

Survey instrument:
Cash transfer narratives and charitable giving
RCT ID: AEARCTR-0003679
<https://www.socialscienceregistry.org/trials/3679>

Notes:

Comments are in italics.
Variable names are underlined.
Survey blocks are in bold.
Response options are in parentheses.
CAPS are instructions for the enumerator.

Section 0 - Intro

commit On the next page, you will be asked to read about a nonprofit organization in Nairobi, Kenya, East Africa. It is very important for the study that you read the nonprofit information in full, as you will be asked questions about it. Is that something you are willing to do? Please indicate your commitment below.

(1. I can commit to carefully reading about the nonprofit. 2. I cannot commit to carefully reading about the nonprofit.)

Respondents are randomly assigned to receive one of the following frames

Section 1 - Treatments, Donation to self

frame_pov The goal of the Poverty Alleviation Organization is to alleviate poverty and reduce financial hardship among the poor. This organization believes that people living in poverty should be given income support to help them meet their basic needs. This organization aims to help promote a decent standard of living among the poor and help them deal with emergencies. Thus, the Poverty Alleviation Organization gives financial assistance to people to help them make ends meet. For example, with the financial assistance, people might be able to struggle less to afford basic needs, like paying off debts, paying rent, and buying clothes and food. Towards that mission, this nonprofit gives one-time transfers of financial assistance to people in urban slums in Nairobi, Kenya, East Africa. They give each recipient \$4 USD (about two days wages) in cash. These program recipients are people who live on less than \$2 per day, and half of recipients have no savings.

donation_pov As a result of participating in this study, you may also receive a bonus of \$100. One in two hundred participants will be randomly selected for this bonus. We are giving people the opportunity to donate, in advance, part of that \$100 to the [ORGANIZATION NAME]. Their mission statement is copied below for your reference. If you are selected for the \$100, how much would you like to donate to this organization versus keep for yourself? (Note the amounts must sum to 100)

(1. Keep ___ for yourself. 2. Donate ___ to the [ORGANIZATION NAME].)

frame_ind The goal of the Individual Empowerment Organization is to promote individuals' potential to create a better future for themselves. The organization believes that individuals are wise and know best how to help themselves become self-reliant if they have the financial resources to do so. This organization aims to empower individuals to pursue their personal interests and create their own path to independence. Thus, the Individual Empowerment Organization gives financial resources to individuals to enable them to invest in their personal goals. For example, people might use their unique talents to start a self-run business, invest in job training courses, or create art. Towards that mission, this nonprofit gives one-time transfers of financial resources to people in urban slums in Nairobi, Kenya, East Africa. They give each recipient \$4 USD (about two days wages) in cash. These program recipients are people who live on less than \$2 per day, and half of recipients have no savings.

donation_imd As a result of participating in this study, you may also receive a bonus of \$100. One in two hundred participants will be randomly selected for this bonus. We are giving people the opportunity to donate, in advance, part of that \$100 to the [ORGANIZATION NAME]. Their mission statement is copied below for your reference. If you are selected for the \$100, how much would you like to donate to this organization versus keep for yourself? (Note the amounts must sum to 100)

(1. Keep ___ for yourself. 2. Donate ___ to the [ORGANIZATION NAME].)

frame.com The goal of the Community Empowerment Organization is to enable people to help promote better futures for those they care about and want to support most. The organization believes that people know best how to support each other and grow together if they have financial resources to do so. This organization aims to empower people to improve their own lives and those of the people and communities they care about most. Thus, the Community Empowerment Organization gives financial resources to community members to enable them to contribute positively to the lives of people important to them. For example, when people can invest in themselves, they are better able to expand employment opportunities for others, provide valuable services to their community, or teach others, including children, useful skills and knowledge. Towards that mission, this nonprofit gives one-time transfers of financial resources to people in urban slums in Nairobi, Kenya, East Africa. They give each recipient \$4 USD (about two days wages) in cash. These program recipients are people who live on less than \$2 per day, and half of recipients have no savings.

donation_com As a result of participating in this study, you may also receive a bonus of \$100. One in two hundred participants will be randomly selected for this bonus. We are giving people the opportunity to donate, in advance, part of that \$100 to the [ORGANIZATION NAME]. Their mission statement is copied below for your reference. If you are selected for the \$100, how much would you like to donate to this organization versus keep for yourself? (Note the amounts must sum to 100)

(1. Keep ___ for yourself. 2. Donate ___ to the [ORGANIZATION NAME].)

Section 2 - Donation-Other

encourage To what extent would you be likely to encourage your friends to donate to the [ORGANIZATION NAME]?

(1. Not at all likely to encourage. 2. Slightly likely to encourage. 3. Somewhat likely to encourage. 4. Very likely to encourage. 5. Extremely likely to encourage.)

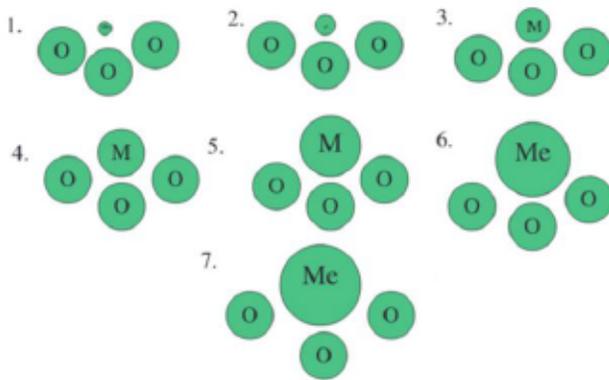
Reminder of the mission statement: [ORGANIZATION MESSAGE]

Section 3 - Status

stat.ladder Think of this ladder as representing where people stand globally. At the top of the ladder are the people who are the best off globally -- those who have the most money, the most education and the most respected jobs. At the bottom of the ladder are the people who are the worst off globally -- those who have the least money, least education, and the least respected jobs or no job. The higher up you are on this ladder, the closer you are to the people at the very top; the lower you are, the closer you are to people at the very bottom. Where would you place yourself on this ladder? Use the slider to indicate where on the ladder you think you stand at this time in your life, relative to other people in the world.

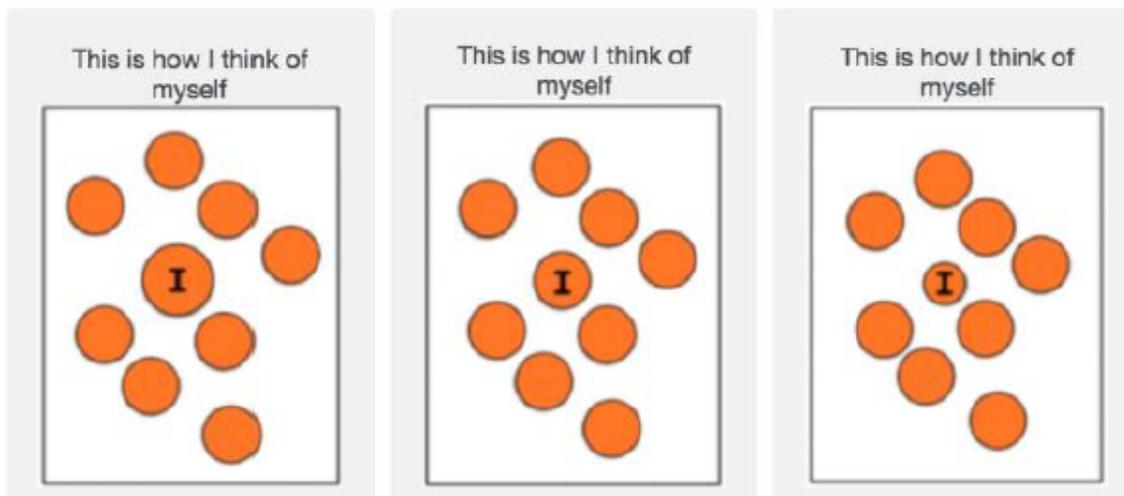
(1=Bottom of the ladder to 10=Top of the ladder)

stat.me.N Please write the number of the diagram (1-7) that best represents how you see yourself "Me" compared to others "O".



(Response order or randomized)

spot1 In each of the three diagrams below, the circle labeled "I" is YOU. The unlabeled circles are YOUR FRIENDS. Select the image that best shows how you think of yourself.



Section 4 - Recipient construal

recip.improve To what extent will \$4 improve the life of a recipient of the [ORGANIZATION NAME]?

(1. An enormous amount 2. A great deal 3. A lot 4. A moderate amount 5. Somewhat 6. Very little 7. Not at all)

recip.impact To what extent do you think that recipients of the [ORGANIZATION NAME] need financial assistance from others?

(1. An enormous amount 2. A great deal 3. A lot 4. A moderate amount 5. Somewhat 6. Very little 7. Not at all)

recip.ladder Think of this ladder as representing where people stand globally. At the top of the ladder are the people who are the best off globally -- those who have the most money, the most education and the most respected jobs. At the bottom of the ladder are the people who are the worst off globally -- those who have the least money, least education, and the least respected jobs or no job. The higher up you are on this ladder, the closer you are to the people at the very top; the lower you are, the closer you are to people at the very bottom. Where would you place recipients of the [ORGANIZATION NAME] on this ladder? Use the slider to indicate where on the ladder you think recipients stand, relative to other people in the world.

(1. Bottom of the ladder to 10. Top of the ladder)

Section 5 - Comprehension

comp.intro In order to ensure that the program description was clear, we'd like to ask some questions about the description, based on what you remember reading. Please read all response options and answer very carefully.

check.wage Please mark how much recipients of this program earn per day, based on the program description.

(1. Less than \$2 per day 2. Between \$2 to \$4 per day 3. Between \$4 to \$6 per day 4. Between \$6 to \$8 per day 5. Between \$8 to \$10 per day 6. More than \$10 per day)

check.who Who was described as the recipients of the nonprofit program?

(1. People in urban slums in Kenya 2. Mothers in rural areas of Kenya 3. Young men in urban slums in Kenya 4. Farmers in rural areas of Kenya 5. Elderly people in rural areas of Kenya)

Section 6 - Sociodemographics

Intro Instructions: Now we are going to ask you some questions about yourself.

priorgiving Have you ever given to an international aid organization before?

(1. No 2. Yes 3. Don't remember)

age How old are you?

gender What gender are you?

(1. Male 2. Female 3. Other.)

income Please indicate your total annual household income

(Less than \$20,000 (10,000) to Over \$140,000 (150,000))

hhsz Number of people in your household

educ What is your highest level of education?

(1. Less than a high school degree 2. High school degree 3. Some college (no degree) 4. 2-year college degree 5. 4-year college degree 6. Masters level degree (for example M.S. or M.A.) 7. Doctorate level degree (for example PhD, MD, JDS))

educ.parent What is the highest level of education that one or both of your parents has?

(1. Less than a high school degree 2. High school degree 3. Some college no degree. 4. 2-year college degree 5. 4-year college degree 6. Masters level degree for example M.S. or M.A.. 7. Doctorate level degree for example PhD, MD, JDS.)

race What is your race or ethnicity?

(1. White 2. Hispanic 3. Black 4. Native American 5. Asian/Pacific Islander 6. Other)

party What is your political party affiliation?

(1. Republican 2. Independent 3. Democrat 4. Other)

religion What is your religious preference?

(1. Protestant 2. Catholic 3. Jewish 4. Islam 5. Hindu 6. Other)

religiosity To what extent do you consider yourself a religious person?

(1. Not at all religious 2. Slightly religious 3. Somewhat religious 4. Very religious 5. Extremely religious)

pwc_4 Why, in your opinion, are there people in this world who live in need? Here are two opinions: which comes closest to your view? “They are poor because of laziness and lack of willpower” vs. “They are poor because society treats them unfairly.”

(1. “They are poor because of laziness and lack of willpower” 2. “They are poor because society treats them unfairly.”)

usemoney What do you think recipients of the [ORGANIZATION NAME] will spend the money on?

(STRING)

Section 7 - Feedback

feedback.survey Do you have any feedback to share on this survey? Did you find any parts of this survey to be confusing?

(STRING)

Section 8 - End code

code Thank you for completing our survey. Your response has been recorded. Your MTurk completion code is: (code)