

Online Appendix for Motivated Errors

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A Adding Study, Additional Design Details

In total, the eight treatments of the Adding Study—*Self/Charity*, *Charity/Charity*, *Self/Self*, *Self/Charity (sum optional)*, *Self/Charity (sum shown)*, *Self/Charity (sum unavoidable)*, *Charity/Charity (summands optional)*, and *Self/Charity (summands optional)*—vary along four dimensions shown in Table A.1: (1) the recipient of the outside option, (2) the recipient of the bundle, (3) information about the summands in the bundle, and (4) information about the sum in the bundle (beyond the implied information from the summands).

The naming of the treatments follows two rules. First, the name indicates the recipient of the outside option followed by the recipient of the bundle. For example, in the *Self/Charity* treatment, the outside option benefits the subject (thus *Self/*) and the bundle benefits a charity (thus *Charity*). Second, the text in parentheses relates to the information about the bundle subjects may receive before making each choice. No parentheses implies that subjects must learn information about all the summands but that no additional information about the sum is available.

Table A.1: The Adding Study Treatments

	Outside Option Recipient	Bundle Recipient	Information on the Summands	Information on the Sum
<i>Self/Charity</i>	Self	Charity	Required	None
<i>Charity/Charity</i>	Charity	Charity	Required	None
<i>Self/Self</i>	Self	Self	Required	None
<i>Self/Charity (sum optional)</i>	Self	Charity	Required	Optional
<i>Self/Charity (sum shown)</i>	Self	Charity	Required	Shown
<i>Self/Charity (sum unavoidable)</i>	Self	Charity	Required	Unavoidable
<i>Self/Charity (summands optional)</i>	Self	Charity	Optional	None
<i>Charity/Charity (summands optional)</i>	Charity	Charity	Optional	None

We recruited approximately 200 subjects from Amazon Mechanical Turk (MTurk) per study treatment for a total of 1,769 subjects. Our initial five study treatments—involving 198 subjects in *Self/Charity*, 199 subjects in *Charity/Charity*, 202 subjects in *Self/Self*, 195 subjects in *Self/Charity (summands optional)*, and 206 subjects in *Self/Charity (sum shown)*—were run in January 2018. In response to helpful comments from reviewers, additional treatments were run later. In December 2019, we recruited 168 subjects (after excluding 31 prior subjects who participated due to a recruitment error) in *Self/Charity (sum unavoidable)*. In September 2021, we recruited 201 subjects in *Self/Charity (sum optional)*, 202 subjects in *Charity/Charity (summands optional)*, and 198 subjects in a second run of *Self/Charity (summands optional)*. To be eligible for any of our study treatments in 2018 or 2019 (in 2021), workers must have previously completed at least 100 (1000) HITs with a 95% (99%) or better approval rating and must have been working from a United States IP address. Recruitment criteria were more stringent in 2021 due to changes in the MTurk subject pool that seemed to be correlated with the COVID-19 pandemic.

Figure A.1: Example of how a bundle initially appears in the Adding Study

Amount 1:
54 cents
Amount 2:
Amount 3:
Amount 4:

The first amount in a bundle is always revealed by default. Subjects are then required to reveal the remaining three or four amounts in a bundle by clicking on the header above each amount. We present the bundles to subjects in this interactive manner so that we could require them to view all of the amounts in a bundle. This interface also allows us to observe which summands subjects choose not to view when viewing summands is optional.

Table A.2: The 36 main bundles

	n = 4				n = 3				n = 2			
Baseline bundles												
1st amount	d	d	d	d	0	d	d	d	0	d	d	0
2nd amount	d	d	d	d	d	0	d	d	0	0	d	d
3rd amount	d	d	d	d	d	d	0	d	d	0	0	d
4th amount	d	d	d	d	d	d	d	0	d	d	0	0
Total amount	$4d$	$4d$	$4d$	$4d$	$3d$	$3d$	$3d$	$3d$	$2d$	$2d$	$2d$	$2d$
Five-summand bundles that add a zero												
1st-4th amount	same as in baseline bundles				same as in baseline bundles				same as in baseline bundles			
5th amount	0	0	0	0	0	0	0	0	0	0	0	0
Total amount	$4d$	$4d$	$4d$	$4d$	$3d$	$3d$	$3d$	$3d$	$2d$	$2d$	$2d$	$2d$
Five-summand bundles that add a non-zero amount												
1st-4th amount	same as in baseline bundles				same as in baseline bundles				same as in baseline bundles			
5th amount	d	d	d	d	d	d	d	d	d	d	d	d
Total amount	$5d$	$5d$	$5d$	$5d$	$4d$	$4d$	$4d$	$4d$	$3d$	$3d$	$3d$	$3d$

Each column indicates the amounts associated with each bundle. Note that while the four baseline bundles with $n = 4$ only vary in terms of which value for d is randomly selected (since there are no zeros in those bundles), the four baseline bundles with $n = 2$ and the four baseline bundles with $n = 3$ also vary in terms of which amounts (i.e., the 1st, 2nd, 3rd, and/or 4th amount shown on the decision screen) are zero. In the five-summand bundles, the payoff structure for the first four amounts is the same as in the corresponding baseline bundle. 0 indicates a zero, and d indicates a non-zero amount of d that is randomly selected on the subject-bundle level with $d \in \{51, 52, 53, 54, 55, 56, 57, 58, 59\}$.

Table A.3: The 12 non-main bundles

	n = 4^L				n = 3^L				n = 1			
Non-main bundles												
1st amount	d^L	d^L	d^L	d^L	0	d^L	d^L	d^L	d	0	0	0
2nd amount	d^L	d^L	d^L	d^L	d^L	0	d^L	d^L	0	d	0	0
3rd amount	d^L	d^L	d^L	d^L	d^L	d^L	0	d^L	0	0	d	0
4th amount	d^L	d^L	d^L	d^L	d^L	d^L	d^L	0	0	0	0	d
Total amount	$4d^L$	$4d^L$	$4d^L$	$4d^L$	$3d^L$	$3d^L$	$3d^L$	$3d^L$	d	d	d	d

Each column indicates the amounts associated with each bundle. 0 indicates a zero-amount, d^L indicates a non-zero of d^L that is randomly selected on the subject-bundle level such that $d^L \in \{30, 31, 32, 33, 34, 35, 36, 37, 38\}$ and d indicates a non-zero of d that is randomly selected on the subject-bundle level such that $d \in \{51, 52, 53, 54, 55, 56, 57, 58, 59\}$.

Figure A.2: Example question faced by subjects in the *Self/Charity*, *Self/Charity (sum optional)*, *Self/Charity (sum shown)*, and *Self/Charity (sum unavoidable)* treatments, assuming $X = 100$

(a) *Self/Charity* treatment

If this is your randomly selected decision, which option do you prefer?

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below

Option B: I receive 100 cents

(b) *Self/Charity (sum optional)* treatment

If this is your randomly selected decision, which option do you prefer?

[Click here to learn the total amount in Option A](#)

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below

Option B: I receive 100 cents

(c) *Self/Charity (sum shown)* treatment

If this is your randomly selected decision, which option do you prefer?

Note: If you choose Option A, the total amount will be 216 cents.

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below

Option B: I receive 100 cents

(d) *Self/Charity (sum unavoidable)* treatment

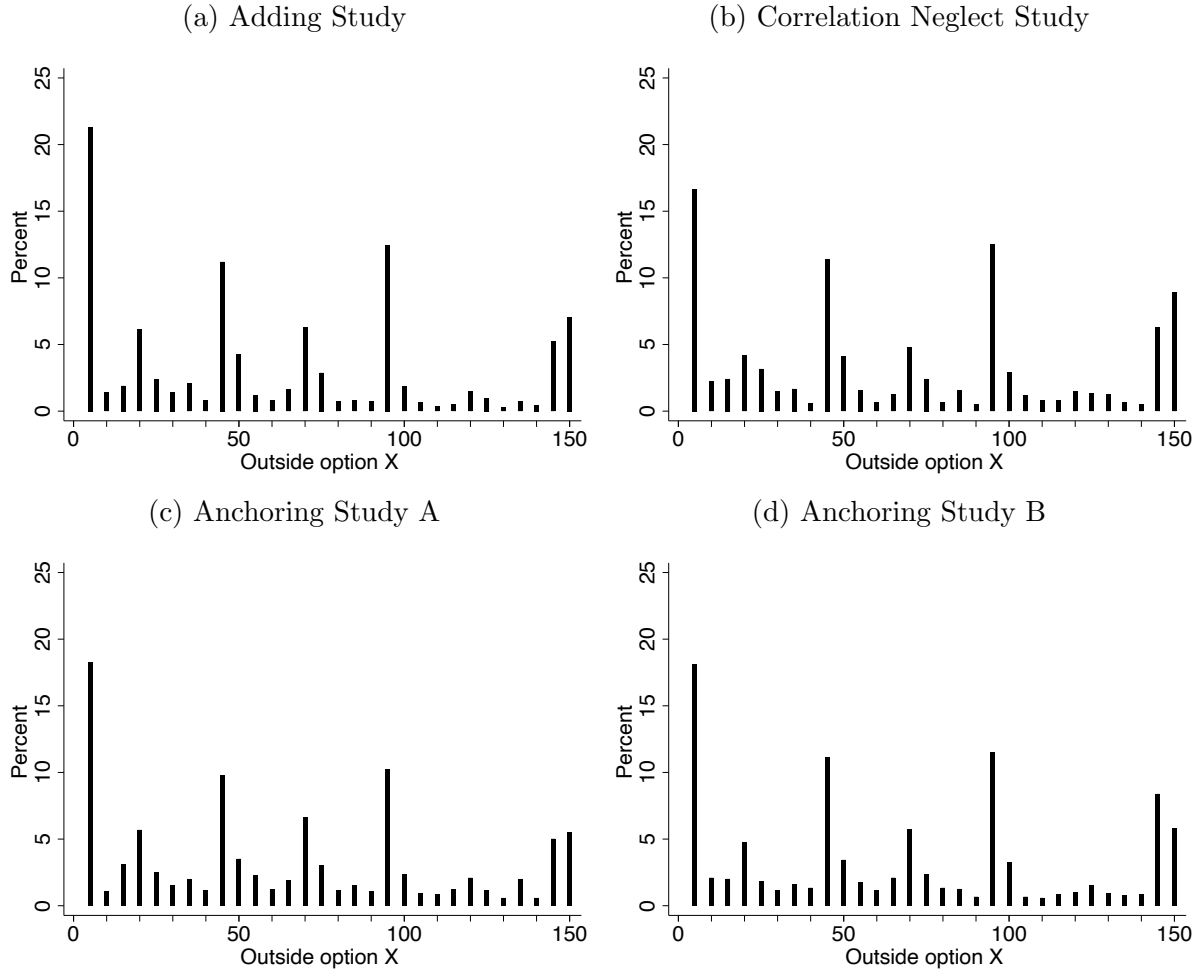
If this is your randomly selected decision, which option do you prefer?

Option A: Make-A-Wish Foundation receives a donation equal to **216 cents**, which is the sum of the amounts shown below.

Option B: I receive 100 cents

B Additional Results

Figure B.1: Distribution of X values



Data include all subjects' decisions in the calibration procedure across all treatments of the Adding Study in Panel A, across all treatments of the Correlation Neglect Study in Panel B, across all treatments of the Anchoring Study A in Panel C, and across all treatments of the Anchoring Study B in Panel D. X is set to the lower bound of subjects' implied indifference range from the calibration procedure except for when there is a zero lower bound and so X is set to 5 cents.

Table B.1: In the *Charity/Charity* and *Self/Charity* treatment of the Adding Study, regression of choosing a main bundle

Sample:	full			choice varies	X is lower bound
	main bundles (1)	if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	main bundles (4)	main bundles (5)
(+0)	-0.06 (0.01)	-0.04 (0.02)	-0.07 (0.01)	-0.08 (0.01)	-0.07 (0.01)
(+1)	0.11 (0.01)	0.03 (0.02)	0.15 (0.02)	0.14 (0.02)	0.12 (0.01)
<i>Charity/Charity</i> × (+0)	0.07 (0.02)	0.06 (0.02)	0.08 (0.02)	0.09 (0.02)	0.08 (0.02)
<i>Charity/Charity</i> × (+1)	0.17 (0.02)	-0.02 (0.02)	0.27 (0.02)	0.15 (0.02)	0.16 (0.02)
<i>Charity/Charity</i>	0.03 (0.03)	0.15 (0.03)	-0.03 (0.03)	0.00 (0.02)	0.01 (0.03)
N	14292	4764	9528	12708	11880
$k_n \times l_d$ FEs	yes	yes	yes	yes	yes

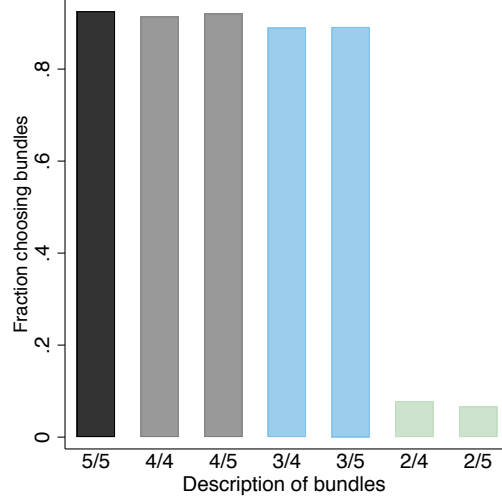
Standard errors are clustered at the subject level and shown in parentheses. The results are from a linear probability model of whether a subject chose a main bundle in the *Charity/Charity* treatment or the *Self/Charity* treatment of the Adding Study, following the specifications from Table 1 with the addition of: an indicator labeled *Charity/Charity* for being in the *Charity/Charity* treatment as well as an interaction of this indicator with the other variables.

Table B.2: In the *Self/Self* treatment of the Adding Study, regression of choosing a main bundle

Sample:	full			choice varies	X is lower bound
	main bundles (1)	if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	main bundles (4)	main bundles (5)
(+0)	-0.00 (0.01)	0.01 (0.01)	-0.01 (0.01)	-0.00 (0.01)	-0.01 (0.01)
(+1)	0.29 (0.01)	0.01 (0.01)	0.42 (0.01)	0.29 (0.01)	0.28 (0.01)
N	7272	2424	4848	7128	5940
$k_n \times l_d$ FEs	yes	yes	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from a linear probability model of whether a subject chose a main bundle in the *Self/Self* treatment of the Adding Study, following the specifications from Table 1.

Figure B.2: In the *Self/Self* treatments of the Adding Study, fraction choosing a main bundle



Data include all subjects' decisions in all main bundles in the *Self/Self* treatment of the Adding Study.

Table B.3: In additional *Self/Charity* treatments of the Adding Study, regression of choosing a main bundle

Version:	Baseline	Sum Optional	Sum Shown	Sum Unavoidable
(+0)	-0.06 (0.01)	-0.03 (0.01)	-0.03 (0.01)	-0.02 (0.01)
(+1)	0.11 (0.01)	0.10 (0.02)	0.11 (0.01)	0.10 (0.01)
N	7128	7231	7416	6048
$k_n \times l_d$ FEs	yes	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from a linear probability model of whether a subject chose a main bundle in the noted treatment of the Adding Study, following the specification in Column (1) of Table 1.

Table B.4: Considering the role of experience in the *Self/Charity* treatment of the Adding Study, regression of choosing a main bundle

	5-bundles first (1)	4-bundles first (2)	early bundles (3)	late bundles (4)
(+0)	-0.06 (0.02)	-0.06 (0.02)	-0.04 (0.02)	-0.08 (0.02)
(+1)	0.11 (0.02)	0.11 (0.02)	0.12 (0.02)	0.10 (0.02)
N	3744	3384	3568	3560
$k_n \times l_d$ FEs	yes	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from a linear probability model of whether a subject chose a main bundle in the *Self/Charity* treatment of the Adding Study, following the specifications from Table 1. Columns 1–2 analyze decisions in all main bundles by subjects who first view the set of five-amount bundles then the set of four-amount bundles in Column 1 and instead by subjects who first view the set of four-amount bundles then the set of five-amount in Column 2. Columns 3–4 analyze all subjects’ decisions in main bundles that occur “early” within each set of bundles (i.e., decisions 1–12 and 25–36) in Column 3 and that instead occur “late” within the set of bundles (i.e., decisions 13–24 and 37–48) in Column 4.

Table B.5: Regression of Errors in the Correlation Neglect Study

Sample:	All	Restricted to Questions					$5 \leq X$	early	late
	(1)	1&2 (2)	3&4 (3)	5&6 (4)	7&8 (5)	9&10 (6)	< 150 (7)	questions (8)	questions (9)
<i>Low E1</i>	-19.50 (1.03)	-17.69 (1.13)	-20.22 (1.19)	-19.29 (1.23)	-19.59 (1.14)	-20.74 (1.28)	-19.16 (1.11)	-18.97 (1.13)	-20.07 (1.17)
<i>Low E1*</i> (Exacerbate Bias)	-5.30 (1.71)	-6.16 (1.88)	-5.38 (1.94)	-4.89 (1.96)	-4.86 (1.90)	-5.23 (2.00)	-6.51 (1.84)	-5.33 (1.85)	-5.29 (1.92)
<i>Low E1*</i> (Mitigate Bias)	11.80 (1.76)	12.05 (1.95)	12.00 (2.02)	10.77 (2.03)	12.92 (1.95)	11.28 (2.06)	12.66 (1.92)	12.01 (1.89)	11.70 (1.97)
N	12000	2400	2400	2400	2400	2400	9660	6000	6000
Question FEs	yes	yes	yes	yes	yes	yes	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from OLS regressions of the true answer to a question minus the answer provided by a subject in that question (i.e., the “error”) in the Correlation Neglect Study. See the table notes of Table 3 for specification details and variable definitions. In addition, *Exacerbate Bias* is an indicator for questions in which selfish motives are expected to exacerbate correlation neglect (i.e., *Low Estimate 1* questions in the *Underestimate* treatment and *High Estimate 1* questions in the *Overestimate* treatment). *Mitigate Bias* is an indicator for questions in which selfish motives are expected to mitigate correlation neglect (i.e., *High Estimate 1* questions in the *Underestimate* treatment and *Low Estimate 1* questions in the *Overestimate* treatment). In Columns 1 and 7–9, there are 15 fixed effects resulting from the five question-pair fixed effects crossed by whether the answer was elicited (i) in the *Control* treatment, (ii) when *Exacerbate Bias* = 1, and (iii) when *Mitigate Bias* = 1. In Columns 2–6, there are 3 relevant fixed effects out of the 15 fixed effects in Columns 1 and 7–9.

Table B.6: Regression of Errors in the Anchoring Studies

Sample:	All	Restricted to Question				$5 \leq X$ < 150	early questions	late questions
	(1)	1 (2)	2 (3)	3 (4)	4 (5)	(6)	(7)	(8)
Panel A: Anchoring Study A								
<i>Low Anchor</i>	-19.93 (1.47)	-18.27 (2.67)	-20.95 (2.56)	-16.99 (2.48)	-23.50 (2.26)	-19.37 (1.57)	-20.42 (1.87)	-19.23 (1.86)
<i>Low Anchor</i> × <i>Exacerbate Bias</i>	-7.98 (2.18)	-8.54 (3.83)	-8.59 (3.65)	-10.52 (3.58)	-4.28 (3.17)	-8.81 (2.33)	-7.22 (2.67)	-8.78 (2.74)
<i>Low Anchor</i> × <i>Mitigate Bias</i>	10.82 (2.32)	8.55 (3.86)	9.46 (3.83)	11.22 (3.67)	14.01 (3.49)	10.05 (2.48)	11.27 (2.80)	10.35 (2.87)
N	4780	1195	1195	1195	1195	4012	2390	2388
Panel B: Anchoring Study B								
<i>Low Anchor</i>	-14.35 (1.52)	-11.96 (2.81)	-13.24 (2.97)	-8.79 (2.75)	-23.41 (2.83)	-12.91 (1.66)	-13.39 (2.15)	-15.45 (1.98)
<i>Low Anchor</i> × <i>Exacerbate Bias</i>	-7.01 (2.48)	-9.63 (4.09)	-4.60 (4.19)	-10.33 (3.85)	-3.72 (4.14)	-9.75 (2.64)	-9.90 (3.11)	-3.97 (3.15)
<i>Low Anchor</i> × <i>Mitigate Bias</i>	9.34 (2.46)	8.24 (4.00)	9.44 (4.35)	7.77 (4.01)	12.30 (4.06)	7.89 (2.68)	8.32 (3.21)	10.92 (3.01)
N	4764	1191	1191	1191	1191	3948	2380	2382
Question FEs	yes	yes	yes	yes	yes	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from OLS regressions of the true answer to a question minus the answer provided by a subject in that question (i.e., the “error”) in the Anchoring studies. See the table notes of Table 4 for specification details and variable definitions. In addition, *Exacerbate Bias* is an indicator for questions in which selfish motives are expected to exacerbate the anchoring bias (i.e., questions with low anchors in the *Underestimate* treatment and questions with high anchors in the *Overestimate* treatment). *Mitigate Bias* is an indicator for questions in which selfish motives are expected to mitigate the anchoring bias (i.e., questions with high anchors in the *Underestimate* treatment and questions with low anchors in the *Overestimate* treatment). In Columns 1 and 6–8, there are 12 fixed effects resulting from the four question fixed effects crossed by whether the answer was elicited (i) in the *Control* condition, (ii) when *Exacerbate Bias* = 1, and (iii) when *Mitigate Bias* = 1. In Columns 2–5, there are the 3 relevant fixed effects out of the 12 fixed effects in Columns 1 and 6–8.

Table B.7: Alternative Regressions of Errors

Study:	Correlation Neglect Study (1)	Anchoring Study A (2)	Anchoring Study B (3)
<i>Bias Pulls Down</i>	-8.35 (0.78)	7.11 (1.31)	6.48 (1.47)
<i>Bias Pulls Up</i>	11.16 (0.70)	26.99 (1.10)	20.80 (1.25)
<i>Bias Pulls Down</i> $\times$ <i>Underestimate</i>	-0.65 (1.30)	-3.09 (1.74)	-4.93 (2.02)
<i>Bias Pulls Up</i> $\times$ <i>Underestimate</i>	-5.28 (1.25)	-7.88 (1.55)	-4.68 (1.72)
<i>Bias Pulls Down</i> $\times$ <i>Overestimate</i>	6.52 (1.23)	2.92 (1.78)	4.58 (1.99)
<i>Bias Pulls Up</i> $\times$ <i>Overestimate</i>	4.65 (1.11)	4.94 (1.39)	2.06 (1.71)
N	12000	4780	4764
Question FEs	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from OLS regressions of the true answer to a question minus the answer provided by a subject in that question (i.e., the “error”) in the study noted in the column. *Bias Pulls Down* is an indicator for questions with a low Estimate 1 in the Correlation Neglect Study (i.e., the odd-numbered questions in Table 2) and for questions with a low anchor in the Anchoring Studies. *Bias Pulls Up* is an indicator for questions with a high Estimate 1 in the Correlation Neglect Study (i.e., the even-numbered questions in Table 2) and for questions with a high anchor in the Anchoring Studies. *Overestimate* is an indicator for questions in which selfish motives should increase answers (i.e., when questions are answered in the *Overestimate* treatment). *Underestimate* is an indicator for questions in which selfish motives are expected to decrease answers (i.e., when questions are answered in the *Underestimate* treatment). Column 1 analyzes answers in the Correlation Neglect Study, Column 2 analyzes answers in Anchoring Study A, and Column 3 analyzes answers in Anchoring Study B. In Columns 1, there are five fixed effects, one for each pair of questions in Table 2. In Columns 2 and 3, there are four fixed effects, one for each of the anchoring questions.

C Results on Information Avoidance

C.1 Motivated Errors and Information Avoidance

In the *Self/Charity* treatment, recall that subjects are shown the first summand in each bundle by default and then are required to reveal all summands in a bundle before making a decision. This implies that—while subjects could appeal to being confused and not knowing the sum to justify selfish decisions—subjects could *not* appeal to lacking the information necessary to determine the sum. In this way, while conceptually similar, the evidence for motivated errors in the *Self/Charity* treatment is different than work on information avoidance in which—as in [Dana, Weber and Kuang \(2007\)](#) and the rich literature that followed it ([Larson and Capra, 2009](#); [Matthey and Regner, 2011](#); [Conrads and Irlenbusch, 2013](#); [Feiler, 2014](#); [Grossman, 2014](#); [van der Weele et al., 2014](#); [Exley and Petrie, 2018](#); [Serra-Garcia and Szech, 2022](#); [Exley and Kessler, 2021](#))—subjects can avoid information needed to determine the payoff consequences of their decisions.³²

In the *Self/Charity (summands optional)* treatment, subjects could avoid information needed to determine the payoff consequences of their decisions because they were *not* required to reveal all summands in a bundle before making a decision. Specifically, while subjects are still shown the first summand in each bundle by default, they are not required to reveal the other three or four summands before making a choice about the bundle in the *Self/Charity (summands optional)* treatment.

When given the option to avoid information in this way, subjects frequently engage in information avoidance. In the *Self/Charity (summands optional)* treatment, across all 48 bundles, subjects frequently avoid information: they fully reveal all summands in the bundle 45% of the time and hence avoid some information on the summands 55% of the time. Indeed, subjects only reveal at least one additional summand—beyond the one that is revealed by default—56% of the time. Interestingly, there is no evidence that subjects are more likely to avoid information when the first summand in a bundle is zero.³³

Given this high rate of information avoidance, it could be that subjects looking for an excuse to be selfish will do so by avoiding information when that is an option. This would imply that subjects who fully reveal all summands in a bundle—when they could instead avoid them—would not be seeking excuses. If this were the case, then we would no longer expect evidence for motivated

³²There is also related theoretical work ([Nyborg, 2011](#); [Grossman and van der Weele, 2017](#); [Golman, Hagmann and Loewenstein, 2017](#)) and similar findings involving other contexts ([Bartoš et al., 2016](#); [Freddi, 2021](#)). See also the closely-related literature on motivated avoidance of prosocial asks ([Jacobsen et al., 2011](#); [DellaVigna, List and Malmendier, 2012](#); [Lazear, Malmendier and Weber, 2012](#); [Kamdar et al., 2015](#); [Trachtman et al., 2015](#); [Andreoni, Rao and Trachtman, 2016](#); [Lin, Schaumberg and Reich, 2016](#)).

³³Among the one-quarter of bundles in which the first summand is a zero, subjects reveal at least one additional summand in the bundle 62% of the time and all summands in the bundle 47% of the time. Among the three-quarters of bundles in which the first amount is *not* a zero, these rates are even lower: subjects reveal at least one additional summand 54% of the time and all summands 44% of the time. In contrast, one could have imagined that subjects would use the first summand being zero as an excuse not to reveal the remaining amounts and as an excuse not to choose the bundle.

errors when subjects fully reveal information. The results in Table C.1 show that this is not the case. The table replicates the structure of Table 1 but restricts to the decisions from the *Self/Charity (summands optional)* treatment in which subjects choose to fully reveal information on all summands in a bundle. Among this group of decisions, the evidence for motivated errors proves very robust. Subjects choose a bundle less often when a zero is added to it. Subjects act as if they cannot add a zero when appealing to the possibility of a simple addition error can justify selfishness—even after they have chosen to acquire information on each summand in that bundle.³⁴

Consequently, while one could have thought that motivated errors only arise among subjects who would have exploited information avoidance as an excuse if given the opportunity to do so, our results show that this is not the case. Even when subjects acquire full information on the payoff consequence of their decisions, they act as if they are confused about that information as an excuse to be selfish.

Table C.1: In the *Self/Charity (summands optional)* treatment of the Adding Study, regression of choosing a main bundle when full information on payoffs is acquired (i.e., when summands in a bundle are revealed)

Sample:	full			choice varies	X is lower bound
	main bundles (1)	if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	main bundles (4)	main bundles (5)
(+0)	-0.11 (0.02)	-0.06 (0.03)	-0.13 (0.03)	-0.12 (0.02)	-0.11 (0.02)
(+1)	0.13 (0.02)	-0.02 (0.02)	0.19 (0.03)	0.13 (0.02)	0.13 (0.02)
N	3081	973	2108	2902	2924
$k_n \times l_d$ FEs	yes	yes	yes	yes	yes

Standard errors are clustered at the subject level and shown in parentheses. The results are from a linear probability model of whether a subject chose a main bundle—conditional on fully revealing all information on the summands in the bundle—in the *Self/Charity (summands optional)* treatment of the Adding Study, following the specifications from Table 1.

C.2 Additional Results on Information Avoidance

Taking a step back from the specific type of evidence for motivated error we focus on in the Adding Study (i.e., examining how subjects respond to a zero being added to a bundle), the results from the Adding Study allow us to investigate several other interesting questions related to information avoidance as well. We highlight some of those results here.

³⁴If we instead consider the *Self/Charity (sum optional)* treatment discussed in Section 1.4, similar results follow. Specifically, Column 2 of Appendix Table B.3 shows that adding a zero to a bundle decreases subjects' willingness to choose it by 3 percentage points in the *Self/Charity (sum optional)* treatment. If we restrict to the set of decisions in which subjects choose to reveal the sum in this treatment, this 3 percentage point effect remains unchanged and is still statistically significant.

To begin, consistent with individuals exploiting information avoidance as an excuse—and consistent with evidence on information avoidance from prior literature—we find evidence of information avoidance facilitating more selfish decisions. Specifically, when we consider “high donation” bundles (i.e., bundles with a sum of more than 150 cents, so information is likely to encourage giving), subjects who can avoid information (in the *Self/Charity (summands optional)* treatment) are 10 percentage points less likely to choose the bundle ($p < 0.05$) than subjects who are required to fully reveal information (in the *Self/Charity* treatment).

That said, information avoidance does not always facilitate more selfish behavior. When we instead consider “low donation” bundles (i.e., bundles with a sum of less than 150 cents, so information is likely to discourage giving), the ability to avoid information directionally reduces giving by only 2 percentage points and this reduction is not statistically significant ($p = 0.57$). This finding suggests that, in settings where there is uncertainty about whether revealing information will encourage or discourage giving, information avoidance may backfire as a strategy to behave selfishly. While these findings are in similar in spirit to [Spiekermann and Weiss \(2016\)](#), since they also examine information that may encourage or discourage giving, our findings differ in that subjects cannot ex-ante know whether information is likely to encourage or discourage giving.

In addition, to further test motivated information avoidance, we did a second run of the *Self/Charity (summands optional)* treatment alongside a run of the *Charity/Charity (summands optional)* treatment. The *Charity/Charity (summands optional)* treatment is like the *Charity/Charity* treatment, but subjects are not required to reveal all summands in a bundle before making a decision. We find that subjects are significantly more likely to avoid information in the *Self/Charity (summands optional)* treatment than in the *Charity/Charity (summands optional)* treatment.³⁵ That is, we find that subjects are significantly more likely to avoid information when doing so may justify selfishness. This comparison is related to the exploration of how image concerns affect information avoidance in the classic moral wiggle room experiment conducted in [Exley and Kessler \(2021\)](#).

³⁵For instance, while subjects reveal all summands in a bundle 54% of the time in *Charity/Charity (summands optional)*, they only reveal all summands in a bundle 37% of the time in the *Self/Charity (summands optional)* treatment ($p < 0.01$).

D Experimental Instructions

D.1 Full instructions for The Adding Study

D.1.1 Instructions for *Self/Charity* version of The Adding Study

After consenting to participate in the study, each participant is informed of the \$4 study completion fee and of the opportunity to earn additional payment for themselves or the Make-A-Wish Foundation. Figure D.1 shows how this payment information is explained and the corresponding understanding question that must be answered correctly in order for the participant to proceed.

Figure D.1: Payment Information

Your Payment: This study involves two Parts -- Part 1 and Part 2 -- followed by a short survey. For completing this study, you will receive a minimum payment of \$4 dollars within 24 hours. Also, Part 1 or Part 2 will be randomly selected as the part-that-counts. According to the instructions in the part-that-counts, you may also have the chance to earn additional payments.

Any additional payment you earn for yourself will be distributed via a bonus payment within one week.

Any additional payments you earn not for yourself will be distributed to the national chapter of Make-A-Wish Foundation as a donation. Make-A-Wish Foundation is a 501(c)(3) charitable organization that organizes and funds “wishes” for children with life-threatening medical conditions. On their website (<http://wish.org>), Make-A-Wish Foundation describes their activities as follows: “We grant the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy [...] Most wish requests fall into four major categories:

- **I wish to go:**
Some wish kids want to travel to their favorite theme park, while others want to visit an exotic beach, go on a cruise, see snow for the first time, or attend a major sporting event or concert.
- **I wish to be:**
Children search the depths of their imagination when they wish to be someone for a day— a firefighter, a police officer or a model.
- **I wish to meet:**
Many want to meet their favorite athlete, recording artist, television personality, movie star, politician or public figure.
- **I wish to have:**
Children often wish for a special gift, such as a computer, a tree house, a shopping spree or something that they have coveted for a long time.”

Understanding Question: Which of the following statements is true?

All of my decisions will influence the resulting payments from this study.

None of my decisions will influence the resulting payments from this study.

My decisions in the part-that-counts can only result in me receiving a bonus payment within one week.

My decisions in the part-that-counts will result in me receiving a bonus payment within one week and/or Make-A-Wish Foundation receiving a donation.

In Part 1, each participant completes a multiple price list that allows us to calibrate the outside option used for the decisions in Part 2. In particular, the outside option equals X cents for participants, where we calibrate X to make the participant indifferent between X cents for themselves and 150 cents for the Make-A-Wish Foundation. Figure D.2 presents the instructions for the multiple price list and corresponding understanding questions that the participant must answer correctly to proceed. Figure D.3 shows how the multiple price list appears.

Figure D.2: Part 1 Instructions

Part 1 Instructions

In Part 1, you will have to make several decisions by completing one list. Each row of the list will present two payment options.

- The payment option on the left will always involve the Make-A-Wish Foundation receiving 150 cents as a donation.
- The payment option on the right will involve you receiving some amount of money as a bonus payment. The amount of money will increase from 0 to 150 cents as you proceed down the rows of the list.

Your task is to decide which payment option you prefer on each row by clicking on the row at which you prefer to switch from choosing the option on the left to the option on the right.

If Part 1 is randomly selected as the part-that-counts, one row from this list will be randomly selected. The payment option you select on that row would then be distributed.

Understanding Question: If Part 1 is randomly selected as the part-that-counts and you chose the option on the left in the randomly selected row, what would happen?

Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Understanding Question: If Part 1 is randomly selected as the part-that-counts and you chose the option on the right in the randomly selected row, what would happen?

Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Figure D.3: Part 1 Decisions: Multiple Price List

Before decisions are indicated

Please indicate which payment option you prefer on each row by clicking on the row where you would like to switch from choosing the option on the left to choosing the option on the right.

(Note that you cannot click on the submit button until you have selected an answer.)

DONATION FOR MAKE-A-WISH FOUNDATION		BONUS PAYMENT FOR YOU
150 CENTS	OR	0 CENTS
150 CENTS	OR	5 CENTS
150 CENTS	OR	10 CENTS
150 CENTS	OR	15 CENTS
150 CENTS	OR	20 CENTS
150 CENTS	OR	25 CENTS
150 CENTS	OR	30 CENTS
150 CENTS	OR	35 CENTS
150 CENTS	OR	40 CENTS
150 CENTS	OR	45 CENTS
150 CENTS	OR	50 CENTS
150 CENTS	OR	55 CENTS
150 CENTS	OR	60 CENTS
150 CENTS	OR	65 CENTS
150 CENTS	OR	70 CENTS
150 CENTS	OR	75 CENTS
150 CENTS	OR	80 CENTS
150 CENTS	OR	85 CENTS
150 CENTS	OR	90 CENTS
150 CENTS	OR	95 CENTS
150 CENTS	OR	100 CENTS
150 CENTS	OR	105 CENTS
150 CENTS	OR	110 CENTS
150 CENTS	OR	115 CENTS
150 CENTS	OR	120 CENTS
150 CENTS	OR	125 CENTS
150 CENTS	OR	130 CENTS
150 CENTS	OR	135 CENTS
150 CENTS	OR	140 CENTS
150 CENTS	OR	145 CENTS
150 CENTS	OR	150 CENTS

After decisions are indicated if $X = 100$

Please indicate which payment option you prefer on each row by clicking on the row where you would like to switch from choosing the option on the left to choosing the option on the right.

(Note that you cannot click on the submit button until you have selected an answer.)

DONATION FOR MAKE-A-WISH FOUNDATION		BONUS PAYMENT FOR YOU
150 CENTS	OR	0 CENTS
150 CENTS	OR	5 CENTS
150 CENTS	OR	10 CENTS
150 CENTS	OR	15 CENTS
150 CENTS	OR	20 CENTS
150 CENTS	OR	25 CENTS
150 CENTS	OR	30 CENTS
150 CENTS	OR	35 CENTS
150 CENTS	OR	40 CENTS
150 CENTS	OR	45 CENTS
150 CENTS	OR	50 CENTS
150 CENTS	OR	55 CENTS
150 CENTS	OR	60 CENTS
150 CENTS	OR	65 CENTS
150 CENTS	OR	70 CENTS
150 CENTS	OR	75 CENTS
150 CENTS	OR	80 CENTS
150 CENTS	OR	85 CENTS
150 CENTS	OR	90 CENTS
150 CENTS	OR	95 CENTS
150 CENTS	OR	100 CENTS
150 CENTS	OR	105 CENTS
150 CENTS	OR	110 CENTS
150 CENTS	OR	115 CENTS
150 CENTS	OR	120 CENTS
150 CENTS	OR	125 CENTS
150 CENTS	OR	130 CENTS
150 CENTS	OR	135 CENTS
150 CENTS	OR	140 CENTS
150 CENTS	OR	145 CENTS
150 CENTS	OR	150 CENTS

In Part 2, each participant makes 48 binary decisions between a bundle that changes from decision to decision and an outside option that is fixed for all 48 decisions. Choosing the outside option results in the participants receiving X cents for themselves, where X is calibrated from Part 1 as previously explained. Choosing a bundle results in Make-A-Wish Foundation receiving the sum of the 4 or 5 amounts in the bundle. Appendix Tables [A.2](#) and [A.3](#) detail the amounts that comprise each bundle. The first amount in a bundle is always revealed by default, and a participant is required to reveal all of the remaining amounts in a bundle by clicking on the header above each amount before proceeding onto the next decision screen. Also, the order of these decision screens varies. It is randomly determined whether a participant first makes the 24 decisions involving bundles with four amounts or instead first makes the 24 decisions involving bundles with five amounts. Within each block of 24 decisions, the order of those decisions is also randomly determined.

Prior to making these 48 decisions, participants face extensive instructions and understanding questions. Figure [D.4](#) shows the first and second pages of the instructions for Part 2 along with the corresponding understanding questions that the participant must answer correctly to proceed. These understanding questions ensure that participants understand the payoffs that result from choosing a bundle versus the outside option and that they must reveal all amounts in a bundle before making a decision. Figure [D.5](#) shows the subsequent three example bundles and corresponding understanding questions that the participant must answer correctly to proceed. These understanding questions ensure that participants know how to determine the total donation amount made by a bundle.

Figure D.4: Part 2 Instructions

First Page (if $X = 100$)

Part 2 Instructions

In Part 2, you will face 48 decisions. In each decision, you may choose between two payment options, Option A and Option B, which are as follows:

- **Option A:** Make-A-Wish Foundation receives a donation equal to the sum of several amounts. The exact amount of this sum may vary across the decisions.
- **Option B:** You receive a bonus payment of 100 cents.

If Part 2 is randomly selected as the part-that-counts, one decision will be randomly selected. The payment option you select in that decision would then be distributed.

Understanding Question: If Part 2 is randomly selected as the part-that-counts and you chose Option A in the randomly selected decision, what would happen?

Make-A-Wish Foundation would receive a donation of 150 cents.

How much Make-A-Wish Foundation would receive as a donation would depend on the sum of the amounts in that decision.

Understanding Question: If Part 2 is randomly selected as the part-that-counts and you chose Option B in the randomly selected decision, what would happen?

I would receive 100 cents as a bonus payment.

I would receive an amount that may be more than or less than 100 cents as a bonus payment.

Second Page

Part 2 Instructions Continued . . .

In each decision in Part 2, choosing Option A will result in Make-A-Wish Foundation receiving the sum of the donation amounts shown in Option A. Across decisions, this sum may vary.

Prior to making each decision in Part 2, you will always have the opportunity to learn all of the amounts in Option A. You cannot make a decision without learning this information, as the button to proceed onto the next page will be disabled until you learn this information.

Understanding Question: Prior to making each decision in Part 2, do you have to learn all of the amounts in Option A?

No

Yes

Figure D.5: Part 2 Examples

Example 1

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of amounts were presented for Option A in the randomly selected decision, what would happen if you chose Option A?

In total, Make-A-Wish Foundation would receive less than 200 cents as a donation.

In total, Make-A-Wish Foundation would receive exactly 200 cents as a donation.

In total, Make-A-Wish Foundation would receive more than 200 cents as a donation.

Note that the first amount in Option A is shown and to learn the remaining amounts you may click on the relevant headers.

Amount 1:

48 cents

Amount 2:

Amount 3:

Amount 4:

Example 2

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of amounts were presented for Option A in the randomly selected decision, what would happen if you chose Option A?

In total, Make-A-Wish Foundation would receive less than 150 cents as a donation.

In total, Make-A-Wish Foundation would receive more than 150 cents as a donation.

In total, Make-A-Wish Foundation would receive exactly 150 cents as a donation.

Note that the first amount in Option A is shown, and to learn the remaining amounts, you may click on the relevant headers.

Amount 1:

54 cents

Amount 2:

Amount 3:

Amount 4:

Example 3

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of donation amounts were presented for Option A in the randomly selected decision, what would happen if you chose Option A?

In total, Make-A-Wish Foundation would receive less than 100 cents as a donation.

In total, Make-A-Wish Foundation would receive more than 100 cents as a donation.

In total, Make-A-Wish Foundation would receive exactly 100 cents as a donation.

Note that the first amount in Option A is shown, and to learn the remaining amounts, you may click on the relevant headers.

Amount 1:

0 cents

Amount 2:

Amount 3:

Amount 4:

Only after completing all of these understanding questions successfully do participants proceed to make their 48 decisions. Each decision appears on a separate screen, and Figure D.6 shows an example of one such decision.

Figure D.6: Part 2: Example Decision Screen

If this is your randomly selected decision, which option would you prefer?

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below.

Option B: I receive 100 cents.

Amount 1

54 cents

Amount 2

Amount 3

Amount 4

After completing all 48 decisions in Part 2, participants answer follow-up questions about their decisions in the study and provide demographic information. We distributed the relevant payments after the study was completed.

D.1.2 Instructions for other treatments of The Adding Study

The previous section details the instructions for the *Self/Charity* version of the Adding Study. In this section, we describe how these instructions differ for the remaining seven treatments of the Adding Study.

In the *Self/Charity (summands optional)* version, all that differs is that—aside from the first amount in a bundle still being revealed by default—participants can choose whether or not to reveal the other amounts in a bundle. Thus, how decision screens appear in Part 2 is still as shown in Figure D.6, but the participant can make a decision without clicking on all the headers.

In the *Self/Charity (sum optional)* version, all that differs is that participants can click to reveal the sum of amounts in the bundle on the decision screen, as shown in Figure D.7.

Figure D.7: Part 2: Example Decision Screen for *Self/Charity (sum optional)* version of the Adding Study

If this is your randomly selected decision, which option do you prefer?

[Click here to learn the total amount in Option A](#)

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below

Option B: I receive 100 cents

▾ Amount 1
51 cents
▸ Amount 2
▸ Amount 3
▸ Amount 4

In the *Self/Charity (sum shown)* version, all that differs is that participants are shown the sum of amounts in the bundle on the decision screen, as shown in Figure D.8.

Figure D.8: Part 2: Example Decision Screen for *Self/Charity (sum shown)* version of the Adding Study

If this is your randomly selected decision, which option would you prefer?

Note: If you choose Option A, the total amount will be 162 cents.

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below.

Option B: I receive 100 cents.

Amount 1

54 cents

Amount 2

Amount 3

Amount 4

In the *Self/Charity (sum unavoidable)* version, there are two main differences. First, prior to each decision screen, participants face a screen where they are informed of, and must accurately report, the sum of the amounts in the bundle that will be on the decision screen, as shown in Figure D.9. Second, participants are shown the sum of amounts in the bundle on the decision screen in a manner that is arguably more salient than in the *Self/Charity (sum shown)* version, as shown in Figure D.10.

Figure D.9: Part 2: Example of Screen before the Decision Screen for *Self/Charity (sum unavoidable)* version of the Adding Study

On the next screen, please make decision 24 out of the 48 decisions in Part 2.

In that decision, Option A will involve Make-A-Wish Foundation receiving a donation equal to the sum of several amounts shown. This sum will equal **162 cents**.

Thus, if that decision is your randomly selected decision, how much money will Make-A-Wish Foundation receive as a donation (in cents) if you choose Option A?

>>

Figure D.10: Part 2: Example Decision Screen for *Self/Charity (sum unavoidable)* version of the Adding Study

If this is your randomly selected decision, which option would you prefer?

Option A: Make-A-Wish Foundation receives a donation equal to **162 cents**, which is the sum of the amounts shown below.

Option B: I receive 100 cents.

▸ Amount 1

54 cents

▸ Amount 2

▸ Amount 3

▸ Amount 4

In the *Charity/Charity* version, choosing the outside option now results in 150 cents being given to Make-A-Wish Foundation (regardless of the decisions in Part 1), as shown in Figure D.11.

In the *Charity/Charity (summands optional)* version, choosing the outside option also results in 150 cents being given to Make-A-Wish Foundation (regardless of the decisions in Part 1). But, participants can choose whether or not to reveal the other amounts in a bundle as in the *Self/Charity (summands optional)* version. Thus, how decision screens appear in Part 2 is still as shown in Figure D.11, but the participant can make a decision without clicking on all the headers.

Figure D.11: Part 2: Example Decision Screen for *Charity/Charity* version of the Adding Study

If this is your randomly selected decision, which option would you prefer?

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below.

Option B: Make-A-Wish Foundation receives 150 cents.

Amount 1

54 cents

Amount 2

Amount 3

Amount 4

In the *Self/Self* version, choosing the outside option now results in 150 cents being given to the participant (regardless of the participant’s decisions in Part 1) and choosing a bundle now results in the amount of money in the bundle being given to the participant, as shown in Figure D.12.

Figure D.12: Part 2: Example Decision Screen for *Self/Self* version of the Adding Study

If this is your randomly selected decision, which option would you prefer?

Option A: I receive a bonus payment equal to the sum of the amounts shown below.

Option B: I receive a bonus payment of 150 cents.

Amount 1

54 cents

Amount 2

Amount 3

Amount 4

D.2 Full instructions for the Correlation Neglect Study

D.2.1 Instructions for *Underestimate* treatment of the Correlation Neglect Study

After consenting to participate in the study, each participant is informed of the \$3.50 study completion fee and of the opportunity to earn additional payment for themselves or the Make-A-Wish Foundation. They were otherwise shown a figure identical to Figure D.1 in the Adding Study, which explains the payment information and shows the corresponding understanding question that must be answered correctly in order for the participant to proceed.

Part 1 was identical to the Adding Study. Figure D.2 presents the instructions for the multiple price list and corresponding understanding questions that the participant must answer correctly to proceed. Figure D.3 shows how the multiple price list appears.

In Part 2 of the study, participants answer ten main questions. Figures D.13–D.14 present the instructions for these ten main questions and corresponding understanding questions that the participant must answer correctly to proceed to then answer these ten main questions from the *Underestimate* treatment. Figure D.15 shows an example of one of the main questions from the the *Underestimate* treatment (see Table 2 for a description of all ten main questions). Note that participants answer each of the main questions via a slider. The slider allows them to select a range of five numbers on the support of 0 to 100. When they select a range, text appears that says “Your guess includes numbers from Z to $Z + 4$ ” where Z is the smallest number they selected.

After completing the experiment, participants answer a short follow-up questionnaire.

Figure D.13: Part 2 Instructions, Page 1

Instructions for Part 2 (Page 1 out of 2):

In Part 2, you will be asked 10 questions. In each of these questions, you will be asked to guess a number. This number will be some number between 0 and 100. Information on this number will be provided to you on the decision screen. You will be asked to report your guess by selecting a range of numbers on a slider from 0 to 100.

In each question, the following additional payments will be allocated according to your guess:

If **your guess is right** because one of the numbers in the range you select is the right number, you will be allocated **a bonus payment of 100 cents** and Make-A-Wish Foundation will be allocated **a donation of 150 cents**.

If **your guess is too high** because all of the numbers in the range you select are larger than the right number, Make-A-Wish Foundation will be allocated **a donation of 150 cents**.

If **your guess is too low** because all of the numbers in the range you select are smaller than the right number, you will be allocated **a bonus payment of 100 cents**.

If Part 2 is randomly selected as the part-that-counts, one question from this part will be randomly selected. Then, the payment that is allocated in that question will be distributed.

Understanding Question: If my guess is right, what additional payment will be allocated?

a bonus payment of 100 cents for me and a donation of 150 cents for Make-A-Wish Foundation

a donation of 150 cents for Make-A-Wish Foundation only

a bonus payment of 100 cents for me only

Understanding Question: If my guess is too high, what additional payment will be allocated?

a donation of 150 cents for Make-A-Wish Foundation

a bonus payment of 100 cents for me

Understanding Question: If my guess is too low, what additional payment will be allocated?

a donation of 150 cents for Make-A-Wish Foundation

a bonus payment of 100 cents for me

>>

Figure D.14: Part 2 Instructions, Page 2

Instructions for Part 2 (Page 2 out of 2):

When you are asked to report the number in a question, you will be provided with the following information:

In this question, the number equals the average of four estimates: Estimate 1, Estimate 2, Estimate 3, and Estimate 4. You will be directly informed of Estimate 1. You will also be informed of reports about the estimates from three news channels. Channel 1 News reports the average of Estimate 1 and Estimate 2. Channel 2 News reports the average of Estimate 1 and Estimate 3. Channel 3 News reports the average of Estimate 1 and Estimate 4.

For example, suppose that Estimate 1 is 81, Estimate 2 is 13, Estimate 3 is 100, and Estimate 4 is 94. Then, you would be provided with the following information:

- Estimate 1 is 81.
- Channel 1 News reports 47.
- Channel 2 News reports 90.5.
- Channel 3 News reports 87.5.

Understanding Question: Suppose that Estimate 1 is 6, Estimate 2 is 12, and Estimate 3 is 16. What would Channel 1 News report?

6	9	11	12
---	---	----	----

Understanding Question: Suppose that Estimate 1 is 6, Estimate 2 is 12, and Estimate 3 is 16. What would Channel 2 News report?

6	9	11	12
---	---	----	----

>>

Figure D.15: Part 2: Example Main Question in *Underestimate* treatment of Correlation Neglect Study, if $X = 100$

In this question, the number equals the average of four estimates: Estimate 1, Estimate 2, Estimate 3, and Estimate 4. You will be directly informed of Estimate 1. You will also be informed of the reports about the estimates from three news channels. Channel 1 News reports the average of Estimate 1 and Estimate 2. Channel 2 News reports the average of Estimate 1 and Estimate 3. Channel 3 News reports the average of Estimate 1 and Estimate 4. Specifically, note that:

- Estimate 1 is **8**.
- Channel 1 News reports **24**.
- Channel 2 News reports **33.5**.
- Channel 3 News reports **50.5**.

Please provide your guess of the number in this question. The following payments will be allocated according to your guess:

- **a bonus payment of 100 cents** for you and **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is right**
- **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is too high**
- **a bonus payment of 100 cents** for you if **your guess is too low**



(The continue arrow will enable after you move the slider to your decision)



D.2.2 Instructions for other versions of the Correlation Neglect Study

The previous section details the instructions for the *Underestimate* treatment of the Correlation Neglect Study. In this section, we describe how these instructions differ for the remaining two versions of the Correlation Neglect Study.

The *Overestimate* treatment is identical to the *Underestimate* treatment with one exception: how much money is allocated in Part 2 according to whether an answer is too high or too low is flipped (see Figure D.16 for an example).

The *Control* treatment is identical to the *Underestimate* treatment with one exception: how much money is allocated in Part 2 is always 150 cents for Make-A-Wish Foundation regardless as to whether the answer is too high or too low (see Figure D.17 for an example).

Figure D.16: Part 2: Example Main Question in *Overestimate* treatment of Correlation Neglect Study, if $X = 100$

In this question, the number equals the average of four estimates: Estimate 1, Estimate 2, Estimate 3, and Estimate 4. You will be directly informed of Estimate 1. You will also be informed of the reports about the estimates from three news channels. Channel 1 News reports the average of Estimate 1 and Estimate 2. Channel 2 News reports the average of Estimate 1 and Estimate 3. Channel 3 News reports the average of Estimate 1 and Estimate 4. Specifically, note that:

- Estimate 1 is **8**.
- Channel 1 News reports **24**.
- Channel 2 News reports **33.5**.
- Channel 3 News reports **50.5**.

Please provide your guess of the number in this question. The following payments will be allocated according to your guess:

- **a bonus payment of 100 cents** for you and **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is right**
- **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is too low**
- **a bonus payment of 100 cents** for you if **your guess is too high**



(The continue arrow will enable after you move the slider to your decision)



Figure D.17: Part 2: Example Main Question in *Control* condition of Correlation Neglect Study, if $X = 100$

In this question, the number equals the average of four estimates: Estimate 1, Estimate 2, Estimate 3, and Estimate 4. You will be directly informed of Estimate 1. You will also be informed of the reports about the estimates from three news channels. Channel 1 News reports the average of Estimate 1 and Estimate 2. Channel 2 News reports the average of Estimate 1 and Estimate 3. Channel 3 News reports the average of Estimate 1 and Estimate 4. Specifically, note that:

- Estimate 1 is **8**.
- Channel 1 News reports **24**.
- Channel 2 News reports **33.5**.
- Channel 3 News reports **50.5**.

Please provide your guess of the number in this question. The following payments will be allocated according to your guess:

- **a bonus payment of 100 cents** for you and **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is right**
- **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is too low**
- **a donation of 150 cents** for Make-A-Wish Foundation if **your guess is too high**



(The continue arrow will enable after you move the slider to your decision)



D.3 Full instructions for the Anchoring Study A

D.3.1 Instructions for *Underestimate* treatment of the Anchoring Study A

After consenting to participate in the study, each participant is informed of the \$2 study completion fee and of the opportunity to earn additional payment for themselves or the Make-A-Wish Foundation. They were otherwise shown a figure identical to Figure D.1 in the Adding Study which explains the payment information and shows the corresponding understanding question that must be answered correctly in order for the participant to proceed.

Part 1 was identical to the Adding Study. Figure D.2 presents the instructions for the multiple price list and corresponding understanding questions that the participant must answer correctly to proceed. Figure D.3 shows how the multiple price list appears.

In Part 2 of the study, participants answer four main questions. Figures D.18–D.19 show the instructions for Part 2 along with the corresponding understanding questions that the participant must answer correctly to proceed to answer these four main questions. In each of the main questions, participants are randomly assigned either a low anchor or a high anchor. Figures D.20–D.23 show the four *Underestimate* treatment main questions with low and high anchors. While these questions are labeled as Questions 1–4 in the screenshots, the order of the questions is randomized for each participant.

Note that participants answer each of the main questions via a slider. The slider allows them to select a number on the support of 0 to 100. The number on the slider is initially set to 20 for main questions with a low anchor but instead set to 80 for main questions with a high anchor. Participants have up to 15 seconds to move the slider to a different number. The answer is recorded as the number that they select on the slider prior to clicking the button to continue to the next page or the number that is on the slider when the 15 seconds is up.

After completing the experiment, participants answer a short follow-up questionnaire.

Figure D.18: Part 2 Instructions

Instructions for Part 2:

In Part 2, you will be asked to guess the answer to 4 main questions. Prior to answering each main question, you will first be asked to consider a related question about whether the answer to the main question is greater than or less than a number. This number will be randomly selected to be 20 or 80, each with a 50% chance. This number will be recorded as your guess if you do not guess a different number within 15 seconds of the main question being displayed.

The answer to each main question will be some number between 0 and 100. Your answer will be counted as right if it is no more than 2 away from the actual number.

After you make your guess in each main question, the following additional payments will be allocated:

If **your guess is right** because it is no more than 2 away from the actual number, you will be allocated **a bonus payment of 100 cents** and Make-A-Wish Foundation will be allocated **a donation of 150 cents**.

If **your guess is too high** because it is 3 or more above the actual number, Make-A-Wish Foundation will be allocated **a donation of 150 cents**.

If **your guess is too low** because it is 3 or more below the actual number, you will be allocated **a bonus payment of 100 cents**.

If Part 2 is randomly selected as the part-that-counts, one main question from this part will be randomly selected. Then, the payment that is allocated in that question will be distributed.

Understanding Question: If my guess is right in a main question, what additional payment will be allocated in that question?

a bonus payment of 100 cents for me and a donation of 150 cents for Make-A-Wish Foundation

a donation of 150 cents for Make-A-Wish Foundation only

a bonus payment of 100 cents for me only

Understanding Question: If my guess is too high in a main question, what additional payment will be allocated in that question?

a donation of 150 cents for Make-A-Wish Foundation

a bonus payment of 100 cents for me

Figure D.19: Part 2 Instructions Continued

Understanding Question: If my guess is too low in a main question, what additional payment will be allocated in that question?

a donation of 150 cents for Make-A-Wish Foundation

a bonus payment of 100 cents for me

Understanding Question: How many seconds will you be given to answer each main question?

15 seconds

30 seconds

As many as you need

>>

Figure D.20: Part 2: Main Question 1 in *Underestimate* treatment of Anchoring Study A, if $X = 100$

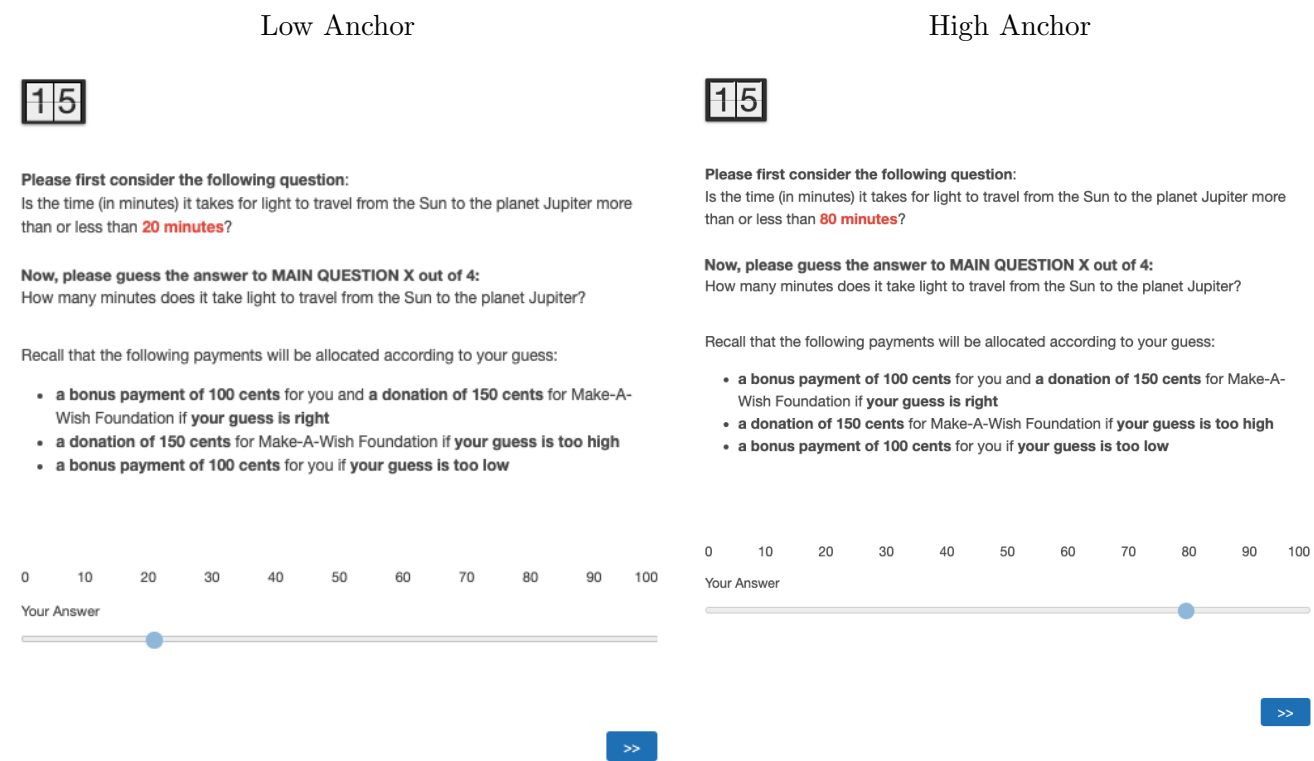


Figure D.21: Part 2: Main Question 2 in *Underestimate* treatment of Anchoring Study A, if $X = 100$

Low Anchor	High Anchor
15 Please first consider the following question: In 1911, pilot Calbraith Perry Rodgers completed the first airplane trip across the continental U.S., taking off from Long Island, New York and landing in Pasadena, California. Did the trip take more than or less than 20 days? Now, please guess the answer to MAIN QUESTION X out of 4: How many days did it take Rodgers to complete the trip? Recall that the following payments will be allocated according to your guess: • a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if your guess is right • a donation of 150 cents for Make-A-Wish Foundation if your guess is too high • a bonus payment of 100 cents for you if your guess is too low 0102030405060708090100 Your Answer >>	15 Please first consider the following question: In 1911, pilot Calbraith Perry Rodgers completed the first airplane trip across the continental U.S., taking off from Long Island, New York and landing in Pasadena, California. Did the trip take more than or less than 80 days? Now, please guess the answer to MAIN QUESTION X out of 4: How many days did it take Rodgers to complete the trip? Recall that the following payments will be allocated according to your guess: • a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if your guess is right • a donation of 150 cents for Make-A-Wish Foundation if your guess is too high • a bonus payment of 100 cents for you if your guess is too low 0102030405060708090100 Your Answer >>

Figure D.22: Part 2: Main Question 3 in *Underestimate* treatment of Anchoring Study A, if $X = 100$

Low Anchor	High Anchor
15 Please first consider the following question: Is the population of Uzbekistan as of 2018 greater than or less than 20 million? Now, please guess the answer to MAIN QUESTION X out of 4: What is the population of Uzbekistan in millions of people as of 2018? Recall that the following payments will be allocated according to your guess: • a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if your guess is right • a donation of 150 cents for Make-A-Wish Foundation if your guess is too high • a bonus payment of 100 cents for you if your guess is too low 0102030405060708090100 Your Answer >>	15 Please first consider the following question: Is the population of Uzbekistan as of 2018 greater than or less than 80 million? Now, please guess the answer to MAIN QUESTION X out of 4: What is the population of Uzbekistan in millions of people as of 2018? Recall that the following payments will be allocated according to your guess: • a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if your guess is right • a donation of 150 cents for Make-A-Wish Foundation if your guess is too high • a bonus payment of 100 cents for you if your guess is too low 0102030405060708090100 Your Answer >>

Figure D.23: Part 2: Main Question 4 in *Underestimate* treatment of Anchoring Study A, if $X = 100$

Low Anchor

15

Please first consider the following question:
Is the weight (in hundreds of tons) of the Eiffel Tower's metal structure more than or less than **20 hundred tons**?

Now, please guess the answer to MAIN QUESTION X out of 4:
What is the weight (in hundreds of tons) of the Eiffel Tower's metal structure?

Recall that the following payments will be allocated according to your guess:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Answer

>>

High Anchor

15

Please first consider the following question:
Is the weight (in hundreds of tons) of the Eiffel Tower's metal structure more than or less than **80 hundred tons**?

Now, please guess the answer to MAIN QUESTION X out of 4:
What is the weight (in hundreds of tons) of the Eiffel Tower's metal structure?

Recall that the following payments will be allocated according to your guess:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Answer

>>

D.3.2 Instructions for other treatments of Anchoring Study A

The previous section details the instructions for the *Underestimate* treatment version of Anchoring Study A. In this section, we describe how these instructions differ for the remaining two treatments of Anchoring Study A.

The *Overestimate* treatment is identical to the *Underestimate* treatment with one exception: how much money is allocated in Part 2 according to whether an answer is too high or too low is flipped (see Figure D.24 for an example).

The *Control* treatment is identical to the *Underestimate* treatment with one exception: how much money is allocated in Part 2 is always 150 cents for Make-A-Wish Foundation regardless as to whether the answer is too high or too low (see Figure D.25 for an example).

Figure D.24: Part 2: Main Question 1 for *Overestimate* treatment of the Anchoring Study A if $X = 100$

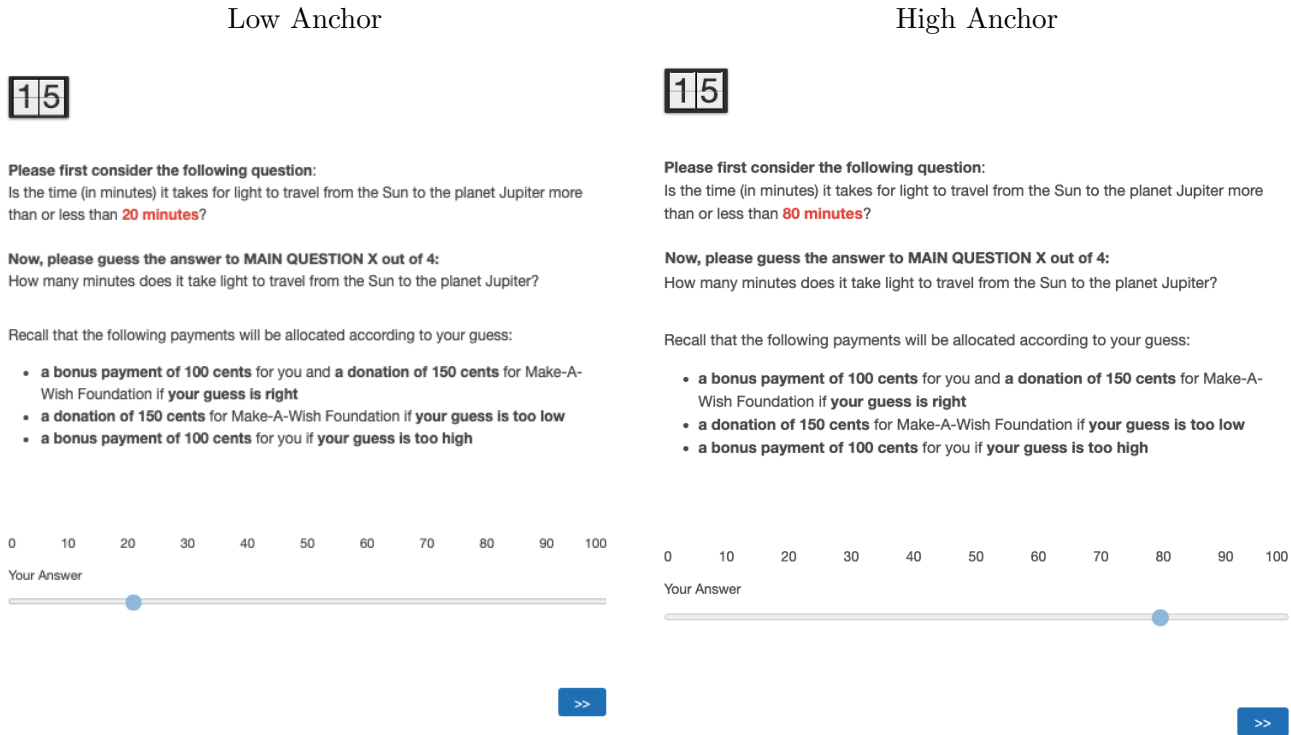


Figure D.25: Part 2: Main Question 1 for *Control* condition of Anchoring Study A if $X = 100$

Low Anchor

1

5

Please first consider the following question:
Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **20 minutes**?

Now, please guess the answer to MAIN QUESTION X out of 4:
How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too low**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**

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Your Answer

>>

High Anchor

1

5

Please first consider the following question:
Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **80 minutes**?

Now, please guess the answer to MAIN QUESTION X out of 4:
How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too low**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**

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Your Answer

>>

D.4 Full instructions for the Anchoring Study B

D.4.1 Instructions for *Underestimate* treatment of the Anchoring Study B

After consenting to participate in the study, each participant is informed of the \$2 study completion fee and of the opportunity to earn additional payment for themselves or the Make-A-Wish Foundation. They were otherwise shown a figure identical to Figure D.1 in the Adding Study which explains the payment information and shows the corresponding understanding question that must be answered correctly in order for the participant to proceed.

Part 1 was identical to the Adding Study. Figure D.2 presents the instructions for the multiple price list and corresponding understanding questions that the participant must answer correctly to proceed. Figure D.3 shows how the multiple price list appears.

In Part 2 of the study, participants answer four main questions. Figures D.26–D.27 show the instructions for Part 2 along with the corresponding understanding questions that the participant must answer correctly to proceed to answer these four main questions. In each of the main questions, participants are randomly assigned either a low anchor or a high anchor. Figures D.28–D.31 show the four *Underestimate* treatment main questions with low and high anchors. While these questions are labeled as Questions 1–4 in the screenshots, the order of the questions is randomized for each participant.

Note that participants answer each of the main questions via a slider. The slider allows them to select a number on the support of 0 to 100. The number on the slider is initially set to 50. Participants must answer the question by clicking on the slider at 50 or by moving it to a new number in order to proceed to the next page in the study. Note also that, above each main question, there is an additional question that participants must answer in order to proceed to the next page in the study.

After completing the experiment, participants answer a short follow-up questionnaire.

Figure D.26: Part 2 Instructions

Instructions for Part 2:

In Part 2, you will be asked to guess the answer to 4 main questions. Prior to answering each main question, you will first be asked a related question about whether the answer to the main question is greater than or less than a number. This number will be randomly selected to be 20 or 80, each with a 50% chance.

The answer to each main question will be some number between 0 and 100. Your answer will be counted as right if it is no more than 2 away from the actual number.

After you make your guess in each main question, the following additional payments will be allocated:

If **your guess is right** because it is no more than 2 away from the actual number, you will be allocated a **bonus payment of 100 cents** and Make-A-Wish Foundation will be allocated a **donation of 150 cents**.

If **your guess is too low** because it is 3 or more below the actual number, Make-A-Wish Foundation will be allocated a **donation of 150 cents**.

If **your guess is too high** because it is 3 or more above the actual number, you will be allocated a **bonus payment of 100 cents**.

If Part 2 is randomly selected as the part-that-counts, one main question from this part will be randomly selected. Then, the payment that is allocated in that question will be distributed.

Figure D.27: Part 2 Instructions Continued

Understanding Question: If my guess is right in a main question, what additional payment will be allocated in that question?

a bonus payment of 100 cents for me and a donation of 150 cents for Make-A-Wish Foundation

a donation of 150 cents for Make-A-Wish Foundation only

a bonus payment of 100 cents for me only

Understanding Question: If my guess is too low in a main question, what additional payment will be allocated in that question?

a donation of 150 cents for Make-A-Wish Foundation

a bonus payment of 100 cents for me

Understanding Question: If my guess is too high in a main question, what additional payment will be allocated in that question?

a donation of 150 cents for Make-A-Wish Foundation

a bonus payment of 100 cents for me

Figure D.28: Part 2: Main Question 1 in *Underestimate* treatment of Anchoring Study B, if $X = 100$

Low Anchor

Please first consider the following question:
Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **20 minutes**?

Less than 20 minutes

More than 20 minutes

Now, please guess the answer to MAIN QUESTION X out of 4:
How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

>>

High Anchor

Please first consider the following question:
Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **80 minutes**?

More than 80 minutes

Less than 80 minutes

Now, please guess the answer to MAIN QUESTION X out of 4:
How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

>>

Figure D.29: Part 2: Main Question 2 in *Underestimate* treatment of Anchoring Study B, if $X = 100$

Low Anchor

Please first consider the following question:
In 1911, pilot Calbraith Perry Rodgers completed the first airplane trip across the continental U.S., taking off from Long Island, New York and landing in Pasadena, California. Did the trip take more than or less than **20 days**?

Less than 20 days

More than 20 days

Now, please guess the answer to MAIN QUESTION X out of 4:
How many days did it take Rodgers to complete the trip?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

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High Anchor

Please first consider the following question:
In 1911, pilot Calbraith Perry Rodgers completed the first airplane trip across the continental U.S., taking off from Long Island, New York and landing in Pasadena, California. Did the trip take more than or less than **80 days**?

Less than 80 days

More than 80 days

Now, please guess the answer to MAIN QUESTION X out of 4:
How many days did it take Rodgers to complete the trip?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

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Figure D.30: Part 2: Main Question 3 in *Underestimate* treatment of Anchoring Study B, if $X = 100$

Low Anchor

Please first consider the following question:

Is the population of Uzbekistan as of 2018 greater than or less than **20 million**?

Greater than 20 million

Less than 20 million

Now, please guess the answer to MAIN QUESTION X out of 4:

What is the population of Uzbekistan in millions of people as of 2018?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

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High Anchor

Please first consider the following question:

Is the population of Uzbekistan as of 2018 greater than or less than **80 million**?

Greater than 80 million

Less than 80 million

Now, please guess the answer to MAIN QUESTION X out of 4:

What is the population of Uzbekistan in millions of people as of 2018?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

>>

Figure D.31: Part 2: Main Question 4 in *Underestimate* treatment of Anchoring Study B, if $X = 100$

Low Anchor

Please first consider the following question:

Is the weight (in hundreds of tons) of the Eiffel Tower's metal structure more than or less than **20 hundred tons**?

Less than 20 hundred tons

More than 20 hundred tons

Now, please guess the answer to MAIN QUESTION X out of 4:

What is the weight (in hundreds of tons) of the Eiffel Tower's metal structure?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

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High Anchor

Please first consider the following question:

Is the weight (in hundreds of tons) of the Eiffel Tower's metal structure more than or less than **80 hundred tons**?

More than 80 hundred tons

Less than 80 hundred tons

Now, please guess the answer to MAIN QUESTION X out of 4:

What is the weight (in hundreds of tons) of the Eiffel Tower's metal structure?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**
- a bonus payment of 100 cents for you if **your guess is too low**

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Your Guess in the Main Question

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The previous section details the instructions for the *Underestimate* treatment version of Anchoring Study B. In this section, we describe how these instructions differ for the remaining two treatments of Anchoring Study B.

The *Control* treatment is identical to the *Underestimate* treatment with one exception: how much money is allocated in Part 2 is always 150 cents for Make-A-Wish Foundation regardless as to whether the answer is too high or too low (see Figure D.33 for an example).

Low Anchor

Please first consider the following question:

Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **20 minutes?**

Less than 20 minutes

More than 20 minutes

Now, please guess the answer to MAIN QUESTION X out of 4:
How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too low**
- a bonus payment of 100 cents for you if **your guess is too high**

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Your Guess in the Main Question

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High Anchor

Please first consider the following question:

Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **80 minutes?**

More than 80 minutes

Less than 80 minutes

Now, please guess the answer to MAIN QUESTION X out of 4:
How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too low**
- a bonus payment of 100 cents for you if **your guess is too high**

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Your Guess in the Main Question

>>

Figure D.33: Part 2: Main Question 1 for *Control Treatment* of the Anchoring Study B, if $X = 100$

Low Anchor

Please first consider the following question:

Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **20 minutes**?

Less than 20 minutes

More than 20 minutes

Now, please guess the answer to MAIN QUESTION X out of 4:

How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too low**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**

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Your Guess in the Main Question

>>

High Anchor

Please first consider the following question:

Is the time (in minutes) it takes for light to travel from the Sun to the planet Jupiter more than or less than **80 minutes**?

Less than 80 minutes

More than 80 minutes

Now, please guess the answer to MAIN QUESTION X out of 4:

How many minutes does it take light to travel from the Sun to the planet Jupiter?

Recall that the following payments will be allocated according to your guess in the Main Question:

- a bonus payment of 100 cents for you and a donation of 150 cents for Make-A-Wish Foundation if **your guess is right**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too low**
- a donation of 150 cents for Make-A-Wish Foundation if **your guess is too high**

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Your Guess in the Main Question

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E Information on Prior Drafts of this Paper

A few versions of this paper preceded this one. In this section, we provide a history of the paper and provide links to earlier versions so an interested reader can see how it developed over time.

Prior to our first submission of this paper to the *American Economic Review*, there was an earlier version of our paper. The **2017 version** can be found in the archives for the Stanford Institute for Theoretical Economics (where it was presented in 2017) [here](#). The 2017 version provided evidence on how individuals act as if they suffer more from a behavioral bias related to salience to justify selfishness. We found that making salient how a donation could have been better affected choices and that this salience effect got much more pronounced when it could help to justify selfishness. Our focus on this type of salience bias was reflected in our old title (“The better is the enemy of the good”) and in how we discussed the results in that paper.³⁶

The **2018 version** of our paper, submitted to the *American Economic Review* in May 2018, can be found online in the archives for the Stanford Institute for Theoretical Economics (where it was presented in 2018) [here](#). Between 2017 and 2018, we had run additional studies that allowed us to show that we had identified a broader phenomenon than one solely driven by salience. That we could make a broader point was reflected in how we motivated the paper in 2018. The title of the paper changed from “The better is the enemy of the good” to our current title: “Motivated Errors.” The 2018 version of our paper included the study results from the 2017 version as “Study 2.” In addition, it included two new studies. “Study 1,” now called the Adding Study, was built directly off of Study 2 (it replaced bundles with 4 or 5 donation amounts going to 4 or 5 different charities with bundles that involved the sum of 4 or 5 donation amounts going to a single charity). “Study 3” documented that subjects displayed similar patterns in a new context related to beliefs about intelligence. All of these results, across 15 treatments as summarized in Table 7 of the 2018 version of the paper, provided evidence in favor of individuals exploiting uncertainty about whether they suffer from a behavioral bias or made a mistake to justify more favorable views of themselves.

After 2018, what we added and removed from the paper was done at the guidance of the Editor handling our paper at the *American Economic Review*.

You can find a **2019 version** of our paper, submitted to the *American Economic Review* in December 2019, as an NBER working paper [here](#).

You can find a **2022 version** of our paper, submitted to the *American Economic Review* in March 2022 [here](#).

Over the course of this process, four studies were removed from the paper based on guidance from the Editor. Three—the original study from the 2017 version, Study 3 from the 2018 version,

³⁶In the conclusion of that paper, we said: “In our study, the information provided is always complete, simple, and free of any uncertainty. Nevertheless, we still observe that making salient how a charitable giving bundle could have been better—by adding a zero (i.e., an additional state chapter that receives no donation) to it—decreases subjects’ willingness to choose the bundle. We find that this decrease is 2.5 to 4 times larger when self-serving motives are present. In other words, we find that the better is the enemy of the good, particularly when avoiding the good is self-serving.”

and Study 3 from the 2019 version—all showed robust evidence of subjects exploiting the possibility that they are suffering from a behavioral bias or making mistakes to justify more favorable views of themselves (i.e., about selfishness or about intelligence). These findings are all entirely consistent with what remains in the paper. Only one study that we removed—Study 4 from the 2019 version—was inconclusive. It could not provide a proper test for motivated errors because of ceiling and floor effects. This study made a conceptual point that one cannot show evidence for a bias being exacerbated when the bias is too large (i.e., as was the case for correlation neglect in our binary choice environment). This study directly informed the design of our Correlation Neglect Study, Anchoring Study A, and Anchoring Study B, which were added on the guidance of the Editor, and which were all run in a continuous decision environment for just this reason.