YouGov

Six months ago YouGov invited to you take a survey in which you chose between a number of different lotteries and payments. We would now like to invite you to take a similar survey.

As with the previous 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, 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.

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- 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.

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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 1,500 points for completing the survey. Thus, the minimum number of points you will earn for taking this survey is 1,500. 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 about 45 minutes, and we want you to pay close attention to the survey for that entire time.

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YouGov

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

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- 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.

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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

YouGov

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

›

YouGov

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.
4. Notice that the option on the right is always better as you go down the list. This means that after you choose one option on the right, you should choose the option on the right for all rows below. Your answers should therefore "cross over" from left to right **only once**.
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
☐ 5,000 points	or	☑ 10,000 points

Reset Autofill

Review the instructions

YouGov

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5. Once you have filled in the "c ly, you may check every box ma

All rows must have a box checke

If you need to start over at any poin

Example question: For each row i

Not enough information to autofill.

X

Error: not enough information to autofill

For a cross-over point, check one box on the left side then the next box on the right side

☑ 5000 points	or	☐ 0 points
☐ 5000 points	or	☐ 1000 points
☐ 5000 points	or	☐ 2000 points
☐ 5000 points	or	☐ 3000 points
☑ 5000 points	or	☐ 4500 points
☐ 5000 points	or	☑ 5500 points
☐ 5000 points	or	☐ 6000 points
☐ 5000 points	or	☐ 7000 points
☐ 5000 points	or	☐ 8000 points
☐ 5000 points	or	☐ 9000 points
5000 points	or	☑ 10000 points

☐ 5,000 points	or	☐ 9,000 points
5,000 points	or	☑ 10,000 points

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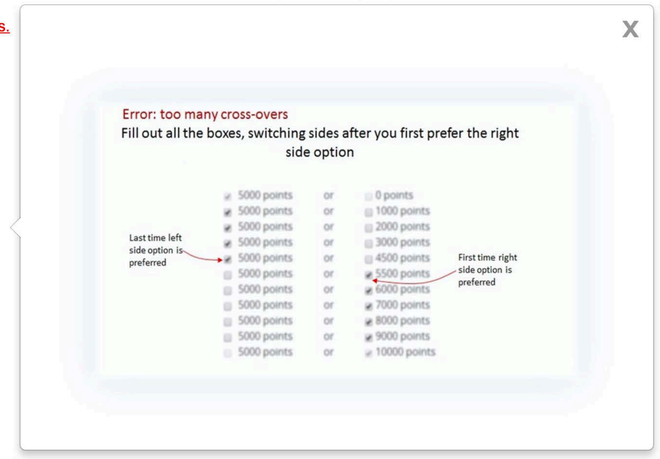
Example question: For each row in the table below, which option would you prefer?

Too many crossovers.



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

You have indicated in row 5 that you prefer 4,500 points to 5,000 points. But 4,500 points is less than 5,000 points, which means you would get more by selecting 5,000 points. Please correct this.

In all the other questions on this survey, there is no right or wrong answer. However, you should make sure that you select the option that you prefer on **each line**.

☑	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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☑ 5,000 points	or	☐ 1,000 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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Section 1 of 12

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?

☑ 6,000 points in 45 days (May 25)	or	☐ 0 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 1,000 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 2,000 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 3,000 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 3,500 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 4,000 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 4,500 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,000 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,500 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,600 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,700 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,800 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,900 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,950 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 5,975 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 6,000 points today
☐ 6,000 points in 45 days (May 25)	or	☐ 6,100 points today

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

[x] 6,000 points in 45 days (May 25)	or	[ ] 0 points today
[x] 6,000 points in 45 days (May 25)	or	[ ] 1,000 points today
[x] 6,000 points in 45 days (May 25)	or	[ ] 2,000 points today
[x] 6,000 points in 45 days (May 25)	or	[ ] 3,000 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 3,500 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 4,000 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 4,500 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,000 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,500 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,500 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,600 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,700 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,800 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,900 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,950 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 5,975 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 6,000 points today
[ ] 6,000 points in 45 days (May 25)	or	[x] 6,100 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 9)	or	0 points today
6,000 points in 90 days (July 9)	or	1,000 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	2,000 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	3,000 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	3,500 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	4,000 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	4,500 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,000 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,500 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,500 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,600 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,700 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,800 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,900 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,950 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	5,975 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	6,000 points in 45 days (May 25)
6,000 points in 90 days (July 9)	or	6,100 points in 45 days (May 25)

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

[x] 6,000 points in 90 days (July 9)	or	[ ] 0 points today
[x] 6,000 points in 90 days (July 9)	or	[ ] 1,000 points in 45 days (May 25)
[x] 6,000 points in 90 days (July 9)	or	[ ] 2,000 points in 45 days (May 25)
[x] 6,000 points in 90 days (July 9)	or	[ ] 3,000 points in 45 days (May 25)
[x] 6,000 points in 90 days (July 9)	or	[ ] 3,500 points in 45 days (May 25)
[x] 6,000 points in 90 days (July 9)	or	[ ] 4,000 points in 45 days (May 25)
[x] 6,000 points in 90 days (July 9)	or	[ ] 4,500 points in 45 days (May 25)
[x] 6,000 points in 90 days (July 9)	or	[ ] 5,000 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,500 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,600 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,600 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,700 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,800 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,900 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,950 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 5,975 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 6,000 points in 45 days (May 25)
[ ] 6,000 points in 90 days (July 9)	or	[x] 6,100 points in 45 days (May 25)

Reset

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You are endowed with 2,000 points that you can choose to keep or invest in a risky project. Points that are not invested in the risky project are yours to keep. The risky project has a 40% (that is a 4 out of 10) chance of success.

- If the project is successful, you will receive 3 times the amount you chose to invest.
- If the project is unsuccessful, you will lose the amount invested.

Please choose how many points you want to invest in the risky project. Note that you can pick any number between 0 and 2,000, including 0 or 2,000.

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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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YouGov

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 12

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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For this question, you are given a lottery ticket that has a **50% chance** of paying you **10,000 points,** and a **50% chance** of paying you **0 points**.

You have two options for this lottery ticket:

1. Keep it or
2. Sell it for a certain amount of points (for example, 2,000 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 8,000 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 **10,000 points,** and a **50% chance** of paying you **0 points**.

You have two options for this lottery ticket:

1. Keep it or
2. Sell it for a certain amount of points (for example, 2,000 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 8,000 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, 2,000 points)

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

☑ 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 8,000 points

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Review the instructions

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, 2,000 points)

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

✓ 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 8,000 points

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Section 3 of 12

Please grab a coin that has both a "heads" and a "tails" side. We would like you to flip this coin three (3) times. If this question is selected for payment, we will pay you 1,000 points for every head you get.

Please flip the coin three (3) times now, and keep track of how many times it came up heads. How many times did it come up heads?

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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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Section 4 of 12

This section asks you to choose between lotteries and fixed amounts for two questions, and then to decide between two lotteries for another two questions.

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

3,000 points	or	An 80% chance of 3,000 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 3,200 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 3,400 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 3,600 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 3,800 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 4,000 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 4,200 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 4,400 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 4,600 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 4,800 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 5,000 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 5,200 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 5,400 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 5,600 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 5,800 points, and a 20% chance of 0 points
3,000 points	or	An 80% chance of 6,000 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?

☑	3,000 points	or	☐ An 80% chance of 3,000 points, and a 20% chance of 0 points
☑	3,000 points	or	☐ An 80% chance of 3,200 points, and a 20% chance of 0 points
☑	3,000 points	or	☐ An 80% chance of 3,400 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 3,600 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 3,800 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 4,000 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 4,200 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 4,400 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 4,600 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 4,800 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 5,000 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 5,200 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 5,400 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 5,600 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 5,800 points, and a 20% chance of 0 points
☐	3,000 points	or	☑ An 80% chance of 6,000 points, and a 20% chance of 0 points

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

☑ 5,000 points	or	☐ A 75% chance of 5,000 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 5,300 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 5,600 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 5,900 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 6,200 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 6,500 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 6,800 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 7,100 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 7,400 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 7,700 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 8,000 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 8,300 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 8,600 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 8,900 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 9,200 points, and a 25% chance of 0 points
☐ 5,000 points	or	☐ A 75% chance of 9,500 points, and a 25% chance of 0 points
☐ 5,000 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

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 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,000 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,200 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 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 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,600 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 3,800 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 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 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,200 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,400 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 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 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 4,800 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,000 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 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 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,400 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 points and a 75% chance of 0 points	or	☐ A 20% chance of 5,600 points, and an 80% chance of 0 points
☐ A 25% chance of 3,000 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 3,000 points and a 75% chance of 0 points	or	☑ A 20% chance of 6,000 points, and an 80% chance of 0 points

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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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 5,000 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 5,300 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 5,900 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 6,200 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 6,500 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 7,100 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 7,400 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 7,700 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 8,300 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 8,600 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 8,900 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 9,500 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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

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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 5,000 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 5,300 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 5,900 points, and an 85% chance of 0 points
☑ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 6,200 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☑ A 15% chance of 6,500 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 7,100 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 7,400 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 7,700 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 8,300 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 8,600 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 8,900 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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 5,000 points and an 80% chance of 0 points	or	☐ A 15% chance of 9,500 points, and an 85% chance of 0 points
☐ A 20% chance of 5,000 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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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

YouGov

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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?

Please provide a response for each item

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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Section 5 of 12

In the next few questions, you will be asked to choose between two lotteries.

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

Which of the following options do you prefer?

- A lottery where you can either receive 10,000 points or receive 0 points, each with probability 50%;

OR

- Receiving 5,200 points for certain.

YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 10,000 points or receive 0 points, each with probability 50%;

OR

- Receiving 5,200 points for certain.

YouGov

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YouGov

Which of the following options do you prefer?

- (●) A lottery where you can either receive 7,000 points or receive 0 points, each with probability 50%;

OR

- ( ) Receiving 2,700 points for certain.

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YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 10,000 points or receive 0 points, each with probability 50%;

OR

- Receiving 4,500 points for certain.

YouGov

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YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 10,000 points or receive 0 points, each with probability 50%;

OR

- Receiving 4,500 points for certain.

YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 7,000 points or receive 0 points, each with probability 50%;

OR

- Receiving 2,400 points for certain.

YouGov

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YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 10,000 points or lose 3,200 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 7,000 points or lose 6,300 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 7,000 points or lose 6,300 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

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YouGov

Which of the following options do you prefer?

A lottery where you can either receive 10,000 points or lose 5,200 points, each with probability 50%;

OR

Receiving 0 points for certain.

YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 7,000 points or lose 2,600 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

Which of the following options do you prefer?

Please choose an answer

- A lottery where you can either receive 7,000 points or lose 2,600 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

Which of the following options do you prefer?

Please choose an answer

- A lottery where you can either receive 7,000 points or lose 2,600 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

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YouGov

Which of the following options do you prefer?

- (●) A lottery where you can either receive 10,000 points or lose 2,500 points, each with probability 50%;

OR

- ( ) Receiving 0 points for certain.

[›]

YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 7,000 points or lose 2,700 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

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YouGov

Which of the following options do you prefer?

- A lottery where you can either receive 7,000 points or lose 2,700 points, each with probability 50%;

OR

- Receiving 0 points for certain.

YouGov

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YouGov

The next few questions ask you to choose between amounts of points at different times, many of which are **in the future**. If one of these questions is selected for payment, the number of points displayed will be credited to your account on the day shown.

For your reference, today is April 10.

YouGov

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YouGov

Which of the following options do you prefer?

- 3,000 points put in your account tomorrow (April 11)
- 10,000 points put in your account 90 days from now (July 9)

YouGov

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YouGov

Which of the following options do you prefer?

- 6,000 points put in your account tomorrow (April 11)
- 9,500 points put in your account 90 days from now (July 9)

YouGov

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YouGov

Which of the following options do you prefer?

- 8,500 points put in your account tomorrow (April 11)
- 9,750 points put in your account 90 days from now (July 9)

YouGov

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YouGov

Which of the following options do you prefer?

- 1,000 points put in your account tomorrow (April 11)
- 10,000 points put in your account 90 days from now (July 9)

YouGov

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YouGov

Which of the following options do you prefer?

- 9,000 points put in your account tomorrow (April 11)
- 10,000 points put in your account 90 days from now (July 9)

YouGov

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YouGov

Which of the following options do you prefer?

- 10,000 points put in your account tomorrow (April 11)
- 7,000 points put in your account today

YouGov

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YouGov

Which of the following options do you prefer?

- 8,500 points put in your account today
- 9,500 points put in your account 90 days from now (July 9)

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Which of the following options do you prefer?

- 10,000 points put in your account 90 days from now (July 9)
- 9,750 points put in your account today

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Which of the following options do you prefer?

Please choose an answer

- 10,000 points put in your account 90 days from now (July 9)
- 9,750 points put in your account tomorrow (April 11)

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Which of the following options do you prefer?

- 10,000 points put in your account 90 days from now (July 9)
- 9,750 points put in your account 4 days from now (April 14)

YouGov

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YouGov

Section 6 of 12

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

YouGov

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YouGov

Section 6 of 12

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

›

YouGov

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	☐ A draw from a different jar with 0 black balls and 100 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 10 black balls and 90 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 20 black balls and 80 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 30 black balls and 70 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 35 black balls and 65 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 40 black balls and 60 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 45 black balls and 55 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 50 black balls and 50 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 55 black balls and 45 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 60 black balls and 40 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 65 black balls and 35 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 70 black balls and 30 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 80 black balls and 20 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☐ A draw from a different jar with 90 black balls and 10 red balls
☐ A draw from the jar with the unknown number of red and black balls	or	☑ A draw from a different jar with 100 black balls and 0 red balls

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

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

›

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	☐ A draw from a different jar with 0 green balls and 100 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 10 green balls and 90 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 20 green balls and 80 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 30 green balls and 70 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 35 green balls and 65 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 40 green balls and 60 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 45 green balls and 55 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 50 green balls and 50 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 55 green balls and 45 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 60 green balls and 40 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 65 green balls and 35 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 70 green balls and 30 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 80 green balls and 20 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☐ A draw from a different jar with 90 green balls and 10 yellow balls
☐ A draw from the jar with the unknown number of green and yellow balls	or	☑ A draw from a different jar with 100 green balls and 0 yellow balls

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

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

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Section 7 of 12

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 **10,000 points**, and a **50% chance** of paying **0 points**.

For example, if you choose to pay 1,000 points for a lottery ticket, and this question is chosen for payment, you will:

- Pay 1,000 points for the lottery ticket
- Keep 9,000 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 8,000 points and keep the remaining 2,000 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 keep the remaining 8,000 points
☐ Keep 10,000 points	or	☐ Buy the lottery ticket for 1,000 points and keep the remaining 9,000 points

YouGov

For this question, you **have been given 8,000 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 5,000 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 8,000 points	or	☐ Buy the lottery ticket for 8,000 points and keep the remaining 0 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 6,000 points and keep the remaining 2,000 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 5,500 points and keep the remaining 2,500 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 5,250 points and keep the remaining 2,750 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 5,000 points and keep the remaining 3,000 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 4,750 points and keep the remaining 3,250 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 4,500 points and keep the remaining 3,500 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 4,250 points and keep the remaining 3,750 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 4,000 points and keep the remaining 4,000 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 3,750 points and keep the remaining 4,250 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 3,500 points and keep the remaining 4,500 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 3,250 points and keep the remaining 4,750 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 3,000 points and keep the remaining 5,000 points
☐ Keep 8,000 points	or	☐ Buy the lottery ticket for 2,500 points and keep the remaining 5,500 points
☐ Keep 8,000 points	or	☑ Buy the lottery ticket for 2,000 points and keep the remaining 6,000 points

Reset Autofill

Review the instructions

YouGov

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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

YouGov

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YouGov

Section 8 of 12

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?

☑ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 5,000 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 5,500 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 6,000 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 6,250 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 6,500 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 6,750 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 7,000 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 7,250 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 7,500 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 8,000 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 9,000 points
☐ You both get 5,000 points	or	☐ You get 4,000 points and the other person gets 10,000 points

Reset Autofill

Review the instructions

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?

☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 1,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 2,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 2,500 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 3,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 3,250 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 3,500 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 3,750 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 4,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 4,250 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 4,500 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 4,750 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 5,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 5,500 points
☐ You both get 5,000 points	or	☑ You get 6,000 points and the other person gets 6,000 points

Reset Autofill

Review the instructions

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?

☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 10,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 9,750 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 9,500 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 9,250 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 9,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 8,750 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 8,500 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 8,250 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 8,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 7,500 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 7,000 points
☐ You both get 5,000 points	or	☐ You get 6,000 points and the other person gets 6,500 points
☐ You both get 5,000 points	or	☑ You get 6,000 points and the other person gets 6,000 points

Reset Autofill

Review the instructions

YouGov

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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

YouGov

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YouGov

Section 9 of 12

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

YouGov

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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 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

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

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

›

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

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

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.

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Please grab the coin you flipped before and flip it three (3) more times. How many times (out of 3) did the coin come up heads? Again, we will pay you 1,000 points for each head.

Please flip the coin three (3) times now, and keep track of how many times it came up heads. How many times did it come up heads?

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Section 10 of 12

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

https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Section 10 of 12

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?

1900

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?

%

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**.

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

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.

[ ] %

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

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.

6 %

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**.

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.

6.2 %

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?

9 %

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**.

9

YouGov

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YouGov

Section 11 of 12

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

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YouGov

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

1

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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**.

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YouGov

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

YouGov

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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**.
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YouGov

Section 12 of 12

In this section we ask you three simple arithmetic questions.

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YouGov

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?

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?

minutes

YouGov

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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

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YouGov

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

Q34
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**.

Row 15 was chosen at random. You chose to sell this lottery for 8,000 points.

Q37
This question asks you to decide between different amounts of points to you and a random other person who is taking this survey.

Row 10 was chosen at random. You decided that you should receive 6,000 points, and the other person should receive 4,500 points.

YouGov

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YouGov

In what year were you born?

1977

Are you male or female?

- (●) Male
- ( ) Female

What racial or ethnic group best describes you?

- (●) White
- ( ) Black or African-American
- ( ) Hispanic or Latino
- ( ) Asian or Asian-American
- ( ) Native American
- ( ) Middle Eastern
- ( ) Mixed Race
- ( ) Other (please specify)

YouGov

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YouGov

What is the highest level of education you have completed?

- Did not graduate from high school
- High school graduate
- Some college, but no degree (yet)
- 2-year college degree
- 4-year college degree
- Postgraduate degree (MA, MBA, MD, JD, PhD, etc.)

What is your marital status?

- Married, living with spouse
- Separated
- Divorced
- Widowed
- Single, never married
- Domestic partnership

YouGov

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YouGov

In which zipcode do you currently reside?

Which of the following best describes your current employment status?

- Working full time now
- Working part time now
- Temporarily laid off
- Unemployed
- Retired
- Permanently disabled
- Taking care of home or family
- Student
- Other (please specify)

Are you enrolled in school as a full-time or part-time student?

- Full-time
- Part-time
- I am not enrolled in school

YouGov

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YouGov

What type of educational institution are you currently attending?

- High school
- 2-year college (community or junior college)
- Undergraduate at 4-year college or university
- Law School
- Business School
- Medical School
- Other graduate program at a university
- Trade, vocational, or professional school
- Other
- Not attending any educational institution

YouGov

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YouGov

Thinking back over the last year, what was your family's annual income?

- Less than $10,000
- $10,000 - $19,999
- $20,000 - $29,999
- $30,000 - $39,999
- $40,000 - $49,999
- $50,000 - $59,999
- $60,000 - $69,999
- $70,000 - $79,999
- $80,000 - $99,999
- $100,000 - $119,999
- $120,000 - $149,999
- $150,000 or more
- Prefer not to say

In which state do you live?

Please choose a State...

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

Thinking back over the last year, what was your family's annual income?

- Less than $10,000
- $10,000 - $19,999
- $20,000 - $29,999
- $30,000 - $39,999
- $40,000 - $49,999
- $50,000 - $59,999
- $60,000 - $69,999
- $70,000 - $79,999
- $80,000 - $99,999
- $100,000 - $119,999
- $120,000 - $149,999
- $150,000 or more
- Prefer not to say

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Ple

What was your family's annual income last year?

- $150,000 - $199,999
- $200,000 - $249,999
- $250,000 - $349,999
- $350,000 - $499,999
- $500,000 or more

YouGov

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YouGov

Generally speaking, do you think of yourself as a ...?

- Democrat
- Republican
- Independent
- Other (please specify)
- Not sure

YouGov

Do you think of yourself as closer to the Democratic or the Republican Party?

- The Democratic Party
- The Republican Party
- Neither
- Not sure

YouGov

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YouGov

Do you own your home or pay rent?

- Own
- Rent
- Other (please specify)

Do you personally (or jointly with a spouse), have any money invested in the stock market right now, either in an individual stock or in a mutual fund?

- Yes
- No

YouGov

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YouGov

Are you registered to vote?

- Yes
- No
- Don't know

YouGov

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YouGov

In general, how would you describe your own political viewpoint?

- Very conservative
- Conservative
- Moderate
- Liberal
- Very liberal
- Not sure

Some people seem to follow what's going on in government and public affairs most of the time, whether there's an election going on or not. Others aren't that interested. Would you say you follow what's going on in government and public affairs ...

- Most of the time
- Some of the time
- Only now and then
- Hardly at all
- Don't know

YouGov

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YouGov

Would you describe yourself as a "born-again" or evangelical Christian, or not?

- Yes
- No

YouGov

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YouGov

How important is religion in your life?

- Very important
- Somewhat important
- Not too important
- Not at all important

YouGov

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YouGov

Aside from weddings and funerals, how often do you attend religious services?

- More than once a week
- Once a week
- Once or twice a month
- A few times a year
- Seldom
- Never
- Don't know

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

People practice their religion in different ways. Outside of attending religious services, how often do you pray?

- Several times a day
- Once a day
- A few times a week
- Once a week
- A few times a month
- Seldom
- Never
- Don't know

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

What is your present religion, if any?

- Protestant
- Roman Catholic
- Mormon
- Eastern or Greek Orthodox
- Jewish
- Muslim
- Buddhist
- Hindu
- Atheist
- Agnostic
- Nothing in particular
- Something else (please specify)

YouGov

Secure https://g4-us.yougov.com/vv9JBNVVdXLk5B

YouGov

To which Jewish group do you belong?

- Reform
- Conservative
- Orthodox
- Reconstructionist
- Other (please specify)

YouGov

Please take a moment to rate the questionnaire you just took. This information will be used to improve our surveys.

Overall, how easy or difficult did you find it to understand the questions? On a scale of 1 to 9 where 1 means the questionnaire was 'difficult to understand' and 9 means the questionnaire was 'easy to understand'.

Difficult to understand most of the questions 1 2 3 4 5 6 7 8 9 All of the questions were easy to understand

Did you experience any technical problems in this questionnaire?

- Yes
- No

Please rate this questionnaire overall. On a scale of 1 to 9 where 1 means the questionnaire was 'Poor' and 9 means the questionnaire was 'Excellent.'

Poor 1 2 3 4 5 6 7 8 9 Excellent

Do you have any comments on your experience of taking this survey (optional)? In the case that you would like a response to your comment please contact us at help.us@yougov.com.

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Poor 1 2 3 4 5 6 7 8 9 Excellent

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