

**AFFILIATIVE TERMS AS A LINGUISTIC TOOL FOR IMPROVING  
PERCEPTIONS OF OUT-GROUP MEMBERS?**

**SUPPLEMENTARY ONLINE MATERIAL**

**Supplementary Text S1.** Full transcript of the two vocal stimuli (speeches) used in the study. Aside from the inclusion of the kinship term ‘**mate**’ (highlighted in bold), the two speeches were identical.

*Hey **mate**! Welcome aboard. I'll be your instructor today. I've been told that today is your first ever bungee jump and I can tell you're going to love it. First just double check your harness and your helmet. Your harness should be clipped in everywhere, but there should be a fair amount of slack to it. Also, make sure your helmet is tightened securely. You need it for your contact with the water, and in-case you hit the rope on the way down.*

*Alright **mate**, so because it's your first jump, I can offer you two options. Your first option is the brave option. You'll walk out to the platform, put your toes over the edge and jump. You'll need to jump headfirst and keep your arms above your head. When you feel the elastic start to tighten, make sure you put yourself into a diving position and you should just skim the top of the water. If you're not feeling up to that, I can offer you the backwards drop. You'll face me, I'll hold onto your harness and slowly lower you to about 45 degrees where it's safe to let you go. I'll only let go if you tell me to, and if you say no that's fine to. So the choice is yours **mate**, what are you feeling?*

**Supplementary Table S2.** Results (raw data) of the experiment exposing listeners to six pre-recorded speeches and having them assess the trustworthiness of the speakers. The following variables are shown: Listener ID; presentation order (one, two, three and four); accent (Australian English, British English and Swedish English); speech type (with affiliative [kinship] terms vs. without); trustworthiness rating (on a 7-point Likert scale); sex of listener (male vs. female).

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