

Appendix: The experimental materials

Preface

Hello

This study examines various aspects of decision making.

We would appreciate it if you take some time to participate in this study.

In the first part you will be given the opportunity to answer up to 25 questions and earn 10 cents for every question solved correctly. Whenever you want you can stop solving these questions and proceed to the second and then third parts, in which you will be asked to answer a few short questions and earn an additional amount of 0.5 US Dollar.

The task should be performed on a computer (tablets and mobile phones are not allowed).

Participation in the study is voluntary and you can end the experiment anytime.

To get your earnings you should complete all the questions in part 2 and 3 (there are only a few short questions in these parts). You are allowed to solve as many of the 25 questions in part 1 as you like.

Please notice that the questionnaire cannot be saved and completed later.

The questionnaire is anonymous.


Thank you for cooperation!

Please start.

Agreement to participate in the research:

- I read the details above and I agree to participate in this study.
- I decline to participate in this study and understand that I will not receive any payment.

Please check the checkbox below.

<input type="checkbox"/>	I'm not a robot	 reCAPTCHA Privacy - Terms
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Next >>

[Versions 1 and 2 \(1 letter & 2 letters treatment\)](#)

Group Assignment

In the next step you will be assigned to one of two groups.
Regardless of which group you are assigned to, you will receive the same pages, which include many arbitrary letters. You have 25 questions about these letters.
If you are assigned to Group A, each question will involve finding one letter, and for each question answered correctly (you find the letter correctly) you will earn a bonus of 10 cents.
If you are assigned to Group B, each question will involve finding two letters, and for each question answered correctly (you find both letters correctly) you will earn a bonus of 10 cents.

The questions and their correct solution differ for different participants so you should solve these questions independently.

Examples for questions in the two groups

The letters file consists of five pages with letters. In the example questions below and later in the task, you will be asked to find letters from these pages.

IMPORTANT: the position is counted from left to right.

For example, the letter on page 1, line 1, position 3 is s, and the letter on page 1, line 1, position 5 is q.

Please click on the link below to open the file.

[Letters pages.pdf](#)

Example questions: You need to solve the example questions below correctly in order to proceed to the task.

An example question if you will be assigned to Group A (later when you get to the real task, if you find the letter correctly, you will earn 10 cents):

What is the letter that appears in Page 5, Line 21, Position 33 ?

An example question if you will be assigned to Group B (later when you get to the real task, if you find the two letters correctly, you will earn 10 cents):

What is the letter that appears in Page 4, Line 16, Position 23 ?

What is the letter that appears in Page 4, Line 17, Position 29 ?

<< Back	Next >>
---------	---------

Version 1 (1 letter treatment)

Part 1: Finding letters and earning more money

You were assigned to group A. This means that each question you have requires to find one letter. Only if your answer is correct, you earn 10 cents for that question. If the answer you write is incorrect, you don't earn money for that question. You have 25 such questions and you can finish solving these questions and proceed to the second part any time, even if you choose not to answer any question. The questions become more difficult as you proceed, because the font on the pages becomes smaller.

The questions and their correct solutions differ for different participants so you should solve these questions independently.

The letters file consists of five pages in which you will be asked to find the letters according to each question.

IMPORTANT: the position is counted from left to right.

The letters file is the same file for all questions, but for your convenience the file appears on every screen.

Please click on the link below to open the file.

[Letters pages.pdf](#)

<< Back

Next >>

In the questions that will appear on the next screens you are asked to write which letter appears on a certain page, in a certain line, and in a certain position (you need to do this for one letter in each question).

The position of the letter in the line is counted from left to right.

Please notice that for an answer to be considered correct and reward you with the 10 cents bonus, you have to write the letter correctly in the corresponding box.

<< Back

Next >>

Question 1

What is the letter that appears in Page 1 , Line 1 , Position 3 ?

There are 5 versions of the question

[Letters pages.pdf](#)

- I want to solve more questions to increase my earnings.
- I do not want to solve more questions to increase my earnings.

<< Back	Next >>
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If the option to not solve additional questions is selected, then the participant gets a screen with the following question:

Are you sure you do not want to solve more questions to increase your earnings?

- Yes, I am sure.
- No, let me solve more questions.

If Yes is selected, then the rest of the task questions are skipped and the participant proceeds to the second part.

Next >>

Question 2

...

Question 25

Part 2: Please answer the following questions

Each rating scale consists of two opposite words with nine check boxes in between. Check a box between each pair of words that best describes how you feel about being assigned to the task that requires to find one letter to get rewarded with a correct answer, rather than to the task that requires to find two letters.

disappointed	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	satisfied
upset	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	pleased

sad	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	happy
angry	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	calm

The task of finding the letters was:

boring	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	interesting
difficult	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	easy

Next >>

[Version 2 \(2 letters treatment\)](#)

Part 1: Finding letters and earning more money

You were assigned to group B. This means that each question you have requires to find two letters. Only if your answers about both letters are correct, you earn 10 cents for that question. If one or both answers you write are incorrect, you don't earn money for that question. You have 25 such questions and you can finish solving these questions and proceed to the second part any time, even if you choose not to answer any question. The questions become more difficult as you proceed, because the font on the pages becomes smaller.

The questions and their correct solutions differ for different participants so you should solve these questions independently.

The letters file consists of five pages in which you will be asked to find the letters according to each question.

IMPORTANT: the position is counted from left to right.

The letters file is the same file for all questions, but for your convenience the file appears on every screen.

Please click on the link below to open the file.

<< Back	Next >>
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In the questions that will appear on the next screens you are asked to write which letter appears on a certain page, in a certain line, and in a certain position (you need to do this for two letters in each question).

The position of the letter in the line is counted from left to right.

Please notice that for an answer to be considered correct and reward you with the 10 cents bonus, you have to write both letters correctly in the corresponding boxes.

<< Back	Next >>
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Question 1

What is the letter that appears in Page 1 , Line 1 , Position 3 ?

What is the letter that appears in Page 1 , Line 2 , Position 9 ?

There are 5 versions of the question

- I want to solve more questions to increase my earnings.
- I do not want to solve more questions to increase my earnings.

<< Back	Next >>
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If the option to not solve additional questions is selected, then the participant gets a screen with the following question:

Are you sure you do not want to solve more questions to increase your earnings?

- Yes, I am sure.
- No, let me solve more questions.

If Yes is selected, then the rest of the task questions are skipped and the participant proceeds to the second part.

Next >>

Question 2

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Question 25

Part 2: Please answer the following questions

Each rating scale consists of two opposite words with nine check boxes in between. Check a box between each pair of words that best describes how you feel about being assigned to the task that requires to find two letters to get rewarded with a correct answer, rather than to the task that requires to find one letter.

disappointed	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	satisfied
upset	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	pleased
sad	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	happy
angry	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	calm

The task of finding the letters was:

boring	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	interesting
difficult	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	easy

Next >>

Version 3 (1 letter control)

Instructions

In the next step you will receive pages, which include many arbitrary letters. You have 25 questions about these letters.

Each question will involve finding one letter, and for each question answered correctly (you find the letter correctly) you will earn a bonus of 10 cents.

The questions and their correct solution differ for different participants so you should solve these questions independently.

Example of the questions of finding letters

The letters file consists of five pages with letters. In the example question below and later in the task, you will be asked to find letters from these pages.

IMPORTANT: the position is counted from left to right.

For example, the letter on page 1, line 1, position 3 is s, and the letter on page 1, line 1, position 5 is q.

Please click on the link below to open the file.

[Letters pages.pdf](#)

An example question: You need to solve the example question below correctly in order to proceed to the task (later when you get to the real task, if you find the letter correctly, you will earn 10 cents):

What is the letter that appears in Page 5, Line 21, Position 33 ?

<< Back	Next >>
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Part 1: Finding letters and earning more money

Each question you have requires to find one letter. Only if your answer is correct, you earn 10 cents for that question. If the answer you write is incorrect, you don't earn money for that question. You have 25 such questions and you can finish solving these questions and proceed to the second part any time, even if you choose not to

answer any question. The questions become more difficult as you proceed, because the font on the pages becomes smaller.

The questions and their correct solutions differ for different participants so you should solve these questions independently.

The letters file consists of five pages in which you will be asked to find the letters according to each question.

IMPORTANT: the position is counted from left to right.

The letters file is the same file for all questions, but for your convenience the file appears on every screen.

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[Letters pages.pdf](#)

<< Back	Next >>
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In the questions that will appear on the next screens you are asked to write which letter appears on a certain page, in a certain line, and in a certain position (you need to do this for one letter in each question).

The position of the letter in the line is counted from left to right.

Please notice that for an answer to be considered correct and reward you with the 10 cents bonus, you have to write the letter correctly in the corresponding box.

<< Back	Next >>
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Question 1

What is the letter that appears in Page 1 , Line 1 , Position 3 ?

There are 5 versions of the question

- I want to solve more questions to increase my earnings.
- I do not want to solve more questions to increase my earnings.

<< Back	Next >>
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If the option to not solve additional questions is selected, then the participant gets a screen with the following question:

Are you sure you do not want to solve more questions to increase your earnings?

- Yes, I am sure.
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If Yes is selected, then the rest of the task questions are skipped and the participant proceeds to the second part.

Next >>

Question 2

...

Question 25

Part 2: Please answer the following questions

Each rating scale consists of two opposite words with nine check boxes in between. Check a box between each pair of words that best describes how you feel about the task that requires to find one letter to get rewarded with a correct answer.

disappointed	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	satisfied
upset	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	pleased
sad	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	happy
angry	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	calm

The task of finding the letters was:

boring	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	interesting
difficult	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	easy

Next >>

Version 4 (2 letters control)

Instructions

In the next step you will receive pages, which include many arbitrary letters. You have 25 questions about these letters.

Each question will involve finding two letters, and for each question answered correctly (you find both letters correctly) you will earn a bonus of 10 cents.

The questions and their correct solution differ for different participants so you should solve these questions independently.

Example of the questions of finding letters

The letters file consists of five pages with letters. In the example questions below and later in the task, you will be asked to find letters from these pages.

IMPORTANT: the position is counted from left to right.

For example, the letter on page 1, line 1, position 3 is s, and the letter on page 1, line 1, position 5 is q.

Please click on the link below to open the file.

[Letters pages.pdf](#)

An example question: You need to solve the example question below correctly in order to proceed to the task (later when you get to the real task, if you find the two letters correctly, you will earn 10 cents):

What is the letter that appears in Page 4, Line 16, Position 23 ?

What is the letter that appears in Page 4, Line 17, Position 29 ?

<< Back	Next >>
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Part 1: Finding letters and earning more money

Each question you have requires to find two letters. Only if your answers about both letters are correct, you earn 10 cents for that question. If one or both answers you write are incorrect, you don't earn money for that question. You have 25 such questions and you can finish solving these questions and proceed to the second part any time, even if you choose not to answer any question. The questions become more difficult as you proceed, because the font on the pages becomes smaller.

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[Letters pages.pdf](#)

<< Back	Next >>
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The position of the letter in the line is counted from left to right.

Please notice that for an answer to be considered correct and reward you with the 10 cents bonus, you have to write both letters correctly in the corresponding boxes.

<< Back	Next >>
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Question 1

What is the letter that appears in Page 1 , Line 1 , Position 3 ?

What is the letter that appears in Page 1 , Line 2 , Position 9 ?

There are 5 versions of the question

[Letters pages.pdf](#)

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<< Back	Next >>
---------	---------

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Next >>

Question 2

...

Question 25

Part 2: Please answer the following questions

Each rating scale consists of two opposite words with nine check boxes in between. Check a box between each pair of words that best describes how you feel about being assigned to the task that requires to find two letters to get rewarded with a correct answer.

disappointed	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	satisfied
upset	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	pleased
sad	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	happy
angry	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	calm

The task of finding the letters was:

boring	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	interesting
difficult	<input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/> <input type="radio"/>	easy

Next >>

Part 3: Please answer some demographic questions

Gender

Female <input type="radio"/>	Male <input type="radio"/>
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Your age (in years)

▼ 18 ... 90

Years of Schooling so far, counting everything from elementary school to university

▼ 8 ... 22

Academic field of undergraduate studies

▼ I didn't study a Bachelor degree ... Other

How many university-level courses in economics did you take?

▼ 0 ... 10 or more

If you have any comments, please write them down here:

Thank you very much for your cooperation!

After pressing the Next button, you will receive a secret code that is required in order to get paid for your participation, please keep it.

[Please proceed to the next page](#)

Next >>