

# ONLINE APPENDIX

for “I Choose For You: an Experimental Study”

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This document contains additional details about the experiment and analyses of the experimental data:

1. Parameters used in the experiment
2. Additional analysis
  - Alternative definitions of selfish types
  - Correlation between classifications in SIG non-parametric method across parameterizations
  - Relaxed definition of preferences, SIG, non-parametric analysis
  - Risk and time preferences for ME
  - Correlates of preferences
3. Instructions and screenshots

# 1 Parameters

Table 1 summarizes the parameters used in the experiment. The numbers shown in purple vary depending on participants' answers (switching row) in Q1 in the corresponding domain and parameterization:

- Risk domain,  $p = 0.50$ : for Q2–Q4 we report values corresponding to indifference between \$9 for sure and a lottery paying \$18.50 with probability 0.50 and \$0 otherwise.
- Risk domain,  $p = 0.80$ : for Q2–Q4 we report values corresponding to indifference between \$13 for sure and a lottery paying \$18 with probability 0.80 and \$0 otherwise.
- Time domain,  $t = 7$ : for Q2–Q4 we report values corresponding to indifference between \$18.50 today and \$18.75 in 7 days.
- Time domain,  $t = 14$ : for Q2–Q4 we report values corresponding to indifference between \$16.50 today and \$16.75 in 14 days.

TABLE 1: Parameters of experiment

	Left option		Right option		Changes across rows			nb rows		
	recipient	object	recipient	object	$x_{\min}$	$x_{\max}$	$x_{\text{step}}$			
<b>RISK</b>										
Q1	$p = 0.50$	ME	\$(18-x)\$	ME	\$(14+0.5x)\$	prob $p$	0	18	1	19 rows
Q2	$p = 0.50$	OTHER	\$18	ME	\$x		0	26	1	27 rows
Q3	$p = 0.50$	OTHER	\$37 prob $p$	ME	\$x		0	26	1	27 rows
Q4	$p = 0.50$	OTHER	\$18.50 prob $p$	OTHER	\$x		0	26	1	27 rows
Q5	$p = 0.50$	ME	\$(18-x)\$	OTHER	\$(28+x)\$	prob $p$	0	18	1	19 rows
Q1	$p = 0.80$	ME	\$(18-x)\$	ME	\$(15.50+0.5x)\$	prob $p$	0	18	1	19 rows
Q2	$p = 0.80$	OTHER	\$19.50	ME	\$x		0	26	1	27 rows
Q3	$p = 0.80$	OTHER	\$27 prob $p$	ME	\$x		0	26	1	27 rows
Q4	$p = 0.80$	OTHER	\$18 prob $p$	OTHER	\$x		0	26	1	27 rows
Q5	$p = 0.80$	ME	\$(18-x)\$	OTHER	\$(23.25+0.75x)\$	prob $p$	0	18	1	19 rows
Q1	$t = 7$ days	ME	\$(20-x)\$ today	ME	\$(18+0.5x)\$	in $t$	0	20	0.50	41 rows
Q2	$t = 7$ days	OTHER	\$27.75 today	ME	\$x	today	0	20	0.50	41 rows
Q3	$t = 7$ days	OTHER	\$28.13 in $t$	ME	\$x	today	0	20	0.50	41 rows
Q4	$t = 7$ days	OTHER	\$18.75 in $t$	OTHER	\$x	today	0	20	0.50	41 rows
Q5	$t = 7$ days	ME	\$(20-x)\$ today	OTHER	\$(27+0.75x)\$	in $t$	0	20	0.50	41 rows
Q1	$t = 14$ days	ME	\$(20-x)\$ today	ME	\$(15+0.5x)\$	in $t$	0	20	0.50	41 rows
Q2	$t = 14$ days	OTHER	\$33 today	ME	\$x	today	0	20	0.50	41 rows
Q3	$t = 14$ days	OTHER	\$33.50 in $t$	ME	\$x	today	0	20	0.50	41 rows
Q4	$t = 14$ days	OTHER	\$16.75 in $t$	OTHER	\$x	today	0	20	0.50	41 rows
Q5	$t = 14$ days	ME	\$(20-x)\$ today	OTHER	\$(30+x)\$	in $t$	0	20	0.50	41 rows

## 2 Additional Analysis

### 2.1 Alternative Definitions of Selfish Types

TABLE 2: Proportions of subjects behaving selfishly in different number of questions

	Risk domain	Time domain
never	0.73	0.84
1 question	0.07	0.05
2 questions	0.03	0.02
3 questions	0.02	0.005
4 questions	0.04	0.04
5 questions	0.02	0.01
6 questions	0.09	0.05
nb subjects	267	267

Notes: Selfish behavior means choosing options that allocate all available resources to own rather than other’s consumption. We consider questions Q2, Q3, and Q4 in each parameterization and in each domain for a total of six questions per domain.

TABLE 3: Risk and time preferences for ME vs OTHER under different definitions of selfishness, ordinal skin-in-the-game approach

ME -- than OTHER	Main definition		Definition 1		Definition 2	
	$p = 0.50$	$p = 0.80$	$p = 0.50$	$p = 0.80$	$p = 0.50$	$p = 0.80$
more risk-averse	0.24	0.28	0.24	0.28	0.26	0.29
equally risk-averse	0.31	0.33	0.33	0.35	0.31	0.32
less risk-averse	0.45	0.39	0.42	0.37	0.44	0.39
nb subjects	$i = 211$	$i = 208$	$i = 192$	$i = 191$	$i = 226$	$i = 223$

ME -- than OTHER	Main definition		Definition 1		Definition 2	
	$t = 7$ days	$t = 14$ days	$t = 7$ days	$t = 14$ days	$t = 7$ days	$t = 14$ days
more impatient	0.33	0.28	0.33	0.27	0.33	0.28
equally impatient	0.42	0.43	0.43	0.44	0.42	0.43
less impatient	0.24	0.29	0.24	0.29	0.25	0.29
nb subjects	$i = 227$	$i = 225$	$i = 215$	$i = 214$	$i = 232$	$i = 229$

Notes: We focus on non-selfish participants in each domain with non-dominant choice in Q1 in each parameterization. The main definition uses the definition of selfishness defined in Section 4.1 in the paper, according to which participant is classified as non-selfish if they choose options that allocate all available resources to own rather than other’s consumption in less than 2 out of 6 questions. Definition 1 is more stringent: non-selfish participants never allocate all available resources to only own consumption. Definition 2 is more lenient: non-selfish participant allocate all resources to own consumption in at most 3 out of 6 questions. The comparison of attitudes is done using questions Q2 and Q3: if  $y^* < z^*$  then ME is more risk-averse (impatient) than OTHER.

## 2.2 Type Classifications across Parameterizations, SIG non-parametric

As reported in the paper, SIG-based nonparametric type classifications (Me vs. Other) are positively and significantly correlated across parameterizations in both domains ( $p < 0.05$  in all comparisons).

In the risk domain, 55% of participants receive identical classifications under  $p = 0.50$  and  $p = 0.80$ , and 81% are either identical or adjacent. That is, only 19% switch direction (more vs. less risk-averse for others relative to self or other way around).

In the time domain, 67% have identical classifications under 7- and 14-day delays, and 82% are identical or adjacent, which means only 18% switch direction.

## 2.3 Relaxed Definition of Preferences

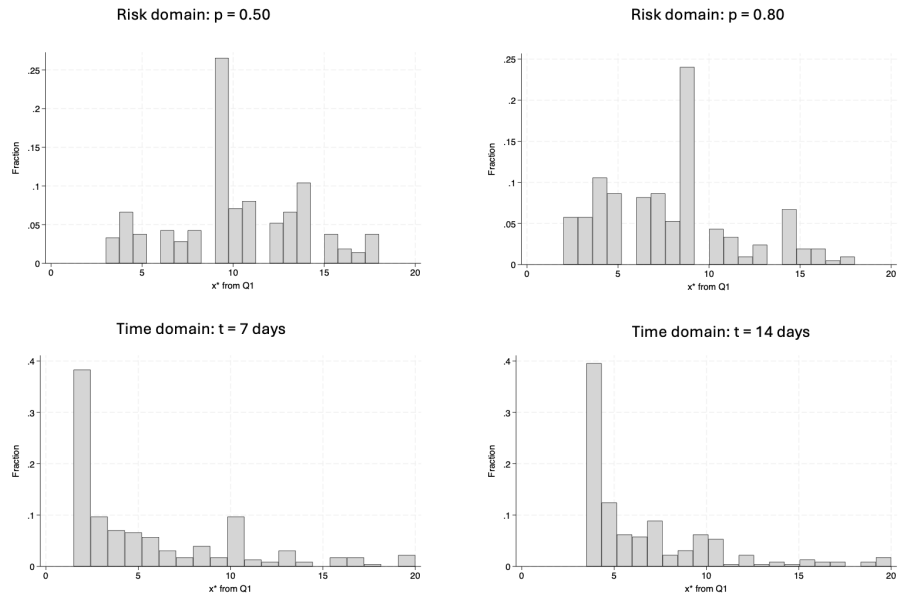
TABLE 4: Preferences for ME vs OTHER, the ‘relaxed’ definition, ordinal skin-in-the-game approach

ME -- than OTHER	Risk domain		ME -- than OTHER	Time domain	
	$p = 0.50$	$p = 0.80$		$t = 7$ days	$t = 14$ days
more risk-averse	0.20	0.22	more impatient	0.29	0.22
equally risk-averse	0.43	0.44	equally impatient	0.52	0.53
less risk-averse	0.40	0.34	less impatient	0.19	0.25
nb subjects	$i = 211$	$i = 208$		$i = 227$	$i = 225$

Notes: We focus on non-selfish participants in each domain with non-dominant choice in Q1 in each parameterization. The comparison of attitudes is done using questions Q2 and Q3 allowing for small perturbations. If  $y^* < z^* - \$1$  then ME is more risk-averse than OTHER, while if  $y^* > z^* + \$1$  then ME is less risk-averse than OTHER. Similarly, if  $y^* < z^* - \$0.50$  then ME is more impatient than OTHER, while if  $y^* > z^* + \$0.50$  then ME is less impatient than OTHER.

## 2.4 Risk and Time Preferences for Me

FIGURE 1: Risk and time preferences for ME



Notes: We plot the histogram of  $x^*$  elicited in Q1 of the corresponding domain/parameterization focusing on non-dominated choices of non-selfish participants.

## 2.5 Correlates of Preferences

TABLE 5: Effect of Covariates on Risk and Time Preferences for ME vs OTHER

	Risk domain					
	$p = 0.50$		$p = 0.80$			
	more risk-averse	same	less risk-averse	more risk-averse	same	less risk-averse
Male	-0.04 (0.06)	0.25** (0.06)	-0.20** (0.06)	0.01 (0.06)	0.04 (0.07)	-0.04 (0.07)
Age (over 35)	-0.002 (0.06)	0.08 (0.06)	-0.08 (0.07)	-0.01 (0.06)	0.05 (0.07)	-0.04 (0.07)
College Degree (completed)	-0.14** (0.06)	0.004 (0.07)	0.14** (0.07)	-0.02 (0.07)	-0.09 (0.07)	0.12* (0.07)
No children	-0.07 (0.06)	-0.13** (0.07)	0.20** (0.07)	-0.003 (0.07)	-0.05 (0.07)	0.05 (0.07)
No siblings	0.16 (0.12)	-0.14 (0.14)	-0.02 (0.15)	0.04 (0.15)	-0.05 (0.07)	0.14 (0.15)
Liberal	0.10* (0.06)	-0.09 (0.06)	-0.007 (0.07)	0.06 (0.06)	0.06 (0.06)	-0.12* (0.07)
Charity (almost never)	-0.04 (0.10)	0.16* (0.09)	-0.12 (0.12)	-0.08 (0.11)	0.04 (0.11)	0.05 (0.11)
Retirement (not risky)	0.01 (0.06)	0.08 (0.06)	-0.09 (0.07)	0.05 (0.06)	0.03 (0.07)	-0.08 (0.07)
nb of participants	$i = 213$	$i = 213$	$i = 213$	$i = 213$	$i = 213$	$i = 213$

	Time domain					
	$t = 7$ days			$t = 14$ days		
	more impatient	same	less impatient	more impatient	same	less impatient
Male	0.001 (0.06)	0.09 (0.06)	-0.09* (0.06)	0.03 (0.06)	-0.001 (0.06)	-0.02 (0.06)
Age (over 35)	-0.14** (0.06)	0.21** (0.06)	-0.07 (0.05)	-0.12** (0.06)	0.15** (0.06)	-0.03 (0.06)
College Degree (completed)	-0.02 (0.07)	-0.10 (0.07)	0.12* (0.06)	0.004 (0.06)	-0.06 (0.07)	0.06 (0.07)
No children	-0.02 (0.07)	0.01 (0.07)	0.01 (0.06)	-0.01 (0.06)	0.14** (0.07)	-0.12* (0.06)
No siblings	0.05 (0.12)	-0.04 (0.13)	-0.008 (0.11)	0.19* (0.10)	-0.20 (0.14)	0.003 (0.13)
Liberal	0.11* (0.06)	-0.13** (0.06)	0.03 (0.05)	-0.007 (0.06)	-0.09 (0.06)	0.10* (0.06)
Charity (almost never)	0.06 (0.10)	-0.21* (0.10)	0.14* (0.09)	-0.006 (0.09)	-0.08 (0.11)	0.09 (0.10)
Retirement (not risky)	0.09 (0.06)	-0.03 (0.06)	-0.06 (0.06)	0.09 (0.06)	-0.10 (0.06)	0.01 (0.06)
nb of participants	$i = 236$	$i = 236$	$i = 236$	$i = 236$	$i = 236$	$i = 236$

Notes: We estimate Multinomial Logit regression with dependent variable recording whether the subjects is more, same, or less risk-averse for ME than OTHER in the top panel and more, same, less impatient for ME than for OTHER in the bottom panel for each parameterization separately. We then report the average marginal effect (AME) of each covariate on the probability that the outcome takes each of the three values. In both domains we focus on non-selfish participants as defined in our results section.

# Experimental Instructions

## WELCOME

Thank you for participating in this experiment. We ask you to avoid opening other websites and apps until you finish all tasks. The experiment will take approximately 20 minutes.

To begin the experiment, please enter your Prolific ID:

## PAYMENT

The study consists of 20 choice tasks. You will get \$4 for completing the study.

In addition, we will randomly select one out of every five participants to receive a bonus payment. If you are selected to receive a bonus, then at the end of the study the computer will randomly select one of the tasks. Your bonus payment will depend on your responses in this randomly selected task.

Note two things:

1. There are no right or wrong answers. We are interested in studying **your preferences**.
2. Any one of the decisions you make today may determine your bonus payment. Therefore, it is in your best interest to **make every decision carefully and in a way that reflects what you truly prefer**.

NEXT

## CHOICES

Each task will involve several decisions between either lotteries or money bundles. Let's talk about these objects first.

NEXT

## LOTTERIES

A lottery pays different amounts depending on the chance. Here is an example of a lottery:

50% chance of \$10  
50% chance of \$5

This lottery pays either \$10, with a 50% chance, or \$5, with a 50% chance. For your payment, the computer will randomly draw a number between 1 and 100, where each number is equally likely to be drawn. If the drawn number is less or equal to 50, the lottery will pay \$10. If the drawn number is above 50, the lottery will pay \$5. In other words, the lottery pays either \$5 or \$10 with equal chance.

Depending on the question, the chance could be different: for example, it could be 25%, 75%, etc. In some cases, the lottery will involve no chance at all: for example, the option may just pay \$12 for sure.

NEXT

Consider the following lottery:

20% chance of \$7  
80% chance of \$4

What is the chance that you will receive \$4 if this lottery determines your bonus? (in percentage)

What is the chance that you will receive \$7 if this lottery determines your bonus? (in percentage)

NEXT

## MONEY BUNDLES

A money bundle pays different amounts of money on different dates. Here is an example of a money bundle:

\$10 in 7 days

This bundle pays \$10 in seven days from now. If this bundle is chosen to determine your bonus, then you will receive \$10 seven days after completing the study.

NEXT

Consider the following money bundle:

\$5 in 12 days

What will be your bonus payment in 12 days if this bundle determines your bonus?

NEXT

## WHAT HAPPENS IN A CHOICE TASK

Your decisions in a choice task will be presented in a table in which **each row represents a separate decision**. In each row, you will choose between the Left and the Right options. Here is an example with 6 rows:

PRESS TO SEE AN EXAMPLE

Left Option		Right Option
YOU get \$15 for sure	<input type="radio"/> <input type="radio"/>	YOU get <u>50% chance of \$0</u> 50% chance of \$0
YOU get \$12 for sure	<input type="radio"/> <input type="radio"/>	YOU get <u>50% chance of \$3</u> 50% chance of \$0
YOU get \$9 for sure	<input type="radio"/> <input type="radio"/>	YOU get <u>50% chance of \$6</u> 50% chance of \$0
YOU get \$6 for sure	<input type="radio"/> <input type="radio"/>	YOU get <u>50% chance of \$9</u> 50% chance of \$0
YOU get \$3 for sure	<input type="radio"/> <input type="radio"/>	YOU get <u>50% chance of \$12</u> 50% chance of \$0
YOU get \$0 for sure	<input type="radio"/> <input type="radio"/>	YOU get <u>50% chance of \$15</u> 50% chance of \$0

In each row, you must select one of the two options: Left or Right. We will explain on the next screen how you will be making decisions.

## HOW TO MAKE DECISIONS

To avoid having to make a selection in each row, you need only click once to indicate when one option starts to be preferred to the other. For example, say you click on the Left option in a particular row. Then all rows above that row will populate to indicate that you choose the Left option, while all the rows below the one you clicked will populate to indicate that you choose the Right option. Similarly, if you click on the Right option in a particular row, then all the rows above the one you clicked will indicate that you chose the Left option and all the rows below the one you clicked will indicate that you chose the Right option.

For instance, if you clicked on the Left option in row 3, then it would mean that in rows 1 to 3 you chose the Left option, while in rows 4 to 6 you chose the Right option.

Left Option			Right Option		
YOU get	\$15 for sure	<input checked="" type="radio"/>	<input type="radio"/>	YOU get	50% chance of \$9 50% chance of \$0
YOU get	\$12 for sure	<input checked="" type="radio"/>	<input type="radio"/>	YOU get	50% chance of \$3 50% chance of \$0
YOU get	\$9 for sure	<input checked="" type="radio"/>	<input type="radio"/>	YOU get	50% chance of \$6 50% chance of \$0
YOU get	\$6 for sure	<input type="radio"/>	<input checked="" type="radio"/>	YOU get	50% chance of \$9 50% chance of \$0
YOU get	\$3 for sure	<input type="radio"/>	<input checked="" type="radio"/>	YOU get	50% chance of \$12 50% chance of \$0
YOU get	\$0 for sure	<input type="radio"/>	<input checked="" type="radio"/>	YOU get	50% chance of \$15 50% chance of \$0

CONTINUE

If you want to select the Left option in all rows, then you need to click on the Left option in the very last row.

If you want to select the Right option in all rows, then you need to click on the Right option in the very first row.

Left Option		Right Option	
YOU get	\$15 for sure <input checked="" type="radio"/>	<input type="radio"/> YOU get	50% chance of \$0 50% chance of \$0
YOU get	\$12 for sure <input checked="" type="radio"/>	<input type="radio"/> YOU get	50% chance of \$3 50% chance of \$0
YOU get	\$9 for sure <input checked="" type="radio"/>	<input type="radio"/> YOU get	50% chance of \$6 50% chance of \$0
YOU get	\$6 for sure <input checked="" type="radio"/>	<input type="radio"/> YOU get	50% chance of \$9 50% chance of \$0
YOU get	\$3 for sure <input checked="" type="radio"/>	<input type="radio"/> YOU get	50% chance of \$12 50% chance of \$0
YOU get	\$0 for sure <input checked="" type="radio"/>	<input type="radio"/> YOU get	50% chance of \$15 50% chance of \$0

CONTINUE

Left Option		Right Option	
YOU get	\$15 for sure <input type="radio"/>	<input checked="" type="radio"/> YOU get	50% chance of \$0 50% chance of \$0
YOU get	\$12 for sure <input type="radio"/>	<input checked="" type="radio"/> YOU get	50% chance of \$3 50% chance of \$0
YOU get	\$9 for sure <input type="radio"/>	<input checked="" type="radio"/> YOU get	50% chance of \$6 50% chance of \$0
YOU get	\$6 for sure <input type="radio"/>	<input checked="" type="radio"/> YOU get	50% chance of \$9 50% chance of \$0
YOU get	\$3 for sure <input type="radio"/>	<input checked="" type="radio"/> YOU get	50% chance of \$12 50% chance of \$0
YOU get	\$0 for sure <input type="radio"/>	<input checked="" type="radio"/> YOU get	50% chance of \$15 50% chance of \$0

Next

## Instructions for Block A

### WHAT HAPPENS IN THE NEXT FOUR ROUNDS

In the next four choice tasks, you will face a series of decisions in which you will be choosing between objects YOU might receive. Here is an example of a choice task with 6 rows:

PRESS TO SEE AN EXAMPLE

Each row is a separate decision. In each row, you must select one of the two options: Left or Right. Both the Left and the Right options are objects received by YOU.

Note: The Left option pays less money as we go down the rows. Contrary to that, the Right option gets better and pays more money as we go down the rows.

<b>Left Option</b>		<b>Right Option</b>
YOU get \$10 today	O O	YOU get \$0 in 10 days
YOU get \$8 today	O O	YOU get \$2 in 10 days
YOU get \$6 today	O O	YOU get \$4 in 10 days
YOU get \$4 today	O O	YOU get \$6 in 10 days
YOU get \$2 today	O O	YOU get \$8 in 10 days
YOU get \$0 today	O O	YOU get \$10 in 10 days

In some rows, one of the two options pays more than the other. For example, in the first row, the Left option pays \$10 today, while the Right option pays \$0 in 10 days. Another example is the last row: the Left option pays \$0 today, while the Right option pays \$10 in 10 days.

Finally, in some choice tasks, you will be choosing between amounts and lotteries, while in others you will be choosing between money bundles.

NEXT

### INTERFACE PRACTICE QUESTION 1:

Please select the Left option in the first 5 rows and the Right option in the last row:

<b>Left Option</b>		<b>Right Option</b>
YOU get \$10 today	O O	YOU get \$0 in 10 days
YOU get \$8 today	O O	YOU get \$2 in 10 days
YOU get \$6 today	O O	YOU get \$4 in 10 days
YOU get \$4 today	O O	YOU get \$6 in 10 days
YOU get \$2 today	O O	YOU get \$8 in 10 days
YOU get \$0 today	O O	YOU get \$10 in 10 days

NEXT

### INTERFACE PRACTICE QUESTION 2:

Please select the Right option in all rows:

Left Option		Right Option
YOU get \$10 today	O O	YOU get \$0 in 10 days
YOU get \$8 today	O O	YOU get \$2 in 10 days
YOU get \$6 today	O O	YOU get \$4 in 10 days
YOU get \$4 today	O O	YOU get \$6 in 10 days
YOU get \$2 today	O O	YOU get \$8 in 10 days
YOU get \$0 today	O O	YOU get \$10 in 10 days

NEXT

Congratulations! You have demonstrated that you understand the next block of rounds.

Please press the NEXT button to continue the study. **Please make sure you answer every decision carefully and in a way that reflects your true preferences!**

## Instructions for Block B

### WHAT HAPPENS IN THE NEXT EIGHT ROUNDS

In the next eight choice tasks, you will be choosing between objects **YOU** might receive and objects that **ANOTHER PROLIFIC WORKER** might receive.

Specifically, after you complete the study, we will recruit another Prolific worker who is similar to you in age and level of education. Let's call this person **OTHER**. The OTHER has no active role in our study. They will simply receive the objects that you will choose for them in the next rounds, if one of these rounds is selected for a bonus.

Here is an example of a choice task with 6 rows:

PRESS TO SEE AN EXAMPLE

As always, each row is a separate decision. In each row, you choose between Left and Right. In every row (decision), **Left specifies different amounts for YOU**, while **Right**

Left Option		Right Option
YOU get \$10 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$0 50% chance of \$0
YOU get \$8 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$2 50% chance of \$0
YOU get \$6 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$4 50% chance of \$0
YOU get \$4 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$6 50% chance of \$0
YOU get \$2 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$8 50% chance of \$0
YOU get \$0 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$10 50% chance of \$0

is different lotteries for OTHER. As you go down the rows, amounts for YOU become smaller and smaller (see the Left option), while the lottery for OTHER becomes better and better (see the Right option).

You will be prompted to choose between amounts for YOU and lotteries for OTHER in every single row. For instance, say you choose Left in the first four rows and Right in the 2 remaining rows. Say, also, that row two is selected for a bonus. Then YOU will receive \$8 for sure. If instead the last row is selected for a bonus, then OTHER will receive a lottery which pays \$10 or \$0 with equal chance.

Finally, in some choice tasks, you will be choosing between amounts for YOU and lotteries for OTHER (like in the example above), while in other choice tasks, you will be choosing between amounts for YOU and money bundles for OTHER.

NEXT

### INTERFACE PRACTICE QUESTION 1:

Please implement the following selection: choose amounts for YOU as long as these amounts are at least \$6 and choose the lottery for OTHER in all other decisions.

NEXT

Left Option		Right Option
YOU get \$10 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$0 50% chance of \$0
YOU get \$8 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$2 50% chance of \$0
YOU get \$6 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$4 50% chance of \$0
YOU get \$4 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$6 50% chance of \$0
YOU get \$2 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$8 50% chance of \$0
YOU get \$0 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$10 50% chance of \$0

## INTERFACE PRACTICE QUESTION 2:

Please implement the following selection: choose the lottery for OTHER as long as the lottery's highest payment is no less than \$8 and choose the amounts for YOU in all other decisions.

Left Option		Right Option
YOU get \$10 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$0 50% chance of \$0
YOU get \$8 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$2 50% chance of \$0
YOU get \$6 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$4 50% chance of \$0
YOU get \$4 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$6 50% chance of \$0
YOU get \$2 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$8 50% chance of \$0
YOU get \$0 for sure	<input type="radio"/> <input type="radio"/>	OTHER gets 50% chance of \$10 50% chance of \$0

NEXT

Congratulations! You have demonstrated that you understand the next block of rounds.

Please press the NEXT button to continue the study. **Please make sure you answer every decision carefully and in a way that reflects your true preferences!**

## Instructions for Block C

### WHAT HAPPENS IN THE NEXT EIGHT ROUNDS

In the next eight choice tasks, you will be choosing between objects YOU might receive and objects that ANOTHER PROLIFIC WORKER might receive.

Specifically, after you complete the study, we will recruit another Prolific worker who is similar to you in age and level of education. Let's call this person OTHER. The OTHER has no active role in our study. They will simply receive the objects that you will choose for them in the next rounds, if one of these rounds is selected for a bonus.

Here is an example of a choice task with six rows:

PRESS TO SEE AN EXAMPLE

Left Option		Right Option
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$0 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$2 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$4 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$6 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$8 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$10 in 10 days

Note: **The objects for OTHER will be displayed on the Left and the objects for YOU will be displayed on the Right.** These objects will be either lotteries and sure amounts or money bundles.

Moreover, the Left options, i. e., the objects for OTHER, will be the same in all decisions in all rows of the same choice task, while the Right options, i.e., the objects

for YOU, will get better as you go down the rows.

As always, each row is a separate decision. You will be asked to choose either the Left option or the Right option in every single row.

NEXT

### INTERFACE PRACTICE QUESTION 1:

Please implement the following selection: choose the money bundle for OTHER unless the amount for YOU received in 10 days is \$4 or greater.

<b>Left Option</b>		<b>Right Option</b>
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$0 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$2 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$4 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$6 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$8 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$10 in 10 days

NEXT

## INTERFACE PRACTICE QUESTION 2:

Please implement the following selection: choose the \$5 today for OTHER in all rows.

Left Option		Right Option
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$0 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$2 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$4 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$6 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$8 in 10 days
OTHER gets \$5 today	<input type="radio"/> <input type="radio"/>	YOU get \$10 in 10 days

NEXT

Congratulations! You have demonstrated that you understand the next block of rounds.

Please press the NEXT button to continue the study. **Please make sure you answer every decision carefully and in a way that reflects your true preferences!**

## Instructions for Block D

### WHAT HAPPENS IN THE NEXT FOUR ROUNDS

In the next four choice tasks, you will be choosing between objects that ANOTHER PROLIFIC WORKER might receive.

Specifically, after you complete the study, we will recruit another Prolific worker who is similar to you in age and level of education. Let's call this person OTHER. The OTHER has no active role in our study. They will simply receive the objects that you will choose for them in the next rounds, if one of these rounds is selected for a bonus.

Here is an example of a choice task with six rows:

PRESS TO SEE AN EXAMPLE

Left Option			Right Option
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$0 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$4 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$8 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$12 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$16 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$20 for sure

Note: Both, the Left and the Right options list [objects for OTHER](#). It will be either lotteries and sure amounts, or money bundles.

Moreover, **the Left option is the same** in all decisions in all rows of the same choice task, while the **Right options gets better and better as you go down the rows**.

In some rows, one of the two options pays to the OTHER at least as much and sometimes more than the other. For example, in the first row, the Left option pays \$20 with 50% chance and \$0 with 50% chance, while the Right option pays \$0 for sure. Thus, the Right option<sup>1</sup> pays the OTHER at least as much and sometimes more than the Right option. Another example is the last row: the Left option pays \$20 with 50% chance and \$0 with 50% chance, while the Right option pays \$20 for sure. Thus, the Right option pays the OTHER at least as much and sometimes more than the Left option.

As always, each row is a separate decision. You will be asked to choose either the Left option or the Right option in every single row.

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<sup>1</sup>This was a typo, it should have been 'Left' option.

NEXT

## INTERFACE PRACTICE QUESTION 1:

Please implement the following selection: choose the sure amount for the OTHER as long as this amount is at least \$4.

Left Option			Right Option
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$0 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$4 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$8 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$12 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$16 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$20 for sure

NEXT

## INTERFACE PRACTICE QUESTION 2:

Please implement the following selection: choose the lottery for the OTHER in all rows.

Left Option			Right Option
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$0 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$4 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$8 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$12 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$16 for sure
OTHER gets	50% chance of \$20 50% chance of \$0	O O	OTHER gets \$20 for sure