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YouGov

YouGov is inviting you to take a **different** kind of survey.

If you read these instructions carefully and make good decisions **you may earn up to 32,500 points** by the end of the survey. Please pay close attention, as you will need to correctly answer a few questions about these instructions.

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During the survey, you will be asked a number of questions that ask you to **choose between different types of lotteries and payments**. At the end of the survey, **two** of these questions will be selected randomly, and your answers to those questions will determine how many points you earn.

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For example, suppose your earnings were determined, in part, by a question that asked you to decide between

- a lottery that gave a 50% chance of 10,000 points and a 50% chance of 0 points, and
- a fixed amount of 1,000 points

If you chose the lottery, then it would be run, and you would get **either** 0 or 10,000 points, each with 50% probability. **If you chose 1,000 points**, then 1,000 points would be directly credited to your account.

Thus, the points you earn will depend on **both** your choices and luck.

In addition to the points earned for your choices, you will earn 3,000 points for completing the survey. Thus, the minimum number of points you will earn for taking this survey is 3,000. The maximum is 32,500. The average is 10,000. You will not earn points unless you complete the survey.

The survey pays so much more than usual because the survey will take approximately 60 minutes, and we want you to pay close attention for that entire time.

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At the end of the survey, how many questions will be randomly selected so that points will be allocated according to your answers?

- 1
- 2
- 3
- 4
- 5

Your payment for this survey will depend on...

- Luck
- Your choices
- Your choices and luck
- None of the above

How long will the survey take?

- Between 10 and 15 minutes
- Between 10 and 20 minutes
- Between 30 and 45 minutes
- One hour

What is the maximum number of points you can earn for taking this survey?

- 1,000
- 12,500
- 22,500
- 32,500
- 42,500

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You did not correctly answer all questions about the instructions. Please read them closely again.

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This survey often uses a special type of question. We want to help you answer these questions **quickly** and **accurately**.

This special type of question has many similar choices, as in the example below. The options on the left are always the same, while those on the right change — getting better and better.

If a question like this is picked for payment, **one row** will be selected, and you will be paid according to the choice **you made in that row**. It is important that your answers in each row **are accurate** so you will get the payment **you want**.

You will see a screen that looks like this.

☑ 5,000 points	or	☐ 0 points
☐ 5,000 points	or	☐ 1,000 points
☐ 5,000 points	or	☐ 2,000 points
☐ 5,000 points	or	☐ 3,000 points
☐ 5,000 points	or	☐ 4,500 points
☐ 5,000 points	or	☐ 5,500 points
☐ 5,000 points	or	☐ 6,000 points
☐ 5,000 points	or	☐ 7,000 points
☐ 5,000 points	or	☐ 8,000 points
☐ 5,000 points	or	☐ 9,000 points
☐ 5,000 points	or	☑ 10,000 points

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To answer these types of questions **quickly** and **accurately** we suggest you:

1. Start by looking at the **top row**, and think carefully about each row in turn.
2. For each row where you **prefer the option on the left** over the option on the right, check the box on the left hand side.
3. When you find the **first question where you prefer the option on the right** over the option on the left, check the box on the right.
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5. Once you have filled in the "cross over" point you may hit the Autofill button to fill in the rest of the chart faster. Alternatively, you may check every box manually.

All rows must have a box checked for you to continue to the next page

If you need to start over at any point, hit the **Reset** button to clear out all of the checkmarks.

Example question: For each row in the table below, which option would you prefer?

☑ 5,000 points	or	☐ 0 points
☐ 5,000 points	or	☐ 1,000 points
☐ 5,000 points	or	☐ 2,000 points
☐ 5,000 points	or	☐ 3,000 points
☐ 5,000 points	or	☐ 4,500 points
☐ 5,000 points	or	☐ 5,500 points
☐ 5,000 points	or	☐ 6,000 points
☐ 5,000 points	or	☐ 7,000 points
☐ 5,000 points	or	☐ 8,000 points
☐ 5,000 points	or	☐ 9,000 points
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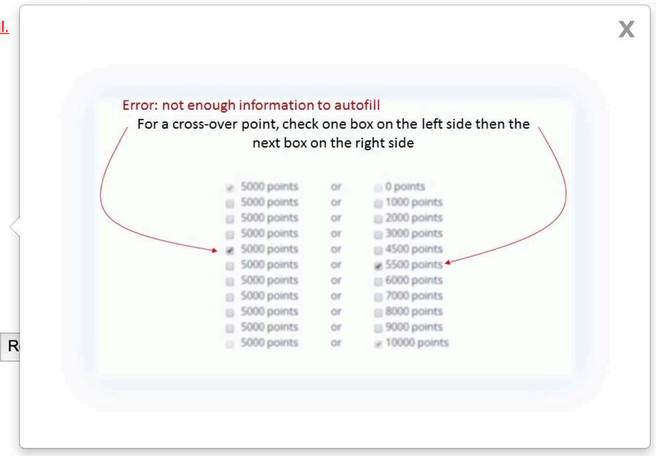
Example question: For each row in the table below, which option would you prefer?

Not enough information to autofill.



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Example question: For each row in the table below, which option would you prefer?

Not enough information to autofill.

☑ 5,000 points	or	☐ 0 points
☐ 5,000 points	or	☐ 1,000 points
☐ 5,000 points	or	☐ 2,000 points
☑ 5,000 points	or	☐ 3,000 points
☐ 5,000 points	or	☐ 4,500 points
☐ 5,000 points	or	☑ 5,500 points
☐ 5,000 points	or	☐ 6,000 points
☐ 5,000 points	or	☐ 7,000 points
☐ 5,000 points	or	☐ 8,000 points
☐ 5,000 points	or	☐ 9,000 points
☐ 5,000 points	or	☑ 10,000 points

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All rows must have a box checke

If you need to start over at any poin

Example question: For each row i

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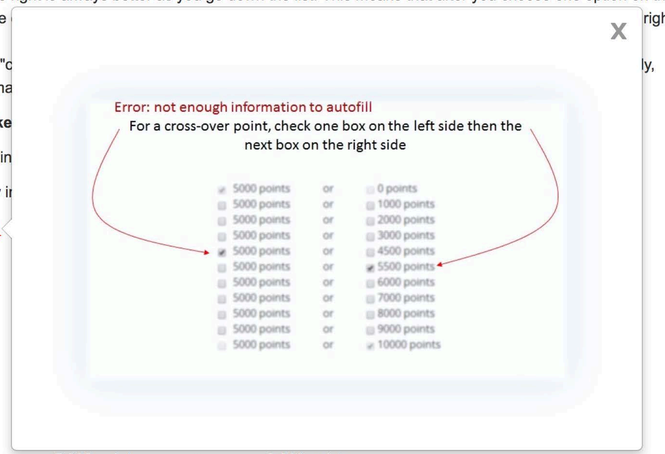

5,000 points or 9,000 points
5,000 points or 10,000 points

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☐ 5,000 points	or	☐ 3,000 points
☐ 5,000 points	or	☐ 4,500 points
☐ 5,000 points	or	☐ 5,500 points
☐ 5,000 points	or	☐ 6,000 points
☐ 5,000 points	or	☐ 7,000 points
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☐ 5,000 points	or	☐ 9,000 points
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☑ 5,000 points	or	☐ 3,000 points
☑ 5,000 points	or	☐ 4,500 points
☐ 5,000 points	or	☑ 5,500 points
☐ 5,000 points	or	☑ 6,000 points
☐ 5,000 points	or	☑ 7,000 points
☐ 5,000 points	or	☑ 8,000 points
☐ 5,000 points	or	☑ 9,000 points
☐ 5,000 points	or	☑ 10,000 points

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https://d2krm5etor5n5r.cloudfront.net/private/4f2dde803d54f1d2bbbd47830dc1a131/5498a652718dc20002517283.png?Expires=1491758004&Signature=ojqAVL0R5g2Kqbl68k53782rQU1yJT-LeDD70w2qRYH0Qwq3NggJmpJqcnOqj...

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Section 1 of 16

The next two questions ask you to choose between amounts of points at different times, which may be **in the future**. If you chose a future payment, it will be credited to your account on the day shown.

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For each row in the table below, which option would you prefer?

☑ 4,000 points in 45 days (May 21)	or	☐ 0 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 1,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 2,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 2,500 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,500 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,600 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,700 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,800 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,900 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,950 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,975 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 4,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 4,100 points today

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YouGov

For each row in the table below, which option would you prefer?

☑ 4,000 points in 45 days (May 21)	or	☐ 0 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 1,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 2,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 2,500 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 3,000 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,500 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,600 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,700 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,800 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,900 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,950 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 3,975 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 4,000 points today
☐ 4,000 points in 45 days (May 21)	or	☐ 4,100 points today

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Safari File Edit View History Bookmarks Window Help
Thu 10:15 AM Erik Snowberg
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YouGov

For each row in the table below, which option would you prefer?

☑ 4,000 points in 45 days (May 21)	or	☐ 0 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 1,000 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 2,000 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 2,500 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 3,000 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,500 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,600 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,700 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,800 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,900 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,950 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,975 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 4,000 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 4,100 points today

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For each row in the table below, which option would you prefer?

☑ 4,000 points in 45 days (May 21)	or	☐ 0 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 1,000 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 2,000 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 2,500 points today
☑ 4,000 points in 45 days (May 21)	or	☐ 3,000 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,500 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,600 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,700 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,800 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,900 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,950 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 3,975 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 4,000 points today
☐ 4,000 points in 45 days (May 21)	or	☑ 4,100 points today

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For each row in the table below, which option would you prefer?

☑ 6,000 points in 90 days (July 5)	or	☐ 0 points today
☑ 6,000 points in 90 days (July 5)	or	☐ 1,000 points today
☑ 6,000 points in 90 days (July 5)	or	☐ 2,000 points today
☑ 6,000 points in 90 days (July 5)	or	☐ 3,000 points today
☑ 6,000 points in 90 days (July 5)	or	☐ 3,500 points today
☑ 6,000 points in 90 days (July 5)	or	☐ 4,000 points today
☑ 6,000 points in 90 days (July 5)	or	☐ 4,500 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,000 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,500 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,600 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,600 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,700 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,800 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,900 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,950 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 5,975 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 6,000 points today
☐ 6,000 points in 90 days (July 5)	or	☑ 6,100 points today

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Are you a person who is generally willing to punish unfair behavior even if this is costly?

Completely unwilling to punish unfair behavior if there is a personal cost

0 1 2 3 4 5 6 7 8 9 10

Very willing to punish unfair behavior if there is a personal cost

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Section 2 of 16

This section asks you to make choices that depend on drawing balls from a large, virtual jar. The jar contains 100 balls, which could be red or black. However, you are **not told** the exact number of red or black balls. They could be all red, all black, or any combination that adds up to 100.

Which color would you prefer to be paid **10,000** points for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

- Red
- Black

›

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Section 2 of 16

This section asks you to make choices that depend on drawing balls from a large, virtual jar. The jar contains 100 balls, which could be red or black. However, you are **not told** the exact number of red or black balls. They could be all red, all black, or any combination that adds up to 100.

Which color would you prefer to be paid **10,000** points for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

Please choose an answer

- Red
- Black

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You have chosen to be paid **10,000 points if a black ball** is drawn and **0 points if a red ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with the unknown number of red and black balls	or	☐ -1,000 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 0 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 1,000 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 2,000 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 2,500 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 3,000 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 3,250 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 3,500 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 3,750 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 4,000 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 4,250 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 4,500 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 4,750 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 5,000 points
☐ A draw from the jar with the unknown number of red and black balls	or	☐ 5,250 points
☐ A draw from the jar with the unknown number of red and black	or	☐ 5,500 points

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YouGov

This section asks you to make choices that depend on drawing balls from a large, virtual jar. The jar contains 100 balls, which could be yellow or green. However, you are not told the exact number of yellow or green balls. They could be all yellow, all green, or any combination that adds up to 100.

Which color would you prefer to be paid **8,000** points for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

- ○ Yellow
- ◉ Green

›

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YouGov

You have chosen to be paid **8,000 points if a green ball** is drawn and **0 points if a yellow ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with the unknown number of green and yellow balls	or	☐ -1,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 0 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 1,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 2,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 2,500 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 2,750 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,250 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,500 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,750 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 4,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 4,250 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 4,500 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 5,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 6,000 points
☐ A draw from the jar with the unknown number of green and	or	☑ 7,000 points

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YouGov

You indicated in the second row that you would prefer 0 points over a draw from the jar, which is guaranteed to pay at least 0, but possibly more. Are you sure this is what you want?

- Yes. Continue
- No. Go back and change my answers

›

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YouGov

You indicated in the second row that you would prefer 0 points over a draw from the jar, which is guaranteed to pay at least 0, but possibly more. Are you sure this is what you want?

- ○ Yes. Continue
- ◉ No. Go back and change my answers

›

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YouGov

You have chosen to be paid **8,000 points if a green ball** is drawn and **0 points if a yellow ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with the unknown number of green and yellow balls	or	☐ -1,000 points
☑ A draw from the jar with the unknown number of green and yellow balls	or	☐ 0 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 1,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 2,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 2,500 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 2,750 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,250 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,500 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 3,750 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 4,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 4,250 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 4,500 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 5,000 points
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ 6,000 points
☐ A draw from the jar with the unknown number of green and	or	☑ 7,000 points

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YouGov

How would you assess your willingness to return a favor to a stranger?

Completely unwilling to return a favor

0 1 2 3 4 5 6 7 8 9 10

Very willing to return a favor

›

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YouGov

How would you assess your willingness to return a favor to a stranger?

Completely unwilling to return a favor

0 1 2 3 4 5 6 7 8 9 10

Very willing to return a favor

›

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YouGov

Section 3 of 16

This section asks you two questions where you will be given a stock of points that you can use to purchase a lottery ticket.

YouGov

For this question, you **have been given 10,000 points**. You will be offered the opportunity to exchange some of these points for a lottery ticket. This lottery ticket has a **50% chance** of paying you **9,000 points**, and a **50% chance** of paying **1,000 points**.

For example, if you choose to pay 2,000 points for a lottery ticket, and this question is chosen for payment, you will:

- Pay 2,000 points for the lottery ticket
- Keep 8,000 points for yourself
- Earn whatever proceeds you get from the lottery ticket (if any)

For each row in the table below, which option would you prefer?

☑ Keep 10,000 points	or	☐ Buy the lottery ticket for 10,000 points and keep the remaining 0 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 9,000 points and keep the remaining 1,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 8,000 points and keep the remaining 2,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 7,000 points and keep the remaining 3,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 6,000 points and keep the remaining 4,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 5,500 points and keep the remaining 4,500 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 5,250 points and keep the remaining 4,750 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 5,000 points and keep the remaining 5,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 4,750 points and keep the remaining 5,250 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 4,500 points and keep the remaining 5,500 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 4,250 points and keep the remaining 5,750 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 4,000 points and keep the remaining 6,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 3,750 points and keep the remaining 6,250 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 3,500 points and keep the remaining 6,500 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 3,250 points and keep the remaining 6,750 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 3,000 points and keep the remaining 7,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 2,500 points and keep the remaining 7,500 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 2,000 points and

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YouGov

For this question, you **have been given 10,000 points**. You will be offered the opportunity to exchange some of these points for a lottery ticket. This lottery ticket has a **50% chance** of paying you **9,000 points**, and a **50% chance** of paying **1,000 points**.

For example, if you choose to pay 2,000 points for a lottery ticket, and this question is chosen for payment, you will:

- Pay 2,000 points for the lottery ticket
- Keep 8,000 points for yourself
- Earn whatever proceeds you get from the lottery ticket (if any)

For each row in the table below, which option would you prefer?

☑ Keep 10,000 points	or	☐ Buy the lottery ticket for 10,000 points and keep the remaining 0 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 9,000 points and keep the remaining 1,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 8,000 points and keep the remaining 2,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 7,000 points and keep the remaining 3,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 6,000 points and keep the remaining 4,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 5,500 points and keep the remaining 4,500 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 5,250 points and keep the remaining 4,750 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 5,000 points and keep the remaining 5,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 4,750 points and keep the remaining 5,250 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 4,500 points and keep the remaining 5,500 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 4,250 points and keep the remaining 5,750 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 4,000 points and keep the remaining 6,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 3,750 points and keep the remaining 6,250 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 3,500 points and keep the remaining 6,500 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 3,250 points and keep the remaining 6,750 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 3,000 points and keep the remaining 7,000 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 2,500 points and keep the remaining 7,500 points
☐ Keep 10,000 points	or	☑ Buy the lottery ticket for 2,000 points and

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YouGov

You indicated in the second row that you would buy the lottery ticket, which pays at most 9,000 points, but possibly less, for 9,000 points. Are you sure this is what you want?

- (•) Yes. Continue
- ( ) No. Go back and change my answers

›

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YouGov

For this question, you **have been given 9,000 points**. You will be offered the opportunity to exchange some of these points for a lottery ticket. This lottery ticket has a **50% chance** of paying you **8,000 points**, and a **50% chance** of paying **2,000 points**.

For example, if you choose to pay 3,000 points for a lottery ticket, and this question is chosen for payment, you will:

- Pay 3,000 points for the lottery ticket
- Keep 6,000 points for yourself
- Earn whatever proceeds you get from the lottery ticket (if any)

For each row in the table below, which option would you prefer?

☑ Keep 9,000 points	or	☐ Buy the lottery ticket for 9,000 points and keep the remaining 0 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 8,000 points and keep the remaining 1,000 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 7,000 points and keep the remaining 2,000 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 6,000 points and keep the remaining 3,000 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 5,500 points and keep the remaining 3,500 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 5,250 points and keep the remaining 3,750 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 5,000 points and keep the remaining 4,000 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 4,750 points and keep the remaining 4,250 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 4,500 points and keep the remaining 4,500 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 4,250 points and keep the remaining 4,750 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 4,000 points and keep the remaining 5,000 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 3,750 points and keep the remaining 5,250 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 3,500 points and keep the remaining 5,500 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 3,250 points and keep the remaining 5,750 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 3,000 points and keep the remaining 6,000 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 2,500 points and keep the remaining 6,500 points
☐ Keep 9,000 points	or	☐ Buy the lottery ticket for 2,000 points and keep the remaining 7,000 points
☐ Keep 9,000 points	or	☑ Buy the lottery ticket for 1,500 points and

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YouGov

Generally speaking, would you say that most people can be trusted or that you can't be too careful in dealing with people?

- Most people can be trusted
- Can't be too careful

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YouGov

Section 4 of 16

This section asks you to choose between two different lotteries.

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YouGov

Reminder: As with previous comparisons, the choice on the left side of the list is the same in every row.

For each row in the table below, which option would you prefer?

☑ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,200 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,500 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,800 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,100 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,400 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,700 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,000 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,300 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,600 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,900 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,200 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,500 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,800 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 6,100 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 6,400 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 6,700 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 7,000 points, and an 80% chance of 0 points

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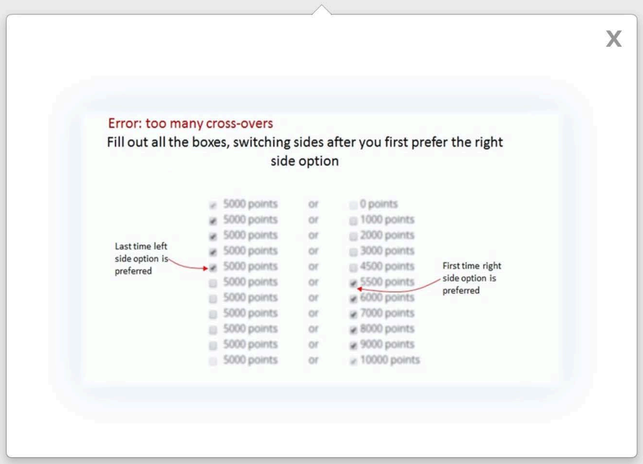

YouGov

Reminder: As with previous comparisons, the choice on the left side of the list is the same in every row.

For each row in the table below, which option would you prefer?

Too many crossovers.

A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 2,200 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 2,500 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 2,800 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 3,100 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 3,400 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 3,700 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 4,000 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 4,300 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 4,600 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 4,600 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 4,900 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 5,200 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 5,500 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 5,800 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 6,100 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 6,400 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 6,700 points, and an 80% chance of 0 points
A 25% chance of 2,500 points and a 75% chance of 0 points	or	A 20% chance of 7,000 points, and an 80% chance of 0 points

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YouGov

Reminder: As with previous comparisons, the choice on the left side of the list is the same in every row.

For each row in the table below, which option would you prefer?

☑ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,200 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,500 points, and an 80% chance of 0 points
☑ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,800 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 3,100 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,400 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,700 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,000 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,300 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,600 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,900 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,200 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,500 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,800 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 6,100 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 6,400 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 6,700 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 7,000 points, and an 80% chance of 0 points

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YouGov

Reminder: As with previous comparisons, the choice on the left side of the list is the same in every row.

For each row in the table below, which option would you prefer?

☑ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,200 points, and an 80% chance of 0 points
☑ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,500 points, and an 80% chance of 0 points
☑ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☐ A 20% chance of 2,800 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 3,100 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 3,400 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 3,700 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 4,000 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 4,300 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 4,600 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 4,600 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 4,900 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 5,200 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 5,500 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 5,800 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 6,100 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 6,400 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 6,700 points, and an 80% chance of 0 points
☐ A 25% chance of 2,500 points and a 75% chance of 0 points	or	☑ A 20% chance of 7,000 points, and an 80% chance of 0 points

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YouGov

Reminder: As with previous comparisons, the choice on the left side of the list is the same in every row.

For each row in the table below, which option would you prefer?

☑	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☐	A 15% chance of 3,600 points, and an 85% chance of 0 points
☑	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☐	A 15% chance of 4,000 points, and an 85% chance of 0 points
☑	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☐	A 15% chance of 4,400 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 4,800 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 5,200 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 5,600 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 6,000 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 6,400 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 6,800 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 6,800 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 7,200 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 7,600 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 8,000 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 8,400 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 8,800 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 9,200 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 9,600 points, and an 85% chance of 0 points
☐	A 20% chance of 4,000 points and an 80% chance of 0 points	or	☑	A 15% chance of 10,000 points, and an 85% chance of 0 points

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YouGov

How would you assess your willingness to share with others without expecting anything in return, for example your willingness to give to charity?

Completely unwilling to share with others

0 1 2 3 4 5 6 7 8 9 10

Very willing to share with others

›

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YouGov

Section 5 of 16

In the next two questions, you will be asked to choose between a lottery and fixed amounts of points.

YouGov

For each row in the table below, which option would you prefer?

☑ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☐ -500 points
☑ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☐ 0 points
☑ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☐ 500 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 1,000 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 1,250 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 1,500 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 1,750 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 2,000 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 2,250 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 2,500 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 2,750 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 3,000 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 3,250 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 3,500 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 3,750 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 4,000 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 4,500 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 5,000 points
☐ A 50% chance of 5,000 points, and a 50% chance of 0 points	or	☑ 5,500 points

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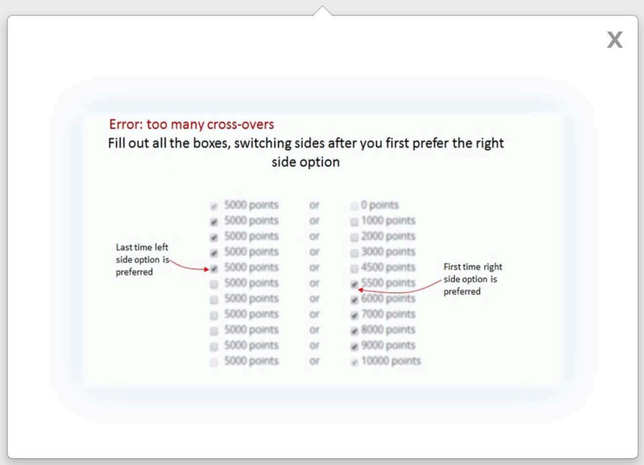

YouGov

For each row in the table below, which option would you prefer?

Too many crossovers.

A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	600 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	1,000 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	1,400 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	1,600 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	1,800 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	2,000 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	2,200 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	2,400 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	2,600 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	2,800 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	3,000 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	3,200 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	3,400 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	3,600 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	4,000 points
A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	4,600 points

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YouGov

For each row in the table below, which option would you prefer?

☑ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☐ 600 points
☑ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☐ 1,000 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 1,400 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 1,600 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 1,800 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 2,000 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 2,200 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 2,400 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 2,600 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 2,800 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 3,000 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 3,200 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 3,400 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 3,600 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 4,000 points
☐ A 50% chance of 4,000 points, and a 50% chance of 1,000 points	or	☑ 4,600 points

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Review the instructions

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YouGov

Section 6 of 16

The next few questions ask you to pick a number between 0 and 100. You will be paid if your number is closest to some number in a randomly selected group of other respondents.

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YouGov

Choose a number between 0 and 100.

Your number, and those from nine (9) other people doing this survey (who are reading these very same instructions) will be averaged together.

If your number is the closest to two-thirds (2/3, or 66.7%) of the average— closer than anyone else's—then you will get **5,000 points**. If your number is not the closest, you will get **0 points**.

Enter a number between 0 and 100.

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YouGov

Choose a number between 0 and 100.

Your number, and those from nine (9) other people doing this survey (who are reading these very same instructions) will be averaged together.

If your number is the closest to two-thirds (2/3, or 66.7%) of the average— closer than anyone else's—then you will get **5,000 points**. If your number is not the closest, you will get **0 points**.

Enter a number between 0 and 100.

233

›

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YouGov

Choose a number between 0 and 100.

Your number, and those from nine (9) other people doing this survey (who are reading these very same instructions) will be averaged together.

If your number is the closest to two-thirds (2/3, or 66.7%) of the average— closer than anyone else's—then you will get **5,000 points**. If your number is not the closest, you will get **0 points**.

Enter a number between 0 and 100.

233

Please provide a whole number between 0 and 100.

›

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YouGov

How well does the following statement describe you as a person?

"I tend to postpone things even though it would be better to get them done right away."

Does not describe me at all 0 1 2 3 4 5 6 7 8 9 10 Describes me perfectly

›

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YouGov

Choose a number between 0 and 100.

Your number, and those from four (4) other people doing this survey (who are reading these very same instructions) will be averaged together.

If your number is the closest to two-thirds (2/3, or 66.7%) of the average— closer than anyone else's—then you will get **5,000 points**. If your number is not the closest, you will get **0 points**.

Enter a number between 0 and 100.

15

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YouGov

Section 7 of 16

This section asks you to make choices that depend on drawing balls from a large, virtual jar. The jar contains 100 balls, which could be pink or purple. The number of pink balls was determined as follows: a computer randomly chooses a number between 0 and 100 with equal probabilities. The number chosen is the number of pink balls in the jar. The remainder of the balls are purple.

Which color would you prefer to be paid **10,000 points** for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

- Pink
- Purple

›

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YouGov

You have chosen to be paid **10,000 points if a purple ball** is drawn and **0 points if a pink ball** is drawn.

Recall that in this jar there are 100 balls, pink or purple, and that the number of pink balls was determined as follows: a computer randomly chose a number between 0 and 100 with equal probabilities. The number chosen is the number of pink balls in the jar. The remainder of the balls are purple.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with a random number of pink and purple balls	or	☐ -1,000 points
☑ A draw from the jar with a random number of pink and purple balls	or	☐ 0 points
☐ A draw from the jar with a random number of pink and purple balls	or	☑ 1,000 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 2,000 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 2,500 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 3,000 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 3,250 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 3,500 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 3,500 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 3,750 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 4,000 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 4,250 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 4,500 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 4,750 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 5,000 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 5,250 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 5,500 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 6,000 points
☐ A draw from the jar with a random number of pink and purple balls	or	☐ 8,000 points
☐ A draw from the jar with a random	or	☐ 10,000 points

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YouGov

This section asks you to make choices that depend on drawing balls from another different large, virtual jar. The jar contains 100 balls, which could be gray or magenta. The number of gray balls was determined as follows: a computer randomly chose a number between 0 and 100 with equal probabilities. The number chosen is the number of gray balls in the jar. The remainder of the balls are magenta.

Which color would you prefer to be paid **8,000 points** for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

- Gray
- Magenta

›

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YouGov

This section asks you to make choices that depend on drawing balls from another different large, virtual jar. The jar contains 100 balls, which could be gray or magenta. The number of gray balls was determined as follows: a computer randomly chose a number between 0 and 100 with equal probabilities. The number chosen is the number of gray balls in the jar. The remainder of the balls are magenta.

Which color would you prefer to be paid **8,000 points** for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

Please choose an answer

- Gray
- Magenta

›

YouGov

You have chosen to be paid **8,000 points if a magenta ball** is drawn and **0 points if a gray ball** is drawn.

Recall that in this jar there are 100 balls, gray or magenta, and that the number of gray balls was determined as follows: a computer randomly chose a number between 0 and 100 with equal probabilities. The number chosen is the number of gray balls in the jar. The remainder of the balls are magenta.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with a random number of gray and magenta balls	or	☐ -1,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 0 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 1,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 2,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 2,500 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 2,750 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 3,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 3,250 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 3,250 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 3,500 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 3,750 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 4,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 4,250 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 4,500 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 5,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 6,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 7,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☐ 8,000 points
☐ A draw from the jar with a random number of gray and magenta balls	or	☑ 9,000 points

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YouGov

Section 8 of 16

This section asks you to choose between lotteries and fixed amounts for two questions.

YouGov

For each row in the table below, which option would you prefer?

☑ 2,500 points	or	☐ An 80% chance of 2,200 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 2,500 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 2,800 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 3,100 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 3,400 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 3,700 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 4,000 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 4,300 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 4,600 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 4,900 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 5,200 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 5,500 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 5,800 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 6,100 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 6,400 points, and a 20% chance of 0 points
☐ 2,500 points	or	☐ An 80% chance of 6,700 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 7,000 points, and a 20% chance of 0 points

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YouGov

For each row in the table below, which option would you prefer?

☑ 2,500 points	or	☐ An 80% chance of 2,200 points, and a 20% chance of 0 points
☑ 2,500 points	or	☐ An 80% chance of 2,500 points, and a 20% chance of 0 points
☑ 2,500 points	or	☐ An 80% chance of 2,800 points, and a 20% chance of 0 points
☑ 2,500 points	or	☐ An 80% chance of 3,100 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 3,400 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 3,700 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 4,000 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 4,300 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 4,600 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 4,900 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 5,200 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 5,500 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 5,800 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 6,100 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 6,400 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 6,700 points, and a 20% chance of 0 points
☐ 2,500 points	or	☑ An 80% chance of 7,000 points, and a 20% chance of 0 points

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YouGov

For each row in the table below, which option would you prefer?

☑ 4,000 points	or	☐ A 75% chance of 3,600 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 4,000 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 4,400 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 4,800 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 5,200 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 5,600 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 6,000 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 6,400 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 6,800 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 7,200 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 7,600 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 8,000 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 8,400 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 8,800 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 9,200 points, and a 25% chance of 0 points
☐ 4,000 points	or	☐ A 75% chance of 9,600 points, and a 25% chance of 0 points
☐ 4,000 points	or	☑ A 75% chance of 10,000 points, and a 25% chance of 0 points

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YouGov

How well does the following statement describe you as a person?

"As long as I am not convinced otherwise I always assume that people have only the best intentions."

Does not describe me at all 0 1 2 3 4 5 6 7 8 9 10 Describes me perfectly

›

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YouGov

Section 9 of 16

In the next two questions, you will be asked to choose between a lottery and fixed amounts of points.

You will start this section with 10,000 points, which you may lose based on the lotteries you choose in this section. That is, some of the lotteries in this section may both **add** to or **subtract** from this initial 10,000 points.

For example, suppose you chose a lottery that had a 50% chance of adding 5,000 points, and a 50% chance of subtracting 5,000 points. In the case of winning, the 5,000 will be added to your additional 10,000. In the case of a loss, the 5,000 will be subtracted from your initial 10,000. Note that you will never have the possibility of losing more than 10,000, so at worst you will end this section with 0 points.

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YouGov

For each row in the table below, which option would you prefer?

☑ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 6,000 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 5,000 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 4,000 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 3,000 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 2,500 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 2,000 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 1,750 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 1,500 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 1,250 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 1,000 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 750 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 500 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Losing 250 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ 0 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Gaining 250 points
☐ A 50% chance of winning 5,000 points, and a 50% chance of losing 5,000 points	or	☐ Gaining 500 points
☐ A 50% chance of winning 5,000	or	☐ Gaining 1,000 points

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YouGov

For each row in the table below, which option would you prefer?

☑ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 5,000 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 4,000 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 3,000 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 2,500 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 2,000 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 1,750 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 1,500 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 1,250 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 1,000 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 750 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 500 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Losing 250 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ 0 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Gaining 250
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Gaining 500 points
☐ A 50% chance of winning 4,000 points, and a 50% chance of losing 4,000 points	or	☐ Gaining 1,000 points
☐ A 50% chance of winning 4,000	or	☐ Gaining 2,000 points

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YouGov

Please imagine a ladder with steps numbered from 0 at the bottom to 10 at the top. The top of the ladder represents the best possible life for you and the bottom of the ladder represents the worst possible life for you.

On which step of the ladder would you say you personally feel you stand at this time?

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YouGov

For each row in the table below, which option would you prefer?

☑ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 5,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 5,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 4,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 4,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,750 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,250 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,750 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,250 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 1,750 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 1,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 1,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 500 points
☐ A 50% chance of losing 5,000	or	☐ 0 points

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0 points		
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 4,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,750 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,250 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 3,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,750 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,250 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 2,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 1,750 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 1,500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 1,000 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ Losing 500 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☐ 0 points
☐ A 50% chance of losing 5,000 points, and a 50% chance of losing 0 points	or	☑ Gaining 500 points

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For each row in the table below, which option would you prefer?

☑ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 4,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 4,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,600 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,200 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,800 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,600 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,200 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,800 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,600 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☑ Losing 600 points

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YouGov

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We sincerely apologize for the inconvenience. Please refresh your browser or check back later to resume your survey.

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YouGov

For each row in the table below, which option would you prefer?

☑ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 4,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 4,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,600 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,200 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 3,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,800 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,600 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,200 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 2,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,800 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,600 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,400 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☐ Losing 1,000 points
☐ A 50% chance of losing 4,000 points, and a 50% chance of losing 1,000 points	or	☑ Losing 600 points

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YouGov

Section 10 of 16

This section asks you two questions where you will be given a lottery ticket and have the opportunity to sell it.

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YouGov

For this question, you are given a lottery ticket that has a **50% chance** of paying you **9,000 points,** and a **50% chance** of paying you **1,000 points**.

You have two options for this lottery ticket:

1. Keep it or
2. Sell it for a certain amount of points (for example, 3,000 points)

For each row in the table below, which option would you prefer?

☑ The lottery ticket	or	☐ Sell it for 0 points
☐ The lottery ticket	or	☐ Sell it for 1,000 points
☐ The lottery ticket	or	☐ Sell it for 2,000 points
☐ The lottery ticket	or	☐ Sell it for 2,500 points
☐ The lottery ticket	or	☐ Sell it for 3,000 points
☐ The lottery ticket	or	☐ Sell it for 3,250 points
☐ The lottery ticket	or	☐ Sell it for 3,500 points
☐ The lottery ticket	or	☐ Sell it for 3,750 points
☐ The lottery ticket	or	☐ Sell it for 4,000 points
☐ The lottery ticket	or	☐ Sell it for 4,250 points
☐ The lottery ticket	or	☐ Sell it for 4,500 points
☐ The lottery ticket	or	☐ Sell it for 4,750 points
☐ The lottery ticket	or	☐ Sell it for 5,000 points
☐ The lottery ticket	or	☐ Sell it for 5,250 points
☐ The lottery ticket	or	☐ Sell it for 5,500 points
☐ The lottery ticket	or	☐ Sell it for 6,000 points
☐ The lottery ticket	or	☐ Sell it for 7,000 points
☐ The lottery ticket	or	☐ Sell it for 8,000 points
☐ The lottery ticket	or	☐ Sell it for 9,000 points
☐ The lottery ticket	or	☑ Sell it for 10,000 points

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For this question, you are given a lottery ticket that has a **50% chance** of paying you **9,000 points,** and a **50% chance** of paying you **1,000 points**.

You have two options for this lottery ticket:

1. Keep it or
2. Sell it for a certain amount of points (for example, 3,000 points)

For each row in the table below, which option would you prefer?

☑ The lottery ticket	or	☐ Sell it for 0 points
☐ The lottery ticket	or	☑ Sell it for 1,000 points
☐ The lottery ticket	or	☐ Sell it for 2,000 points
☐ The lottery ticket	or	☐ Sell it for 2,500 points
☐ The lottery ticket	or	☐ Sell it for 3,000 points
☐ The lottery ticket	or	☐ Sell it for 3,250 points
☐ The lottery ticket	or	☐ Sell it for 3,500 points
☐ The lottery ticket	or	☐ Sell it for 3,750 points
☐ The lottery ticket	or	☐ Sell it for 4,000 points
☐ The lottery ticket	or	☐ Sell it for 4,250 points
☐ The lottery ticket	or	☐ Sell it for 4,500 points
☐ The lottery ticket	or	☐ Sell it for 4,750 points
☐ The lottery ticket	or	☐ Sell it for 5,000 points
☐ The lottery ticket	or	☐ Sell it for 5,250 points
☐ The lottery ticket	or	☐ Sell it for 5,500 points
☐ The lottery ticket	or	☐ Sell it for 6,000 points
☐ The lottery ticket	or	☐ Sell it for 7,000 points
☐ The lottery ticket	or	☐ Sell it for 8,000 points
☐ The lottery ticket	or	☐ Sell it for 9,000 points
☑ The lottery ticket	or	☑ Sell it for 10,000 points

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YouGov

For this question, you are given a lottery ticket that has a **50% chance** of paying you **9,000 points,** and a **50% chance** of paying you **1,000 points**.

You have two options for this lottery ticket:

1. Keep it or
2. Sell it for a certain amount of points (for example, 3,000 points)

For each row in the table below, which option would you prefer?

☑ The lottery ticket	or	☐ Sell it for 0 points
☐ The lottery ticket	or	☑ Sell it for 1,000 points
☐ The lottery ticket	or	☑ Sell it for 2,000 points
☐ The lottery ticket	or	☑ Sell it for 2,500 points
☐ The lottery ticket	or	☑ Sell it for 3,000 points
☐ The lottery ticket	or	☑ Sell it for 3,250 points
☐ The lottery ticket	or	☑ Sell it for 3,500 points
☐ The lottery ticket	or	☑ Sell it for 3,750 points
☐ The lottery ticket	or	☑ Sell it for 4,000 points
☐ The lottery ticket	or	☑ Sell it for 4,250 points
☐ The lottery ticket	or	☑ Sell it for 4,500 points
☐ The lottery ticket	or	☑ Sell it for 4,750 points
☐ The lottery ticket	or	☑ Sell it for 5,000 points
☐ The lottery ticket	or	☑ Sell it for 5,250 points
☐ The lottery ticket	or	☑ Sell it for 5,500 points
☐ The lottery ticket	or	☑ Sell it for 6,000 points
☐ The lottery ticket	or	☑ Sell it for 7,000 points
☐ The lottery ticket	or	☑ Sell it for 8,000 points
☐ The lottery ticket	or	☑ Sell it for 9,000 points
☐ The lottery ticket	or	☑ Sell it for 10,000 points

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YouGov

You indicated in the second row that you would sell the lottery ticket, which is guaranteed to pay at least 1,000 points, but possibly more, for 1,000 points. Are you sure this is what you want?

- Yes. Continue
- No. Go back and change my answers

›

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YouGov

You indicated in the second row that you would sell the lottery ticket, which is guaranteed to pay at least 1,000 points, but possibly more, for 1,000 points. Are you sure this is what you want?

- ( ) Yes. Continue
- (•) No. Go back and change my answers

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YouGov

For this question, you are given a lottery ticket that has a **50% chance** of paying you **9,000 points,** and a **50% chance** of paying you **1,000 points**.

You have two options for this lottery ticket:

1. Keep it or
2. Sell it for a certain amount of points (for example, 3,000 points)

For each row in the table below, which option would you prefer?

☑ The lottery ticket	or	☐ Sell it for 0 points
☑ The lottery ticket	or	☐ Sell it for 1,000 points
☑ The lottery ticket	or	☐ Sell it for 2,000 points
☑ The lottery ticket	or	☐ Sell it for 2,500 points
☑ The lottery ticket	or	☐ Sell it for 3,000 points
☐ The lottery ticket	or	☑ Sell it for 3,250 points
☐ The lottery ticket	or	☑ Sell it for 3,500 points
☐ The lottery ticket	or	☑ Sell it for 3,750 points
☐ The lottery ticket	or	☑ Sell it for 4,000 points
☐ The lottery ticket	or	☑ Sell it for 4,250 points
☐ The lottery ticket	or	☑ Sell it for 4,500 points
☐ The lottery ticket	or	☑ Sell it for 4,750 points
☐ The lottery ticket	or	☑ Sell it for 5,000 points
☐ The lottery ticket	or	☑ Sell it for 5,250 points
☐ The lottery ticket	or	☑ Sell it for 5,500 points
☐ The lottery ticket	or	☑ Sell it for 6,000 points
☐ The lottery ticket	or	☑ Sell it for 7,000 points
☐ The lottery ticket	or	☑ Sell it for 8,000 points
☐ The lottery ticket	or	☑ Sell it for 9,000 points
☐ The lottery ticket	or	☑ Sell it for 10,000 points

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YouGov

For this question, you are given a lottery ticket that has a **50% chance** of paying you **8,000 points**, and a **50% chance** of paying you **2,000 points**.

You have two options for this lottery:

1. Keep it
2. Sell it for a certain amount of points (for example, 3,000 points)

For each row in the table below, which option would you prefer?

☑ The lottery ticket	or	☐ Sell it for 1,500 points
☐ The lottery ticket	or	☐ Sell it for 2,000 points
☐ The lottery ticket	or	☐ Sell it for 2,500 points
☐ The lottery ticket	or	☐ Sell it for 3,000 points
☐ The lottery ticket	or	☐ Sell it for 3,250 points
☐ The lottery ticket	or	☐ Sell it for 3,500 points
☐ The lottery ticket	or	☐ Sell it for 3,750 points
☐ The lottery ticket	or	☐ Sell it for 4,000 points
☐ The lottery ticket	or	☐ Sell it for 4,250 points
☑ The lottery ticket	or	☐ Sell it for 4,500 points
☐ The lottery ticket	or	☑ Sell it for 4,750 points
☐ The lottery ticket	or	☐ Sell it for 5,000 points
☐ The lottery ticket	or	☐ Sell it for 5,250 points
☐ The lottery ticket	or	☐ Sell it for 5,500 points
☐ The lottery ticket	or	☐ Sell it for 6,000 points
☐ The lottery ticket	or	☐ Sell it for 7,000 points
☐ The lottery ticket	or	☐ Sell it for 8,000 points
☐ The lottery ticket	or	☑ Sell it for 9,000 points

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The following question asks how satisfied you feel, on a scale from 0 to 10. Zero (0) means you feel "not at all satisfied" and 10 means you feel "completely satisfied".

Overall, how satisfied are you with life as a whole these days?

10

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YouGov

Section 11 of 16

This section asks you to make choices that depend on drawing balls from a large, virtual jar. The jar contains 100 balls, 50 of which are blue and 50 of which are brown.

Which color would you prefer to be paid **10,000 points** for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

- Blue
- Brown

›

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YouGov

You have chosen to be paid **10,000 points if a brown ball** is drawn and **0 points if a blue ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ -1,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 0 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 1,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 2,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 2,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,750 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,750 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 5,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 5,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 5,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 6,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 8,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 10,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 12,000 points

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YouGov

You have chosen to be paid **10,000 points if a brown ball** is drawn and **0 points if a blue ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ -1,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 0 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 1,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 2,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 2,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,000 points
☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 3,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,750 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 4,750 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 5,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 5,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 5,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 6,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 8,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 10,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 12,000 points

balls and 50 brown balls

☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 0 points
☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 1,000 points
☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 2,000 points
☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 2,500 points
☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,000 points
☑ A draw from the jar with 50 blue balls and 50 brown balls	or	☐ 3,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 3,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 3,750 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 4,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 4,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 4,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 4,750 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 5,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 5,250 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 5,500 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 6,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 8,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 10,000 points
☐ A draw from the jar with 50 blue balls and 50 brown balls	or	☑ 12,000 points

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YouGov

This section asks you to make choices that depend on drawing balls from another different large, virtual jar. The jar contains 100 balls, 50 of which are orange and 50 of which are white.

Which color would you prefer to be paid **8,000 points** for (if it is drawn from the large jar)? Note that this means you will be paid 0 points if the other color is drawn.

- ○ Orange
- ◉ White

›

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YouGov

You have chosen to be paid **8,000 points if a white ball** is drawn and **0 points if a orange ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with 50 orange balls and 50 white balls	or	☐ -1,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 0 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 1,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 2,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 2,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 2,750 points
☑ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☑ 3,250 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,750 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 4,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 4,250 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 4,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 5,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 6,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 7,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 8,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☑ 9,000 points

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You have chosen to be paid **8,000 points if a white ball** is drawn and **0 points if a orange ball** is drawn.

For each row in the table below, which option would you prefer?

☑ A draw from the jar with 50 orange balls and 50 white balls	or	☐ -1,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 0 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 1,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 2,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 2,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 2,750 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,250 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 3,750 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 4,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 4,250 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 4,500 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 5,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 6,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 7,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☐ 8,000 points
☐ A draw from the jar with 50 orange balls and 50 white balls	or	☑ 9,000 points

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Section 12 of 16

This section asks you to decide between different amounts of points to you and a random other person who is taking this survey.

These are real decisions: another person taking this survey will receive the payment you decide on.

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YouGov

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These are real decisions: **another person** taking this survey will receive the payment **you** decide on.

For each row in the table below, which option would you prefer?

☐ You both get 4,000 points	or	☐ You get 1,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 2,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 2,400 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 2,800 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 3,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 3,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,400 points and the other person gets 6,500 points
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☐ You both get 4,000 points	or	☐ You get 5,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 5,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 6,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 6,400 points and the other person gets 6,500 points

Reset Autofill

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YouGov

This section asks you to decide between different amounts of points to you and a random other person who is taking this survey.

These are real decisions: **another person** taking this survey will receive the payment **you** decide on.

For each row in the table below, which option would you prefer?

If you would like to autofill the second column, please check the bottom row.

☐ You both get 4,000 points	or	☑ You get 1,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 2,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 2,400 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 2,800 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 3,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 3,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,400 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,800 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 5,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 5,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 6,000 points and the other person gets 6,500 points
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☐ You both get 4,000 points	or	☐ You get 3,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 3,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,400 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 4,800 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 5,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 5,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☐ You get 6,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 6,400 points and the other person gets 6,500 points

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☐ You both get 4,000 points	or	☑ You get 2,400 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 2,800 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 3,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 3,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 4,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 4,400 points and the other person gets 6,500 points
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☐ You both get 4,000 points	or	☑ You get 5,200 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 5,600 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 6,000 points and the other person gets 6,500 points
☐ You both get 4,000 points	or	☑ You get 6,400 points and the other person gets 6,500 points

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This section asks you to decide between different amounts of points to you and a random other person who is taking this survey.

These are real decisions: **another person** taking this survey will receive the payment **you** decide on.

For each row in the table below, which option would you prefer?

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☐ You both get 4,000 points	or	☐ You get 2,400 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 2,800 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 3,200 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 3,600 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 4,000 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 4,400 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 4,800 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 5,200 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 5,600 points and the other person gets 1,500 points
☐ You both get 4,000 points	or	☐ You get 6,000 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 6,400 points and the other person gets 1,500 points

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☑ You both get 4,000 points	or	☐ You get 2,800 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 3,200 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 3,600 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 4,000 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 4,400 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 4,800 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 5,200 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 5,600 points and the other person gets 1,500 points
☑ You both get 4,000 points	or	☐ You get 6,000 points and the other person gets 1,500 points
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For each row in the table below, which option would you prefer?

☐ You both get 7,000 points	or	☐ You get 3,400 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 4,000 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 4,600 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 5,200 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 5,800 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 6,400 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 7,000 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 7,600 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 8,200 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 8,800 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 9,400 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☐ You get 10,000 points and the other person gets 11,000 points
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☐ You both get 7,000 points	or	☑ You get 5,200 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☑ You get 5,800 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☑ You get 6,400 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☑ You get 7,000 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☑ You get 7,600 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☑ You get 8,200 points and the other person gets 11,000 points
☐ You both get 7,000 points	or	☑ You get 8,800 points and the other person gets 11,000 points
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☐ You both get 7,000 points	or	☑ You get 10,000 points and the other person gets 11,000 points
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☐ You both get 7,000 points	or	☐ You get 10,000 points and the other person gets 3,000 points
☑ You both get 7,000 points	or	☐ You get 10,600 points and the other person gets 3,000 points

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☐ You both get 7,000 points	or	☐ You get 6,400 points and the other person gets 3,000 points
☐ You both get 7,000 points	or	☐ You get 7,000 points and the other person gets 3,000 points
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☑ You both get 7,000 points	or	☐ You get 10,600 points and the other person gets 3,000 points

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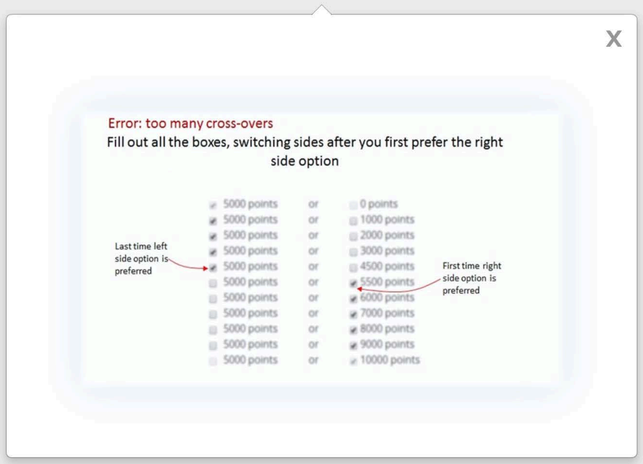

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For each row in the table below, which option would you prefer?

Too many crossovers.

☐ You both get 7,000 points	or	☐ You get 3,400 points and the other person gets 3,000 points
☐ You both get 7,000 points	or	☐ You get 4,000 points and the other person gets 3,000 points
☐ You both get 7,000 points	or	☐ You get 4,600 points and the other person gets 3,000 points
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For each row in the table below, which option would you prefer?

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☐ You both get 7,000 points	or	☑ You get 10,600 points and the other person gets 3,000 points

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YouGov

How do you see yourself: are you a person who is generally willing to take risks or do you try to avoid taking risks?

Completely unwilling to take risks 0 1 2 3 4 5 6 7 8 9 10 Very willing to take risks

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YouGov

Section 13 of 16

In this section you will be able to send points to other survey takers, as in the last section.

YouGov

For this question we will give you 6,000 points, and you are matched with a **different** person from the one you were matched with in the last question.

You can send, some, all, or none of this to the other survey taker. The amount you send will be deducted from the 6,000 points given to you for this question.

How much would you like to send the other survey taker?

- 0
- 1,000
- 2,000
- 3,000
- 4,000
- 5,000
- 6,000

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YouGov

For this question we will give you 6,000 points, and you are matched with a **different** person from the one you were matched with in the last two questions.

You can send, some, all, or none of this to the other survey taker. Whatever amount you send will be doubled by us, and the other taker will have the opportunity to send any amount of that back to you. Whatever amount the other taker sends back to you will be doubled again.

So, if you chose to send 1,000 points, you will keep 5,000 points and the other taker will get 2,000 points that they can choose to send back to you, or not. If they send 2,000 points back, you will receive an additional 4,000 points (9,000 points in total). If they send 0 points back, you will have only the 5,000 points you didn't send.

How much would you like to send to the other survey taker?

- 0
- 1,000
- 2,000
- 3,000
- 4,000
- 5,000
- 6,000

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YouGov

If the previous question is selected for payment, we will let you know how much the other survey taker sent back to you at the end of the survey.

In order that you may be matched with a future survey taker, we would like to know how much you would send back, if someone sent you varying amounts of points. Please keep in mind that however much you send back will be doubled by us.

Please tell us how much you would send back if:

the other person sent you 1,000 points, so you have 2,000 points you can keep, or send some back

the other person sent you 2,000 points, so you have 4,000 points you can keep, or send some back

the other person sent you 3,000 points, so you have 6,000 points you can keep, or send some back

the other person sent you 4,000 points, so you have 8,000 points you can keep, or send some back

the other person sent you 5,000 points, so you have 10,000 points you can keep, or send some back

the other person sent you 6,000 points, so you have 12,000 points you can keep, or send some back

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In order that you may be matched with a future survey taker, we would like to know how much you would send back, if someone sent you varying amounts of points. Please keep in mind that however much you send back will be doubled by us.

Please tell us how much you would send back if:

the other person sent you 1,000 points, so you have 2,000 points you can keep, or send some back

4000

the other person sent you 2,000 points, so you have 4,000 points you can keep, or send some back

4000

the other person sent you 3,000 points, so you have 6,000 points you can keep, or send some back

4000

the other person sent you 4,000 points, so you have 8,000 points you can keep, or send some back

4000

the other person sent you 5,000 points, so you have 10,000 points you can keep, or send some back

4000

the other person sent you 6,000 points, so you have 12,000 points you can keep, or send some back

4000

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YouGov

If the previous question is selected for payment, we will let you know how much the other survey taker sent back to you at the end of the survey.

In order that you may be matched with a future survey taker, we would like to know how much you would send back, if someone sent you varying amounts of points. Please keep in mind that however much you send back will be doubled by us.

Please tell us how much you would send back if:

the other person sent you 1,000 points, so you have 2,000 points you can keep, or send some back

4000

Please provide a whole number between 0 and 2000.

the other person sent you 2,000 points, so you have 4,000 points you can keep, or send some back

4000

the other person sent you 3,000 points, so you have 6,000 points you can keep, or send some back

4000

the other person sent you 4,000 points, so you have 8,000 points you can keep, or send some back

4000

the other person sent you 5,000 points, so you have 10,000 points you can keep, or send some back

4000

the other person sent you 6,000 points, so you have 12,000 points you can keep, or send some back

4000

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YouGov

We will allow you to observe a similar back-and-forth by two **other** people.

As with the previous question, any amount sent from one individual to the other is doubled. The first person sent **6,000 points** to their partner out of the 6,000 they had. The partner then returned **0 points** out of the 12,000 they had. That is, in the end, the first person received **0 points** on this question and the partner received **12,000 points**.

For this question, we will also give you 4,000 points. Any points you do not use will be yours to keep, if this question is selected for payment.

You will now have the opportunity to punish either or both of these people. For every **100 points** you spend, you will reduce the amount they get by **600 points**.

No other survey taker will have the ability to punish you, so you do not need to worry about any of your previous answers.

Note that if this question is selected for payment, you will be **the only person** who is selected to punish either player. If you choose not to punish at all, both people will get the payments described above and you will keep the 4,000 points.

How many points do you want to use to punish the first person, who sent 6,000 points (out of 6,000)? You may use up to 2,000 points, which will take up to 12,000 points away from the first person.

How many points do you want to use to punish the second person, who sent back nothing (out of 12,000)? You may use up to 2,000 points, which will take up to 12,000 points away from the second person.

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YouGov

We will allow you to observe a similar back-and-forth by two **other** people.

As with the previous question, any amount sent from one individual to the other is doubled. The first person sent **6,000 points** to their partner out of the 6,000 they had. The partner then returned **0 points** out of the 12,000 they had. That is, in the end, the first person received **0 points** on this question and the partner received **12,000 points**.

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Note that if this question is selected for payment, you will be **the only person** who is selected to punish either player. If you choose not to punish at all, both people will get the payments described above and you will keep the 4,000 points.

How many points do you want to use to punish the first person, who sent 6,000 points (out of 6,000)? You may use up to 2,000 points, which will take up to 12,000 points away from the first person.

600

How many points do you want to use to punish the second person, who sent back nothing (out of 12,000)? You may use up to 2,000 points, which will take up to 12,000 points away from the second person.

700

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YouGov

Section 14 of 16

We are interested in your best guess, so **please do not look this up if you do not know**.

Now think about the wired telephone (landline):

What year was the telephone invented?

How confident are you of your answer to this question?

- No confidence at all
- Not very confident
- Somewhat unconfident
- Somewhat confident
- Very confident
- Certain

YouGov

Section 14 of 16

We are interested in your best guess, so **please do not look this up if you do not know**.

Now think about the wired telephone (landline):

What year was the telephone invented?

100

How confident are you of your answer to this question?

- ○ No confidence at all
- ○ Not very confident
- ○ Somewhat unconfident
- ◉ Somewhat confident
- ○ Very confident
- ○ Certain

What do you think the probability is (from 0%, or no chance, to 100%, or certainty) that your answer is within 25 years of the correct answer?

0 %

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how accurate your answer is? For example,

- if you think your answer would be the **most accurate**, you should answer **1**.
- if you think your answer would be the **least accurate**, you should answer **100**.

88

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YouGov

We are interested in your best guess, so **please do not look this up if you do not know**.

The unemployment rate is the percent of people who are actively searching for work but are not presently employed. Since 1948, it has ranged from a low of 2.8 percent to a high of 10.8%. The average unemployment rate during that time was 5.8%.

What is your best guess about the unemployment rate in the United States today? Even if you are uncertain, please provide us with your best estimate of the percent of people seeking work but currently without a job in the United States.

100 %

How confident are you of your answer to this question?

- No confidence at all
- Not very confident
- Somewhat unconfident
- Somewhat confident
- Very confident
- Certain

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YouGov

We are interested in your best guess, so **please do not look this up if you do not know**.

The unemployment rate is the percent of people who are actively searching for work but are not presently employed. Since 1948, it has ranged from a low of 2.8 percent to a high of 10.8%. The average unemployment rate during that time was 5.8%.

Please specify at least one decimal point

What is your best guess about the unemployment rate in the United States today? Even if you are uncertain, please provide us with your best estimate of the percent of people seeking work but currently without a job in the United States.

100 %

How confident are you of your answer to this question?

- No confidence at all
- Not very confident
- Somewhat unconfident
- Somewhat confident
- Very confident
- Certain

What do you think the probability is (from 0% or no chance, to 100% or certainty) that your answer is within 2% of the correct answer?

%

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how accurate your answer is? For example,

- if you think your answer would be the **most accurate**, you should answer **1**.
- if you think your answer would be the **least accurate**, you should answer **100**.

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YouGov

We are interested in your best guess, so **please do not look this up if you do not know**.

The unemployment rate is the percent of people who are actively searching for work but are not presently employed. Since 1948, it has ranged from a low of 2.8 percent to a high of 10.8%. The average unemployment rate during that time was 5.8%.

Please specify at least one decimal point

What is your best guess about the unemployment rate in the United States today? Even if you are uncertain, please provide us with your best estimate of the percent of people seeking work but currently without a job in the United States.

100.5 %

How confident are you of your answer to this question?

- ○ No confidence at all
- ○ Not very confident
- ○ Somewhat unconfident
- ○ Somewhat confident
- ◉ Very confident
- ○ Certain

What do you think the probability is (from 0% or no chance, to 100% or certainty) that your answer is within 2% of the correct answer?

3 %

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how accurate your answer is? For example,

- if you think your answer would be the **most accurate**, you should answer **1**.
- if you think your answer would be the **least accurate**, you should answer **100**.

3

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YouGov

We are interested in your best guess, so **please do not look this up if you do not know**.

The unemployment rate is the percent of people who are actively searching for work but are not presently employed. Since 1948, it has ranged from a low of 2.8 percent to a high of 10.8%. The average unemployment rate during that time was 5.8%.

Please specify at least one decimal point

What is your best guess about the unemployment rate in the United States today? Even if you are uncertain, please provide us with your best estimate of the percent of people seeking work but currently without a job in the United States.

100 %

Please provide a value between 0 and 100.

How confident are you of your answer to this question?

- ○ No confidence at all
- ○ Not very confident
- ○ Somewhat unconfident
- ○ Somewhat confident
- ◉ Very confident
- ○ Certain

What do you think the probability is (from 0% or no chance, to 100% or certainty) that your answer is within 2% of the correct answer?

3 %

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how accurate your answer is? For example,

- if you think your answer would be the **most accurate**, you should answer **1**.
- if you think your answer would be the **least accurate**, you should answer **100**.

3

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YouGov

We are interested in your best guess, so **please do not look this up if you do not know**.

The unemployment rate is the percent of people who are actively searching for work but are not presently employed. Since 1948, it has ranged from a low of 2.8 percent to a high of 10.8%. The average unemployment rate during that time was 5.8%.

Please specify at least one decimal point

What is your best guess about the unemployment rate in the United States today? Even if you are uncertain, please provide us with your best estimate of the percent of people seeking work but currently without a job in the United States.

50.1 %

How confident are you of your answer to this question?

- ○ No confidence at all
- ○ Not very confident
- ○ Somewhat unconfident
- ○ Somewhat confident
- ◉ Very confident
- ○ Certain

What do you think the probability is (from 0% or no chance, to 100% or certainty) that your answer is within 2% of the correct answer?

3 %

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how accurate your answer is? For example,

- if you think your answer would be the **most accurate**, you should answer **1**.
- if you think your answer would be the **least accurate**, you should answer **100**.

3

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YouGov

Section 15 of 16

In this section we will ask you to try to solve six puzzles.

YouGov

How many of the three previous puzzles do you think you correctly answered?

YouGov

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how many correct answers you got? For example,

- if you think you got the **most correct**, you should answer **1**.
- if you think you got the **least correct**, you should answer **100**.

99

YouGov

How many of the three previous puzzles do you think you correctly answered?

1

YouGov

Now, think about 100 typical people in the United States.

Where do you think you rank in terms of how many correct answers you got For example,

- if you think you got the **most correct**, you should answer **1**.
- if you think you got the **least correct**, you should answer **100**.

40

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YouGov

Section 16 of 16

In this section we ask you three simple arithmetic questions.

A bat and a ball cost $1.10 in total. The bat costs $1.00 more than the ball. How much does the ball cost?

5 cents

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YouGov

If it takes 5 machines 5 minutes to make 5 widgets, how long would it take 100 machines to make 100 widgets?

5 minutes

YouGov

In a lake, there is a patch of lily pads. Every day, the patch doubles in size. If it takes 48 days for the patch to cover the entire lake, how long would it take for the patch to cover half of the lake?

days

YouGov

The following two questions were chosen at random. For questions involving a lottery, the lottery was run and the results are indicated below.

Q7
For this question, you are given a lottery ticket that has a **50% chance** of paying you **9,000 points**, and a **50% chance** of paying you **1,000 points**.

Row 5 was chosen at random. You chose to keep the lottery: you did not win the lottery and received 1,000 points.

Q16
For this question we will give you 6,000 points, and you are matched with a **different** person from the one you were matched with in the last two questions.

You can send, some, all, or none of this to the other survey taker. Whatever amount you send will be doubled by us, and the other taker will have the opportunity to send any amount of that back to you. Whatever amount the other taker sends back to you will be doubled again.

So, if you chose to send 1,000 points, you will keep 5,000 points and the other taker will get 2,000 points that they can choose to send back to you, or not. If they send 2,000 points back, you will receive an additional 4,000 points (9,000 points in total). If they send 0 points back, you will have only the 5,000 points you didn't send.

You were matched with another respondent for this question, and received 8,000 points.

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