



YouGov

We invite you to participate in a research study. You will be asked to answer a series of questions, and make choices between sure payments and lotteries.

You will be paid \$3 for completing the survey. In addition, you may earn up to \$30 depending on your answers in the study, and luck.

If you have read this form and have decided to participate in this experiment, please understand your participation is voluntary and you have the right to with- draw your consent or discontinue participation at any time without penalty or loss of benefits to which you are otherwise entitled. You have the right to refuse to do particular tasks. Your individual privacy will be maintained in all pub- lished and written data resulting from the study. You may print this form for your records.

CONTACT INFORMATION: If you have any questions, concerns or complaints about this research study, its procedures, risks and benefits, you should contact Stephanie Wang at 408-888-0397 or at swwang@pitt.edu.

You may contact the Human Subjects Protection Advocate at the University of Pittsburgh Institutional Review Board at 1-866-212-2668 if you have questions about your rights as a research subject. If you agree to participate, please proceed to the study tasks.

Please confirm that you are between 18 and 65 years of age, and agree to participate in this study:

- Yes, I am between 18 and 65 years of age, and agree to participate
- No, I am not eligible, or do not wish, to participate





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

This study is paid in points, with **1,000** points equalling **\$1**. At the end of the survey you will be told how many points you earned, and these will be converted into a Visa giftcard, redeemable at thousands of internet shopping sites. Please allow up to two weeks for processing of your Visa giftcard.





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If you read these instructions carefully and make good decisions **you may earn up to 33,000 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, **one** of these questions will be selected randomly, and your answer to that question will determine how many points you earn.

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.





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

Some sections will **start you with a fixed number of points**, say 5,000, and choices in that section will have the possibility of a loss from that total.

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 losing 3,000 points and a 50% chance of gaining 5,000 points, and,
- a loss of 1,000 points.

If you chose the first option, and the lottery selected the loss of 3,000 points, then you would receive $5,000 - 3,000 = 2,000$ points if this question were chosen for payment. **If the lottery selected the gain**, you would receive $5,000 + 5,000 = 10,000$ points. **If you chose the second option**, then you would receive $5,000 - 1,000 = 4,000$ points if this question were chosen for payment.





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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 33,000**. The **average is 15,000**. You will not earn points unless you complete the survey.

The study will take you between **20 and 25 minutes**. The study pays a lot more than normal online tasks because we want you to pay close attention the 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

Suppose you were given 5,000 points at the start of a module, and chose an option with a sure loss of 2,000 points in a question in that module. How many points would you end the module with if that question were chosen for payment?

- 2,000
- 0
- 2,000
- 3,000
- 5,000

How long will the survey take?

- Between 10 and 15 minutes
- Between 20 and 25 minutes
- About 45 minutes
- One hour

What is the maximum number of points you can earn from your choices on this survey?

- 3,000
- 13,000
- 23,000
- 33,000
- 43,000





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- 1
- 2
- 3
- 4
- 5

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- 2,000
- 0
- 2,000
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- 5,000

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- Between 10 and 15 minutes
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- One hour

What is the maximum number of points you can earn from your choices on this survey?

- 3,000
- 13,000
- 23,000
- 33,000
- 43,000





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

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We will now walk you through a **very simple example** to help you understand a **special type of question** on this survey.

These questions will ask you to choose from a **series of two alternatives**. Below is an example of a series with eight (8) different choices.

Note that there are right and wrong answers in these instructions, but that will **not** be the case for all the other questions of this type on this survey! For those questions, **your choice should depend on what you want**.

- | | | | |
|---------------|-----------------------|-----------------------|---------------|
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 5,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 6,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 7,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 9,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 10,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 11,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 12,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 15,000 points |





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| | | | |
|---------------|-----------------------|-----------------------|---------------|
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 5,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 6,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 7,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 9,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 10,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 11,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 12,000 points |
| 10,500 points | <input type="radio"/> | <input type="radio"/> | 15,000 points |

Each row has two alternatives, only one of which can be chosen.

Please look at each row, and note that

- **On the left is always** 10,500 points.
- **On the right** is some amount of points, increasing from 5,000 to 15,000 points.

If you like more points (and who doesn't?), then in this simple example:

- 10,500 points **is better than any** amount of points below 10,500.
- But, any amount of points greater than 10,500 **is better than** the 10,500 points.

If this sounds obvious, that's because it is! Remember, the other questions of this type on this survey (after these instructions) **will not have a right or wrong answer!**





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The option on the left is **always the same**, but the points **on the right increase**. The answer will look like this:

- | | | | |
|---------------|----------------------------------|----------------------------------|---------------|
| 10,500 points | <input checked="" type="radio"/> | <input type="radio"/> | 5,000 points |
| 10,500 points | <input checked="" type="radio"/> | <input type="radio"/> | 6,000 points |
| 10,500 points | <input checked="" type="radio"/> | <input type="radio"/> | 7,000 points |
| 10,500 points | <input checked="" type="radio"/> | <input type="radio"/> | 9,000 points |
| 10,500 points | <input checked="" type="radio"/> | <input type="radio"/> | 10,000 points |
| 10,500 points | <input type="radio"/> | <input checked="" type="radio"/> | 11,000 points |
| 10,500 points | <input type="radio"/> | <input checked="" type="radio"/> | 12,000 points |
| 10,500 points | <input type="radio"/> | <input checked="" type="radio"/> | 15,000 points |

Note that the choices switch from the left column to the right column.





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We now ask you a **simple practice question** of this type. As always, there is a series of two alternatives.

- **On the left** is a voucher worth 7,300 points
- **On the right** are different amounts of points

To get started, select any bubble below: you only need to click once, the rest of the bubbles will fill in automatically. You can change your choice by selecting other bubbles. This question, like the example on the previous page, has a right answer.

| | | | |
|--------------|-----------------------|-----------------------|---------------|
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 3,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 4,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 5,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 6,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 7,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 8,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 9,000 points |
| 7,300 points | <input type="radio"/> | <input type="radio"/> | 10,000 points |



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| | | | |
|--------------|----------------------------------|----------------------------------|---------------|
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 3,000 points |
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 4,000 points |
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 5,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 6,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 7,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 8,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 9,000 points |
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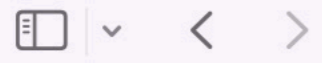
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You indicated in row 4 that you prefer 6,000 over the "voucher worth 7,300 points" whose value is exactly 7,300 points. Please press the button to return and fix this.





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| | | | |
|--------------|----------------------------------|----------------------------------|---------------|
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 3,000 points |
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 4,000 points |
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 5,000 points |
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 6,000 points |
| 7,300 points | <input checked="" type="radio"/> | <input type="radio"/> | 7,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 8,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 9,000 points |
| 7,300 points | <input type="radio"/> | <input checked="" type="radio"/> | 10,000 points |





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People spend their time doing different things. Over the last year, how frequently have you done each of these activities?

| | Never | Less than once a month | About once a month | Once a week | More than once a week |
|-----------------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|
| Ridden a bus or subway | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Flown on an airplane | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Been to the gym | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Traveled to the moon | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Gone to the grocery store | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Read a book | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Cooked dinner | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Given birth | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Gone to a religious service | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Gotten a haircut | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |





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|-----------------------------|----------------------------------|----------------------------------|----------------------------------|-----------------------|-----------------------|
| Ridden a bus or subway | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Flown on an airplane | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Been to the gym | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Traveled to the moon | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Gone to the grocery store | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Read a book | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Cooked dinner | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Given birth | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Gone to a religious service | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| Gotten a haircut | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |





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Section 1 of 8

This section asks you two questions where you will be given a lottery 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 **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 | <input type="radio"/> | <input type="radio"/> | Sell it for 0 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 1,000 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 2,000 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 2,500 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,000 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,250 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,500 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,750 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 4,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,250 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,500 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,750 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 5,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 5,250 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 5,500 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 6,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 7,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 8,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 9,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | 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 **8,000 points**, and a **50% chance** of paying you **2,000 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 | <input type="radio"/> | <input type="radio"/> | Sell it for 1,500 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 2,000 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 2,500 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,000 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,250 points |
| The lottery ticket | <input checked="" type="radio"/> | <input type="radio"/> | Sell it for 3,500 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 3,750 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,250 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,500 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 4,750 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 5,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 5,250 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 5,500 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 6,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 7,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 8,000 points |
| The lottery ticket | <input type="radio"/> | <input checked="" type="radio"/> | Sell it for 9,000 points |





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YouGov

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?

Not at all satisfied

0 1 2 3 4 5 6 7 8 9 10

Completely satisfied





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YouGov

Section 2 of 8

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.





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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?

Please choose an answer

- 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.





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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 5,500 points, each with probability 50%,
OR
- Receiving 0 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 lose 5,500 points, each with probability 50%,
OR
- Receiving 0 points for certain.





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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 3 of 8

In the next few questions, you will be asked to choose between a lottery and 0 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, lotteries in this section may either **add** to or **subtract** from this initial 10,000 points.

For example, suppose you chose a lottery that had a 50% chance of losing 3,000 points, and a 50% chance of gaining 5,000 over 0 points for sure. If the lottery pays you 5,000 points, this will be added to the 10,000 points you already have, and you will finish this section with 15,000 points. If the lottery chooses a loss of 3,000 points, this will be subtracted from your initial 10,000 points, so you will end up with 7,000 points. 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.





YouGov

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

- 0 points A 50% chance of losing 10,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 9,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 8,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 7,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 6,500 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 6,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 5,500 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 5,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 4,500 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 4,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 3,500 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 3,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 2,500 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 2,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 1,500 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of losing 1,000 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of 0 points,
and a 50% chance of gaining 5,000 points
- 0 points A 50% chance of gaining 1,000 points,
and a 50% chance of gaining 5,000 points



YouGov

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

- | | | | |
|----------|----------------------------------|----------------------------------|---|
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 10,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 9,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 8,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 7,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 6,500 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 6,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input checked="" type="radio"/> | <input type="radio"/> | A 50% chance of losing 5,500 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 5,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 4,500 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 4,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 3,500 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 3,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 2,500 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 2,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 1,500 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of losing 1,000 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of 0 points, and a 50% chance of gaining 5,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of gaining 1,000 points, and a 50% chance of gaining 5,000 points |





YouGov

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

- | | | | |
|----------|-----------------------|----------------------------------|---|
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 10,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 9,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 8,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 7,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 6,500 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 6,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 5,500 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 5,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 4,500 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 4,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 3,500 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 3,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 2,500 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 2,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 1,500 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of losing 1,000 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input type="radio"/> | A 50% chance of 0 points, and a 50% chance of gaining 4,000 points |
| 0 points | <input type="radio"/> | <input checked="" type="radio"/> | A 50% chance of gaining 1,000 points, and a 50% chance of gaining 4,000 points |



YouGov

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

- 0 points A 50% chance of losing 10,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 9,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 8,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 7,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 6,500 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 6,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 5,500 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 5,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 4,500 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 4,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 3,500 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 3,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 2,500 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 2,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 1,500 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of losing 1,000 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of 0 points, and a 50% chance of gaining 4,000 points
- 0 points A 50% chance of gaining 1,000 points, and a 50% chance of gaining 4,000 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 4 of 8

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 | <input checked="" type="radio"/> <input type="radio"/> | -500 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 0 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 500 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 1,000 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 1,250 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 1,500 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 1,750 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 2,000 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 2,250 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 2,500 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 2,750 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 3,000 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 3,250 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 3,500 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 3,750 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 4,000 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 4,500 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input type="radio"/> | 5,000 points |
| A 50% chance of 5,000 points, and a 50% chance of 0 points | <input type="radio"/> <input checked="" type="radio"/> | 5,500 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 | <input checked="" type="radio"/> | 600 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 1,000 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 1,400 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 1,600 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 1,800 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 2,000 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 2,200 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 2,400 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 2,600 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 2,800 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 3,000 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 3,200 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 3,400 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 3,600 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input type="radio"/> | 4,000 points |
| A 50% chance of 4,000 points, and a 50% chance of 1,000 points | <input checked="" type="radio"/> | 4,600 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?

Best possible life

0 1 2 3 4 5 6 7 8 9 10

Worst possible life





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YouGov

Section 5 of 8

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

You will start this section with 5,000 points, which you may lose based on the lotteries you choose in this section. That is, the lotteries in this section may either **add** to or **subtract** from this initial 5,000 points.

For example, suppose you chose a lottery that had a 50% chance of adding 5,000 points, and a 50% chance of losing 5,000 points. If the lottery pays 5,000 points, these will be added to your initial 5,000 points, giving you a total of 10,000 points. If the lottery chooses a loss of 5,000 points, this will be subtracted from your initial 5,000 points, so you will not receive any points. Note that you will never have the possibility of losing more than 5,000, so at worst you will end this section with 0 points.





YouGov

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

- | | | |
|---|----------------------------------|----------------------|
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input checked="" type="radio"/> | Losing 6,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 5,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 4,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 3,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 2,500 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 2,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 1,750 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 1,500 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 1,250 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 1,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 750 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 500 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Losing 250 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | 0 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Gaining 250 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Gaining 500 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Gaining 1,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Gaining 3,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input type="radio"/> | Gaining 5,000 points |
| A 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points | <input checked="" type="radio"/> | Gaining 7,000 points |



YouGov

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

- | | | |
|---|----------------------------------|----------------------|
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input checked="" type="radio"/> | Losing 5,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 4,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 3,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 2,500 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 2,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 1,750 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 1,500 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 1,250 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 1,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 750 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 500 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Losing 250 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | 0 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Gaining 250 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Gaining 500 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Gaining 1,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Gaining 2,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Gaining 3,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input type="radio"/> | Gaining 4,000 points |
| A 50% chance of gaining 4,000 points, and a 50% chance of losing 4,000 points | <input checked="" type="radio"/> | Gaining 5,000 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

People like many different colors. What about you? To demonstrate that you are reading this question, please select purple and yellow from the list below. That's right, just select these two options, no matter what your favorite color is.

- Blue
- Red
- Green
- Purple
- Black
- Orange
- Yellow
- Gold





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YouGov

Section 6 of 8

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

You will start this section with 15,000 points, which you may lose based on the choices you make. That is, lotteries in this section may either **add** to or **subtract** from this initial 15,000 points.

For example, suppose you chose a lottery that had a 50% chance of gaining 5,000 points, and a 50% chance of losing 5,000 points. In the case of a gain, the 5,000 will be added to your initial 15,000. In the case of a loss, the 5,000 will be subtracted from your initial 15,000. Note that you will never have the possibility of losing more than 15,000, so at worst you will end this section with 0 points.





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YouGov

Shown only in testing: Row number = 1

Which of the following options do you prefer?

- Gaining 5,900 points for certain,
- OR
- A lottery where you may gain 15,000 points or receive 0 points, each with 50% probability.





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YouGov

Shown only in testing: Row number = 3

Which of the following options do you prefer?

- Gaining 7,000 points for certain,
OR
- A lottery where you may gain 11,900 points or receive 0 points, each with 50% probability.





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YouGov

Shown only in testing: Row number = 6

Which of the following options do you prefer?

- Gaining 7,000 points for certain,
- OR
- A lottery where you may gain 14,000 points or receive 0 points, each with 50% probability.





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YouGov

Shown only in testing: Row number = 12

Which of the following options do you prefer?

- Receiving 0 points for certain,
- OR
- A lottery where you may gain 10,000 points or lose 12,000 points, each with 50% probability.





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YouGov

Shown only in testing: Row number = 103

Which of the following options do you prefer?

- Losing 2,900 points for certain,
- OR
- A lottery where you may lose 12,000 points or receive 0 points, each with 50% probability.





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YouGov

You are almost halfway done with this section. You will now be asked some more questions with a choice between a lottery and an amount of points for certain.





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YouGov

Shown only in testing: Row number = 415

Which of the following options do you prefer?

- Receiving 0 points for certain,
- OR
- A lottery where you may gain 1,000 points or lose 12,900 points, each with 50% probability.





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YouGov

Shown only in testing: Row number = 425983

Which of the following options do you prefer?

- Gaining 6,300 points for certain,
- OR
- A lottery where you may gain 11,900 points or receive 0 points, each with 50% probability.





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YouGov

Shown only in testing: Row number = 851966

Which of the following options do you prefer?

- Receiving 0 points for certain,
- OR
- A lottery where you may gain 11,000 points or lose 13,000 points, each with 50% probability.





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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

We'd like to know how you feel about local news coverage. Please read this short article. On the next page, we will ask you a few questions about your reactions to this article.

MAN ARRESTED FOR STRING OF BANK THEFTS

Columbus Police have arrested a man they say gave his driver's license to a teller at a bank he was robbing.

According to court documents, Bryan Simon is accused of robbing four Central Ohio banks between October 3 and November 5, 2018.

During a robbery on November 5 at the Huntington Bank, the sheriff's office says Simon was tricked into giving the teller his drivers' license.

According to court documents, Simon approached the counter and presented a demand note for money that said "I have a gun." The teller gave Simon about \$500, which he took.

Documents say Simon then told the teller he wanted more money. The teller told him a driver's license was required to use the machine to get out more cash. Simon reportedly then gave the teller his license to swipe through the machine and then left the bank with about \$1,000 in additional cash, but without his ID.

Detectives arrested him later that day at the address listed on his ID.





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YouGov

Do you think this article is typical of local news coverage?

- Yes
- Maybe
- No

Do you think there is too much coverage of crime in local newspapers?

- Yes
- Maybe
- No

How was Simon identified by police for the crime he allegedly committed?

- A police officer recognized him
- From video surveillance
- Because he left his ID
- He turned himself in
- None of the above

How much money did Simon allegedly steal?

- About \$500
- About \$1,500
- About \$25,000
- About \$1 million dollars
- None of the above





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YouGov

Section 7 of 8

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

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

Please provide a whole number.





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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





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YouGov

Section 8 of 8

In this section we will ask you some questions about yourself.





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YouGov

Are you...?

Male

Female





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YouGov

In what year were you born?





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YouGov

Which of the following best describes your current educational situation?

- I am enrolled as an undergraduate student in a college or university
- I am enrolled as a graduate student in a college or university
- I am not currently enrolled as an undergraduate or graduate student in a college or university





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YouGov

What college or university are you enrolled in?





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YouGov

What is your field of study?

- Humanities
- Social Sciences
- Science or Mathematics
- Fine Arts
- Professional (Business, Law, Medicine, etc.)





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YouGov

How often do you participate in incentivized studies like this one (online or in an economics or psychology lab)?

- This is my first one
- I participate less than once a year
- I participate a few times a year
- I participate at least once a month





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YouGov

Payment

The question below was chosen at random. For questions involving a lottery, the lottery was run.

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
- Losing or gaining x points

You received 4000 points for this question.

You received a total of 7000 points for completing the survey.

