People who see their ethnicity as more important are more present-focused and make less patient financial choices.

Study 1
Method
- N=195 Asians, 205 Caucasians from US & UK (Prolific)
- Ethnicity importance measurement:
  - Explicit (Reed II, 2004)
    - How much my ethnic group describes me
    - How much I identify with my ethnic group
    - How much I admire my ethnic group
    - How important my ethnic group is to my identity
  - Indirect – causal centrality of ethnicity (Chen, Urminsky, & Bartels, 2016)
- Patience measurement:
  - 46 choices between smaller-sooner (SS) and larger-later (LL) options (e.g., $3 today vs. $3.50 in 1 week)
- Consequential: Five participants won bonus of their selected options

Results
- Higher ethnicity importance relates to less patient choices (Caucasian, $r = .180, p = .010$; Asian, $r = .145, p = .043$)

Study 2
- N = 407, US (M-Turk)
- Explicit measure of ethnicity importance
- Replication: Higher ethnicity importance relates to less patience ($r = .110, p = .026$)

Why does this occur?
- Results not explained by education or income differences

Table 1. Regression Results for Study 2: Prediction of the proportion of larger-later (LL) Options by ethnicity importance, education, and income level

<table>
<thead>
<tr>
<th></th>
<th>Unstandardized B</th>
<th>Standardized Beta</th>
<th>t</th>
<th>Sig.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Constant</td>
<td>1.595</td>
<td>32.277</td>
<td>.000</td>
<td></td>
</tr>
<tr>
<td>Ethnicity importance</td>
<td>-.150</td>
<td>-.117</td>
<td>-2.360</td>
<td>.019</td>
</tr>
<tr>
<td>Education</td>
<td>.003</td>
<td>.041</td>
<td>.796</td>
<td>.427</td>
</tr>
<tr>
<td>Income</td>
<td>.009</td>
<td>.078</td>
<td>1.531</td>
<td>.127</td>
</tr>
</tbody>
</table>

DV: proportion of larger-later (LL) Options
- What other factors could explain the relationship between ethnicity importance and impatience?

References: