

Regulatory Mode Dictionary

Locomotion				Assessment			
1	Act_	18	Launch_	35	Accura_	52	Observ_
2	Can't wait	19	Lead_	36	Alternat_	53	Perfect_
3	Chang_	20	Make_	37	Assess_	54	Ponder_
4	Dare_	21	Mobil_	38	Calculat_	55	Procrastinat_
5	Do it	22	Momentum	39	Careful_	56	Question_
6	Doer_	23	Motion	40	Compar_	57	Reconsider_
7	Done	24	Mov_	41	Consider_	58	Reflect_
8	Drive_	25	Obstacle_	42	Consult_	59	Regret_
9	Dynami_	26	Proceed_	43	Correct_	60	Review_
10	Elimin_	27	Quick_	44	Criti_	61	Right
11	Fast_	28	Reduc_	45	Detail_	62	Ruminat_
12	Flow_	29	Reject_	46	Evaluat_	63	Think_
13	Get_	30	Remov_	47	Examin_	64	Thorough_
14	Go	31	Smooth_	48	Exhaustive	65	Thought_
15	Going	32	Speed_	49	Judg_	66	True_
16	Hurr_	33	Start_	50	Methodical	67	Truth_
17	Initiat_	34	Urg_	51	Meticulous_	68	Unsure

Reflects the roots uploaded into Linguistic Inquiry and Word Count “LIWC” software to allow for derivations and tenses of the words; also available in .dic format for ease of use with LIWC software: <https://dictionaries.liwc.net/index.php/liwcdic/62>.

To cite: Kanze, D., Conley, M. A., & Higgins, E. T. (2019). The motivation of mission statements: How regulatory mode influences workplace discrimination. *Organizational Behavior and Human Decision Processes*.

<https://doi.org/10.1016/j.obhdp.2019.04.002>.