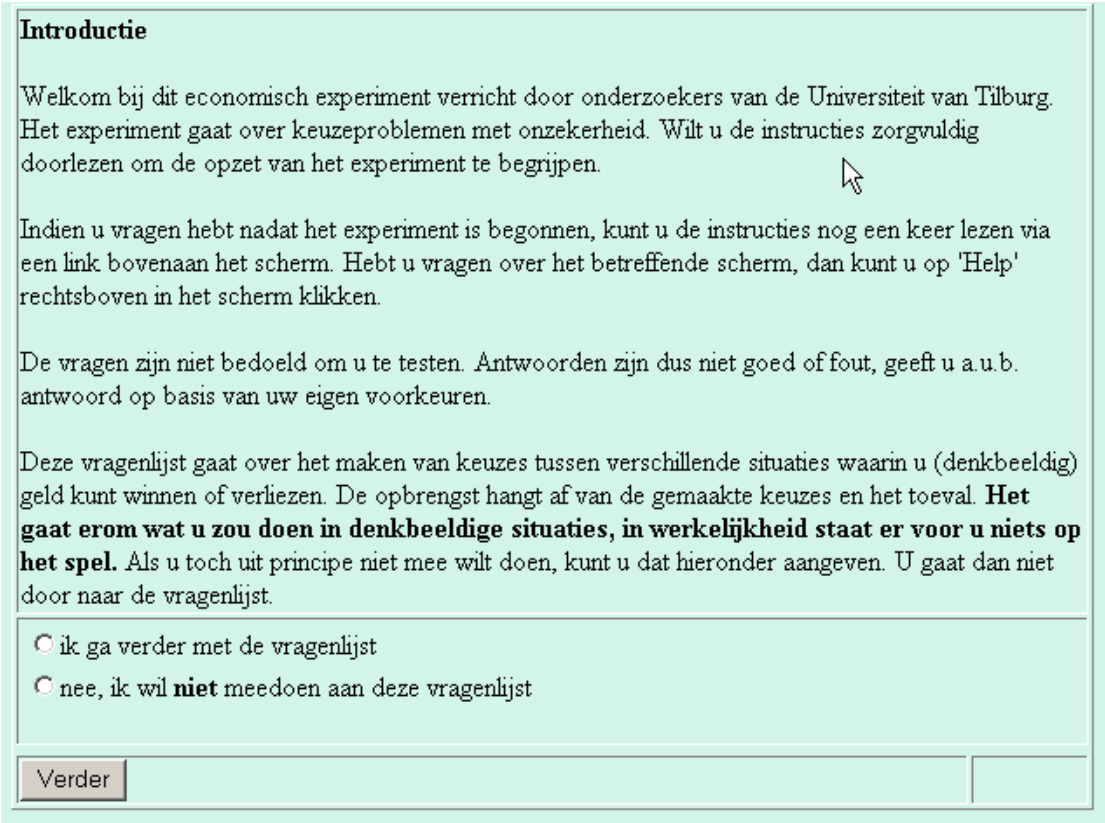
Instructions and screenshots

Welcome Screen, Hypothetical Treatment



Welcome to this economic experiment carried out by researchers of Tilburg University. The experiment is about making choices under uncertainty. Please read the instructions carefully in order to understand how the experiment works.

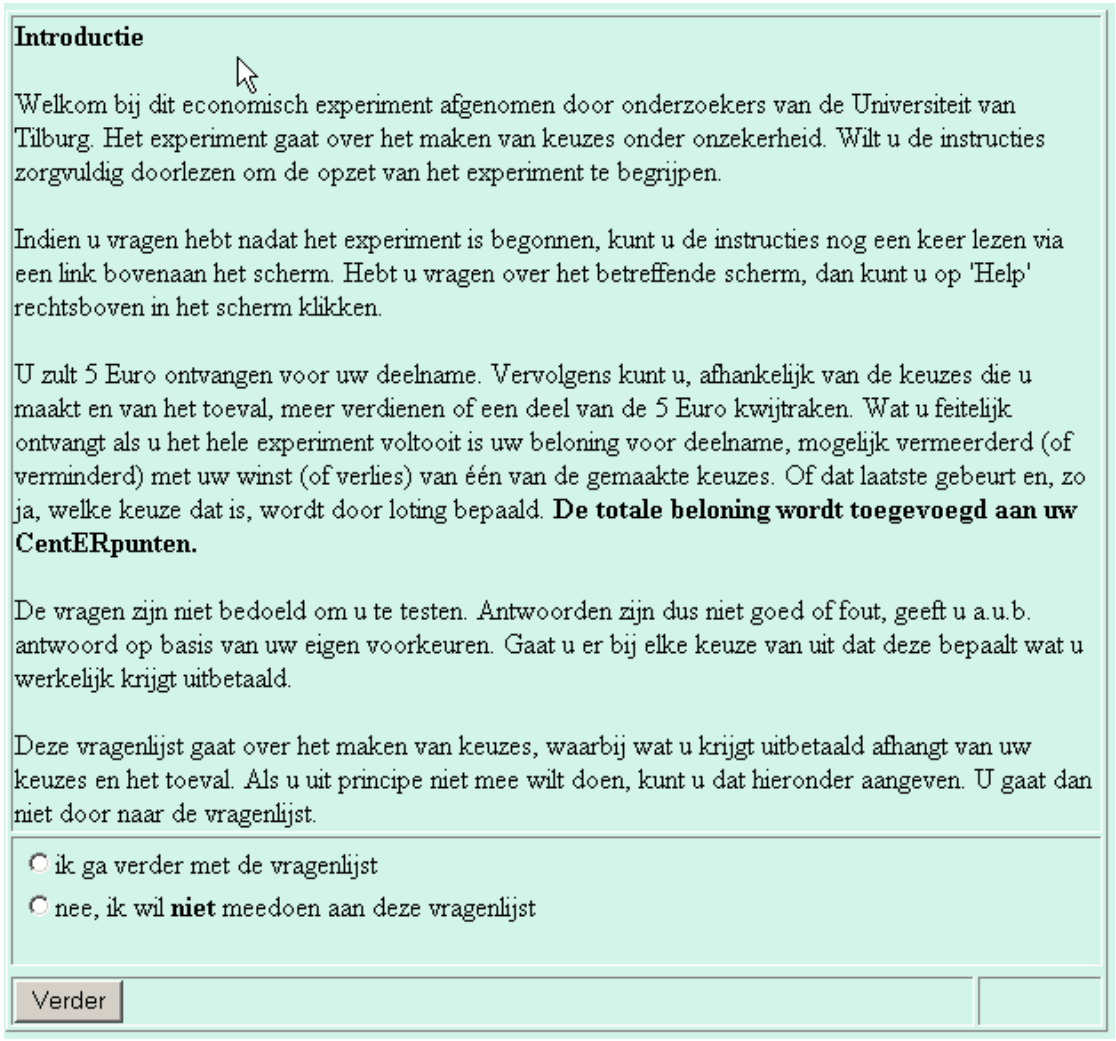
If you have questions after the beginning of the experiment, you can return to the instructions by clicking on a link at the top of the screen. If you have questions on the specific screen, you can click on `Help' at the top right corner of the screen.

The questions are not designed to test you. Answers are therefore not correct or incorrect; please give the answers that reflect your own preferences.

This questionnaire is about making choises between several situations in which you can (hypothetically) gain or lose money. Your revenue depends on the choices you make and on chance. **What matters is what you would do in hypothetical situations, in reality, there is nothing at stake for you.** If you nevertheless do not want to participate out of principle, you can indicate this below. In that case you will not continue with the questionnaire.

O Yes, I proceed with the questionnaire
O No, I do not want to complete this questionnaire

Welcome Screen, Low Incentive Treatment
(note: High Incentive Treatment similar except for participation fee € 15 instead of €5)



Welcome to this economic experiment carried out by researchers of Tilburg University. The experiment is about making choices under uncertainty. Please read the instructions carefully in order to understand how the experiment works.

If you have questions after the beginning of the experiment, you can return to the instructions by clicking on a link at the top of the screen. If you have questions on the specific screen, you can click on `Help' at the top right corner of the screen.

You will receive 5 Euros for participating. Then you can, depending on the choices you make and on chance, earn more or lose part of the 5 Euros. If completing the total experiment, you receive the reward for participating, possibly increased by your gain (or reduced by your loss) in one of the choices you have made. Whether the latter occurs and which choice then determines your payoff, will be determined by chance. Your total reward will be added to your CentERpoints.

The questions are not designed to test you. Answers are therefore not correct or incorrect; please give the answers that reflect your own preferences. Assume in each choice problem that this choice determines your actual payoff.

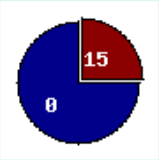
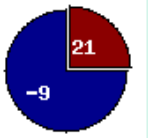
This questionnaire is about making choices, and your payoff depends on your choices and on chance. If you do not want to participate out of principle, you can indicate this below. In that case you will not continue with the questionnaire.

O Yes, I proceed with the questionnaire
O No, I do **not** want to complete this questionnaire

Instructions, Hypothetical Treatment

Instructions, page 1 (out of 2 pages)

You will face a series of decision tasks which look similar to the one in the example below (note that you do not have to make any choices in these instructions). The decision is a paired choice between 'Option A' and 'Option B'. Option A pays € 15 with probability 25% (a one-in-four chance), and it pays € 0 with probability 75% (a three-in-four chance). Option B yields € 21 with probability 25% and a loss of € 9 with probability 75%.

	Option A -outcome IMMEDIATELY revealed	**Option B -outcome IMMEDIATELY revealed**	**Choice**
Example 1	 € 15 with probability 25% € 0 with probability 75%	 € 21 with probability 25% € -9 with probability 75%	A ○ B ○

The difference between the two amounts in Option A is smaller than the difference between the two amounts in Option B. Note that Option B involves a possible loss. (Observe that losses are denoted with minus signs).

You will see four decision problems of this type on each screen. Therefore, you must make four choices between A and B on each screen.

The probabilities differ between each decision problem but the outcomes remain the same for all decisions on the same screen. In total, you will see 14 of these tables, i.e. you will be asked to make 56 choices altogether.

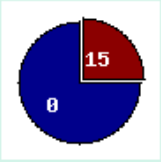
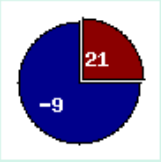
To choose between Option A and Option B, you simply click the appropriate button on the right, in the column marked 'Choice'.

Previous Continue

Instructions, page 2 (out of 2 pages)

All the decision problems concern what you would choose in a certain situation but in reality you receive no money apart from the participation fee of € 5 which will be transferred to your bank account in three months. Nevertheless, please answer the questions as if you would get paid.

In some cases the outcome is revealed immediately, in other cases the outcome is declared after three months. This is indicated in the header of each table. If you choose Option A, you will know immediately whether you get € 15 or nothing. In case you opt for B, you will have to wait three months before you know if you will get € 21 or lose € 9. In both cases the payment will take place in three months, hence the only difference in timing concerns when you find out how much you will get.

	Option A **-outcome IMMEDIATELY revealed**	**Option B** **-outcome revealed in THREE MONTHS**	**Choice**
			A B
Example 2	 € 15 with probability of 25% € 0 with probability of 75%	 € 21 with probability of 25% € -9 with probability of 75%	○ ○

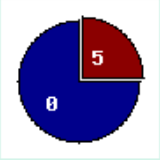
If you want to read page 1 of the instructions again, click 'Previous'.
Click 'Continue' to be begin the experiment.

Previous Continue

Instructions, Low Incentive
(note: High Incentive Treatment similar except for participation fee € 15 instead of €5)

Instructions, page 1 (out of 2 pages)

You will face a series of decision tasks, which look similar to the one in the example below (note that you do not have to make any choices in these instructions). The decision is a paired choice between 'Option A' and 'Option B'. Option A pays € 5 with probability 25% (a one-in-four chance), and it pays € 0 with probability 75% (a three-in-four chance). Option B yields € 9 with probability 25% and a loss of € 3 with probability 75%.

	Option A -outcome IMMEDIATELY revealed		**Option B -outcome IMMEDIATELY revealed**	**Choice**	
				A	B
Example 1		€ 5 with probability 25% € 0 with probability 75%	€ 9 with probability 25% € -3 with probability 75%	○	○

The difference between the two amounts in Option A is smaller than the difference between the two amounts in Option B. Note that Option B involves a possible loss. (Observe that losses are denoted with minus signs).

You will see four decision problems of this type on each screen. Therefore, you must make four choices between A and B on each screen.

The probabilities differ between each decision problem but the outcomes remain the same for all decisions on the same screen. In total, you will see 14 of these tables, i.e. you will be asked to make 56 choices altogether. To choose between Option A and Option B, you simply click the appropriate button on the right, in the column marked 'Choice'.

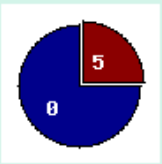
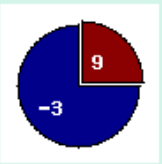
Previous Continue

Instructions, page 2 (out of 2 pages)

Payments will be made as follows:

1. **Everybody** receives the participation fee of € 5 for sure.
2. **One out of ten participants** (determined by a random draw) will be paid for one of the rows in addition to the participation fee.
3. A random draw determines which of the 56 rows is chosen for the payments. If you chose A at this row then the payments will be based on option A, and if you chose B then the payments will be based on option B. Note that each of the 56 decisions is equally likely to be the one on which payoffs are based. So you should take care and answer each one as you would if it was actually paid out.
4. **All payments will be transferred to your bank account in three months.**

In some cases the outcome is revealed immediately, in other cases it will be known after three months. This is indicated in the header of each table. If you choose Option A, you will know immediately whether you get € 5 or nothing. In case you opt for B, you will have to wait three months before you know if you will get € 9 or lose € 3. **In both cases the payment will be transferred to your bank account in three months, hence the only difference in timing concerns when you find out how much you will get.**

	Option A **-outcome IMMEDIATELY revealed**	**Option B** **-outcome revealed in THREE MONTHS**	**Choice**
			A B
Example 2	 € 5 with probability 25% € 0 with probability 75%	 € 9 with probability 25% € -3 with probability 75%	○ ○

If you want to read page 1 of the instructions again, click 'Previous'.
Click 'Continue' to be begin the experiment.

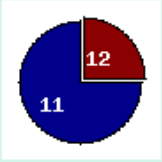
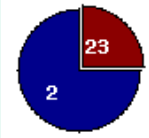
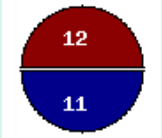
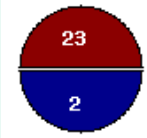
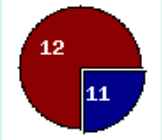
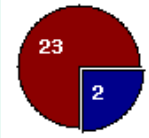
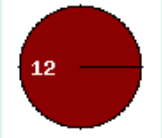
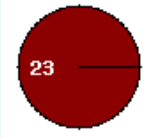
Previous Continue

Examples of the Core Experimental Screens, Low Incentive

(Note: High Incentive and Hypothetical Treatment similar except for all payoffs multiplied by three.)

Progress: 15% Instructions Help

Please, make a choice between A and B for each of the decision problems below.

Option A -outcome IMMEDIATELY revealed	Option B -outcome revealed in THREE MONTHS	Choice A B
 € 12 with probability 25% € 11 with probability 75%	 € 23 with probability 25% € 2 with probability 75%	○ ○
 € 12 with probability 50% € 11 with probability 50%	 € 23 with probability 50% € 2 with probability 50%	○ ○
 € 12 with probability 75% € 11 with probability 25%	 € 23 with probability 75% € 2 with probability 25%	○ ○
 € 12 with probability 100% € 11 with probability 0%	 € 23 with probability 100% € 2 with probability 0%	○ ○

Continue

In-between screen if consistent pattern was chosen (no monotonicity or dominance violation)

Progress: 12%

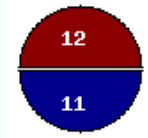
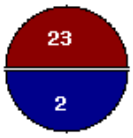
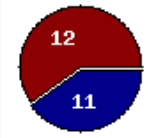
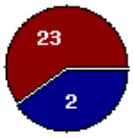
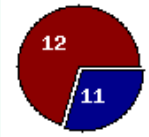
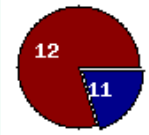
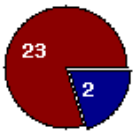
In the next screen, the payoffs of Options A and B are the same as before, only the probabilities change.

Continue

Iteration Screen that came up if pattern "AABB" was chosen on the previous screen.

Progress: 20% Instructions Help

Please, make a choice between A and B for each of the decision problems below.

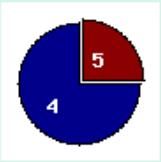
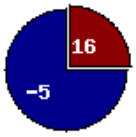
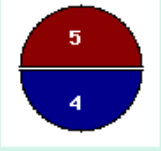
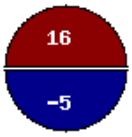
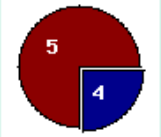
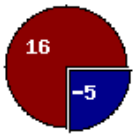
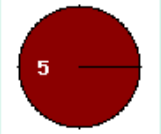
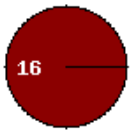
Option A -outcome IMMEDIATELY revealed	Option B -outcome revealed in THREE MONTHS	Choice A B
 € 12 with probability 50% € 11 with probability 50%	 € 23 with probability 50% € 2 with probability 50%	○ ○
 € 12 with probability 60% € 11 with probability 40%	 € 23 with probability 60% € 2 with probability 40%	○ ○
 € 12 with probability 70% € 11 with probability 30%	 € 23 with probability 70% € 2 with probability 30%	○ ○
 € 12 with probability 80% € 11 with probability 20%	 € 23 with probability 80% € 2 with probability 20%	○ ○

Continue

Example Screen with negative payouts and both lotteries resolving early

Progress: 55% Instructions Help

Please, make a choice between A and B for each of the decision problems below.

Option A -outcome IMMEDIATELY revealed	Option B -outcome IMMEDIATELY revealed	Choice A B
 € 5 with probability 25% € 4 with probability 75%	 € 16 with probability 25% € -5 with probability 75%	○ ○
 € 5 with probability 50% € 4 with probability 50%	 € 16 with probability 50% € -5 with probability 50%	○ ○
 € 5 with probability 75% € 4 with probability 25%	 € 16 with probability 75% € -5 with probability 25%	○ ○
 € 5 with probability 100% € 4 with probability 0%	 € 16 with probability 100% € -5 with probability 0%	○ ○

Continue

Example of the Pop-Up Help Screen, Low IncentiveTreatment

Help

Option A yields € 11 if the low payment occurs and € 12 if the high payment occurs.

Option B yields € 2 if the low payment occurs and € 23 if the high payment occurs.

In the first row, probabilities are ¼ for the high payment and ¾ for the low payment, respectively. You just need to make up your mind whether you like a one-in-four chance to win € 12 and a three-in-four chance to win € 11 better than a one-in-four chance to win € 23 and a three-in-four chance to win € 2.

The only thing that changes in the second row is the chance of each payoff to occur. Both outcomes now appear with probability ½.

In the third row, the probability for the high payoff to occur is even higher at ¾ and in the last row, you simply choose between € 12 and € 23 for sure.

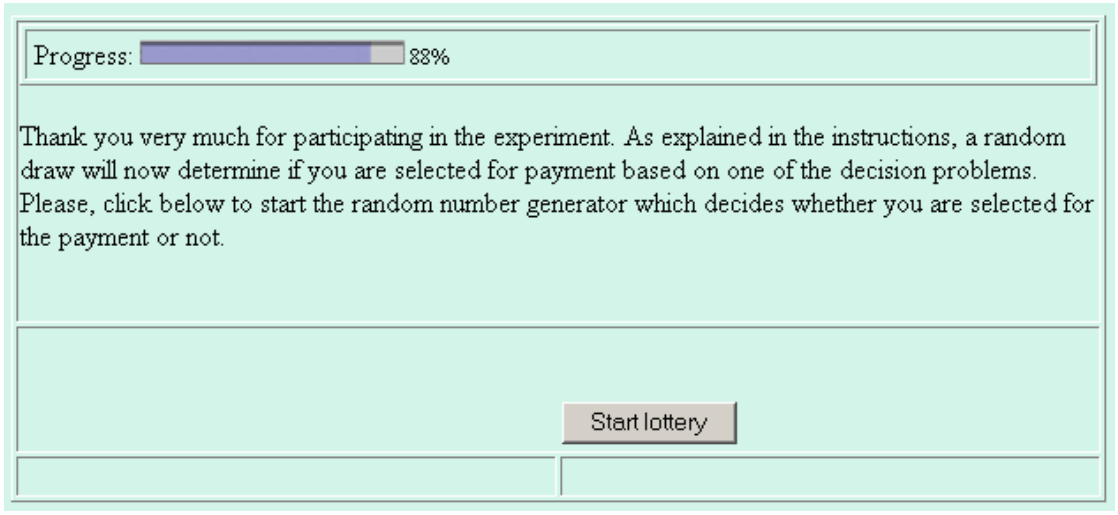
If the random number generator determines any of these rows to be the one on which payments are based and your choice is "A", the outcome will be revealed immediately and you will know right at the end of the experiment, how much money you will get in three months. If your choice is "B", the outcome will be revealed in three months and you will find out in three months how much you will get.

For each of the four decisions, you simply click on "A" or "B" in order to indicate that you prefer Option A or Option B.

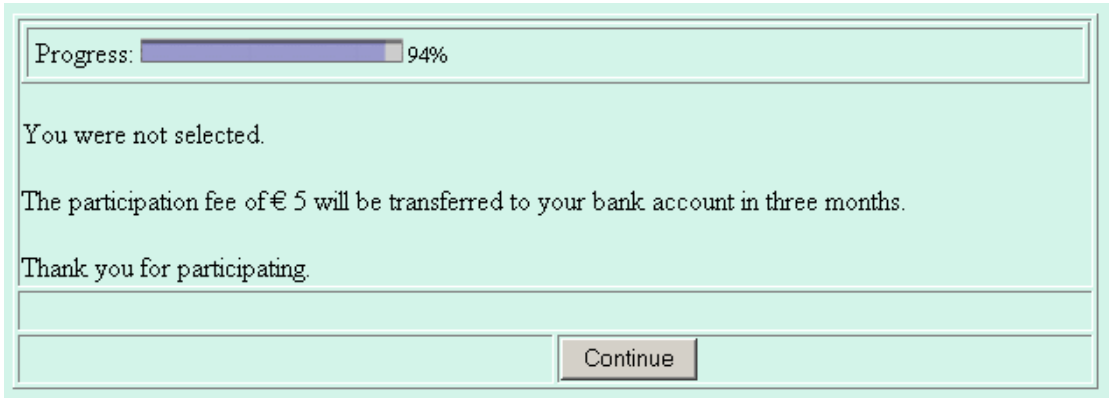
Click 'Continue' to return to the experiment.

Continue

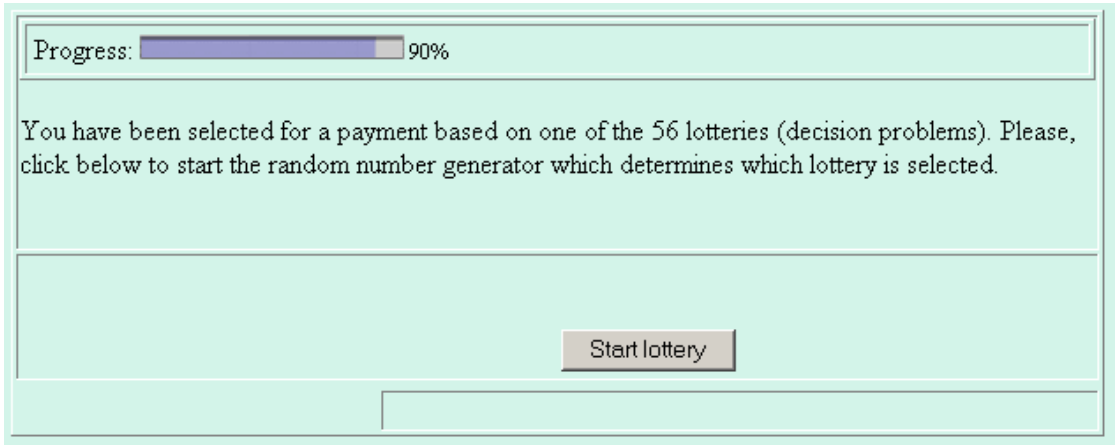
Examples of the Lottery Play-Out Phase, Low Incentive Treatment



Screen if participant was not selected for additional pay-out



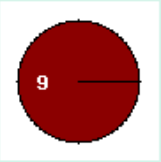
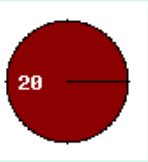
Screen if participant was selected for additional pay-out



Example for Immediate Resolution of Uncertainty

Progress: 93%

The following decision problem has been selected:

Option A **-outcome IMMEDIATELY revealed**	**Option B** **-outcome IMMEDIATELY revealed**
 € 9 with probability 100% € 8 with probability 0%	 € 20 with probability 100% € -1 with probability 0%

Your choice here was option **A**.

Click 'Continue' to continue.

Continue

Progress: 95%

The drawing of this lottery will take place:

- **Immediately.** Besides the € 5, you have a 100 % probability of winning € 9 and 0 % of winning € 8.

Please, click below to start the lottery.

Start lottery

Progress: 97%

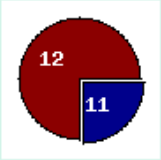
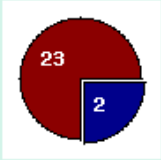
The outcome is **9**. Your total payment is therefore € **14** (5 + 9). This amount will be transferred to your bank account in three months. Thank you for participating.

Continue

Example for Delayed Resolution of Uncertainty

Progress: 93%

The following decision problem has been selected:

Option A **-outcome IMMEDIATELY revealed**	**Option B** **-outcome revealed in THREE MONTHS**
 € 12 with probability 75% € 11 with probability 25%	 € 23 with probability 75% € 2 with probability 25%

Your choice here was option **B**.

Click 'Continue' to continue.

Continue

Progress: 96%

The drawing of this lottery will take place:

- **In three months**. You have a 75 % probability of winning € 23 and a 25 % probability of winning € 2.

  We will let you know in three months what the outcome of the lottery will be. You will then receive € 5 for the participation, plus the profit of the lottery. This will be transferred to your bank account in three months.

  Thank you for participating.

Continue

Debriefing Screens