

Instructions: Part 2

In this final Part, you will be asked to answer a number of questions. The questions all take a similar format, but each is unique. At the end of the experiment, one question will be selected at random from all of the questions you answered. The amount of money you will earn from this Task will depend on your answers to this question.

Any earnings you receive in this part will be paid to you directly through Venmo.

Most questions will take the form of lists of choices. There will be multiple choices within one "Decision Stage." For example, Decision Stage 1 might ask you to choose between receiving some amount of money (say \$6) in one week's time, or different amounts of money now. In such a case, Question 1 would look like this:

\$6 in 1 week	\$0.50 today
\$6 in 1 week	\$1 today
\$6 in 1 week	\$1.50 today
\$6 in 1 week	\$2 today
\$6 in 1 week	\$2.50 today
\$6 in 1 week	\$3 today
\$6 in 1 week	\$3.50 today
\$6 in 1 week	\$4 today
\$6 in 1 week	\$4.50 today
\$6 in 1 week	\$5 today
\$6 in 1 week	\$5.50 today
\$6 in 1 week	\$6 today
\$6 in 1 week	\$6.50 today

This Decision Stage is actually asking you 13 different questions, one for each row. For each row, you must choose between the option on the left or the option on the right. Note that on each line, the option on the left stays the same in each row while the option on the right increases as you go down the list.

In each row, you select the option you like by clicking the box next to that option.

If Decision Stage 1 were selected as the one that will be paid at the end of the experiment, ONE row will be selected at random from those in Decision Stage 1 and you will be paid according to

your choice on that row. That is, if Decision Stage 1 were selected, a row would be randomly chosen between the first row (\$6 in 1 week vs. \$0 today) and the last row (\$6 in 1 week vs. \$6 today) with equal probability. Let's say, for example, the second row were chosen. Then your payment for this Task of the experiment would depend on your choice in the second row. If you had chosen "\$6 in 1 week", then that is what you would receive -- \$6 transferred to you through VenMo, one week from today. If you had chosen "\$0.50 today", then that is what you would receive -- \$0.50 transferred to your VenMo account today, immediately after the experiment.

At the start, all boxes will be unchecked. You must check exactly one box in each row. You can change your answer anytime before submitting. Most people start out preferring Option A and then may or may not switch over to preferring Option B. If you switch to Option B, you should not switch back to preferring Option A in later rows.

There are no right or wrong answers to any of these questions. We are simply interested in your preferences, so please consider the options carefully and answer according to what you prefer. In fact, you should answer each question as if it will directly determine your Part 2 earnings, since one of the rows will. If you don't answer according to your actual preferences, you might end up with something you prefer less than the other available option.

There are a few different types of these questions that we will ask, so we will go through them now in a little more detail.

Future Questions:

In this section, you will be asked questions about amounts of money that you may receive in the future. In particular, these questions will concern amounts of money that you may receive after some time delay -- for example, it might be that you receive \$10 in 5 weeks.

The amount of money will always be transferred through VenMo directly to you at the date specified. So in the example above, if you were to receive \$10 in 5 weeks, we would directly transfer \$10 into your VenMo account, 5 weeks from today.

All payments are guaranteed to arrive, certified by the Ohio State Experimental Economics Laboratory. If the question selected involves future payments, I will schedule the payment transfer before you leave the lab today. This way, you can ensure your payment will arrive exactly when I say it will. You have received a slip of paper with my personal phone number and email address on it. Keep this. If, for some reason, you do not receive your payment at the scheduled time, you can call/text/email me and receive payment immediately.

Lottery Questions:

For these questions, you will be asked questions about amounts of money that might be determined by a "lottery." All this means is that there is some chance you will receive a given amount. For example, it might be that you have a 75% chance of receiving \$10 and a 25% chance of receiving \$2.

If one of these questions is chosen for payment, you will receive the amount determined by the lottery. You will receive the payment today through VenMo.

To help understand the lotteries, here's an example. Imagine a lottery that gives you a 75% chance of receiving \$10 and a 25% chance of receiving \$2. The computer will draw a random number to determine the lottery outcome. You can think of this in the following way. Imagine there are 100 balls, numbered 1-100, and we're going to randomly draw one of them to determine the lottery outcome. A 75% chance of receiving \$10 means that if we draw ball number 1-75, you would earn \$10. If we draw 76-100, you would earn \$2. Since there are 75 out of 100 balls numbered 1-75, this is exactly a 75% chance of earning \$10. There are 25 balls numbered 76-100, so this is a 25% chance of earning \$2.

Here is an example of what questions in this section could look like. Remember, you are making a choice for EACH row, and one of the rows could be selected and you will be paid based on your answer in that row:

75% chance of \$10, 25% chance of \$2	100% chance of \$5
75% chance of \$10, 25% chance of \$2	100% chance of \$5.50
75% chance of \$10, 25% chance of \$2	100% chance of \$6
75% chance of \$10, 25% chance of \$2	100% chance of \$6.50
75% chance of \$10, 25% chance of \$2	100% chance of \$7
75% chance of \$10, 25% chance of \$2	100% chance of \$7.50
75% chance of \$10, 25% chance of \$2	100% chance of \$8
75% chance of \$10, 25% chance of \$2	100% chance of \$8.50
75% chance of \$10, 25% chance of \$2	100% chance of \$9
75% chance of \$10, 25% chance of \$2	100% chance of \$9.50
75% chance of \$10, 25% chance of \$2	100% chance of \$10
75% chance of \$10, 25% chance of \$2	100% chance of \$10.50
75% chance of \$10, 25% chance of \$2	100% chance of \$11

Multi-Stage Lottery Questions:

For these questions, you will be asked questions about amounts of money that might be determined by a "lottery." These are similar to the Lottery Questions we just discussed, but the lotteries might have multiple stages. For example, it might be that there is a 50% chance of playing Lottery 1 and a 50% chance of playing Lottery 2, where Lottery 1 gives you a 50% chance of winning \$10 and a 50% chance of winning \$2 while Lottery 2 gives you a 75% chance of winning \$10 and a 25% chance of winning \$2.

In this example given above, the computer would first draw a random number 1-100. If the number is 1-50, you would play Lottery 1. If it's 51-100, you would play Lottery 2.

Let's imagine the computer drew number 74, so you're playing Lottery 2. Lottery 2 gives you a 75% chance of winning \$10 and a 25% chance of winning \$2. So the computer would draw another random number, totally independent from the first number. This is just any number 1-100. If the number is 1-75, you would win \$10. If it's 76-100, you would win \$2.

This type of question would look like this:

50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$5
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$5.50
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$6
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$6.50
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$7
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$7.50
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$8
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$8.50
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$9
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$9.50
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$10
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$10.50
50% chance Lottery 1, 50% chance Lottery 2	100% chance of \$11

Again, there are no right or wrong answers to any of these questions. We are simply interested in studying your preferences, so please take your time to consider the options and choose which you prefer.