

Running Head: Decision to make a Charitable Donation

The Effect of Recipient of Donation and Circumstance
of Donation upon the Decision to make a Charitable Donation

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Abstract

The main purpose for this study was to research the effects of the societal emphasis placed on individualism and how this has affected the Church. More specifically, the emphasis of this study was on how individualism has affected compassion. The study was conducted using Olivet Nazarene University undergraduate students. The specific variables manipulated in this experiment to tackle this problem were who the recipient of a donation was (either a particular family in need or an organization that helps families in need) and the circumstances of the donation (the giver was in one case an individual acting alone, in another case the individual gave while in the presence of two of his peers who were also giving, and in the third case, giving while in the presence of two of his peers who did not donate). The students were randomly assigned to read one of six different versions of a scenario. All of the scenarios were identical except for the necessary changes made in order to manipulate the independent variables. After reading the scenarios, the students rated their strength of agreement with a series of statements concerning the information presented in the scenario. The dependent variable was the rating given by participants indicating how strongly they agreed with the decision of the central figure in the scenario to donate to a charitable cause. It was hypothesized that the agreement ratings would be higher when the giver in the scenario gave to a specific family rather than to an organization. It was also hypothesized that the agreement ratings would be higher when the individual's friends in the scenario donated as well. The data were analyzed using 2 X 3 between groups factorial analysis of variance. The results of this analysis indicated that while there was no significant difference in the agreement ratings due to the circumstances of the donation, there was a significant difference as a function of the recipient of the donation. Specifically, higher ratings were given when the recipient of the donation was a particular family than when the recipient was a charitable organization. It was concluded that the most effective way to motivate people to act compassionately is to provide them with information regarding a specific need.

The Effect of Recipient of Donation and Circumstance of Donation upon the Decision to make a Charitable Donation

An article published in the June 2004 issue of Holiness Today provided the background and underlying question that guided my study. In conjunction with this article written by Dr. Jon Johnston entitled, “Anemic or Robust?” and the topic for this year’s Harold Young Research Award, “Religious Movements in an Age of Radical Individualism,” I formed the basis for my research. The goal of all researchers should be to seek the truth in the questions that they are confronted with. As the Church of the Nazarene nears its centennial mark, several questions arise among researchers about where the Church has been and where it is heading. One has to question how the Church has responded to the changes around them that have inevitably made their way into the attitudes and ways of life of its members. In his article, “Anemic or Robust?” Johnston (2004) discusses the idea that “the way a church approaches change is a-perhaps the-critical issue that determines its health and vitality” (p. 14). Expanding on this idea while focusing on the proposed topic for this year’s competition, my goal was to create a study in conjunction with the ANSR association that would “generate that kind of sociological research which provides valid information related to those subject areas that our denomination considers to be especially helpful in better fulfilling it’s God-ordained mission” (<http://nazarene.org>, 2004).

Several new churches and denominations are making their way in today's society. However, as new churches are emerging and religions are based upon cultural trends, it is important to remember the foundational truths that the Church of the Nazarene was founded upon. It is not until we state what those beliefs are that we can recognize if they have indeed changed. And once recognized, ask if the change is in fact a result of our changing society.

One of the important truths that the Church of the Nazarene emphasizes is that "God is concerned for the poor and needy of society" and after becoming a believer we are called "to serve God through service to others." Furthermore, this service "extends to all humanity, as all people, being created in the image of God, have ultimate value" (<http://nazarene.org>, 2004). As it clearly states in our doctrine, compassion is an integral characteristic that defines us. And compassion, as defined by The American Heritage Dictionary, is "the humane quality of understanding the suffering of others and wanting to do something about it" (Houghton Mifflin, 2000). On a larger scale the Church is one of compassion. Within the Nazarene denomination we have formed Nazarene Compassionate Ministries and our "worldwide network of Nazarene churches makes it possible for the denomination to serve as a conduit of assistance to hurting nations" (<http://nazarene.org>, 2004).

It is very obvious by the statistics and numbers that the Church of the Nazarene is thriving in other parts of the world. But, the question that needs to be answered is how are we doing here, in our own changing society? Johnston (2004) gives three important steps for a church to follow when it is facing change. First of all he says, "being informed and aware of change is imperative" (p. 14). In a study by Bredholt (1991), the author examines the issues that faced the Church as it approached the new millennium. In it he stated five key factors that

impacted the Church. They were “1. change in the family structure 2. time 3. priority and values of a new generation 4. consumerism (choice) 5. decoupling of faith and church” (1991). When the new millennium approached these factors seemed not only evident, but also more resolute. In his book, The Death of the West, Buchanan (2002) discusses the magnitude society’s impact and how the changing times have affected peoples’ morality. He writes, “What people truly believe about right and wrong can better be determined by how they live their lives than by what they tell the pollsters. If so, the old moral order is dying. As late as the 1950s, divorce was a scandal, “shacking up” was how “white trash” lived, abortion was an abomination, and homosexuality the “love that dare not speak its name. Today, half of all marriages end in divorce, “relationships” are what life is about, and “the love that dare not speak its name” will not shut up.” He then quotes Ron Lesthaeghe, who says “The collapse of marriage and marital fertility is due to a long-term shift in the Western ideational system away from values affirmed by Christianity—sacrifice, altruism, the sanctity of commitment—and toward a militant “secular individualism” focused on the self” (Buchanan, 2002, p. 43-44). In this context, the definition for individualism is “a doctrine holding that the interests of the individual should take precedence over the interests of the social group” (Houghton Mifflin, 2000). If we recognize the changes, then next we must “carefully assess its nature, value, and probable effects” (Johnston, 2004, p. 14). So, if our society is proving to be more individualistic, then what are the effects of these trends and are they indeed seeping into the Church?

In an article written by Crow and Houseal (1999), the authors explore the debate of secularization within the Church of the Nazarene. There are many sides to this issue, but I must agree with the authors when they conclude, “As we enter the twenty–first century, the Church of

the Nazarene in the United States must deal with a secular, pluralistic culture” and “While there is certainly some evidence of secularization, there are also reassuring signs”. While the probable effects may be a confrontation with a culture that celebrates individualism, we must boldly counter these attitudes with a love from Christ. John helps us realize this truth when he says, “Dear friends, since God so loved us, we also ought to love one another. No one has ever seen God; but if we love one another, God lives in us and his love is made complete in us” (1 John 4:11-12, NIV). As exemplified by John Wesley, who gave away (we are told) 98 percent of his income, and Phineas Bresee, one way we can show God’s love is through compassion to others (Nees, 2004, p.31).

By completing this study I wanted to see if society has indeed affected the Nazarene belief system and if the health of the Church is at risk due to these effects. An ideal place for me to do my research was at the university I attend, with the subjects for my research being young adults who have grown up in today’s postmodern culture. How important is compassion, one of the primary teachings of John Wesley, to these college students?

Method

Participants

The participants in the present experiment were sixty-three Olivet Nazarene University undergraduate students (11 men and 52 women) from a variety of majors. The participants volunteered to serve in the experiment in exchange for extra course credit. Ten participants were randomly assigned to each of the six experimental conditions described in the following section.

The data from three additional participants were eliminated using a random number table to equalize the number of participants in each of the six factorial conditions.

Design

For this experiment I implemented a 2 X 3 between groups factorial design. One of the independent variables in this study was the recipient of the donation (either a specific family in need or an organization designed to help families in need). And the other independent variable studied was the circumstance of the donation (the individual giving while no peers are present, the individual giving while two peers are present and also give, and the individual giving while two peers are present but do not give). The dependent variable being measured was the students' strength of agreement rating regarding how strongly they agree with a statement concerning the individual's decision to give. The design of the experiment looked as follows:

Table 1

		Circumstance of Donation		
		Individual	Peers Donating	Peers Not Donating
Recipient of Donation	Family			
	Organization			

Materials

I wrote six different scenarios to complete this experiment. All of them were identical except for the necessary changes that were made in order to manipulate the independent variables. In each of the scenarios a college student named John had the opportunity to give a monetary donation and in all of the scenarios he chose to give. In two of the scenarios John gave by himself to either a family or an organization, without any influences from outside sources. In the other four scenarios John had two peers, whom in two scenarios also gave to either a family or an organization and in the other two scenarios, his peers chose not to give to either a family or an organization. To see the full copies of the scenarios please refer to Appendix A. A set of five statements regarding the scenarios was also provided and the participants were asked to rate their strength of agreement with each of the statements. Each statement was followed by a scale ranging from 1 to 7, with 1 being strongly disagree and 7 strongly agree. There were four statements that served as distractors to draw the participants any special attention from the fifth statement, which served as the target statement for my study. This critical statement read, “John’s decision to donate the money he had received from Mr. Smith was the right one.” To see a copy of the statements please refer to Appendix B.

Procedure

Three experimental sessions were held in 30-minute increments to collect the data from the students. The students were asked to sit in the front rows of the room. After waiting a few minutes to start signs were posted on the doors so no one would interrupt the experiment. The students were given instructions to read the scenario given to them and then respond to the five statements about the scenario they had read. They were instructed to rate their strength of

agreement with the statements on a scale of 1 to 7, with 1 being strongly disagree and 7 strongly agree. Before I passed out the scenarios the students were informed about the process of the experiment and were thanked for their participation. I also informed them that they had the choice of withdrawing from the experiment at any time if they no longer wanted to continue. After the participants were done reading the scenarios and rating the statements, I collected them and then I debriefed them about the purpose of my study. They were asked to not disclose the details of the experiment with other students until I had collected all of the data. If they were interested in the outcome of my study they were instructed to see my professor overseeing the experiment or myself. They were then thanked once more and dismissed.

Results

The data collected yielded some interesting results. Table 2 displays the mean strength of agreement ratings across the factorial conditions.

Table 2
Mean Strength of Agreement Rating
as a function of Recipient of Donation and
Donation Circumstances

Donation Circumstances

		Individual	Peers Donating	Peers Not Donating	Overall
Recipient Of Donation	Family	6.5	6.4	6.6	6.5
	Organization	6.2	6.0	5.7	5.967
	Overall	6.35	6.2	6.15	

Table 2 shows that overall, the “individual” circumstance received the highest rating, followed by the “peers donating”, and then the “peers not donating” circumstance had the lowest agreement rating. However, both overall and at each level of the recipient of donation variable, there was very little difference in the agreement across the circumstance conditions. Table 2 also shows that both overall, and for each donating circumstance condition, when the recipient of the donation was a specific family, the ratings were higher than when the recipient was an organization.

The data that the means displayed in Table 2 were subjected to a 2 X 3 between groups factorial analysis of variance. Table 3 shows the ANOVA summary table for this analysis. When looking at the donation circumstance variable and the interaction between this variable and the recipient of donation variable, there were no significant effects. However, there was a significant difference in the agreement ratings across the recipient of the donation conditions at the .05 level. This effect shows that the students were more likely to agree that John’s decision to make a compassionate donation when the recipient was a specific family than when the recipient was an organization. Finally, it is noteworthy that in five of the six experimental conditions, the agreement ratings were six or higher. This indicates that Olivet Nazarene University students seem to be quite compassionate under varying circumstances.

Table 3

**ANOVA Summary of Strength of Agreement
Rating as a Function of
Donation Circumstance and
Recipient of Donation**

	F-Observed	DF	MSE	Probability
Donation Circumstance	.213	2;60	1.019	.809
Recipient of Donation	4.189	1;60	1.019	.046
Interaction	.507	2;60	1.019	.605

Discussion

My original hypothesis for this study was that society’s focus on individualism has affected the attitudes of students today, especially when discussing the issue of compassion and its importance as part of our mission set forth in the foundations of our denomination. According to my findings, the students at Olivet Nazarene University overwhelmingly proved to agree that compassion is the best decision. However, overall they are more likely to show compassion to a specific family than to an organization designed to help families. Using this outcome it is implied that a Church would be more likely to provoke people to act compassionately if they specify a certain need. Both of these results are significant to answering the question at hand and help us to better understand how people, who make up the Church, are being impacted by the individualistic attitudes of today. Luckily, I don’t envision the deterioration of the Church and my research does not support this theory either. I was happy to find that all of the means of

agreement ratings were significantly high. This proved to me that my generation hasn't been so coerced by the attitudes of our culture that they would rather not show compassion to someone. Dr. Johnston suggested that for the Church to remain healthy it must strive to ignore "the "sea of beckoning fingers" that lures it toward shortcuts, deviations, and compromises. In short, it means hanging tough on essentials despite powerful cultural resistance and enticing but faulty ecclesiastical fads" (2004, p. 15). So, in conclusion, I would like to answer Jon Johnston's question and the question proposed to me by ANSR. I do believe that we are a healthy church and if we are healthy then there is no need to reinvent our denomination. However, I do believe that it is always necessary to constantly reevaluate our values and progress to ensure that we, as the Body, are maintaining the mission that was set before us and to hold tight to the beliefs that define us as a Church. In the first chapel service of the new year, my university chaplain, Dr. Michael Benson, left the students with this question and I would like to leave it with you. "Are you up to the challenge of applying biblical worldview truths to the moral dilemmas of our day?" (Benson, 2005).

My hypothesis for the outcome of the data was that the students would be more inclined to agree if the scenario portrayed the individual and his peers donating, and they would disagree most strongly when the peers were choosing not to give. I thought that perhaps peer influence in the scenario might have had an impact on the extent to which a person chose to agree with a decision to show compassion. I did hypothesize, however, as it turned out, that students would be more likely to give to a specific family than to an organization. I thought this because it seems that today people are so hesitant about who they give their money to. People do not give with the faith that it will get to whomever it is supposed to help. In an article by Porter (2004), the author

quotes John Wesley's Sermon 65, in which he preached, "Put no confidence in your own wisdom, or address, or abilities of any kind. For the success of all you speak or do, trust not in yourself, but lift up your heart to him that worketh all in all" (2004, p. 28). Perhaps, we should have more confidence that God knows our willing hearts and we should give gifts out of love and faithful obedience.

As in all studies, there are aspects that could have been done differently and other variables that could be measured. In my experiment if I were to repeat it, I would have made my target statement more direct towards the reader. Although I felt that they answered it honestly and I was able to answer my question from the statement the way it was, I think that they may have internalized their decision a little more and this may have perhaps changed the results. To revise the statement I would have said, "John's decision to donate was the correct one and I would have made the same decision in this case." It would also be interesting to change the emphasis of the study from compassion to another characteristic that defines the Church. There are many different ways that this experiment could be adjusted and refined. I do think it is important to do this kind of research because "to decide not to upgrade, sharpen our tools, and reassess in light of changing circumstances is to choose to become irrelevant. Not to move forward is to fall back" (Johnston, 2004, p. 16).

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Appendix A

Scenario 1 Individual Donating to a Family

John is a college student in his sophomore year. Throughout high school and in college he has done very well academically and has been involved in many extracurricular activities. He has always enjoyed doing volunteer service and puts in many hours at a local homeless shelter. Not only is he involved at school, but he is also very involved with his youth group from his church. Whenever he is at home he attends and he always enjoys being with his friends from the church. He has just finished up finals and is getting ready for his Christmas break. He is very excited; it's one of his favorite times of the year. December 23 has finally arrived, and John and his family have just finished their Christmas shopping. The snow is falling as they are walking home, and John's mind is full of holiday memories and Christmas cheer. The brisk wind is invigorating, and John enjoys the sound of the snow crunching under his boots as he imagines his family opening and enjoying the gifts he has picked out for them. When they reached their driveway, John checked the bright red mailbox on the corner, and was surprised to find an envelope for him. In the envelope was \$100 and a note, which read:

Dear John,

Here is the \$100 you earned for working during the month of October. I really appreciate all the hard work you put into helping build my garage. I hope you enjoy the holiday season!

*Best Wishes,
Mr. Smith*

John had forgotten about the work that he and his friends had done and it was a great surprise to get the money. He already knew how he was going to spend it. There was a ski trip coming up with his youth group that he would now be able to afford. His parents had agreed to pay half, but said he would have to pay the other half. Since the money had come he would have enough for the fee. John thought it was perfect timing and he hurriedly ran into the house to tell his parents. The next evening was the Christmas Eve service at church. John was sitting there next to a couple of his friends when the pastor made an announcement. They were going to take a special offering that night for the Brown family. Apparently, Mr. Brown lost his job and the family was in great need of financial support. John was reminded of the \$100 that he was going to use for the ski trip. John had a hard time deciding, but after thinking about it he decided to give his \$100 to the family.

Scenario 2

Individual Donating with Peers Also Donating to a Family

John is a college student in his sophomore year. Throughout high school and in college he has done very well academically and has been involved in many extracurricular activities. He has always enjoyed doing volunteer service and puts in many hours at a local homeless shelter. Not only is he involved at school, but he is also very involved with his youth group from his church. Whenever he is at home he attends and he always enjoys being with his friends from the church. He has just finished up finals and is getting ready for his Christmas break. He is very excited; it's one of his favorite times of the year. December 23 has finally arrived, and John and his family have just finished their Christmas shopping. The snow is falling as they are walking home, and John's mind is full of holiday memories and Christmas cheer. The brisk wind is invigorating, and John enjoys the sound of the snow crunching under his boots as he imagines his family opening and enjoying the gifts he has picked out for them. When they reached their driveway, John checked the bright red mailbox on the corner, and was surprised to find an envelope for him. In the envelope was \$100 and a note, which read:

Dear John,

Here is the \$100 you earned for working during the month of October. I really appreciate all the hard work you put into helping build my garage. I hope you enjoy the holiday season!

*Best Wishes,
Mr. Smith*

John had forgotten about the work that he and his friends had done and it was a great surprise to get the money. He already knew how he was going to spend it. There was a ski trip coming up with his youth group that he would now be able to afford. His parents had agreed to pay half, but said he would have to pay the other half. Since the money had come he would have enough for the fee. John thought it was perfect timing and he hurriedly ran into the house to tell his parents. The next evening was the Christmas Eve service at church. John was sitting there next to a couple of his friends when the pastor made an announcement. They were going to take a special offering that night for the Brown family. Apparently, Mr. Brown lost his job and the family was in great need of financial support. John was reminded of the \$100 that he was going to use for the ski trip. John started to discuss whether or not to give with two of his friends who were sitting next to him. One friend said, "It's a great cause, and I think I'll donate my \$100 that I earned from Mr. Smith even though the ski trip is coming up." The other friend also agreed to donate. John had a hard time deciding, but after thinking about it he decided to give his \$100 to the family.

Scenario 3
Individual Donating with Peers Not Donating to a Family

John is a college student in his sophomore year. Throughout high school and in college he has done very well academically and has been involved in many extracurricular activities. He has always enjoyed doing volunteer service and puts in many hours at a local homeless shelter. Not only is he involved at school, but he is also very involved with his youth group from his church. Whenever he is at home he attends and he always enjoys being with his friends from the church. He has just finished up finals and is getting ready for his Christmas break. He is very excited; it's one of his favorite times of the year. December 23 has finally arrived, and John and his family have just finished their Christmas shopping. The snow is falling as they are walking home, and John's mind is full of holiday memories and Christmas cheer. The brisk wind is invigorating, and John enjoys the sound of the snow crunching under his boots as he imagines his family opening and enjoying the gifts he has picked out for them. When they reached their driveway, John checked the bright red mailbox on the corner, and was surprised to find an envelope for him. In the envelope was \$100 and a note, which read:

Dear John,

Here is the \$100 you earned for working during the month of October. I really appreciate all the hard work you put into helping build my garage. I hope you enjoy the holiday season!

*Best Wishes,
Mr. Smith*

John had forgotten about the work that he and his friends had done and it was a great surprise to get the money. He already knew how he was going to spend it. There was a ski trip coming up with his youth group that he would now be able to afford. His parents had agreed to pay half, but said he would have to pay the other half. Since the money had come he would have enough for the fee. John thought it was perfect timing and he hurriedly ran into the house to tell his parents. The next evening was the Christmas Eve service at church. John was sitting there next to a couple of his friends when the pastor made an announcement. They were going to take a special offering that night for the Brown family. Apparently, Mr. Brown lost his job and the family was in great need of financial support. John was reminded of the \$100 that he was going to use for the ski trip. John started to discuss whether or not to give with two of his friends who were sitting next to him. One friend said, "It's a great cause, but I don't want to donate my \$100 that I earned from Mr. Smith when the ski trip is coming up." The other friend also agreed not to donate. John had a hard time deciding, but after thinking about it he decided to give his \$100 to the family.

Scenario 4

Individual Donating to an Organization

John is a college student in his sophomore year. Throughout high school and in college he has done very well academically and has been involved in many extracurricular activities. He has always enjoyed doing volunteer service and puts in many hours at a local homeless shelter. Not only is he involved at school, but he is also very involved with his youth group from his church. Whenever he is at home he attends and he always enjoys being with his friends from the church. He has just finished up finals and is getting ready for his Christmas break. He is very excited; it's one of his favorite times of the year. December 23 has finally arrived, and John and his family have just finished their Christmas shopping. The snow is falling as they are walking home, and John's mind is full of holiday memories and Christmas cheer. The brisk wind is invigorating, and John enjoys the sound of the snow crunching under his boots as he imagines his family opening and enjoying the gifts he has picked out for them. When they reached their driveway, John checked the bright red mailbox on the corner, and was surprised to find an envelope for him. In the envelope was \$100 and a note, which read:

Dear John,

Here is the \$100 you earned for working during the month of October. I really appreciate all the hard work you put into helping build my garage. I hope you enjoy the holiday season!

*Best Wishes,
Mr. Smith*

John had forgotten about the work that he and his friends had done and it was a great surprise to get the money. He already knew how he was going to spend it. There was a ski trip coming up with his youth group that he would now be able to afford. His parents had agreed to pay half, but said he would have to pay the other half. Since the money had come he would have enough for the fee. John thought it was perfect timing and he hurriedly ran into the house to tell his parents. The next evening was the Christmas Eve service at church. John was sitting there next to a couple of his friends when the pastor made an announcement. They were going to take a special offering that night for an organization that provided help for families in need. John was reminded of the \$100 that he was going to use for the ski trip. John had a hard time deciding, but after thinking about it he decided to give his \$100 to the organization.

Scenario 5

Individual Donating with Peers Also Donating to an Organization

John is a college student in his sophomore year. Throughout high school and in college he has done very well academically and has been involved in many extracurricular activities. He has always enjoyed doing volunteer service and puts in many hours at a local homeless shelter. Not only is he involved at school, but he is also very involved with his youth group from his church. Whenever he is at home he attends and he always enjoys being with his friends from the church. He has just finished up finals and is getting ready for his Christmas break. He is very excited; it's one of his favorite times of the year. December 23 has finally arrived, and John and his family have just finished their Christmas shopping. The snow is falling as they are walking home, and John's mind is full of holiday memories and Christmas cheer. The brisk wind is invigorating, and John enjoys the sound of the snow crunching under his boots as he imagines his family opening and enjoying the gifts he has picked out for them. When they reached their driveway, John checked the bright red mailbox on the corner, and was surprised to find an envelope for him. In the envelope was \$100 and a note, which read:

Dear John,

Here is the \$100 you earned for working during the month of October. I really appreciate all the hard work you put into helping build my garage. I hope you enjoy the holiday season!

*Best Wishes,
Mr. Smith*

John had forgotten about the work that he and his friends had done and it was a great surprise to get the money. He already knew how he was going to spend it. There was a ski trip coming up with his youth group that he would now be able to afford. His parents had agreed to pay half, but said he would have to pay the other half. Since the money had come he would have enough for the fee. John thought it was perfect timing and he hurriedly ran into the house to tell his parents. The next evening was the Christmas Eve service at church. John was sitting there next to a couple of his friends when the pastor made an announcement. They were going to take a special offering that night for an organization that provided help for families in need. John was reminded of the \$100 that he was going to use for the ski trip. John started to discuss whether or not to give with two of his friends who were sitting next to him. One friend said, "It's a great cause, and I think I'll donate my \$100 that I earned from Mr. Smith even though the ski trip is coming up." The other friend also agreed to donate. John had a hard time deciding, but after thinking about it he decided to give his \$100 to the organization.

Scenario 6

Individual Donating with Peers Not Donating to an Organization

John is a college student in his sophomore year. Throughout high school and in college he has done very well academically and has been involved in many extracurricular activities. He has always enjoyed doing volunteer service and puts in many hours at a local homeless shelter. Not only is he involved at school, but he is also very involved with his youth group from his church. Whenever he is at home he attends and he always enjoys being with his friends from the church. He has just finished up finals and is getting ready for his Christmas break. He is very excited; it's one of his favorite times of the year. December 23 has finally arrived, and John and his family have just finished their Christmas shopping. The snow is falling as they are walking home, and John's mind is full of holiday memories and Christmas cheer. The brisk wind is invigorating, and John enjoys the sound of the snow crunching under his boots as he imagines his family opening and enjoying the gifts he has picked out for them. When they reached their driveway, John checked the bright red mailbox on the corner, and was surprised to find an envelope for him. In the envelope was \$100 and a note, which read:

Dear John,

Here is the \$100 you earned for working during the month of October. I really appreciate all the hard work you put into helping build my garage. I hope you enjoy the holiday season!

*Best Wishes,
Mr. Smith*

John had forgotten about the work that he and his friends had done and it was a great surprise to get the money. He already knew how he was going to spend it. There was a ski trip coming up with his youth group that he would now be able to afford. His parents had agreed to pay half, but said he would have to pay the other half. Since the money had come he would have enough for the fee. John thought it was perfect timing and he hurriedly ran into the house to tell his parents. The next evening was the Christmas Eve service at church. John was sitting there next to a couple of his friends when the pastor made an announcement. They were going to take a special offering that night for an organization that provided help for families in need. John was reminded of the \$100 that he was going to use for the ski trip. John started to discuss whether or not to give with two of his friends who were sitting next to him. One friend said, "It's a great cause, but I don't want to donate my \$100 that I earned from Mr. Smith when the ski trip is coming up." The other friend also agreed not to donate. John had a hard time deciding, but after thinking about it he decided to give his \$100 to the organization.

Appendix B

Example of Agreement Statements

Please rate your strength of agreement with each of the following statements regarding the above scenario on a scale of 1 to 7 by circling the appropriate number. Note that higher numbers equal stronger agreement with the statement, with 1 being strongly disagree and 7 strongly agree.

1. John is a responsible and dependable person who has a good work ethic.

1	2	3	4	5	6	7
strongly disagree						strongly agree

2. John is a caring individual who is concerned for the welfare of others.

1	2	3	4	5	6	7
strongly disagree						strongly agree

3. John appears to be a fine, Christian young man.

1	2	3	4	5	6	7
strongly disagree						strongly agree

4. I would enjoy going on a ski trip like the one that John was going to go on.

1	2	3	4	5	6	7
strongly disagree						strongly agree

5. John's decision to donate the money he had received from Mr. Smith was the right decision.

1	2	3	4	5	6	7
strongly disagree						strongly agree

