

**Supplementary file 2.** Credibility and Expectancy at baseline.

Question	Heel lifts group (n = 50)	Eccentric exercise group (n = 50)	P-value
1. At this point, how logical does the treatment offered to you seem?	8.0 (7.0 to 9.0)	8.0 (7.0 to 9.0)	0.188 <sup>+</sup>
2. At this point, how successful do you think the treatment will be in reducing your Achilles tendon symptoms?	6.0 (5.0 to 7.0)	7.0 (6.0 to 7.0)	0.261 <sup>+</sup>
3. How confident would you be in recommending the treatment to a friend who is experiencing similar problems?	6.0 (5.0 to 8.0)	7.0 (5.0 to 8.0)	0.165 <sup>+</sup>
4. By the end of the treatment period, how much improvement in your Achilles tendon symptoms do you think will occur?	5.0 (5.0 to 7.0)	6.0 (5.0 to 7.0)	0.667 <sup>+</sup>
5. At this point, how much do you really feel the treatment will help you to reduce your Achilles tendon symptoms?	7.0 (5.0 to 7.0)	7.0 (5.0 to 8.0)	0.682 <sup>+</sup>
6. By the end of the treatment period, how much improvement in your Achilles tendon symptoms do you really feel will occur?	5.0 (5.0 to 7.0)	6.0 (5.0 to 6.0)	0.784 <sup>+</sup>
Credibility (Questions 1 to 3)	18.9 (4.8) <sup>*</sup>	20.6 (3.3) <sup>*</sup>	0.052 <sup>‡</sup>
Expectancy (Questions 4 to 6)	17.8 (5.0) <sup>*</sup>	18.1 (3.7) <sup>*</sup>	0.712 <sup>‡</sup>

Values are expressed as median (IQR), where IQR is expressed as Q1 – Q3 (non-normally distributed data), unless stated otherwise. <sup>\*</sup>Mean (SD). <sup>+</sup>Mann-Whitney U performed (non-normally distributed data). <sup>‡</sup>Independent *t*-test performed (normally distributed data). Maximum score for credibility and expectancy is 27 points each.