

Variables:
- *Collect DVs*: Attitudes (US); Trust (US); Influence (US)
- *IV*: Source of value description.

Subsets:
- Control: USG as source of messaging

- Treatment: non-USG messaging source

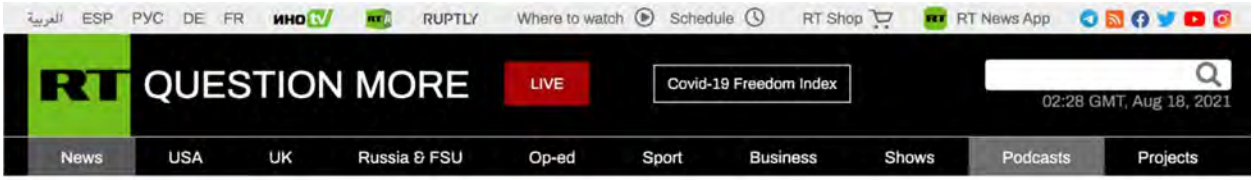


Inject 3-1: Background inject detailing the issue and how Russia and China are proposing how the world should deal with it.

Description	FULL TEXT OF THE INJECT.
Order of Inject: First Round – Scenario Background Type of Inject: Artifact 1: Science/Entertainment Article Artifact 2: News Article Artifact 3: News Article Originating Entity: Artifact 1: Russia Today Artifact 2: BBC Artifact 3: AP News Covert / Overt: Overt Purported Source: Artifact 1: Roscosmos Artifact 2: China National Space Association Artifact 3: UN General Assembly	**ARTIFACT 1: News Article - Russia Today** TITLE: Space Junk in Wall-E 2: Fact or Fiction? DATE: August 18, 2021 TEXT: The recent release of "Wall-E: Journey to Mars", the sequel to Pixar's 2008 hit "Wall-E," which depicted the space around earth as full of countless derelict satellites, left some nerdier fans asking one question: "Will space really be that full of junk in the future?" To get the facts, RT sat down with Roscosmos Flight Scientist Lev Bulganin. "As with most movies, there is some truth, but the visuals certainly play it up. No, space will never look like a floating junkyard, but just because we won't see it doesn't mean it won't be a problem. At 7.8 kilometers per second, the speed necessary for low earth orbit, even tiny pieces of debris can sometimes go straight through metal plates. In the absence of comprehensive and enforceable international regulation – not just standards, as we currently have, but actual regulation – this will become a very big problem very quickly." **ARTIFACT 2: News Article – BBC News** TITLE: Chinese Space Agency Calls for Debris Regulations DATE: August 28, 2021 TEXT: The Director of the China National Space Administration announced today that it would support the creation of a comprehensive and enforceable international framework to regulate space debris mitigation practices. Citing the growing pollution of space with orbital debris, the Director expressed worries about the limitations

	that improper debris mitigation might impose on the future of both manned and unmanned spaceflight. The Director believes that the UN and IADC Space Debris Mitigation Guidelines are not enough to address these concerns, and that further steps must be taken in the near future to ensure reliable access to space for all of posterity. Such regulations would ideally reduce the number of allowed commercial launches and prevent ultra-wealthy commercial space passengers from creating problems for the research and exploration conducted by national space agencies. **ARTIFACT 3: News Article – AP News** TITLE: UN General Assembly Recap 10/5 DATE: September 5, 2021 TEXT: Today in the UN General Assembly, Russia and China led a group of 26 countries that put forward a motion to begin discussions on dealing with the growing problem of space debris. A joint PRC-Russian statement claimed "We can no longer afford to allow countries to simply launch objects into space without considering the dangers these objects pose in terms of debris at the end of their useful lifetimes. We need to regulate who can launch objects, what is to be launched and when. The use of space for peaceful purposes must be equal across all countries, even if this means reducing the number of launches in some countries."

Inject 3-1: Artifact 1



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Space Junk in Wall-E 2: Fact or Fiction?

18 Aug, 2021 22:46 / Updated 2 hours ago

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The recent release of "Wall-E: Journey to Mars", the sequel to Pixar's 2008 hit "Wall-E," which depicted the space around earth as full of countless derelict satellites, left some nerdier fans asking one question: "Will space really be that full of junk in the future?" To get the facts, RT sat down with Roscosmos Flight Scientist Lev Bulganin.

"As with most movies, there is some truth, but the visuals certainly play it up. No, space will never look like a floating junkyard, but just because we won't see it doesn't mean it won't be a problem. At 7.8 kilometers per second, the speed necessary for low earth orbit, even tiny pieces of debris can sometimes go straight through metal plates. In the absence of comprehensive and enforceable international regulation – not just standards, as we currently have, but actual regulation – this will become a very big problem very quickly."

Inject 3-1: Artifact 2

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Chinese Space Agency Calls for Debris Regulations

August 28, 2021

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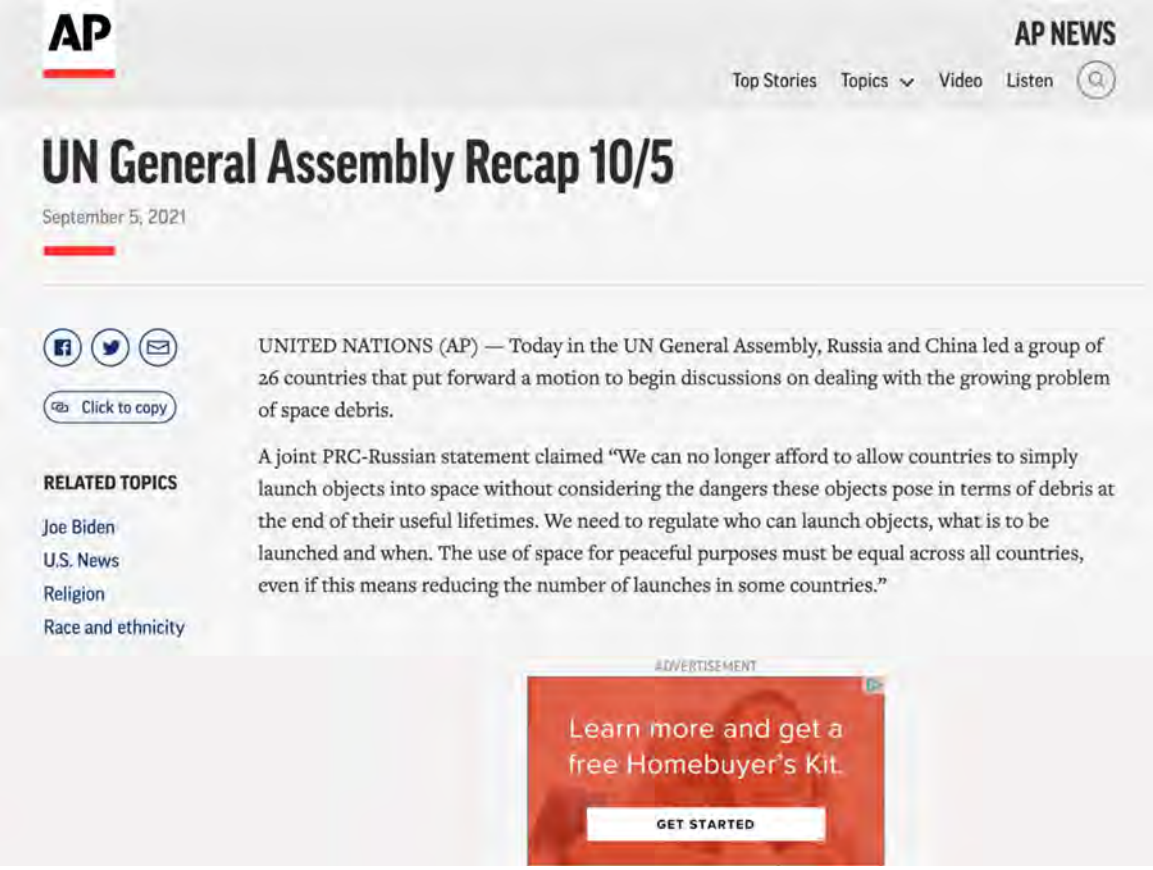
Citing the growing pollution of space with orbital debris, the Director expressed worries about the limitations that improper debris mitigation might impose on the future of both manned and unmanned spaceflight.

The Director believes that the UN and IADC Space Debris Mitigation Guidelines are not enough to address these concerns, and that further steps must be taken in the near future to ensure reliable access to space for all of posterity.

Such regulations would ideally reduce the number of allowed commercial launches and prevent ultra-wealthy commercial space passengers from creating problems for the research and exploration conducted by national space agencies.

Inject 3-1: Artifact 3



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UNITED NATIONS (AP) — Today in the UN General Assembly, Russia and China led a group of 26 countries that put forward a motion to begin discussions on dealing with the growing problem of space debris.

A joint PRC-Russian statement claimed "We can no longer afford to allow countries to simply launch objects into space without considering the dangers these objects pose in terms of debris at the end of their useful lifetimes. We need to regulate who can launch objects, what is to be launched and when. The use of space for peaceful purposes must be equal across all countries, even if this means reducing the number of launches in some countries."

Inject 3-2a: Messaging from the USG pushing back on this idea and avowing that the problem can be dealt with through private enterprise ingenuity, and that we should not try to regulate exploration.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Control Type of Inject: Official Statement/Press Release Originating Entity: NASA Covert / Overt: Overt Purported Source: United States	TITLE: NASA Administrator Statement on Proposed International Debris Mitigation Regulations DATE: October 10, 2021 TEXT: Our government has worked hand in hand with the private sector to develop solutions to the unique and complicated challenges of spaceflight. Our nation's achievements in outer space are a direct result of our close relationships with our private partners, all of whom take safety just as seriously as we do. Because of this, missions launched from American soil are designed to meet the standards of the IADC Space Debris Mitigation Guidelines. We do our best to leave no trace, but some debris is an inevitable consequence of spaceflight. Over time, this adds up. NASA, with support from our partners in the aerospace industry, is working on a number of innovative technologies to address the space debris problem. These technologies will help us to clean up space by reducing the volume of debris produced by future launches and by providing unique, cost-effective solutions to de-orbit existing debris. International regulatory frameworks for space debris mitigation, while an attractive option, will stifle the very innovation that is necessary to address the space debris issue. The United States supports the development of responsible spaceflight around the world through our continued adherence to the UN and IADC Space Debris Mitigation Guidelines, but it is the firm belief of the current administration that

	submitting to the oversight of an international body will only serve to be a detriment to the progress of both exploration and debris mitigation efforts.

Inject 3-2a: Artifact

NASA TV

Oct 10, 2021

RELEASE

NASA Administrator Statement on Proposed International Debris Mitigation Regulations

Our government has worked hand in hand with the private sector to develop solutions to the unique and complicated challenges of spaceflight. Our nation's achievements in outer space are a direct result of our close relationships with our private partners, all of whom take safety just as seriously as we do.

Because of this, missions launched from American soil are designed to meet the standards of the IADC Space Debris Mitigation Guidelines. We do our best to leave no trace, but some debris is an inevitable consequence of spaceflight. Over time, this adds up.

NASA, with support from our partners in the aerospace industry, is working on a number of innovative technologies to address the space debris problem. These technologies will help us to clean up space by reducing the volume of debris produced by future launches and by providing unique, cost-effective solutions to de-orbit existing debris.

International regulatory frameworks for space debris mitigation, while an attractive option, will stifle the very innovation that is necessary to address the space debris issue. The United States supports the development of responsible spaceflight around the world through our continued adherence to the UN and IADC Space Debris Mitigation Guidelines, but it is the firm belief of the current administration that submitting to the oversight of an international body will only serve to be a detriment to the progress of both exploration and debris mitigation efforts.

Inject 3-2b: Identical messaging from celebrity CEO like Elon Musk, Jeff Bezos.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second around - Treatment Type of Inject: Artifact 1: Twitter Thread Artifact 2: Press Release Originating Entity: Artifact 1: Space X Artifact 2: Space X Covert / Overt: Overt Purported Source: United States (Private Enterprise) SpaceX	**ARTIFACT 1: Twitter Thread – Space X** PROFILE: Space X DATE: October 10, 2021 Tweet 1: With recent buzz around space debris, Elon has both decided to reveal some of our ongoing research into debris remediation as well as an important collaboration. Tweet 2: We are publicly committed to waste accountability for our orbital-class vehicles, and for the payloads they carry. Working in conjunction with other industry leaders, we will integrate various innovative technologies that will reduce the number of debris deposited into space. **ARTIFACT 2: Press Release – Space SpaceX** TITLE: SpaceX – NASA Collaboration DATE: October 10, 2021 TEXT: SpaceX is working closely with NASA to explore the use of innovative solutions for managing orbital debris generation. In an interview with CNN Business, SpaceX CEO Elon Musk stated, "Yeah, I think international regulatory frameworks for space debris mitigation, while an attractive option, will only stifle the very innovation that is necessary to address the space debris issue." Space X supports the development of responsible spaceflight around the world through our continued adherence to the UN and IADC Space Debris Mitigation Guidelines, but Elon agrees with the current administration that submitting to the oversight of an international body will only serve to be a detriment to the progress of both

	exploration and debris mitigation efforts. Our engineers are currently working with NASA to develop prototypes for Starship-based debris removal operations. We are excited to unveil the concept in the near future. Just like our partners at NASA, we remain committed to a cleaner future in space.

Inject 3-2b: Artifact 1

SpaceX
@SpaceX

With recent buzz around space debris, Elon has both decided to reveal some of our ongoing research into debris remediation as well as an important collaboration.

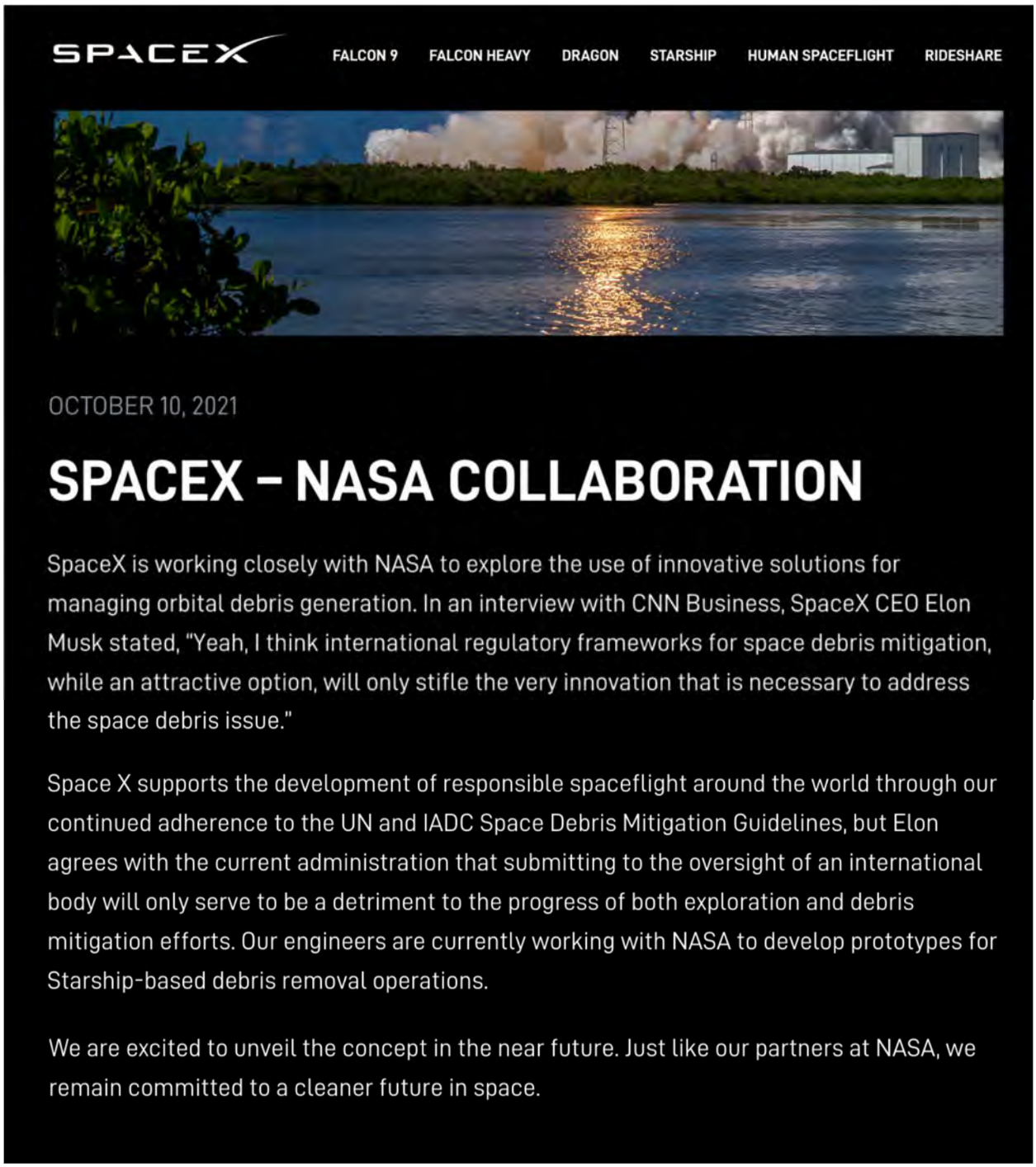
8:33 PM · Oct 10, 2021 · Twitter Web App

1,256 Retweets **57** Quote Tweets **17.8K** Likes

SpaceX @SpaceX · Oct 10
Replying to @SpaceX
We are publicly committed to waste accountability for our orbital-class vehicles, and for the payloads they carry. Working in conjunction with other industry leaders, we will integrate various innovative technologies that will reduce the number of debris deposited into space.

112 669 10.4K

Inject 3-2b: Artifact 2



SCENARIO 4: BIOWEAPONS LABORATORY ACCUSATIONS

Description:

- **Southeastern Europe sample variant**: A post-COVID expansion of the Biological Threat Reduction Program and the One Health initiative result in the United States seeking to develop / expand diagnostic and reference laboratories in various countries in Eastern Europe and Central Asia. Russia (partly seeking to distract from its own problematic biological research) accuses the U.S. of seeking to maintain weapons laboratories and spreads localized disinformation that these labs are conducting biological weapons research and that the countries that participate in the BTRP are at great risk of being the epicenter of the next major pandemic, or having their citizens experimented upon by the Americans. Control group receives messaging from the US responding to Russian accusations reactively, with crafted messaging. The first treatment group is the same but with uncrafted, untargeted messaging. The second treatment group receives crafted, targeted messaging but this is applied before Russian accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about the Russians. The third treatment group also receives positive, proactive messaging, but this messaging is untargeted and uncrafted.
- **Taiwanese sample variant**: A post-COVID expansion of the Biological Threat Reduction Program and the One Health initiative result in the United States seeking to develop / expand diagnostic and reference laboratories in various countries in Southeast Asia. The PRC accuses the U.S. of seeking to maintain weapons laboratories and spreads localized disinformation that these labs are conducting biological weapons research and that the countries that participate in the BTRP are at great risk of being the epicenter of the next major pandemic, or having their citizens experimented upon by the Americans. Control group receives messaging from the US responding to PRC accusations reactively, with crafted, targeted messaging. The first treatment group is the same but with uncrafted, untargeted messaging. The second treatment group receives crafted, targeted messaging but this is applied before PRC accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about the PRC. The third treatment group also receives positive, proactive messaging, but this messaging is untargeted and uncrafted.

Injects:

- **Inject 4-1**: Background inject(s) on the U.S. programs in E. Europe / Central Asia.
- **Inject 4-2:** Inject(s) showing the Russian accusations.
- **Inject 4-3a:** Messaging from the US responding to Russian accusations reactively, with crafted, targeted messaging.
- **Inject 4-3b:** Messaging from the US responding to Russian accusations reactively, with uncrafted, untargeted messaging [but substantively the same].
- **Inject 4-3c:** Crafted, targeted messaging from the US applied before Russian accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.

- **Inject 4-3d:** Uncrafted, untargeted messaging from the US applied before Russian accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.
- **Inject 4-4:** Background inject(s) on the U.S. programs in Southeast Asia.
- **Inject 4-5:** Inject(s) showing the Chinese accusations.
- **Inject 4-6a:** Messaging from the US responding to PRC accusations reactively, with crafted, targeted messaging.
- **Inject 4-6b:** Messaging from the US responding to PRC accusations reactively, with uncrafted, untargeted messaging [but substantively the same].
- **Inject 4-6c:** Crafted, targeted messaging from the US applied before PRC accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.
- **Inject 4-6d:** Uncrafted, untargeted messaging from the US applied before PRC accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.

Notes:

- Injects 4-3c,d are presented BEFORE Inject 4-2.
- Injects 4-6c,d are presented BEFORE Inject 4-5.

Experimental Design:

Net Assessment Outputs:

- The US does better when it relies on uncrafted, untargeted messages that are positive.
- Attacking or criticizing adversary messaging is one of the least effective approaches the US can take in response to exogenous shocks. Positive and proactive messaging is more important in US persuasive communication.
- The success stories of immigrants to the US, and their telling their stories to their relatives is very powerful and positive. [Can only indirectly test this and only the first part]

Resulting Explorable Insights:

- **EI6:** Uncrafted, untargeted messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than targeted, crafted messages.
- **EI7:** Positive, proactive messages are more effective with respect to target audiences' attitudes towards GPC states, their trust in GPC states, believability of GPC states' messages and relative influence than negative, reactive messages

Basic Design:

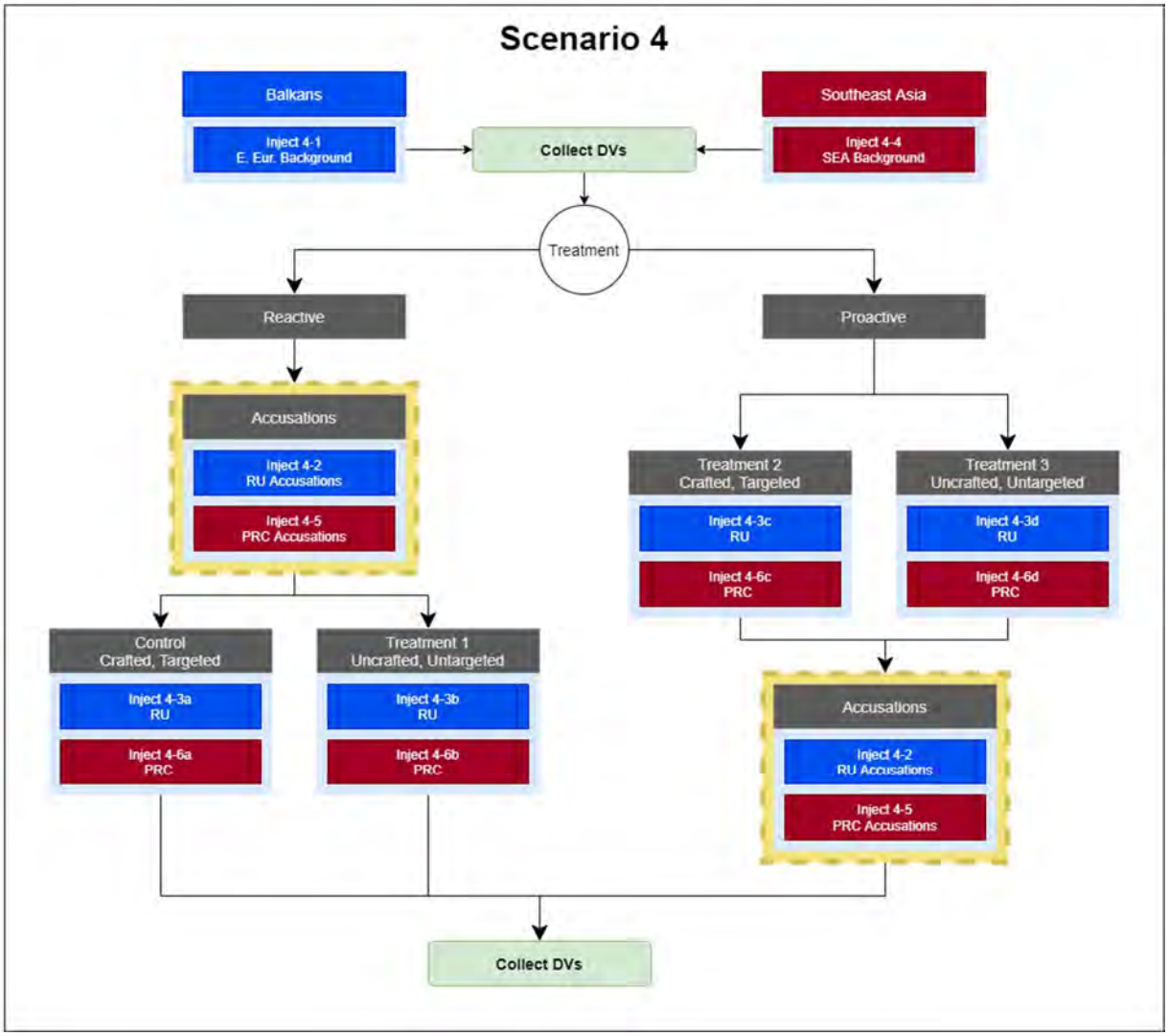
- Competitive scenario involving PRC/Rus
- Injects: 2 x 2 treatment

Variables:

- *Collect DVs*: Attitudes (US/PRC/Rus); Message believability (US/PRC/Rus); Trust (US/PRC/Rus); Influence (US/PRC/Rus)
- *IV*: Nature of message (crafted/targeted vs uncrafted/untargeted); Nature of message (positive/proactive vs negative reactive)

Subsets:

- Control: U.S. delivers crafted, targeted + negative, reactive message
- Treatment 1: U.S. delivers uncrafted, untargeted + negative, reactive message
- Treatment 2: U.S. delivers crafted, targeted + positive, proactive message
- Treatment 3: U.S. delivers uncrafted, untargeted + positive, proactive message



Inject 4-1: Background inject(s) on the U.S. programs in E. Europe / Central Asia.

Description	FULL TEXT OF THE INJECT
Order of Inject: First Round – Scenario Background Type of Inject: News Article Originating Entity: BBC News Covert / Overt: Overt Purported Source: GHSA	TITLE: U.S. Diplomat, CDC Staff Tour Renovated Lab with Health Minister DATE: June 14, 2021 TEXT: Belgrade, Serbia – Serbian Minister of Health Zlatibor Stanković was joined by U.S. Ambassador to Serbia Andrew F. Humphrey and a delegation of U.S. Centers for Disease Control and Prevention (CDC) staff for a tour of recently renovated public health labs. These renovations are the first to be completed in a Balkan-wide push for cooperation on public health following the struggles the region encountered during COVID-19. This cooperation also comes as several nations in the region, such as Serbia, Albania, and Bulgaria, have decided to work towards being members of the Global Health Security Agenda (GHSA), a partnership of nearly 70 countries and a number of private entities working to create a world that is safer and more secure from global health threats posed by infectious diseases. The GHSA, which the United States is a key member of, provides a mechanism for global cooperation to address public health concerns. Ambassador Humphrey told the press that there are another three labs in the region with renovations planned or underway, and four entirely new facilities which will be constructed in the next two years.

Inject 4-1: Artifact

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U.S. Diplomat, CDC Staff Tour Renovated Lab with Health Minister

June 14, 2021

Belgrade, Serbia – Serbian Minister of Health Zlatibor Stanković was joined by U.S. Ambassador to Serbia Andrew F. Humphrey and a delegation of U.S. Centers for Disease Control and Prevention (CDC) staff for a tour of recently renovated public health labs.

These renovations are the first to be completed in a Balkan-wide push for cooperation on public health following the struggles the region encountered during COVID-19.

This cooperation also comes as several nations in the region, such as Serbia, Albania, and Bulgaria, have decided to work towards being members of the Global Health Security Agenda (GHSA), a partnership of nearly 70 countries and a number of private entities working to create a world that is safer and more secure from global health threats posed by infectious diseases.

The GHSA, which the United States is a key member of, provides a mechanism for global cooperation to address public health concerns.

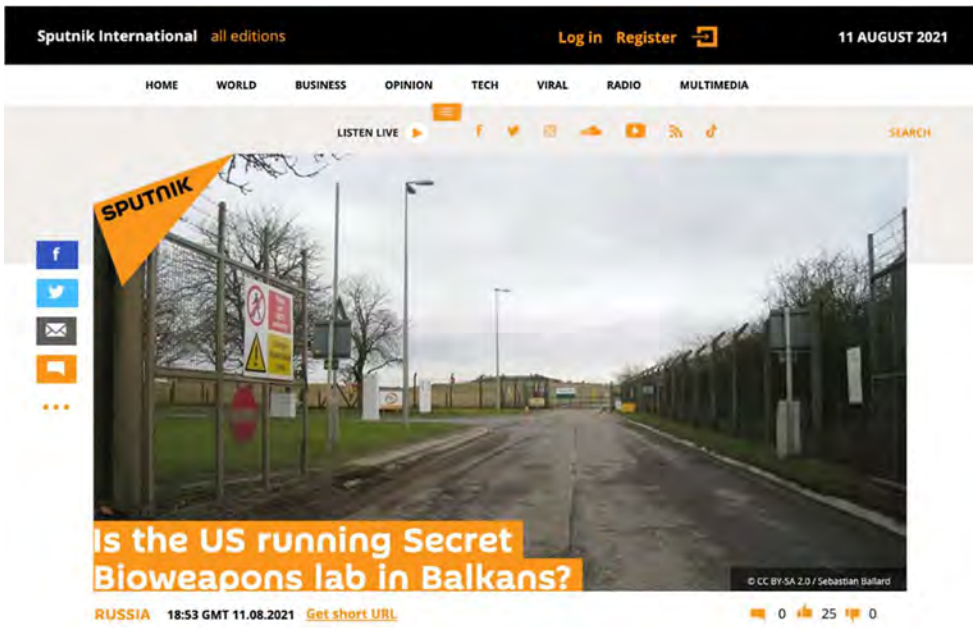
Ambassador Humphrey told the press that there are another three labs in the region with renovations planned or underway, and four entirely new facilities which will be constructed in the next two years.

Inject 4-2: Inject(s) showing the Russian accusations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Accusation and Third Round - Accusation Type of Inject: News Article Originating Entity: Artifact 1: Sputnik News Artifact 2: Emily Keller / CGTN Covert / Overt: Overt Purported Source: Artifact 1: Russian Military Artifact 2: Russian Troll RTing Chinese Propaganda	ARTIFACT 1: News Article – Sputnik TITLE: Is the US running Secret Bioweapons lab in Balkans? DATE: August 11, 2021 and October 27, 2021 TEXT: MOSCOW – A top Russian defense official said Monday that several biological laboratories constructed throughout the Balkans are allegedly an expansion to a clandestine American biological weapons program. These allegations are similar to other accusations made by Russian officials about the public health research center in Georgia in 2018. The comments were made to a reporter by Maj. Gen. Mikhail Federov, the head of the Russian military's radiation, chemical, and biological protection troops. He presented documents that he claimed were provided to Russian intelligence by a local working at the lab who was concerned for the wellbeing of the people living in communities that host the labs. Federov said the documents he had obtained signaled more sinister activities were happening under the cover of civilian research. He noted that the materials cited the deaths of 73 volunteers who took part in tests of a new drug at the lab in 2015-2016. Federov alleged the deaths showed that the U.S. used the volunteers as guinea pigs in tests of a new deadly toxin. "The near simultaneous deaths of a large number of volunteers give reason to believe that they were researching a highly toxic and highly lethal chemical or biological agent," he said.

	Among the documents was a U.S. patent for a drone intended to disseminate infected insects, he said. Other patents covered projectiles for delivering chemical and biological agents. "Such research doesn't conform to Washington's international obligations regarding the ban on biological and toxin weapons," Federov said. "A legitimate question is why such documents are being stored in labs claiming to be for public health research. We hope to receive a precise answer from the United States." ARTIFACT 2: Video Link [CGTN: LINK]

Inject 4-2: Artifact 1



MOSCOW – A top Russian defense official said Monday that several biological laboratories constructed throughout the Balkans are allegedly an expansion to a clandestine American biological weapons program.

These allegations are similar to other accusations made by Russian officials about the public health research center in Georgia in 2018.

The comments were made to a reporter by Maj. Gen. Mikhail Federov, the head of the Russian military's radiation, chemical, and biological protection troops. He presented documents that he claimed were provided to Russian intelligence by a local working at the lab who was concerned for the wellbeing of the people living in communities that host the labs.

Federov said the documents he had obtained signaled more sinister activities were happening under the cover of civilian research. He noted that the materials cited the deaths of 73 volunteers who took part in tests of a new drug at the lab in 2015-2016. Federov alleged the deaths showed that the U.S. used the volunteers as guinea pigs in tests of a new deadly toxin.

"The near simultaneous deaths of a large number of volunteers give reason to believe that they were researching a highly toxic and highly lethal chemical or biological agent," he said.

Among the documents was a U.S. patent for a drone intended to disseminate infected insects, he said. Other patents covered projectiles for delivering chemical and biological agents.

"Such research doesn't conform to Washington's international obligations regarding the ban on biological and toxin weapons," Federov said. "A legitimate question is why such documents are being stored in labs claiming to be for public health research. We hope to receive a precise answer from the United States."

Inject 4-3a: Messaging from the US responding to Russian accusations reactively, with crafted, targeted messaging.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round - Control Type of Inject: News Article Originating Entity: The Washington Post Covert / Overt: Overt Purported Source: Pentagon	TITLE: Pentagon Spokesperson Rejects Russian Allegations of Balkan Bioweapon Research DATE: October 27, 2021 TEXT: Pentagon spokesperson Stephanie Garcia strongly rejected Russian allegations that the United States is conducting bioweapons research in the Balkans as "an invention of the imaginative and false Russian disinformation campaign against the West" and "obvious attempts to divert attention from Russia's bad behavior on many fronts." Ms. Garcia told reporters that the United States is engaged in a number of joint efforts with nations throughout the Balkans that will promote public and animal health through infectious disease detection and epidemiological surveillance. She said that these joint efforts provide "the high-security and high-tech environments" which are necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "The importance of these laboratories cannot be overstated, especially after COVID-19." When asked whether the labs were controlled by American officials, Ms. Garcia said that American staff were on-site at the request of their host nations, which both own and operate the facilities, even in cases where the U.S. had provided financial assistance towards their design and construction. "Global public health requires global cooperation" she stated, "We're happy to aid the admirable efforts of the Balkan nations to address such an important, globally impactful issue." She remarked that "The Balkan model of public health cooperation is one we think that all nations should aspire to. I am

	confident that Russian attempts to slander the initiative and excellence of the Balkan nations in this way will not be successful." She concluded her statement with an accusation, an invitation, and a challenge: "We have repeatedly tried to coordinate with Russia to improve the security of their biological facilities, but they deny us access. We will allow members of the press access to tour the labs, provided they follow safety protocols, just as we have in the past at the Nunn-Lugar Center when Russia made equally ridiculous accusations. Ask Russia to make the same commitment – then you will see who has something to hide."

Inject 4-3a: Artifact

World Africa Americas Asia Europe Middle East Foreign Correspondents

Pentagon Spokesperson Rejects Russian Allegations of Balkan Bioweapon Research

October 27, 2021 at 8:19 p.m. EDT

Pentagon spokesperson Stephanie Garcia strongly rejected Russian allegations that the United States is conducting bioweapons research in the Balkans as "an invention of the imaginative and false Russian disinformation campaign against the West" and "obvious attempts to divert attention from Russia's bad behavior on many fronts."

Ms. Garcia told reporters that the United States is engaged in a number of joint efforts with nations throughout the Balkans that will promote public and animal health through infectious disease detection and epidemiological surveillance. She said that these joint efforts provide "the high-security and high-tech environments" which are necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "The importance of these laboratories cannot be overstated, especially after COVID-19."

When asked whether the labs were controlled by American officials, Ms. Garcia said that American staff were on-site at the request of their host nations, which both own and operate the facilities, even in cases where the U.S. had provided financial assistance towards their design and construction. "Global public health requires global cooperation" she stated, "We're happy to aid the admirable efforts of the Balkan nations to address such an important, globally impactful issue." She remarked that "The Balkan model of public health cooperation is one we think that all nations should aspire to. I am confident that Russian attempts to slander the initiative and excellence of the Balkan nations in this way will not be successful."

She concluded her statement with an accusation, an invitation, and a challenge: "We have repeatedly tried to coordinate with Russia to improve the security of their biological facilities, but they deny us access. We will allow members of the press access to tour the labs, provided they follow safety protocols, just as we have in the past at the Nunn-Lugar Center when Russia made equally ridiculous accusations. Ask Russia to make the same commitment – then you will see who has something to hide."

Inject 4-3b: Messaging from the US responding to Russian accusations reactively, with uncrafted, untargeted messaging [but substantively the same].

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Treatment 1 Type of Inject: Press Release Originating Entity: U.S. Embassy in Serbia Covert / Overt: Overt Purported Source: U.S. Embassy in Serbia	TITLE: U.S. Embassy Hosts 1st Annual Tesla Innovation Summit DATE: October 27, 2021 TEXT: The 1st Annual Tesla Innovation Summit kicked off on Monday with remarks from Andrew Humphrey, the United States Ambassador to Serbia. Ambassador Humphrey highlighted the important historical contributions made by Serbia to Science, Technology, Engineering, and Math (STEM) fields. Because the renowned inventor Nikola Tesla, the summit's namesake, had roots in both Serbia and Croatia, officials from the both the Croatian Embassy and the Serbian Ministry of Foreign Affairs were invited on stage together to speak to his accomplishments. After this, the Dr. Lillian Simmons, a biology researcher, took the stage to deliver the keynote. Dr. Simmons, who is a Fellow with the Embassy Science Fellows Program, spoke about the importance of the recently renovated public health laboratories and their potential to spur Serbian innovation in biomedical sciences. She called the renovations a "major step" towards protecting Serbia from future pandemics and said that they provide the "high-security, high tech environment" necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "I've never met individuals as welcoming, intelligent, and creative as my Serbian colleagues," she said, "The innovative work that they are doing is a testament to Serbian excellence."

	Towards the end of the speech, she addressed recent rumors about sinister activity at the lab. She laughed and said that the only sinister activity was the quality of the coffee in the lab canteen and the lab was committed to openness and transparency. She emphasized that the lab was run by Serbians for Serbians and invited the press to schedule interviews with the staff, and to contact the Serbian administrators to schedule a press tour. She concluded her speech with an expression of gratitude: "To all those who have been vocal in their support for the lab, thank you. From the bottom of my heart, thank you."

Inject 4-3b: Artifact

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U.S. Embassy Hosts 1st Annual Tesla Innovation Summit

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The 1st Annual Tesla Innovation Summit kicked off on Monday with remarks from Andrew Humphrey, the United States Ambassador to Serbia. Ambassador Humphrey highlighted the important historical contributions made by Serbia to Science, Technology, Engineering, and Math (STEM) fields.

Because the renowned inventor Nikola Tesla, the summit's namesake, had roots in both Serbia and Croatia, officials from the both the Croatian Embassy and the Serbian Ministry of Foreign Affairs were invited on stage together to speak to his accomplishments.

After this, the Dr. Lillian Simmons, a biology researcher, took the stage to deliver the keynote. Dr. Simmons, who is a Fellow with the Embassy Science Fellows Program, spoke about the importance of the recently renovated public health laboratories and their potential to spur Serbian innovation in biomedical sciences.

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She concluded her speech with an expression of gratitude: "To all those who have been vocal in their support for the lab, thank you. From the bottom of my heart, thank you."

By U.S. Embassy in Belgrade | 27 October, 2021 | Topics: News, Press Releases

Inject 4-3c: Crafted, targeted messaging from the US applied before Russian accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Treatment 2 Type of Inject: Interview Article Originating Entity: AP News Covert / Overt: Overt Purported Source: AP News	TITLE: AP Interview: Humphrey praises US public health collaboration DATE: August 11, 2021 TEXT: We sat down with U.S. Ambassador Humphrey for a quick interview shortly after his tour of the recently renovated public health labs with the Serbian Minister of Health. Ambassador Humphrey told us that the United States is engaged in a number of joint efforts with nations throughout the Balkans that will promote public and animal health through infectious disease detection and epidemiological surveillance. He said that these joint efforts provide "the high-security and high-tech environments" which are necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "The importance of these laboratories cannot be understated, especially after COVID-19." The Ambassador volunteered that American staff will work to support the labs, but that it is planned for the majority of staff, including all administrators, to be locals. He shared that the plan for these partnerships is to "grow local capacity and build networks" and, in that spirit, leadership of the labs would be entirely local. "Global public health requires global cooperation" he stated, "We're happy to aid the admirable efforts of the Balkan nations to address such an important, globally impactful issue." He concluded the interview by reiterating that "The Balkan model of public health cooperation is one we think that all nations should aspire to."

Inject 4-3c: Artifact

AP

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AP Interview: Humphrey praises US public health collaboration

August 11, 2021

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Inject 4-3d: Uncrafted, untargeted messaging from the US applied before Russian accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round-Treatment 3 Type of Inject: Press Release Originating Entity: U.S. Embassy in Serbia Covert / Overt: Overt Purported Source: U.S. Embassy in Serbia	TITLE: U.S. Embassy Hosts 1st Annual Tesla Innovation Summit DATE: August 11, 2021 TEXT: The 1st Annual Tesla Innovation Summit kicked off on Monday with remarks from Andrew Humphrey, the United States Ambassador to Serbia. Ambassador Humphrey highlighted the important historical contributions made by Serbia to Science, Technology, Engineering, and Math (STEM) fields. Because the renowned inventor Nikola Tesla, the summit's namesake, had roots in both Serbia and Croatia, officials from the both the Croatian Embassy and the Serbian Ministry of Foreign Affairs were invited on stage together to speak to his accomplishments. After this, the Dr. Lillian Simmons, a biology researcher, took the stage to deliver the keynote. Dr. Simmons, who is a Fellow with the Embassy Science Fellows Program, spoke about the importance of the recently renovated public health laboratories and their potential to spur Serbian innovation in biomedical sciences. She called the renovations a "major step" towards protecting Serbia from future pandemics and said that they provide the "high-security, high tech environment" necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "I've never met individuals as welcoming, intelligent, and creative as my Serbian colleagues," she said, "The innovative work that they are doing is a testament to Serbian excellence."

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Inject 4-3d: Artifact

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U.S. Embassy Hosts 1st Annual Tesla Innovation Summit

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She concluded her speech with an expression of gratitude: "To all those who have been vocal in their support for the lab, thank you. From the bottom of my heart, thank you."

By U.S. Embassy in Belgrade | 11 August, 2021 | Topics: News, Press Releases

Inject 4-4: Background inject(s) on the U.S. programs in Southeast Asia.

Description	FULL TEXT OF THE INJECT
Order of Inject: First Round – Scenario Background Type of Inject: News Article Originating Entity: BBC News Covert / Overt: Overt Purported Source: CDC	TITLE: U.S. Diplomat, CDC Staff Tour New Lab with Secretary of Health DATE: June 14, 2021 TEXT: Manilla – Filipino Secretary of Health Francois Bautista was joined by Chargé d'Affaires of the US Embassy in the Philippines Jim E. Lark and a delegation of US Centers for Disease Control and Prevention (CDC) staff for a tour of recently renovated public health labs. These renovations are the first to be completed in a regional push for cooperation on public health in South East Asia. This cooperation comes with renewed regional interest in the Global Health Security Agenda (GHSA). Officials from Papua New Guinea and the Philippines expressed the desire to join the GHSA as Phase I partner countries, which will provide them with technical assistance on health security issues. Cambodia, Thailand, Malaysia, and Laos are already Phase II partners, which allows them to receive financial assistance in addition to the technical assistance that Phase I members receive. The GHSA, which the United States is a key member of, provides a mechanism for global cooperation to address public health concerns. Mr. Lark told the press that there are another three labs in the region with renovations planned or underway, and four entirely new facilities which will be constructed in the next two years.

Inject 4-4: Artifact

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U.S. Diplomat, CDC Staff Tour New Lab with Secretary of Health

June 14, 2021

Manilla – Filipino Secretary of Health Francois Bautista was joined by Chargé d'Affaires of the US Embassy in the Philippines Jim E. Lark and a delegation of US Centers for Disease Control and Prevention (CDC) staff for a tour of recently renovated public health labs.

These renovations are the first to be completed in a regional push for cooperation on public health in South East Asia. This cooperation comes with renewed regional interest in the Global Health Security Agenda (GHSA).

Officials from Papua New Guinea and the Philippines expressed the desire to join the GHSA as Phase I partner countries, which will provide them with technical assistance on health security issues. Cambodia, Thailand, Malaysia, and Laos are already Phase II partners, which allows them to receive financial assistance in addition to the technical assistance that Phase I members receive.

The GHSA, which the United States is a key member of, provides a mechanism for global cooperation to address public health concerns. Mr. Lark told the press that there are another three labs in the region with renovations planned or underway, and four entirely new facilities which will be constructed in the next two years.

Inject 4-5: Inject(s) showing the Chinese accusations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Accusation and Third Round - Accusation Type of Inject: Artifact 1: News Article Artifact 2: Line Group Chat Message Originating Entity: Artifact 1: Xinhua Artifact 2: Anonymous Covert / Overt: Overt Purported Source: Artifact 1: Chinese Government Artifact 2: Chinese Troll RTing Chinese Propaganda	**ARTIFACT 1: News Article – Xinhua** TITLE: Is the US running Secret Bioweapons lab in SE Asia? DATE: August 11, 2021 and October 27, 2021 TEXT: BEIJING – A top Chinese defense official said Monday that several biological laboratories constructed throughout South East Asia are allegedly an expansion to a clandestine American biological weapons program. These allegations are similar to other accusations made by Russian officials about a public health research center in Georgia in 2018. The comments were made to a reporter by Maj. Gen. Lai Chuanzhu, the head of the PLA's radiation, chemical, and biological protection troops. He presented documents that he claimed were provided to Chinese intelligence by a local working at an unidentified lab who was concerned for the wellbeing of the people living in communities that host the labs. Chuanzhu said the documents he had obtained signaled more sinister activities were happening under the cover of civilian research. He noted that the materials cited the deaths of 73 volunteers who took part in tests of a new drug at the lab in 2015-2016. Chuanzhu alleged the deaths showed that the U.S. used the volunteers as guinea pigs in tests of a new deadly toxin. "The near simultaneous deaths of a large number of volunteers give reason to believe that they were researching a highly toxic and highly lethal chemical or biological agent," he said. Among the documents was a U.S. patent for a drone intended to disseminate infected insects,

	he said. Other patents covered projectiles for delivering chemical and biological agents. "Such research doesn't conform to Washington's international obligations regarding the ban on biological and toxin weapons," Chuanzhu said. "A legitimate question is why such documents are being stored in labs claiming to be for public health research. We hope to receive a precise answer from the United States." **ARTIFACT 2: Line Group Chat Message** DATE: August 11, 2021 and October 27, 2021 TEXT: 😱 I am both surprised, and not at all. [Retweeting CGTN: https://twitter.com/CGTNOfficial/status/1263670921501519874]

Inject 4-5: Artifact 1

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Editions

Wednesday, August 11, 202

Is the US running Secret Bioweapons lab in SE Asia?

Source: Xinhua | 2021-8-11 18:44:44

BEIJING, August 11 (Xinhua) -- A top Chinese defense official said Monday that several biological laboratories constructed throughout South East Asia are allegedly an expansion to a clandestine American biological weapons program. These allegations are similar to other accusations made by Russian officials about a public health research center in Georgia in 2018.

The comments were made to a reporter by Maj. Gen. Lai Chuanzhu, the head of the PLA's radiation, chemical, and biological protection troops. He presented documents that he claimed were provided to Chinese intelligence by a local working at an unidentified lab who was concerned for the wellbeing of the people living in communities that host the labs.

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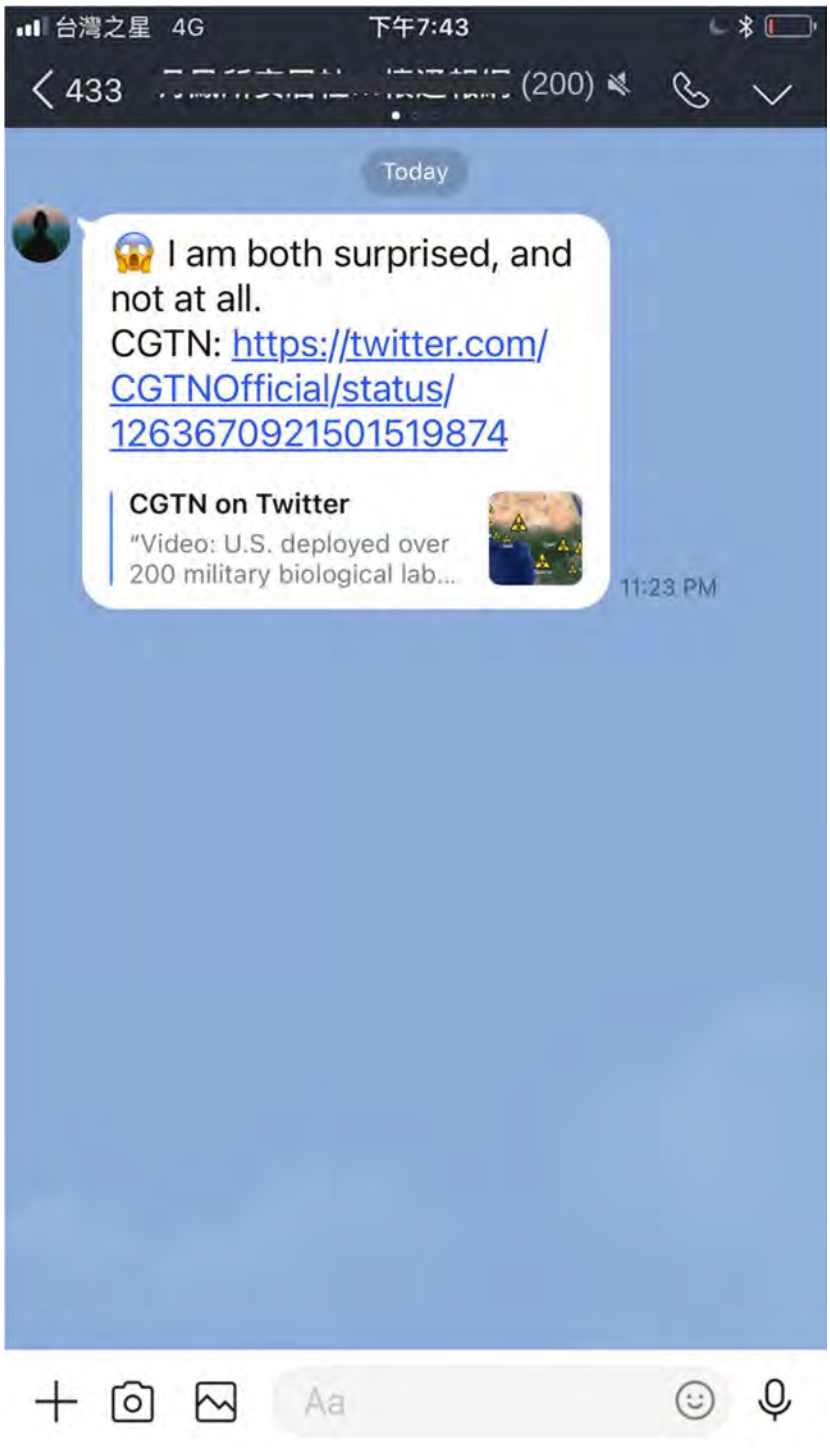
"Such research doesn't conform to Washington's international obligations regarding the ban on biological and toxin weapons," Chuanzhu said. "A legitimate question is why such documents are being stored in labs claiming to be for public health research. We hope to receive a precise answer from the United States."

Inject 4-5: Artifact 2



Inject 4-6a: Messaging from the US responding to PRC accusations reactively, with crafted, targeted messaging.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round - Control Type of Inject: News Article Originating Entity: The Washington Post Covert / Overt: Overt Purported Source: Pentagon	TITLE: Pentagon Spokesperson Rejects Chinese Allegations of Bioweapon Research in SE Asia DATE: October 27, 2021 TEXT: Pentagon spokesperson Stephanie Garcia strongly rejected allegations circulating on Chinese networks that the United States is conducting bioweapons research in South East Asia as "an invention of the imaginative and false Chinese disinformation campaign against the West" and "obvious attempts to divert attention from China's bad behavior on many fronts." Ms. Garcia told reporters that the United States is engaged in a number of joint efforts with nations throughout South East Asia that will promote public and animal health through infectious disease detection and epidemiological surveillance. She said that these joint efforts provide "the high-security and high-tech environments" which are necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "The importance of these laboratories cannot be understated, especially after COVID-19." When asked whether the labs were controlled by American officials, Ms. Garcia said that American staff were on-site at the request of their host nations, which both own and operate the facilities, even in cases where the U.S. had provided financial assistance towards their design and construction. "Global public health requires global cooperation" she stated, "We're happy to aid the admirable efforts of South East Asian nations to address such an important, globally impactful issue." She also remarked that "The South East Asian model of public health cooperation is one we think that all nations should aspire to. I am

	confident that Chinese attempts to slander the initiative and excellence of the South East Asia in this way will not be successful." She concluded her statement with an invitation and a challenge: "We will allow members of the press access to tour the labs, provided they follow safety protocols, just as we have in the past at the Nunn-Lugar Center when Russia made equally ridiculous accusations. Ask China to make the same commitment – then you will see who has something to hide."

Inject 4-6a: Artifact

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Pentagon Spokesperson Rejects Chinese Allegations of Bioweapon Research in SE Asia

October 27, 2021 at 8:19 p.m. EDT

Pentagon spokesperson Stephanie Garcia strongly rejected allegations circulating on Chinese networks that the United States is conducting bioweapons research in South East Asia as "an invention of the imaginative and false Chinese disinformation campaign against the West" and "obvious attempts to divert attention from China's bad behavior on many fronts."

Ms. Garcia told reporters that the United States is engaged in a number of joint efforts with nations throughout South East Asia that will promote public and animal health through infectious disease detection and epidemiological surveillance. She said that these joint efforts provide "the high-security and high-tech environments" which are necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "The importance of these laboratories cannot be understated, especially after COVID-19."

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Inject 4-6b: Messaging from the US responding to PRC accusations reactively, with uncrafted, untargeted messaging [but substantively the same].

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Treatment 1 Type of Inject: Press Release Originating Entity: U.S. Embassy in Philippines Covert / Overt: Overt Purported Source: U.S. Embassy in Philippines	TITLE: U.S. Embassy Hosts 1st Annual Banatao Innovation Summit DATE: October 27, 2021 TEXT: The 1st Annual Banatao Innovation Summit kicked off on Monday with remarks from Jim E. Lark, the Chargé d'Affaires of the United States Embassy to the Philippines. Mr. Lark highlighted the important historical contributions made by the Philippines to Science, Technology, Engineering, and Math (STEM) fields. He discussed the summit's namesake, Dr. Dado Banatao, who is credited with having developed the first computer graphics processing chip and a number of other high-tech electronics innovations. Dr. Banatao was invited to speak at the summit, but unfortunately was unable to attend due to health issues. In his place, Dr. Lillian Simmons, a biology researcher, took the stage to deliver the keynote. Dr. Simmons, who is a Fellow with the Embassy Science Fellows Program, spoke about the importance of the recently renovated public health laboratories and their potential to spur Filipino innovation in biomedical sciences. She called the renovations a "major step" towards protecting the Philippines from future pandemics and said that they provide the "high-security, high tech environment" necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "I've never met individuals as welcoming, intelligent, and creative as my Filipino colleagues," she said, "The innovative work that they are doing is a testament to Filipino excellence."

	Towards the end of the speech, she addressed recent rumors about sinister activity at the lab. She laughed and said that the only sinister activity was the quality of the coffee in the lab canteen and the lab was committed to openness and transparency. She emphasized that the lab was run by Filipinos for Filipinos and invited the press to schedule interviews with the staff, and to contact the Filipino administrators to schedule a press tour. She concluded her speech with an expression of gratitude: "To all those who have been vocal in their support for the lab, thank you. From the bottom of my heart, thank you."

Inject 4-6b: Artifact

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U.S. Embassy Hosts 1st Annual Banatao Innovation Summit

Home | News & Events | U.S. Embassy Hosts 1st Annual Banatao Innovation Summit

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By U.S. Embassy Manila | 27 October, 2021 | Topics: Environment, News, Press Releases, U.S. & Philippines

Inject 4-6c: Crafted, targeted messaging from the US applied before PRC accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Treatment 2 Type of Inject: Interview - Article Originating Entity: AP News Covert / Overt: Overt Purported Source: AP News	TITLE: AP Interview: Lark praises US public health collaboration DATE: August 11, 2021 TEXT: We sat down with the Jim E. Lark, Chargé d'Affaires of the U.S. Embassy to the Philippines, for a quick interview shortly after his tour of the recently renovated public health labs with the Secretary of Health. Mr. Lark told us that the United States is engaged in a number of joint efforts with nations throughout the South East Asia that will promote public and animal health through infectious disease detection and epidemiological surveillance. He said that these joint efforts provide "the high-security and high-tech environments" which are necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "The importance of these laboratories cannot be understated, especially after COVID-19." The Ambassador volunteered that American staff will work to support the labs, but that it is planned for the majority of staff, including all administrators, to be locals. He shared that the plan for these partnerships is to "grow local capacity and build networks" and that, in that spirit, leadership of the labs would be entirely local. "Global public health requires global cooperation" he stated, "We're happy to aid the admirable efforts of the South East Asia to address such an important, globally impactful issue." He concluded the interview by reiterating that "The South East Asian model of public health cooperation is one we think that all nations should aspire to."

Inject 4-6c: Artifact

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AP Interview: Lark praises US public health collaboration

August 11, 2021

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Inject 4-6d: Uncrafted, untargeted messaging from the US applied before PRC accusations, at the same time as the announcement of the new labs, plus focuses more on the benefits of these labs than on negative things about Russia or its accusations

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Treatment 3 Type of Inject: Press Release Originating Entity: U.S. Embassy in Philippines Covert / Overt: Overt Purported Source: U.S. Embassy in Philippines	TITLE: U.S. Embassy Hosts 1st Annual Banatao Innovation Summit DATE: August 11, 2021 TEXT: The 1st Annual Banatao Innovation Summit kicked off on Monday with remarks from Jim E. Lark, the Chargé d'Affaires of the United States Embassy to the Philippines. Mr. Lark highlighted the important historical contributions made by the Philippines to Science, Technology, Engineering, and Math (STEM) fields. He discussed the summit's namesake, Dr. Dado Banatao, who is credited with having developed the first computer graphics processing chip and a number of other high-tech electronics innovations. Dr. Banatao was invited to speak at the summit, but unfortunately was unable to attend due to health issues. In his place, Dr. Lillian Simmons, a biology researcher, took the stage to deliver the keynote. Dr. Simmons, who is a Fellow with the Embassy Science Fellows Program, spoke about the importance of the recently renovated public health laboratories and their potential to spur Filipino innovation in biomedical sciences. She called the renovations a "major step" towards protecting the Philippines from future pandemics and said that they provide the "high-security, high tech environment" necessary to safely detect, prevent, and develop treatments for emerging infectious diseases. "I've never met individuals as welcoming, intelligent, and creative as my Filipino colleagues," she said, "The innovative work that

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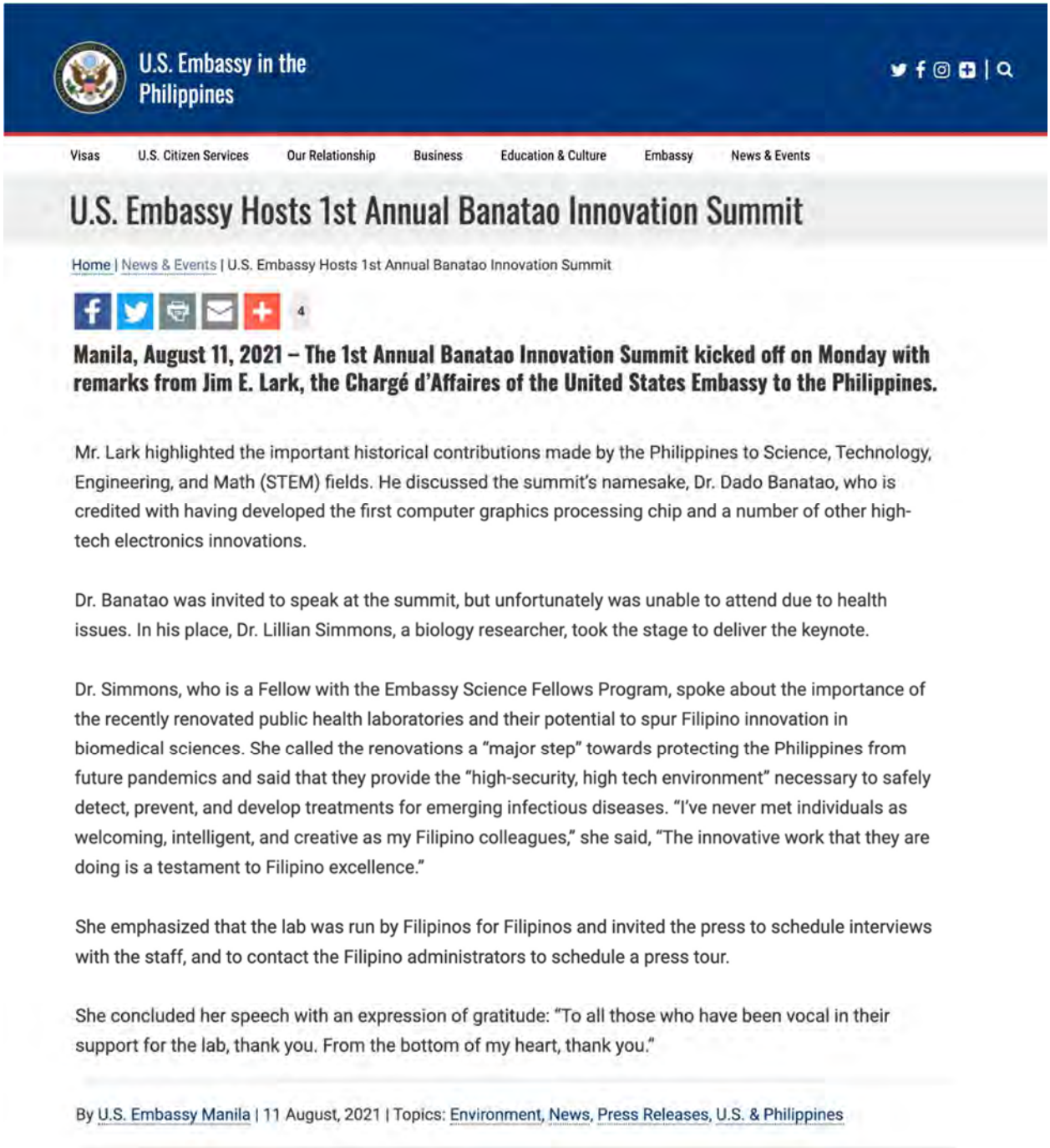
Inject 4-6d: Artifact



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U.S. Embassy Hosts 1st Annual Banatao Innovation Summit

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By U.S. Embassy Manila | 11 August, 2021 | Topics: Environment, News, Press Releases, U.S. & Philippines

SCENARIO 5: INTEGRATION LEADS TO INSTABILITY

Description:

- **Southeastern Europe sample variant:** Russian messaging decries EU / NATO enlargement and integration, as well as greater democratization generally, by pointing to instability in several W. European countries and the failure of Western democracies to adequately respond to COVID-19. Russia accuses the U.S. and its allies in the West of lacking the capacity to address COVID-19 properly, as well as not being willing to share resources (esp. vaccines) with the developing world. An argument that would support this is that the EU originally left out the Balkans in their relief plan. The US counters this through its own messaging.
- **Taiwan sample variant**: In this scenario the TPP is revived by the US. PRC messaging decries greater integration between East and West (without China) by pointing to instability in several Western countries and the failure of Western democracies to adequately respond to COVID-19. PRC accuses the U.S. and its allies in the West of lacking the capacity to address COVID-19 properly, as well as not being willing to share resources (esp. vaccines) with the developing world.

Injects:

- **Inject 5-1:** Provides background on current Western attempts (EU/NATO) to expand and increase integration.
- **Inject 5-2a:** Russia criticizes these attempts by employing media messages that disrupt common values between U.S. and Southeastern Europe audience, but this messaging is not tailored to resonate with current beliefs and perceptions of Southeastern Europe populations.
- **Inject 5-2b:** Russia criticizes these attempts by employing media messages that disrupt common values between U.S. and Southeastern Europe audience, but this messaging is tailored to resonate with current beliefs and perceptions of the Southeastern Europe populations.
- **Inject 5-3:** U.S. responds to Russian criticism – in a neutral measured way.
- **Inject 5-4:** Russia criticizes the attempts in Inject 5-1 in a neutral, measured way (no attacking common values, not tailored to resonate).
- **Inject 5-5a:** U.S. responds with messages that attempt to build constructive cooperation, but are not tailored to resonate with current beliefs and perceptions of Southeastern Europe populations.
- **Inject 5-5b:** U.S. responds with messages that attempt to build constructive cooperation, but are specifically tailored to resonate with current beliefs and perceptions of Southeastern Europe populations.
- **Inject 5-6:** Provides background on current U.S. attempts to revive TPP and enhance integration between West and East (without China).
- **Inject 5-7a:** PRC criticizes these attempts by employing media messages that disrupt common values between U.S. and Asian audience, but this messaging is not tailored to resonate with current beliefs and perceptions of Asian populations.

- **Inject 5-7b:** PRC criticizes these attempts by employing media messages that disrupt common values between U.S. and Asian audience, but this messaging is tailored to resonate with current beliefs and perceptions of the Asian populations.
- **Inject 5-8:** U.S. responds to PRC criticism – in a neutral measured way.
- **Inject 5-9:** PRC criticizes the attempts in Inject 5-1 in a neutral, measured way (no attacking common values, not tailored to resonate).
- **Inject 5-10a:** U.S. responds with messages that attempt to build constructive cooperation, but are not tailored to resonate with current beliefs and perceptions of Asian populations.
- **Inject 5-10b:** U.S. responds with messages that attempt to build constructive cooperation, but are specifically tailored to resonate with current beliefs and perceptions of Asian populations.

Notes:

- Southeastern Europe variant sample
  - Control Sequence: 5-1; 5-2a; 5-3
  - Treatment 1 Sequence: 5-1; 5-2b; 5-3
  - Treatment 2 Sequence: 5-1; 5-4; 5-5a
  - Treatment 3 Sequence: 5-1; 5-4; 5-5b
- Taiwanese variant sample
  - Control Sequence: 5-6; 5-7a; 5-8
  - Treatment 1 Sequence: 5-6; 5-7b; 5-8
  - Treatment 2 Sequence 5-6; 5-9; 5-10a
  - Treatment 3 Sequence: 5-6; 5-9; 5-10b

Experimental Design:

Net Assessment Outputs:

- Recipients of a message are more likely to accept a message that resonates with current beliefs and perceptions.
- Media messages that disrupt common values are more likely to elicit effects than messages attempting to build constructive cooperation.

Resulting Explorable Insights:

- **EI8:** Adversary messages that attack common values between the U.S. and the target population will have a more powerful (negative) effect with respect to target audiences' attitudes towards the US, their trust in the US, believability of US messages and relative influence, than U.S. messages that attempt to build constructive cooperation.
- **EI9:** Recipients of a message are more likely to accept a message in terms of its believability that resonates with current beliefs and perceptions of the target audience.

Basic Design:

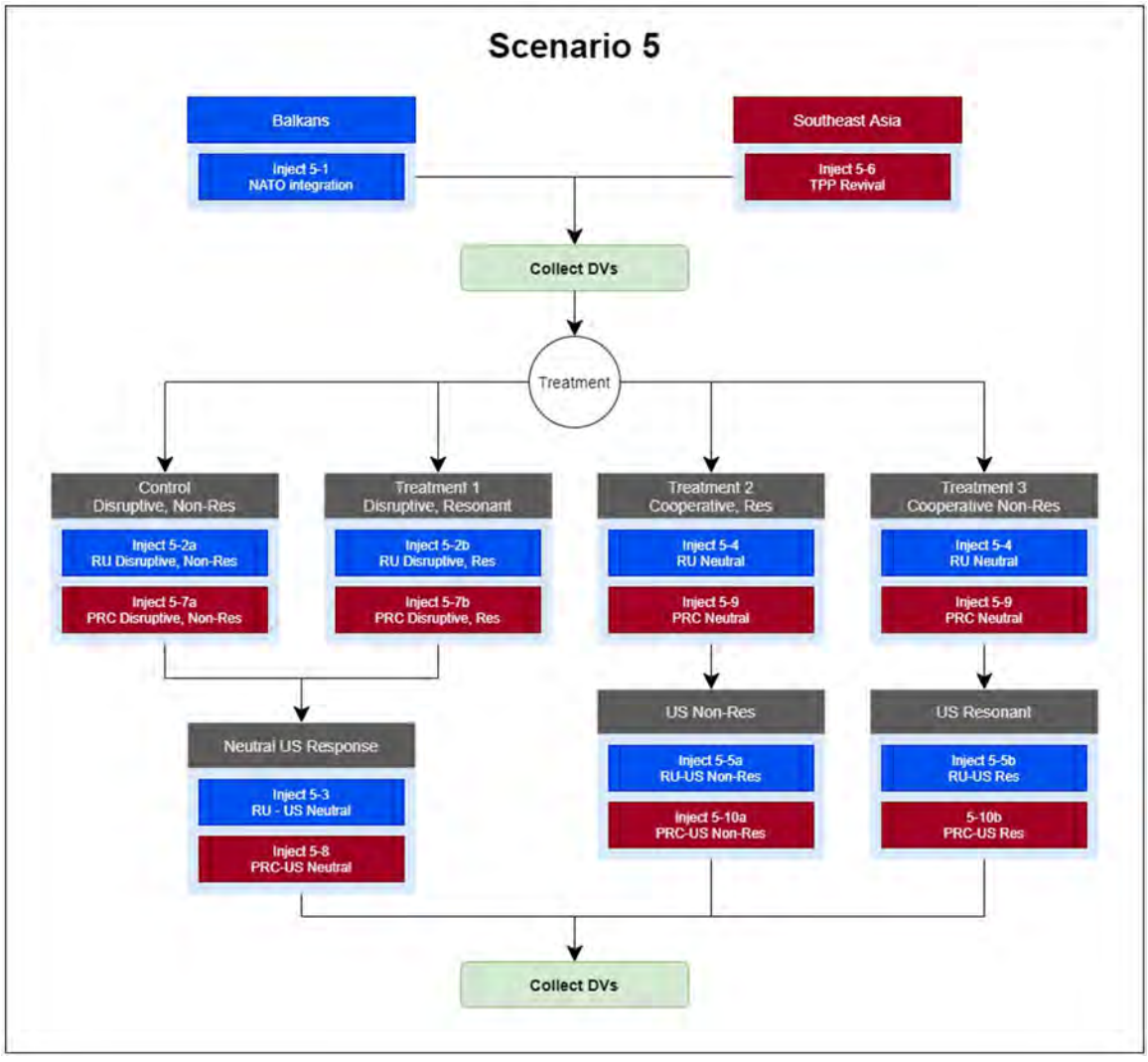
- Competitive scenario involving PRC/Rus
- Injects: 2 x 2 treatment

Variables:

- *DVs*: Attitudes (US); Trust (US); Believability (US); Influence (US)
- *IVs*: Adversary messaging attacking common values between US and target population vs U.S. messages that attempt to build constructive cooperation; tailored to resonate vs not tailored to resonate.

Subsets:

- Control: Messaging attacking common values between U.S. and target population + Not tailored to resonated with current beliefs and perceptions of the target audience
- Treatment 1: Messaging attacking common values between U.S. and target population + Tailored to resonated with current beliefs and perceptions of the target audience
- Treatment 2: U.S. messages that attempt to build constructive cooperation + Not tailored to resonated with current beliefs and perceptions of the target audience
- Treatment 3: U.S. messages that attempt to build constructive cooperation + Tailored to resonated with current beliefs and perceptions of the target audience



Inject 5-1: Provides background on current Western attempts (EU/NATO) to expand and increase integration.

Description	FULL TEXT OF THE INJECT
Order of Inject: First Round – Scenario Background Type of Inject: Artifact 1: News Article Artifact 2: Facebook Post Originating Entity: Artifact 1: New York Times Artifact 2: Alejandro Morena, President of European Council Covert / Overt: Overt Purported Source: Artifact 1: U.S. Artifact 2: Alejandro Morena, President of European Council	**ARTIFACT 1: News Article – New York Times** TITLE: Biden Looking to Expand NATO Integration DATE: June 8, 2021 TEXT: The EU and NATO have built a unique, strategic partnership. Not only do the two organizations have members in common, but they also share common values and are faced with the same challenges and threats. Collaborative efforts between the two leave more room for capability development and overall growth, and the US and Europe have had a history of cooperation with Eastern Europe and the Western Balkans. The Biden administration plans to restore cooperation in the region, with a more effective approach and commitment to multilateralism and NATO. In fact, Joe Biden expressed support for the decision to approve North Macedonia becoming the newest member of NATO back in 2019. The following day, he tweeted the statement: "The countries of the Western Balkans deserve to be part of a Europe whole, free and at peace and we should be supporting Euro-Atlantic integration across the region". Integration and rebuilding trust in the EU will begin with coordinating in the response to Covid-19. **ARTIFACT 2: Facebook Post** PROFILE: Alejandro Morena, President of European Council DATE: June 16, 2021

	TEXT: “After my first visit to the Balkan Countries of Bosnia, Albania, and Serbia, I expressed unequivocal support in their Battle against Covid-19. We must ensure that our European partners in the Balkans have the supplies and resources necessary to continue the battle against this pandemic.” Likes: 1,400 Shares: 135

Inject 5-1: Artifact 1

EUROPE The New York Times SUBSCRIBE NOW Account

Biden Looking to Expand NATO Integration

June 8, 2021

The EU and NATO have built a unique, strategic partnership. Not only do the two organizations have members in common, but they also share common values and are faced with the same challenges and threats.

Collaborative efforts between the two leave more room for capability development and overall growth, and the US and Europe have had a history of cooperation with Eastern Europe and the Western Balkans.

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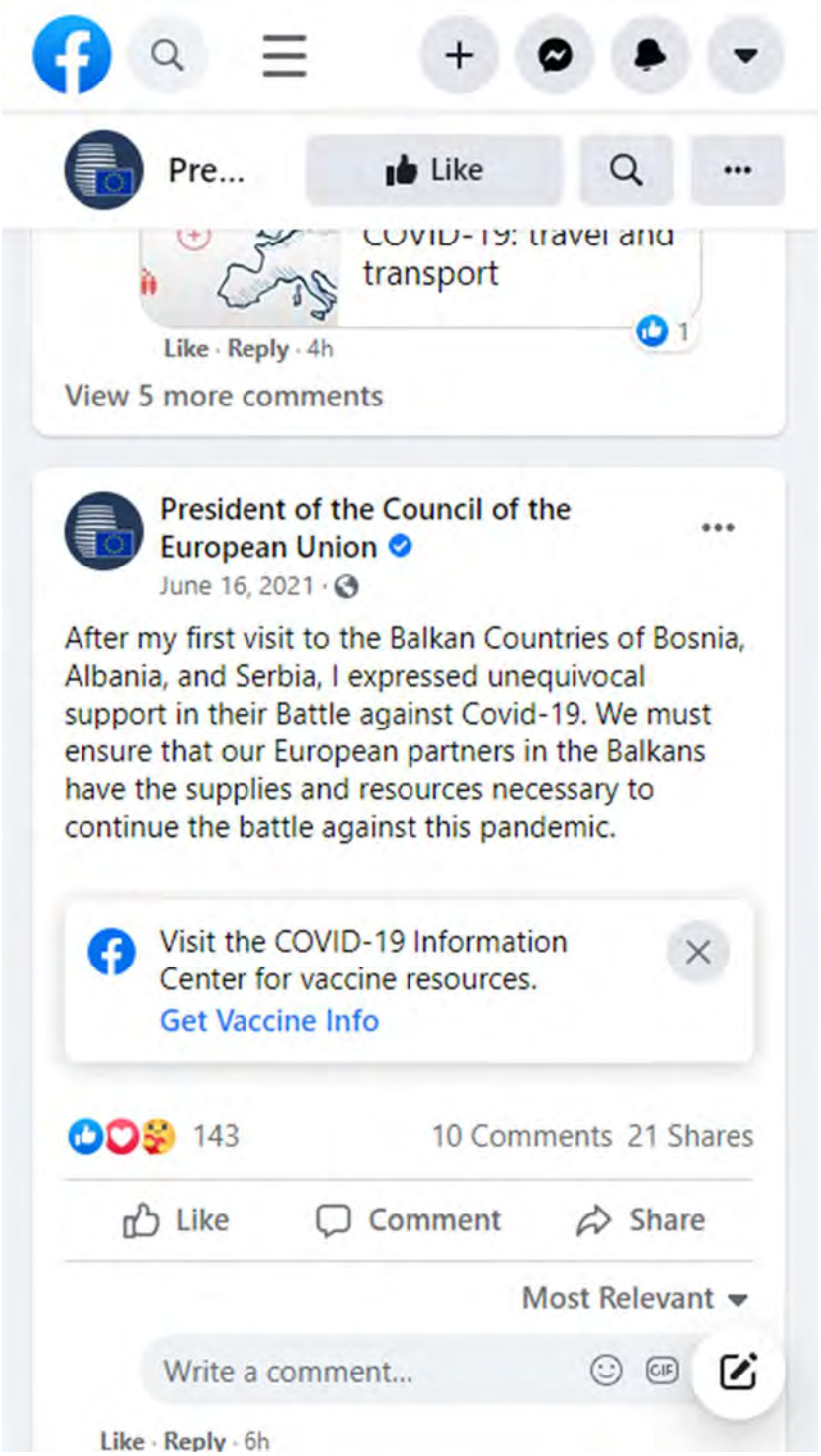
Inject 5-1: Artifact 2



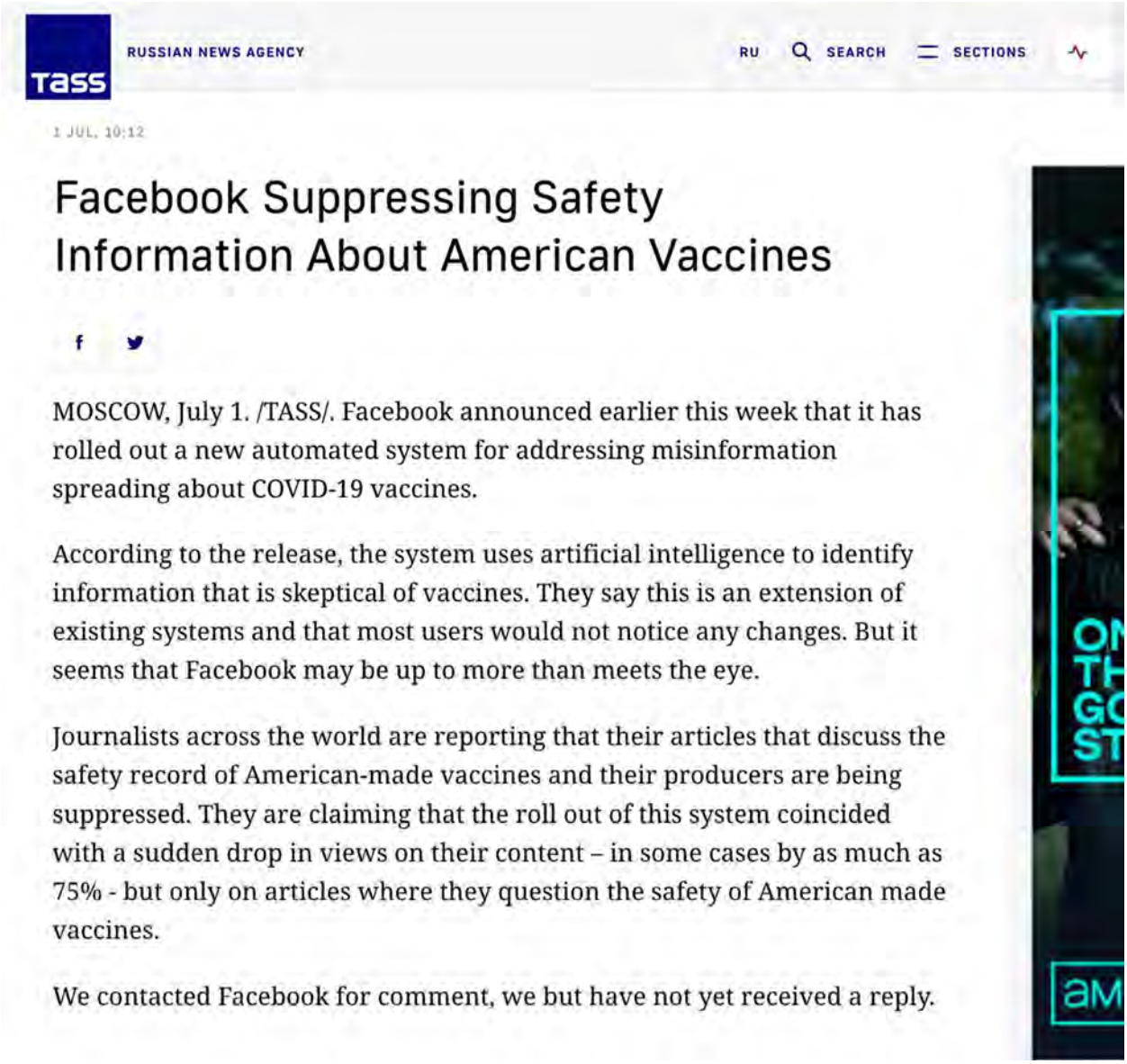
Inject 5-2a: Russia criticizes these attempts by employing media messages that disrupt common values between U.S. and Southeastern Europe audience, but this messaging is not tailored to resonate with current beliefs and perceptions of Southeastern Europe populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Control Type of Inject: Artifact 1: News Article Artifact 2: News Article Originating Entity: Artifact 1: Sputnik News Artifact 2: TASS Covert / Overt: Covert Purported Source: Artifact 1: Russian Government Artifact 2: Russian Government	**ARTIFACT 1: News Article – Sputnik News** TITLE: US and EU to Distribute Vaccines in Balkans but at What Cost to the People? DATE: July 1, 2021 TEXT: In recent weeks, the United States and the European Union have pushed two unfinished, and likely unsafe vaccines into the Balkan region. In the next package of aid, Europe is planning to send the first vaccines into the Balkan region. The United States met with the European Union on Thursday in a joint conference meeting to discuss measures to assist in vaccination efforts in the Balkan regions. The U.S. response to COVID-19 contradicts that of a so-called democracy - vaccine distribution has been inequitable and disproportionate, leaving the majority of its Black and Hispanic citizens as well as those living in poverty at a disadvantage. Accessibility, or lack thereof, is largely the reason for the inequitable distribution. The U.S. has considered where to set up mass vaccination sites but has not accounted for accessibility or for sensitivity to concerns of the citizens, in addition to transit, language and culture. One wonders why the West keeps praising its democracy and integration between democracies when these did not seem to work in dealing with the COVID-19 threat. One might ask why we should be trying so hard to be like them. **ARTIFACT 2: News Article – TASS**

	TITLE: Facebook Suppressing Safety Information About American Vaccines DATE: July 1, 2021 TEXT: Facebook announced earlier this week that it has rolled out a new automated system for addressing misinformation spreading about COVID-19 vaccines. According to the release, the system uses artificial intelligence to identify information that is skeptical of vaccines. They say this is an extension of existing systems and that most users would not notice any changes. But it seems that Facebook may be up to more than meets the eye. Journalists across the world are reporting that their articles that discuss the safety record of American-made vaccines and their producers are being suppressed. They are claiming that the roll out of this system coincided with a sudden drop in views on their content – in some cases by as much as 75% - but *only* on articles where they question the safety of American made vaccines. We contacted Facebook for comment, we but have not yet received a reply.

Inject 5-2a: Artifact 1

Inject 5-2a: Artifact 2



TASS RUSSIAN NEWS AGENCY RU SEARCH SECTIONS

1 JUL, 10:12

Facebook Suppressing Safety Information About American Vaccines

MOSCOW, July 1. /TASS/. Facebook announced earlier this week that it has rolled out a new automated system for addressing misinformation spreading about COVID-19 vaccines.

According to the release, the system uses artificial intelligence to identify information that is skeptical of vaccines. They say this is an extension of existing systems and that most users would not notice any changes. But it seems that Facebook may be up to more than meets the eye.

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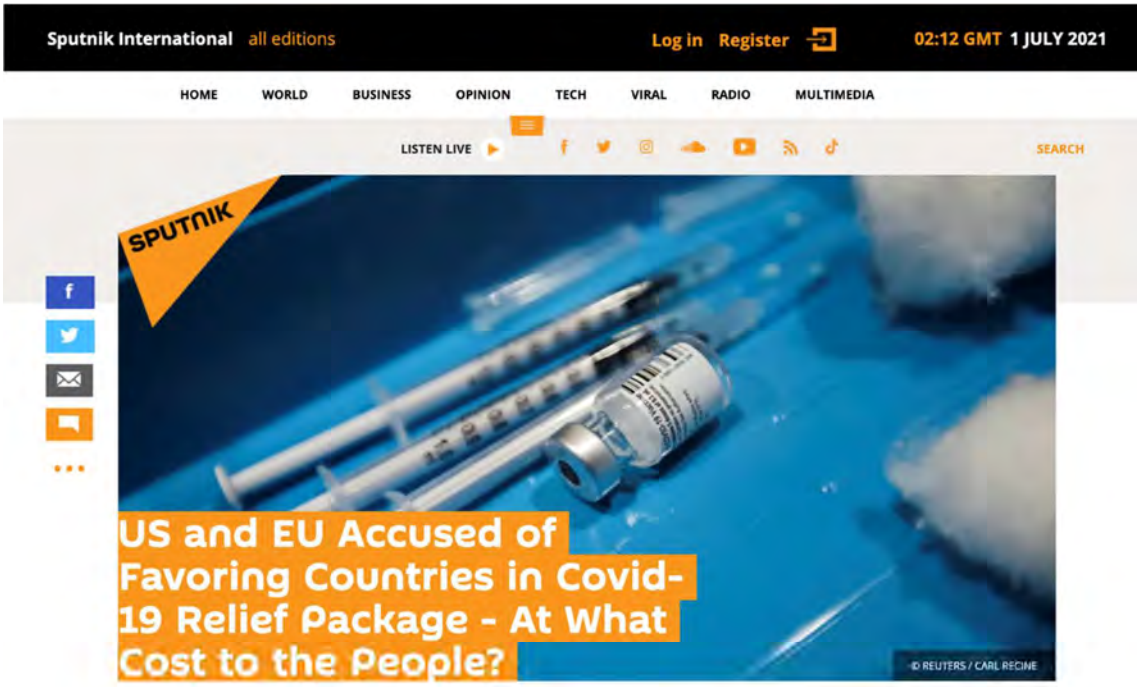
We contacted Facebook for comment, we but have not yet received a reply.

Inject 5-2b: Russia criticizes these attempts by employing media messages that disrupt common values between U.S. and Southeastern Europe audience, but this messaging is tailored to resonate with current beliefs and perceptions of the Southeastern Europe populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Treatment 1 Type of Inject: News Articles Originating Entity: Sputnik News Covert / Overt: Covert Purported Source: Russian Government	TITLE: US and EU Accused of Favoring Countries in Covid-19 Relief Package - At What Cost to the People? DATE: July 1, 2021 TEXT: After horrific responses to Covid-19 in their own countries which has led to thousands of unnecessary deaths, the European Union (EU) and its US ally have stirred up new controversy in the Balkan Region. A news report has surfaced that the EU has vastly favored countries that are political or military allies of the United States like Montenegro and Albania in their recovery efforts against the Covid-19 Pandemic. This comes as no surprise since these countries have had closer ties to the EU in recent years and are currently under consideration for joining the organization. This leaves countries like Bosnia, which is in dire need of critical care, with no type of help. It seems that if you are not in the U.S. and Western Europe "club", then you are discriminated against, even in matters of life and death. Such an egregious act will likely have major consequences and thousands are likely to die in Bosnia as a result. The United States met with the European Union on Thursday in a joint conference meeting to discuss measures to assist in vaccination efforts in the Balkan region. The U.S. response to COVID-19 contradicts that of a so-called democracy - vaccine distribution has been inequitable and disproportionate, leaving the majority of its Black and Hispanic citizens at a disadvantage.

	One wonders why the West keeps praising its democracy and integration between democracies when these did not seem to work in dealing with the COVID-19 threat. One might ask why we should be trying so hard to be like them.

Inject 5-2b: Artifact



OPINION 18:30 GMT 1.07.2021

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After horrific responses to Covid-19 in their own countries which has led to thousands of unnecessary deaths, the European Union (EU) and its US ally have stirred up new controversy in the Balkan Region.

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Inject 5-3: U.S. responds to Russian criticism – in a neutral measured way.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round - Response Type of Inject: Artifact 1: Press Release Artifact 2: Press Briefing Originating Entity: Artifact 1: Department of State, Neville Palmer, Department Spokesperson Artifact 2: Department of State, Jamie Proctor, Principal Deputy Spokesperson Covert / Overt: Overt Purported Source: The United States, Department of State	**ARTIFACT 1: PRESS RELEASE - DOS** **TITLE: INTERNATIONAL VACCINATION DISTRIBUTION PLAN** Neville Palmer, Department Spokesperson DATE: July 22, 2021 TEXT: The United States remains committed to delivering to the global community a vaccine that is trustworthy and effective. The World Health Organization, European Union, and the Federal Drug Administration have all stated that the vaccines distributed by Pfizer, AstraZeneca /Oxford, Moderna, and Johnson & Johnson are safe and effective for use. We have received reports in recent weeks that certain foreign states have been spreading disinformation in the hope of damaging the credibility of these vaccines around the world, especially in the Balkan region. We demand that these dangerous and false accusations halt immediately, and that countries outside of the Balkan region cease making baseless claims surrounding vaccine safety. With vaccines being a critical and important step to restoring normality around the world, we reiterate the necessity to get these vaccines to all populations safely and effectively. **ARTIFACT 2: Press Briefing - DOS** TITLE: Department Press Briefing – July 22, 2021 DATE: July 22, 2021 TEXT: 2:07 pm EDT

	QUESTION: What is the United States opinion regarding the new reports that the European Union has been favoring specific countries for their Covid-19 support? MS PROCTOR: Thank you for your question. The United States has been in recent contact with leaders within the European Union, and we can confirm there is no merit to these accusations. We have been dedicated to making sure all European countries have the resources and medical supplies necessary to combat the spread of the Covid-19 Pandemic. The EU has promised continued support to the Balkan region and has created a new $300M economic plan to help local businesses recover.

Inject 5-3: Artifact 1

The United States remains committed to delivering to the global community a vaccine that is trustworthy and effective. The World Health Organization, European Union, and the Federal Drug Administration have all stated that the vaccines distributed by Pfizer, AstraZeneca /Oxford, Moderna, and Johnson & Johnson are safe and effective for use.

We have received reports in recent weeks that certain foreign states have been spreading disinformation in the hope of damaging the credibility of these vaccines around the world, especially in the Balkan region. We demand that these dangerous and false accusations halt immediately, and that countries outside of the Balkan region cease making baseless claims surrounding vaccine safety. With vaccines being a critical and important step to restoring normality around the world, we reiterate the necessity to get these vaccines to all populations safely and effectively.

Inject 5-3: Artifact 2

2:07 p.m. EDT

QUESTION: What is the United States opinion regarding the new reports that the European Union has been favoring specific countries for their Covid-19 support?

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Inject 5-4: Russia criticizes the attempts in Inject 5-1 in a neutral, measured way (no attacking common values, not tailored to resonate).

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Treatment 2 and Treatment 3 Type of Inject: News Article Originating Entity: POLITICO Europe Covert / Overt: Overt Purported Source: Russian Government, Press Briefing	TITLE: Russia Releases Statement opposing European expansion into the Balkans DATE: July 1, 2021 TEXT: The Russian government gave a briefing yesterday touching on topics about Russia's continued support for the Balkans. A Russian Foreign Ministry spokesperson stated that they are going to continue to provide unequivocal support to the Balkan region, and its peoples. They also commented on the recent allegations by the European Union and the United States that they were trying to influence governments in the region. Read the entire press brief below: *"The Russian government is dedicated to continuing to fulfill the economic aid promised to the Balkan region like it has been conducting for months now.* *Although the European's Union's donations at first glance seem generous, their inability to show support for the Balkan region until months after the pandemic highlights the major failures present within the organization. This is added to what we already know about the incompetence of the EU and the pitiful response of the West to deal with the pandemic even in their own countries. The European Union waited until the world was watching and waits until world leaders can bear witness to these funds. They seemingly have little to do with the care and needs of the Balkan citizens but rather in hopes to gain recognition from the world.* *Regarding rumors of intimidation against the leaders within the Balkan region, they are completely false and a ploy by the United States and its allies in the hope of creating influence in*

	the region. Russia will undoubtingly continue financial and medical support for Balkan countries in the future and refuses to allow intimidation tactics by the EU or the United States to affect us."

Inject 5-4: Artifact

Russia Releases Statement opposing European expansion into the Balkans

July 1, 2021 | 2:19 pm

The Russian government gave a briefing yesterday touching on topics about Russia's continued support for the Balkans. A Russian Foreign Ministry spokesperson stated that they are going to continue to provide unequivocal support to the Balkan region, and its peoples. They also commented on the recent allegations by the European Union and the United States that they were trying to influence governments in the region. Read the entire press brief below:

> "The Russian government is dedicated to continuing to fulfill the economic aid promised to the Balkan region like it has been conducting for months now.
>
> Although the European's Union's donations at first glance seem generous, their inability to show support for the Balkan region until months after the pandemic highlights the major failures present within the organization. This is added to what we already know about the incompetence of the EU and the pitiful response of the West to deal with the pandemic even in their own countries. The European Union waited until the world was watching and waits until world leaders can bear witness to these funds. They seemingly have little to do with the care and needs of the Balkan citizens but rather in hopes to gain recognition from the world.
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Inject 5-5a: U.S. responds with messages that attempt to build constructive cooperation, but are not tailored to resonate with current beliefs and perceptions of Southeastern Europe populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Non Type of Inject: Twitter Post Originating Entity: US Senator (NH) Jeanne Shaheen Covert / Overt: Overt Purported Source: US Senator (NH) Jeanne Shaheen	**ARTIFACT 1: Twitter Post** PROFILE: @SenatorShaheen DATE: July 22, 2021 Tweet 1: Cooperation between the US, EU, and Russia in assisting the Balkan region is essential to combatting the surging Covid-19 numbers. I urge all the nations to work together, as we are with our friends in the Balkans are, to help the region, and the rest of Europe, recover. Likes: 1,206 Retweets: 114 **ARTIFACT 2: Twitter Post** PROFILE: @SenatorShaheen DATE: July 22, 2021 Tweet 2: I strongly support the European Union's mission of supplying aid money and resources to the countries of the Balkan region. I hope that Russia will be willing to work with the EU and the United States to achieve the same amount of success in the region. Likes: 372 Retweets: 19

Inject 5-5a: Artifact 1

Inject 5-5a: Artifact 2

Inject 5-5b: U.S. responds with messages that attempt to build constructive cooperation, but are specifically tailored to resonate with current beliefs and perceptions of Southeastern Europe populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round - Resonant Type of Inject: News Article Originating Entity: BBC News Covert / Overt: Overt Purported Source: United States	TITLE: The US has a renewed interest in the Balkans DATE: July 22, 2021 TEXT: European officials have stated that the United States has become an integral partner in creating a strong and successful integrated response in the Balkans during the recent months of the COVID-19 pandemic. The Biden Administration reiterated this shared feeling of camaraderie, stating: *"The Western Balkans, are in one of the greatest transitional periods in recent history. Their integration into the European space remains the highest priority for the United States and our European allies. The Western Balkans are essential for a stable Southeast Europe and a Europe that is whole, free, and at peace. We have a deep respect for and friendship with the citizens of the Balkans and hope to continue to assist the region in as many ways as possible. Our main priority is to ensure the equal distribution of vaccines to those who need it. The Balkan nations have contributed a great deal to history, and to America. Nikola Tesla's innovations are the basis for modern electrical grids, and we cannot forget that the Serbian people rescued downed American pilots in World War II. It is both our duty and our privilege to work so closely with friends as magnificent and talented as those we have in the Balkans."* The European Council of Foreign Relations has urged both the United States and other European countries to show continued support for the region.

Inject 5-5b: Artifact

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NEWS

Home | Coronavirus | Video | World | US & Canada | UK | Business | Tech | Science | Stories | Entertainment & Arts | More

World | Africa | Asia | Australia | Europe | Latin America | Middle East

The US has a renewed interest in the Balkans

July 22, 2021

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The Biden Administration reiterated this shared feeling of camaraderie, stating:

"The Western Balkans, are in one of the greatest transitional periods in recent history. Their integration into the European space remains the highest priority for the United States and our European allies. The Western Balkans are essential for a stable Southeast Europe and a Europe that is whole, free, and at peace. We have a deep respect for and friendship with the citizens of the Balkans and hope to continue to assist the region in as many ways as possible. Our main priority is to ensure the equal distribution of vaccines to those who need it. The Balkan nations have contributed a great deal to history, and to America. Nikola Tesla's innovations are the basis for modern electrical grids, and we cannot forget that the Serbian people rescued downed American pilots in World War II. It is both our duty and our privilege to work so closely with friends as magnificent and talented as those we have in the Balkans."

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Inject 5-6: Provides background on current U.S. attempts to revive TPP and enhance integration between West and East (without China).

Description	FULL TEXT OF THE INJECT
Order of Inject: First around – Scenario Background **Type of Inject:** News Article **Originating Entity**: New York Times **Covert / Overt**: Overt **Purported Source**: United States	TITLE: US officials talk of reviving TPP, integration between West and East DATE: June 8, 2021 TEXT: Though former President Trump had abandoned the Trans-Pacific Partnership (TPP) in 2017 - just a few short days after taking office - US officials have recently begun outreach to revive the massive trade deal. Officials state that reviving the TPP will help to bolster relationships - especially in trade between the United States, South America, and South East and East Asia. An independent study found that reimplementing the TPP would allow for a greater increase in income and exports in the United States and would help to kickstart the economy by adding 128,000 full-time jobs within the US. In a January 22, 2022 press briefing, White House Press Secretary Jen Psaki mentioned how President Biden acknowledged the imperfections of TPP and that it could use some work to make it better. President Biden's focus at this point is working towards advancing American working families and the middle-class – a goal which reviving the TPP could help to achieve. President Biden hopes to be able to gain the full support of the other potential signatories of the trade deal by the end of the year.

Inject 5-6: Artifact

ASIA PACIFIC The New York Times SUBSCRIBE NOW Account

US officials talk of reviving TPP, integration between West and East

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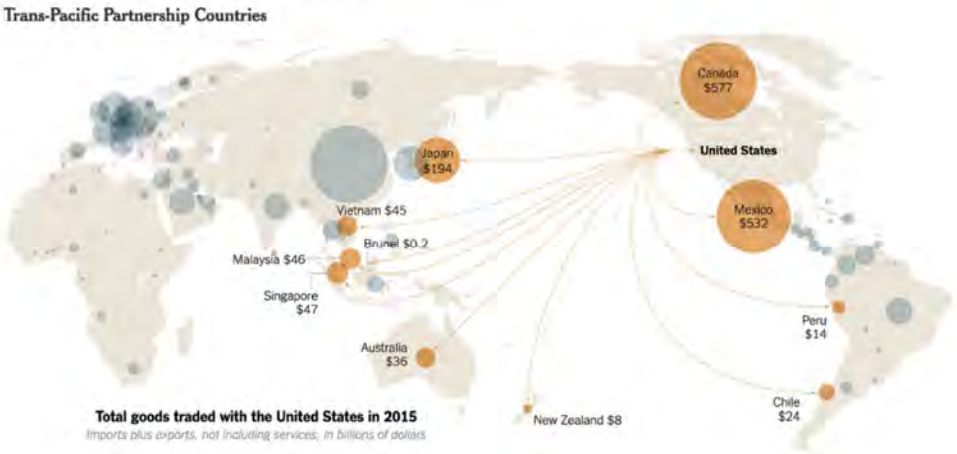

June 8, 2021

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President Biden hopes to be able to gain the full support of the other potential signatories of the trade deal by the end of the year.

Inject 5-7a: PRC criticizes these attempts by employing media messages that disrupt common values between U.S. and Asian audience, but this messaging is not tailored to resonate with current beliefs and perceptions of Asian populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round - Control Type of Inject: News Article Originating Entity: China Global TV Network Covert / Overt: Overt Purported Source: PRC	TITLE: Asian Countries have the most to lose by joining the TPP DATE: July 1, 2021 TEXT: The United States has plans to rejoin the TPP in the next few months. Joe Biden has signed an agreement to further modify the TPP and has stated it is one of the priorities in terms of US goals. The excellent response to Covid-19 by Asian countries has shown the U.S. that the Asian region can stand on its own. This is the major reason motivating President Joe Biden to rejoin the TPP. With 80% of the imported goods untaxed, the deal wouldn't hurt the U.S. much in the long run. One common goal for the U.S. and just about every country that has joined the TPP is mass extortion as tariff prices would decrease dramatically, which could do significant damage to their economies. Malaysia, Brunei, Vietnam and Japan have a lot on the line in joining the TPP. For starters, their exports would decrease in value, and the U.S. would slowly topple local businesses. It is imperative to stay out of the TPP to keep U.S. influence away from Asia. One wonders why the U.S. keeps praising its democracy and integration when these did not seem to work in dealing with the COVID-19 threat. One might ask why Asian countries would try so hard to join up with the U.S…

Inject 5-7a: Artifact

World 08:14, 1-Jul-2021

Translate

Asian Countries have the most to lose by joining the TPP

Updated 10:29, 1-Jul-2021

CGTN

Share

The United States has plans to rejoin the TPP in the next few months. Joe Biden has signed an agreement to further modify the TPP and has stated it is one of the priorities in terms of US goals.

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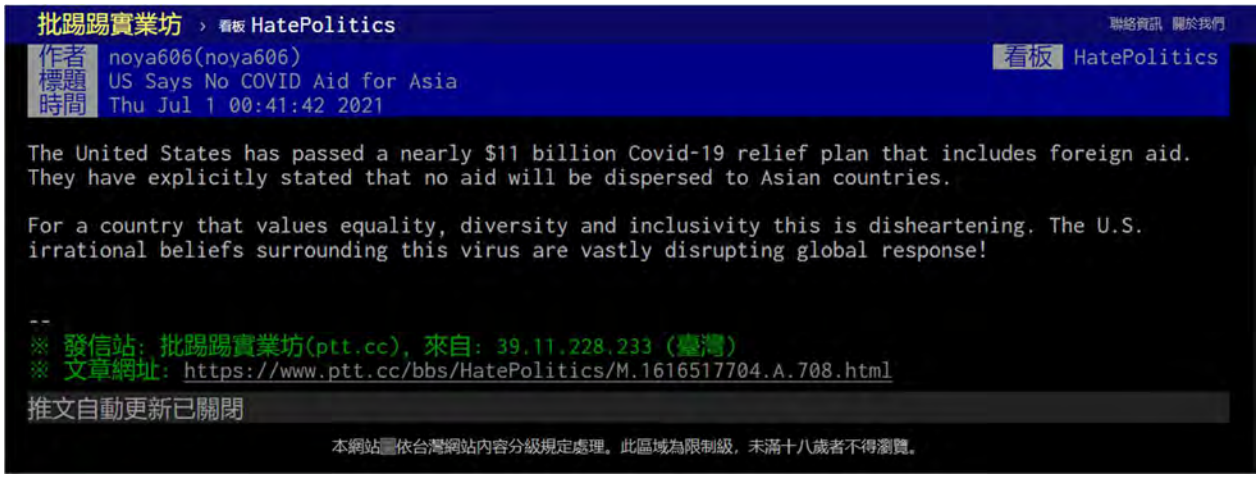
Inject 5-7b: PRC criticizes these attempts by employing media messages that disrupt common values between U.S. and Asian audience, but this messaging is tailored to resonate with current beliefs and perceptions of the Asian populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round – Treatment 1 Type of Inject: Artifact 1: PTT Artifact 2: Facebook Post Artifact 3: Line Artifact 4: Facebook Post Originating Entity: Chinese Government Covert / Overt: Covert Purported Source: 50-Cent Party (Conduct's influence operations on behalf of China)	**ARTIFACT 1: PTT Post – Anonymous** Subreddit: r/Coronavirus DATE: July 1, 2021 TEXT: The United States has passed a nearly $11 billion Covid-19 relief plan that includes foreign aid. They have explicitly stated that no aid will be dispersed to Asian countries. For a country that values equality, diversity and inclusivity this is disheartening. The U.S. irrational beliefs surrounding this virus are vastly disrupting global response! Upvotes: 8k Comments: 867 **ARTIFACT 2: Facebook Post – Anonymous** DATE: July 1, 2021 TEXT: This comment by this individual was left on multiple different posts from the Chinese Professional Baseball League, Tsai Ing Wen (President of Taiwan), and major leaders in other Asian countries. "I am currently a citizen in the United States, and I am trying to get this shocking news out to the entire world before the U.S. government silences me. There are reports that the both the United States and European Union plan to buy out every single vaccine available so that the rest of the world is put at a disadvantage, will not be able to access or will face doubled costs. The U.S. is always preaching democracy, but this is in no way. Luckily there is still the Sinovac vaccine!"

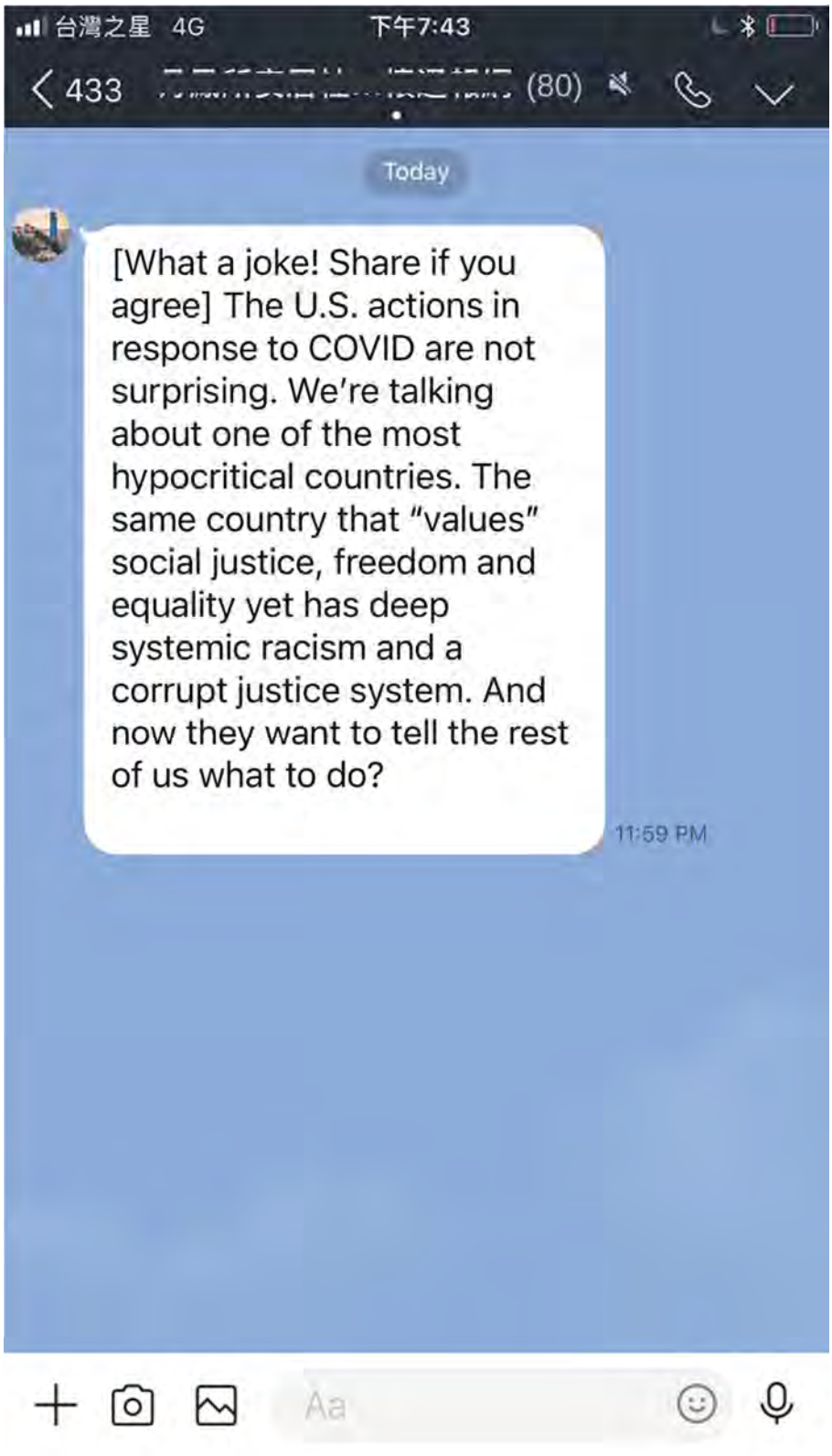
	Likes: 409 Shares: 87 **ARTIFACT 3: Line Post (Anonymous)** DATE: July 1, 2021 TEXT: [What a joke! Share if you agree] The U.S. actions in response to COVID are not surprising. We're talking about one of the most hypocritical countries. The same country that "values" social justice, freedom and equality yet has deep systemic racism and a corrupt justice system. And now they want to tell the rest of us what to do? **ARTIFACT 4: Facebook Post (Anonymous):** DATE: July 1, 2021 TEXT: The U.S. is basically using Taiwan as a pawn in their efforts to dominate the Asia-Pacific region. If it really came down to it, they would give up Taiwan in a heartbeat. They continue to assert their dominance, taking advantage of other countries' disadvantages for their own gain. That is why the U.S. refuses to disperse aid, it is all part of their plan to gain economic power and halt the spread of Asian influence. This is their intention in rejoining the TPP, gaining more leverage!

Inject 5-7b: Artifact 1



Inject 5-7b: Artifact 2

Inject 5-7b: Artifact 3



Inject 5-7b: Artifact 4

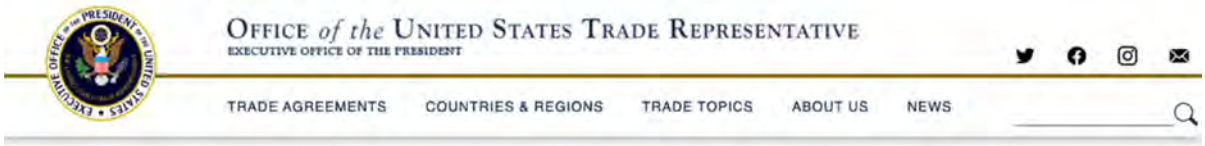
Inject 5-8: U.S. responds to PRC criticism – in a neutral measured way.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round - Response **Type of Inject:** Artifact 1: Twitter Post Artifact 2: TPP Trade Agreement Preview Artifact 3: Direct Response Tweet **Originating Entity**: Artifact 1: United States (USTR) Artifact 2: United States (USTR) Artifact 3: United States (POTUS) **Covert / Overt**: Overt **Purported Source**: Office of the United States Trade Representative	**ARTIFACT 1: Tweet – Office of the U.S. Trade Representative** PROFILE: **@**USTradeRep DATE: July 22, 2021 TEXT: The United States of America reviving the Trans-Pacific Partnership (TPP) would benefit each of the partner countries individually. We look to ensure safe and fair trade while increasing opportunities Read More At: ow.ly/tpp50zYTrdN **ARTIFACT 2**: **Agreement Preview** TITLE: U.S. – Trans Pacific Partnership DATE: July 22, 2021 TEXT: Trans Pacific Partnership Facts: 1. This trade partnership will effectively create about 130,000 jobs upon kickoff in multiple supply chain professions. 2. With the third COVID-19 relief bill, there will be an increase and prioritization of COVID-19 vaccines sent out to partnership countries so that more countries can reach herd immunity. 3. Trade with TPP partner countries is estimated to yield a minimum 40% increase in export profits for each country. 4. Trade tariff changes will have to be unanimously agreed on by all partner countries and have a maximum cap set. **ARTIFACT 3: Tweet - POTUS** PROFILE: @POTUS

	DATE: July 22, 2021 TEXT: The Trans Pacific Partnership is key to returning the world economy to its pre-COVID condition. The PRC accusations are not based in fact but in fear of progress. The longer we delay this, the longer global recovery will take.

Inject 5-8: Artifact 1

Inject 5-8: Artifact 2



U.S. – Trans Pacific Partnership

Trans Pacific Partnership Facts:

1. This trade partnership will effectively create about 130,000 jobs upon kickoff in multiple supply chain professions.

2. With the third COVID-19 relief bill, there will be an increase and prioritization of COVID-19 vaccines sent out to partnership countries so that more countries can reach herd immunity.

3. Trade with TPP partner countries is estimated to yield a minimum 40% increase in export profits for each country.

4. Trade tariff changes will have to be unanimously agreed on by all partner countries and have a maximum cap set.

Inject 5-8: Artifact 3

Inject 5-9: PRC criticizes the attempts in Inject 5-6 in a neutral, measured way (no attacking common values, not tailored to resonate).

Description	FULL TEXT OF THE INJECT
Order of Inject: Second Round-Treatment 2 and Treatment 3 Type of Inject: Twitter Post Originating Entity: China's Ministry of Foreign Affairs account Covert / Overt: Overt Purported Source: MFA	PROFILE: @MFA_China TEXT: The U.S. expresses interest in rejoining the TPP with good intentions. What it is truly seeking is opportunity to dominate the Asia-Pacific region and slow Asian influence. Knowing that the TPP will not advance the economies of Asian countries, the US will use this as leverage. 127 Retweets 753 Likes

Inject 5-9: Artifact

Inject 5-10a: U.S. responds with messages that attempt to build constructive cooperation, but are not tailored to resonate with current beliefs and perceptions of Asian populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round – Non **Type of Inject:** Twitter Post **Originating Entity**: DOS **Covert / Overt**: Overt **Purported Source**: Twitter	**ARTIFACT 1: Twitter Post** PROFILE: @StateDept DATE: July 22, 2021 TEXT: Communication between U.S. and our partners in Asia played a key role in the fight against COVID. Resurrecting the TPP will be the first step towards continuing this cooperation with our Asian partners into the future. Likes: 5,688 Retweets: 798 **ARTIFACT 2: Twitter Post** PROFILE: @StateDept DATE: July 22, 2021 TEXT: The TPP will allow us to increase international trade and development around the Pacific Rim. Collaborative investment in development and the creation of new standards are key elements of the Partnership. We are excited to see the possibilities for all involved! 📈 Likes: 485 Retweets: 15

Inject 5-10a: Artifact 1

Inject 5-10a: Artifact 2

Inject 5-10b: U.S. responds with messages that attempt to build constructive cooperation, but are specifically tailored to resonate with current beliefs and perceptions of Asian populations.

Description	FULL TEXT OF THE INJECT
Order of Inject: Third Round - Resonant **Type of Inject:** Twitter Post **Originating Entity**: DOS **Covert / Overt**: Overt **Purported Source**: Twitter	**ARTIFACT 1: Twitter Post** PROFILE: @StateDept DATE: July 22, 2021 TEXT: Communication between the United States and our partners in Asia played a key role in the fight against COVID. Resurrecting the TPP will be the first step towards continuing this cooperation with our Asian partners into the future. Likes: 15,688 Retweets: 3,421 **ARTIFACT 2: Twitter Post** PROFILE: @StateDept DATE: July 22, 2021 TEXT: The TPP will allow us to promote freedom, democracy, and civil liberties in nations on both sides of the Pacific. Economic cooperation is now more critical than ever to ensure the welfare of the American people as well as that of our friends abroad. History tells us that democracies are strongest when we work together: just look at how countries across the Asia-Pacific came together to help Japan recover from the 2011 earthquake. The TPP will help create more channels for this kind of cooperation and friendship in the future. **ARTIFACT 3: Twitter Post** PROFILE: @StateDept DATE: July 22, 2021

	TEXT: The TPP will allow us to increase international trade and development around the Pacific Rim. Collaborative investment in development and the creation of new standards are key elements of the Partnership. We are excited to see the possibilities for all involved! 📈 Likes: 485 Retweeets: 15

Inject 5-10b: Artifact 1

Inject 5-10b: Artifact 2

Department of State
@StateDept

The TPP will allow us to promote freedom, democracy, and civil liberties in nations on both sides of the Pacific. Economic cooperation is now more critical than ever to ensure the welfare of the American people as well as that of our friends abroad.

11:26 AM · Jul 22, 2021

60 Retweets **17** Quote Tweets **122** Likes

Department of State
@StateDept

History tells us that democracies are strongest when we work together: just look at how countries across the Asia-Pacific came together to help Japan recover from the 2011 earthquake. The TPP will help create more channels for this kind of cooperation and friendship in the future

11:28 AM · Jul 22, 2021

35 Retweets **3** Quote Tweets **98** Likes

Inject 5-10b: Artifact 3

SCENARIO 6: CRISIS IN THE SOUTH CHINA SEA

Dependent Variable Measures
Note: these were specifically altered to fit Scenario 6.

Attitudes

- "Feeling Thermometer" – "*Based on what [Character Name] now knows, we'd like to obtain their likely feelings towards the following countries on a "feeling thermometer." A rating of zero degrees means [Character Name] feels as cold and negative as possible. A rating of 100 degrees means [Character Name] feels as warm and positive as possible. [Character Name] would rate the country at 50 degrees if they don't feel particularly positive or negative towards the country. How does [Character Name] feel towards the following countries?*" (Slider, 0 to 100).[51]
- U.S. Response Rating – *"How much does [Character name] agree with the U.S. reaction to the crisis?" 5 point likert, 1 = Strongly Disagree 5= Strongly Agree*

Believability

- *"Based on what [Character name] has learned about the situation in the South China Sea, we would like to ask you about [Character name]'s feelings: How believable does [Character name] find the claims that are being made by [Chinese / U.S.] officials?" 5-point Likert, 1 = Extremely Unbelievable, 5 = Extremely Believable*

Trust

- Trust – *"Based on what [Character Name] now knows, how much does [Character Name] think [Country] can trust each of the following nations overall?"* (4-point Scale, "Not at All" to "A Great Deal").
- Trust in Promises – "*Based on what [Character Name] now knows, to what extent would [Character Name] trust the following nations to keep their promises?"* (4-point Scale, "Not at All" to "A Great Deal").
- International Trust (Only used as a Baseline) – *"Generally Speaking, would [Character name] be likely to say that [Country] can trust other nations, or that [Country] can't be too careful in dealing with other nations?"* (Binary, "[Country] can trust other nations" and "[Country] can't be too careful in dealing with other nations.").

Cooperation

- "*Does [Character Name] feel that [Country] should, in general, cooperate more or less with the following countries?"* (3-point Scale, "Cooperate less", "Cooperate the same as before", "Cooperate more").[6]

[51] Adapted from a measure used in Pew Research Center (2018). Partisan Divides in Views of Many Countries – but Not North Korea. https://www.pewresearch.org/politics/2018/09/10/partisan-divides-in-views-of-many-countries-but-not-north-korea/

Qualitative Perceptions

- Ideal US Response – "What does [Character name] feel would have been the best possible U.S. reaction to this scenario?" Open ended response.
- Desired Messaging – "Is there any messaging that [Character name] did not see from the U.S. that they were hoping to see?" Open ended response.

Description:
Tensions continue to rise in the Philippine EEZ in the South China Sea. A major typhoon has significantly damaged a Philippine ship sitting atop Second Thomas Shoal. To fix the ship, the Philippines are preparing to build a platform across its damaged deck. China has strongly denounced this construction as illegal, insisting that the remains of the ship should be sunk, and has shown further readiness to deploy nearby armed forces to prevent such illegal construction. Thus far, the U.S. has not taken an active position on this escalating crisis.

Additional Details:
It has been a week since the start of the standoff over the SIERRA MADRE. China Coast Guard vessels continue to enforce their effective blockade of the resupply convey, while now joined by a significant number of maritime militia "fishing vessels" which are engaging in dangerous behavior towards PHL vessels (shadowing too closely, playing "chicken" etc). Their presence is being covered in Chinese mainstream and social media as a spontaneous act of national pride. A substantial PLAN presence (three DDGs and two FFGs) has also taken up position at a distance sufficient to intervene should there be further escalation – but described as a "routine exercise."

At the direction of SecDef, in order to maintain appropriate options for POTUS, significant movement has been initiated throughout the US military presence in the INDOPACOM AOR – including substantial and observable changes in readiness, and the re-deployment of the RONALD REAGAN from a port visit in Singapore to sail by Palawan on her way to Japan.

The situation is being continuously and widely covered by global media. US officials from State, Defense, and the White House have maintained a calm but firm line against "Chinese aggression in the South China Sea," and a focus on the importance of respecting Philippine sovereignty and concern for the wellbeing of the PHL personnel. Overall, US allied governments in the region have echoed these concerns, and have expressed support for the ongoing US role in the region. Questions about the actual prospect of direct military support to Manila, have, however, been deflected by all. Importantly, Manila has also generally avoided mentioning any need or desire for US support, and has downplayed the importance of the situation in international media.

Domestically in the PHL the situation appears complicated. Some media – especially anti-government media – are carrying stories calling the stranded Marines national heroes, and condemning a lack of stronger action. However, other anti-government media – with strong backing from PRC aligned international media – are running the storyline from Beijing: the entire incident is the result of a corrupt alignment with historically imperialist interests from

the US, and not in favor of the actual national security interests of the Philippines. This story is being bolstered by some leaked documents purporting to show that the contractors hired to provide the repair supplies for the SIERRA MADRE had bribed a government official with money obtained from a US businessman.

Elsewhere, Beijing is also on the offensive, with a concerted media campaign accusing the Philippines and the US of militarizing a civilian police matter. "This is a straightforward maritime law dispute," the PRC Foreign Ministry spokeswoman said on Wednesday, "as it always has been – which the Philippine government, with the tacit support of the US, has irresponsibly escalated into a potential military confrontation.?" Behind closed doors, the attitude in DC is nervous. Communication with Manila is minimal and terse. Formal bilateral coms have not been requested on the military side, and informal consultations have suggested serious reservations, not only from the political leadership, but the MOD, to ask for US support. A note from the Defense Attache in Manila, which has been circulating, contains the phrase: "They are frankly afraid to ask us for backup, because they worry there won't really be an answer – or worse, the answer will be: no."

Trigger: China is publicly messaging the Philippines that this is a bilateral issue of a long-standing territorial dispute to be handled through legal channels.

Injects:

- **Inject 6-1**: Inject giving background on the conflict in the South China Sea. Includes information about the typhoon and SIERRA MADRE damage with the Philippines stating that they will stabilize the ship.
- **Inject 6-2**: Inject showing news reports of the crisis. Includes escalating tension discussion and crisis mode/problems in Philippines taking place 2 weeks after Inject 1 dates.
- **Inject 6-3**: Inject providing context of what the U.S. is and is not doing, as well as what the Chinese are saying.
- **Inject 6-4**: Inject showing neutral position of the U.S. with comment from SecDef to reporters with "no comment" etc.
- **Inject 6-5**: Inject showing full SecDef statement from Pentagon in press conference/formal statement in consultation with WH and DOS. The U.S. is asking the Philippines to refrain from escalating the situation. The U.S. does not wish to see its hand forced into a militarized dispute with China.

Notes:

- Control Order: 1, 2, 4
- Treatment Order: 1, 2, 5

Experimental Design:

Basic Design:

- Baseline collection of DVs.
- Scenario is presented where different reactions are made by the U.S.
- After each reaction by U.S., recollect DVs

Variables:

- *DVs*: Attitude (Thermometer), Believability, General Trust, Trust in Promises, Cooperation, US Response Rating, Ideal US Response, Desired Messaging
- *IVs*: US "No Escalation" messaging

Subsets:

- Control: No U.S. messaging at all.
- Treatment 1: The U.S. is asking the Philippines to refrain from escalating the situation. The U.S. does not wish to see its hand forced into a militarized dispute with China. U.S. making statement/messaging.

Inject 6-1: Inject giving background on the conflict in the South China Sea. Includes information about the typhoon and SIERRA MADRE damage with the Philippines stating that they will stabilize the ship.

Description	FULL TEXT OF THE INJECT
Order of Inject: 1 **Type of Inject:** BBC **Originating Entity**: Philippine Department of National Defense **Covert / Overt**: Overt **Purported Source**: N/A	TITLE: Philippines to Repair Stranded, Damaged *Sierra Madre* After Devastating Typhoon DATE: September 23rd, 2021. TEXT: After Category 5 Super-Typhoon Mindulle wrought havoc on much of Southeast Asia last week, the Philippine's Secretary of National Defense issued a statement confirming reports that the BRP *Sierra Madre,* a Philippine Navy ship that serves as an outpost on Second Thomas Shoal, had sustained heavy damage. The statement also announced the Philippine Navy's intent to move forward with plans to build support structures and repair the vessel, which was originally built during World War II. Despite repairs in recent years, rust-ridden *Sierra Madre* was already in a poor state of repair before the storm. In 1999, *Sierra Madre* was intentionally run aground on Second Thomas Shoal in response to Chinese occupation of Mischief Reef, a little less than 40 kilometers away. This is a grey legal area, because the Philippines have not actually constructed anything on the disputed ground. For over two decades since, *Sierra Madre* and her crew of nine marines have served as Manila's stalwart defenders of the otherwise uninhabited speck, almost 200 kilometers from home. In 2014, the Chinese Coast Guard blockaded the Shoal in an attempt to prevent the Philippine Navy from resupplying the isolated outpost. Supplies are now parachuted in monthly, but the Marines frequently must rely on fishing in the local waters. Chinese Coast

	Guard ships often lurk nearby, a tangible reminder of the tensions at play over the seemingly insignificant sandbars of Second Thomas Shoal. Earlier this year, the Philippine military began quietly stepping up patrols in the South China Sea. During three months in spring, 13 Philippine vessels transited through contested waters at least 57 times, an increase from the 3 vessels and 7 visits in the previous 10 months. It is possible that the repair effort will lead to heightened tensions in the region. Similar efforts in the past have led to standoffs between the Chinese Coast Guard and the Philippine Navy.

Inject 6-1: Artifact

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Philippines to Repair Stranded, Damaged 'Sierra Madre' After Devastating Typhoon

23 September

Image of BRP Sierra Madre

After Category 5 Super-Typhoon Mindulle wrought havoc on much of Southeast Asia last week, the Philippine's Secretary of National Defense issued a statement confirming reports that the BRP Sierra Madre, a Philippine Navy ship that serves as an outpost on Second Thomas Shoal, had sustained heavy damage. The statement also announced the Philippine Navy's intent to move forward with plans to build support structures and repair the vessel, which was originally built during World War II. Despite repairs in recent years, rust-ridden Sierra Madre was already in a poor state of repair before the storm.

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In 2014, the Chinese Coast Guard blockaded the Shoal in an attempt to prevent the Philippine Navy from resupplying the isolated outpost. Supplies are now parachuted in monthly, but the Marines frequently must rely on fishing in the local waters. Chinese Coast Guard ships often lurk nearby, a tangible reminder of the tensions at play over the seemingly insignificant sandbars of Second Thomas Shoal.

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It is possible that the repair effort will lead to heightened tensions in the region. Similar efforts in the past have led to standoffs between the Chinese Coast Guard and the Philippine Navy.

Inject 6-2: Inject showing news reports of the crisis. Includes escalating tension discussion and crisis mode/problems in Philippines taking place 2 weeks after Inject 1 dates.

Description	FULL TEXT OF THE INJECT
Order of Inject: 2 **Type of Inject:** News **Originating Entity**: SMH **Covert / Overt**: Overt **Purported Source**: Philippine Secretary of National Defense	TITLE: Déjà vu: Sierra Madre Repairs Begin, Philippine Ship Beached on Disputed Island with Supplies DATE: October 7th, 2021 TEXT: Tensions continue to grow in the South China Sea as the Philippines continues with efforts to repair the BRP *Sierra Madre.* Last week, Philippine defense officials said that the ship, which the Philippine military uses as an outpost to maintain a territorial claim to the disputed Second Thomas Shoal, is no longer livable for the dozen or so marines who are aboard. They also said that the necessary repairs would take several months, during which the vessel would be uninhabited, and would require support structures on the shoal to make the conditions safe for the workers carrying out the repairs. China has accused the Philippines of illegal construction on disputed territory and has strongly condemned these moves. Chinese Coast Guard vessels have for the past ten days enforced an effective blockade of the Philippine ships sent to resupply and repair the *Sierra Madre*. They have now been joined by a significant number of maritime militia "fishing vessels" which have been engaging in dangerous behavior towards the Philippine vessels (e.g., shadowing them too closely and playing "chicken" with them). Chinese mainstream and social media have called this "a spontaneous act of national pride," while Chinese naval vessels have moved into the area as part of what they describe as a "routine exercise". Today, Philippine Secretary of National Defense Delfin Lorzenzana announced a corvette, two

	offshore patrol vessels, and a landing ship, had successfully broken through the Chinese Coast Guard blockade of the island overnight. He said that BRP *Laguna*, which was carrying the supplies for the repair operation, had been ordered to run aground and serve as a base of operations for the repair effort. To add insult to injury for the Chinese Coast Guard, *Laguna* is the same outdated and dreadfully slow class of ship as the *Sierra Madre*, a taunt aimed directly at Beijing which is sure to turn heads. Secretary Lorenzana thanked the captains and crews of the BRP *Conrado Yap,* BRP *Gregorio del Pilar,* BRP *Ramon Alcaraz*, and BRP *Laguna* for their excellent work which will allow for repair efforts to commence. He also said that the crew of the *Sierra Madre* was in good spirits when they were brought aboard the *Conrado Yap*, and that they will be returning home soon. Later in the day, Chinese defense officials denounced the "irresponsible" acts of the Philippine Navy, condemning the repair effort as direct violation of China's sovereignty over its coastal waters. They also stated that a number of additional Coast Guard ships were being deployed to the area in response to the incident, and that the only solution to the issue was for the Philippine military to abandon the *Sierra Madre* and remove the *Laguna*.

Inject 6-2: Artifact

The Sydney Morning Herald

World Asia China relations

Déjà vu: Sierra Madre Repairs Begin, Philippine Ship Beached on Disputed Island with Supplies

Updated October 7, 2021, first published at 11.54am

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The BRP Laguna, the Philippine Navy ship which has beached on Second Thomas Shoal.

Tensions continue to grow in the South China Sea as the Philippines continues with efforts to repair the BRP Sierra Madre. Last week, Philippine defense officials said that the ship, which the Philippine military uses as an outpost to maintain a territorial claim to the disputed Second Thomas Shoal, is no longer livable for the dozen or so marines who are aboard. They also said that the necessary repairs would take several months, during which the vessel would be uninhabited, and would require support structures on the shoal to make the conditions safe for the workers carrying out the repairs. China has accused the Philippines of illegal construction on disputed territory and has strongly condemned these moves.

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Inject 6-3: Inject providing context of what the U.S. is and is not doing, as well as what the Chinese are saying.

Description	FULL TEXT OF THE INJECT
Order of Inject: 3 **Type of Inject:** News **Originating Entity**: Foreign Policy **Covert / Overt**: Overt **Purported Source**: N/A	TITLE: Regional News Roundup - Escalating Tensions in the South China Sea DATE: October 7th, 2021 TEXT: Amid the growing escalation in the South China Sea and tensions between the Philippines and China, here is a recap of regional news in the past week: • In a joint press conference, US officials from numerous departments reaffirmed a "calm but firm line against Chinese aggression in the South China Sea", echoed by US allies • US Secretary of Defense has announced plans for increasing the readiness and situational awareness of its forces in the South China Sea region • Media response is mixed among Philippine sources – some in the local media are condemning a lack of stronger action by the US, while others argue that the incident is the "result of a corrupt alignment with historically imperialist interests from the US, and not in favor of the actual national security interests of the Philippines" • Beijing officials have accused the Philippines and the US of militarizing a civilian police matter. "This is a straightforward maritime law dispute," a PRC Foreign Ministry spokeswoman said on Wednesday, "as it always has been – which the Philippine government, with the tacit support of the US, has irresponsibly escalated into a potential military confrontation."

Inject 6-3: Artifact

FP

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Regional News Roundup - Escalating Tensions in the South China Sea

Last Updated: October 7, 2021

US Navy Vessels in the South China Sea

OCTOBER 7, 2021, 8:46 PM

Amid the growing escalation in the South China Sea and tensions between the Philippines and China, here is a recap of regional news in the past week:

- In a joint press conference, US officials from numerous departments reaffirmed a "calm but firm line against Chinese aggression in the South China Sea", echoed by US allies
- US Secretary of Defense has announced plans for increasing the readiness and situational awareness of its forces in the South China Sea region
- Media response is mixed among Philippine sources – some in the local media are condemning a lack of stronger action by the US, while others argue that the incident is the "result of a corrupt alignment with historically imperialist interests from the US, and not in favor of the actual national security interests of the Philippines"
- Beijing officials have accused the Philippines and the US of militarizing a civilian police matter. "This is a straightforward maritime law dispute," a PRC Foreign Ministry spokeswoman said on Wednesday, "as it always has been – which the Philippine government, with the tacit support of the US, has irresponsibly escalated into a potential military confrontation."

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Inject 6-4: Inject showing neutral position of the U.S. with "no comment".

Description	FULL TEXT OF THE INJECT
Order of Inject: 4 **Type of Inject:** News Article **Originating Entity**: The Washington Post **Covert / Overt**: Overt **Purported Source**: U.S. Secretary of Defense	TITLE: Biden Administration remains silent amid escalating tensions in the South China Sea DATE: October 8th, 2021. TEXT: When asked about the rapidly escalating situation in Southeast Asia during a routine press conference today, Secretary of Defense Llyod Austin replied that the Administration would not be commenting until it has more reliable information about the situation. He said that representatives of the United States are engaging with all parties through diplomatic channels.

Inject 6-4: Artifact

The Washington Post
Democracy Dies in Darkness

Politics | Live updates | Biden administration | The Biden Agenda

Politics

Biden Administration remains silent amid escalating tensions in the South China Sea

October 8, 2021 at 8:45 p.m. EDT

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Read the full story →

Inject 6-5: Inject showing full SecDef statement from Pentagon in press conference/formal statement in consultation with WH and DOS. The U.S. is asking the Philippines to refrain from escalating the situation. The U.S. does not wish to see its hand forced into a militarized dispute with China.

Description	FULL TEXT OF THE INJECT
Order of Inject: 5 Type of Inject: News Originating Entity: The Washington Post Covert / Overt: Overt Purported Source: U.S. Secretary of Defense	TITLE: US Secretary of Defense Urges Restraint in Philippines as Tensions Grow DATE: October 8th, 2021. TEXT: The US Secretary of Defense Lloyd Austin has urged the Philippines to refrain from taking actions that would escalate a tense territorial dispute it is engaged in with China. In a joint press conference with White House and State Department officials, Secretary Austin emphasized that the US would maintain a "calm but firm line" against growing Chinese aggression in the region and that he would highly encourage Philippines officials to do the same. He said that the US continues to support and respect Philippine sovereignty, but that neither the US nor the Philippines could afford to become embroiled in "broader regional conflict" in Southeast Asia right now. De-escalation of the crisis would support the mutually held strategic objectives of the Philippines and the US and would contribute to regional stability. This statement was met with criticism from some media commentators in the Philippines as not being sufficiently supportive of Philippine efforts to protect its sovereignty, while other commentators suspected of being aligned with China praised the "mature" U.S. position.

Inject 6-5: Artifact

The Washington Post
Democracy Dies in Darkness

Politics Live updates Biden administration The Biden Agenda

Politics

US Secretary of Defense Urges Restraint in Philippines as Tensions Grow

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