**Appendix**

*Examples of language descriptions used in the present research*

|  |  |
| --- | --- |
| High Ability Description | Ranked first in sales many times.  |
|  | Ranked first in many disciplines. |
|  | Published three best-seller books. |
|  | Received many offers from large companies.  |
|  | Mastered five foreign languages skillfully.Completed reading classical Chinese books easily. |
|  |  |
| Control Description | Received sales target for this season. |
|  | Took part in the final examination. |
|  | Copied the words from a book. |
|  | Planned to seek a job. |
|  | Planned to study English.Opened a book. |
| Low Ability Description | Failed to meet sales target many times. |
|  | Failed to pass the exam in most of disciplines.Had great difficulty in writing correct sentences.  |
|  | Failed to get a job after graduating for three years. |
|  | Failed to express an English sentence after studying for a year. |
|  | Had great difficulty in reading any kinds of books. |
|  |  |