

The foregoing supplementary materials include the various items used across our four studies (along with descriptive statistics).

**Table S1.**

Descriptive statistics for Bullshit Receptivity Scale (Study 1). ITC = Item-Total Correlation. N = 258. Scores range from 1 to 5.

| Item                                                                                                                                       | <i>Mean</i> | <i>SD</i> | Skew <sup>1</sup> | Kurtosis <sup>2</sup> | ITC              |
|--------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----------|-------------------|-----------------------|------------------|
| Hidden meaning transforms unparalleled abstract beauty. <sup>a</sup>                                                                       | 2.99        | 1.08      | -0.09             | -0.72                 | .454             |
| Good health imparts reality to subtle creativity. <sup>a</sup>                                                                             | 2.51        | 1.01      | 0.37              | -0.24                 | .437             |
| Wholeness quiets infinite phenomena. <sup>a</sup>                                                                                          | 2.71        | 1.09      | 0.16              | -0.65                 | .552             |
| The future explains irrational facts. <sup>a</sup>                                                                                         | 2.43        | 1.11      | 0.48              | -0.47                 | .418             |
| Imagination is inside exponential space time events. <sup>a</sup>                                                                          | 2.67        | 1.13      | 0.20              | -0.70                 | .582             |
| We are in the midst of a self-aware blossoming of being that will align us with the nexus itself. <sup>b</sup>                             | 2.69        | 1.17      | 0.14              | -0.89                 | .572             |
| Consciousness consists of frequencies of quantum energy. “Quantum” means an unveiling of the unrestricted. <sup>b</sup>                    | 2.46        | 1.12      | 0.37              | -0.63                 | .457             |
| Consciousness is the growth of coherence, and of us. <sup>b</sup>                                                                          | 2.88        | 0.98      | 0.03              | -0.45                 | .529             |
| We are in the midst of a high-frequency blossoming of interconnectedness that will give us access to the quantum soup itself. <sup>b</sup> | 2.50        | 1.21      | 0.45              | -0.66                 | .557             |
| Today, science tells us that the essence of nature is joy. <sup>b</sup>                                                                    | 2.38        | 1.11      | 0.43              | -0.58                 | .409             |
| <b>Bullshit Receptivity Scale Mean</b>                                                                                                     | 2.62        | 0.68      | -0.37             | 0.06                  | .82 <sup>3</sup> |

1. S. E. = .15

2. S. E. = .29

3. Cronbach’s Alpha for Scale

a) wisdomofchopra.com

b) sebpearce.com/bullshit

**Table S2.**

Descriptive statistics for Bullshit Receptivity Scale (Study 2). ITC = Item-Total Correlation. N = 150. Scores range from 1 to 5.

| Item                                                                                                                                       | <i>Mean</i> | <i>SD</i> | Skew <sup>1</sup> | Kurtosis <sup>2</sup> | ITC  |
|--------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----------|-------------------|-----------------------|------|
| Hidden meaning transforms unparalleled abstract beauty. <sup>a</sup>                                                                       | 2.60        | 1.026     | .024              | -.803                 | .583 |
| Good health imparts reality to subtle creativity. <sup>a</sup>                                                                             | 2.16        | 1.046     | .571              | -.501                 | .646 |
| Wholeness quiets infinite phenomena. <sup>a</sup>                                                                                          | 2.35        | 1.150     | .522              | -.615                 | .657 |
| The future explains irrational facts. <sup>a</sup>                                                                                         | 2.17        | 1.112     | .688              | -.352                 | .398 |
| Imagination is inside exponential space time events. <sup>a</sup>                                                                          | 2.55        | 1.196     | .259              | -.933                 | .675 |
| Your consciousness gives rise to a jumble of neural networks. <sup>a</sup>                                                                 | 2.46        | 1.170     | .253              | -1.013                | .693 |
| Your movement transforms universal observations. <sup>a</sup>                                                                              | 2.51        | 1.111     | .324              | -.726                 | .600 |
| Perceptual reality transcends subtle truth. <sup>a</sup>                                                                                   | 2.82        | 1.157     | -.018             | -.931                 | .642 |
| The invisible is beyond new timelessness. <sup>a</sup>                                                                                     | 2.49        | 1.250     | .318              | -1.076                | .632 |
| The unexplainable undertakes intrinsic experiences. <sup>a</sup>                                                                           | 2.20        | 1.122     | .675              | -.428                 | .516 |
| We are in the midst of a self-aware blossoming of being that will align us with the nexus itself. <sup>b</sup>                             | 2.31        | 1.203     | .521              | -.802                 | .483 |
| Consciousness consists of frequencies of quantum energy. “Quantum” means an unveiling of the unrestricted. <sup>b</sup>                    | 2.46        | 1.068     | .271              | -.677                 | .647 |
| Consciousness is the growth of coherence, and of us. <sup>b</sup>                                                                          | 2.87        | 1.162     | .014              | -.878                 | .616 |
| We are in the midst of a high-frequency blossoming of interconnectedness that will give us access to the quantum soup itself. <sup>b</sup> | 2.34        | 1.165     | .434              | -.788                 | .615 |
| Today, science tells us that the essence of nature is joy. <sup>b</sup>                                                                    | 2.35        | 1.046     | .477              | -.311                 | .718 |
| As you self-actualize, you will enter into infinite empathy that transcends understanding. <sup>b</sup>                                    | 2.87        | 1.165     | .047              | -.876                 | .726 |
| The infinite is calling to us via superpositions of possibilities. <sup>b</sup>                                                            | 2.57        | 1.222     | .271              | -.930                 | .691 |
| We are being called to explore the totality itself as an interface between serenity and intuition. <sup>b</sup>                            | 2.54        | 1.099     | .106              | -.874                 | .698 |
| Throughout history, humans have been interacting with the dreamscape via bio-electricity. <sup>b</sup>                                     | 2.18        | 1.154     | .677              | -.555                 | .578 |

|                                                                                                                                      |      |       |       |        |                  |
|--------------------------------------------------------------------------------------------------------------------------------------|------|-------|-------|--------|------------------|
| The future will be an astral unveiling of inseparability. <sup>b</sup>                                                               | 2.40 | 1.092 | .317  | -.734  | .686             |
| Attention and intention are the mechanics of manifestation. <sup>c</sup>                                                             | 2.68 | 1.172 | .205  | -.843  | .592             |
| Our minds extend across space and time as waves in the ocean of the one mind. <sup>c</sup>                                           | 2.90 | 1.246 | -.042 | -1.043 | .597             |
| Nature is a self-regulating ecosystem of awareness. <sup>c</sup>                                                                     | 2.79 | 1.184 | .176  | -.933  | .446             |
| We are non-local beings that localize as a dot then inflate to become non-local again. The universe is mirrored in us. <sup>c</sup>  | 2.56 | 1.258 | .364  | -.926  | .621             |
| Mechanics of Manifestation: Intention, detachment, centered in being allowing juxtaposition of possibilities to unfold. <sup>c</sup> | 2.49 | 1.170 | .297  | -.822  | .706             |
| Mind and matter are subtle and dense vibrations of consciousness (spirit). <sup>c</sup>                                              | 2.89 | 1.224 | -.069 | -.977  | .722             |
| We are not an emergent property of a mechanical universe but the seasonal activity of a living cosmos. <sup>c</sup>                  | 2.94 | 1.163 | -.050 | -.847  | .617             |
| Every material particle is a relationship of probability waves in a field of infinite possibilities. You are that. <sup>c</sup>      | 2.93 | 1.215 | -.011 | -1.002 | .627             |
| As beings of light we are local and non-local, time bound and timeless actuality and possibility. <sup>c</sup>                       | 2.82 | 1.208 | .031  | -.950  | .771             |
| Matter is the experience in consciousness of a deeper non-material reality. <sup>c</sup>                                             | 2.69 | 1.147 | .037  | -.953  | .661             |
| <b>Bullshit Receptivity Scale Mean</b>                                                                                               | 2.56 | 0.77  | -0.29 | -0.76  | .96 <sup>3</sup> |

1. S. E. = .18

2. S. E. = .36

3. Cronbach's Alpha for Scale

a) [wisdomofchopra.com](http://wisdomofchopra.com)

b) [sebpearce.com/bullshit](http://sebpearce.com/bullshit)

c) [twitter.com/deepakchopra](https://twitter.com/deepakchopra)

**Table S3**

Pearson product-moment correlations (Study 2). Comparison of scales derived from wisdomofchopra.com & sebpierce.com/bullshit/ (BSR\_WoC.SP) and Deepak Chopra's Twitter feed (BSR\_DP). APM = Advanced Progressive Matrices; \*\*\*  $p < .001$ , \*\*  $p < .01$ , \*  $p < .05$ .  $N = 187$ .

|                        | BSR_WoC.SP | BSR_DP  |
|------------------------|------------|---------|
| Heuristics/ Biases     | -.30***    | -.29*** |
| Need for Cognition     | -.17*      | -0.07   |
| Faith in Intuition     | .30***     | .28***  |
| Numeracy               | -.26***    | -.19**  |
| Verbal Intelligence    | -.32***    | -.24**  |
| APM                    | -.28***    | -.23**  |
| Ontological Confusions | .46***     | .39***  |
| Religious Belief       | .29***     | .23**   |
| Paranormal Belief      | .37***     | .30***  |

**Table S4.**

Descriptive statistics for mundane statement scale (Study 3). ITC = Item-Total Correlation.  $N = 112$ . Scores range from 1 to 5.

| Item                                                              | Mean | SD    | Skew <sup>1</sup> | Kurtosis <sup>2</sup> | ITC              |
|-------------------------------------------------------------------|------|-------|-------------------|-----------------------|------------------|
| Newborn babies require constant attention.                        | 1.46 | 1.074 | 2.339             | 4.284                 | .824             |
| Most people enjoy some sort of music.                             | 1.33 | .928  | 2.732             | 6.232                 | .861             |
| Lazy people usually don't succeed in life.                        | 1.38 | .954  | 2.540             | 5.265                 | .477             |
| A balanced diet is important for maintaining good health.         | 1.51 | 1.143 | 2.178             | 3.388                 | .775             |
| Human cultures often differ from each other quite a bit.          | 1.62 | 1.046 | 1.914             | 3.150                 | .673             |
| People often have very bizarre dreams.                            | 1.54 | 1.090 | 2.097             | 3.340                 | .717             |
| Higher rates of unemployment typically follow economic downturns. | 1.58 | 1.136 | 1.885             | 2.345                 | .725             |
| Some things have very distinct smells.                            | 1.39 | 1.019 | 2.567             | 5.373                 | .745             |
| Some people have poor taste in clothing.                          | 1.19 | .608  | 3.489             | 12.048                | .701             |
| Children sometimes look a lot like their parents.                 | 1.33 | .879  | 2.551             | 5.352                 | .780             |
| <b>Mundane Statement Scale Mean</b>                               | 1.54 | .781  | 2.239             | 4.334                 | .93 <sup>3</sup> |

1. S. E. = .23

2. S. E. = .45

3. Cronbach's Alpha for Scale

**Table S5.**

Descriptive statistics for motivational quotation scale (Study 3). ITC = Item-Total Correlation. N = 110. Scores range from 1 to 5.

| Item                                                                                              | <i>Mean</i> | <i>SD</i> | Skew <sup>1</sup> | Kurtosis <sup>2</sup> | ITC              |
|---------------------------------------------------------------------------------------------------|-------------|-----------|-------------------|-----------------------|------------------|
| Your teacher can open the door, but you must enter by yourself.                                   | 2.97        | 1.199     | .242              | -.795                 | .616             |
| The creative adult is the child who survived.                                                     | 3.13        | 1.171     | .076              | -.752                 | .546             |
| A river cuts through a rock, not because of its power but its persistence.                        | 3.37        | .980      | -.169             | -.172                 | .438             |
| All endings are also beginnings. We just don't know it at the time.                               | 3.00        | 1.094     | .125              | -.542                 | .638             |
| Art and love are the same thing: It's the process of seeing yourself in things that are not you.  | 3.08        | 1.074     | -.203             | -.702                 | .457             |
| At the centre of your being you have the answer; you know who you are and you know what you want. | 2.91        | 1.138     | .176              | -.628                 | .403             |
| A wet person does not fear the rain.                                                              | 2.56        | 1.175     | .383              | -.642                 | .437             |
| Forgiveness means letting go of the hope for a better past.                                       | 3.10        | 1.267     | -.159             | -.963                 | .417             |
| Only those who will risk going too far can possibly find out how far one can go.                  | 3.32        | 1.016     | -.258             | -.566                 | .514             |
| I wonder how many people I've looked at all my life and never seen.                               | 3.04        | 1.120     | .160              | -.846                 | .519             |
| <b>Motivational Quotation Scale Mean</b>                                                          | 3.05        | .689      | .060              | .164                  | .82 <sup>3</sup> |

1. S. E. = .23

2. S. E. = .45

3. Cronbach's Alpha for Scale