

## Page: Informed consent



### Informed Consent Disclosure

### Research Procedures

You are being asked to take part in a research study being conducted by Concordia College, Offutt School of Business. This study is designed to look at the economics of decision making. This research will take 1-10 minute(s) of your time. As part of this research you will be asked to make decisions that may affect your earnings and the earnings of others followed by a questionnaire. You will be paid to read the consent form and be ready to participate. In addition to the money earned through reading the consent, answering question and waiting, you may earn more during the course of the experiment. The exact amount of your additional earnings may range from \$0 to \$1.00, depending on your decisions, the decisions of others in the experiment, or random events within the experiment. You may withdraw from the experiment at any time.

### Risks

There are no foreseeable risks or discomforts.

### Benefits

There are no direct personal benefits for participation. Participants You must be 18 or over to participate. Your participation is voluntary. You may refuse to take part or withdraw from the study at any time and for any reason. If you decide not to participate or if you withdraw from the study, there will be no penalty or loss of benefits to which you are otherwise entitled. There are no costs to you or any other party.

### Confidentiality

All electronic files will be saved confidentially on a physically secure, password protected server. All paper files will be kept in a locked file cabinet inside a campus building. No personally-identifiable information will be reported in any published or unpublished work. Access to data is restricted to the academic staff of the Offutt School of Business and affiliated researchers. Researchers at Concordia College may use personally-identifiable information in the future only to contact you to ask if you are interested in participating in future studies.

### Contact

This study is being conducted by Dr. Robert L. Mayo, Assistant Professor of Economics at Concordia College. He can be contacted at rmayo@cord.edu or 218-299-3951 for questions or to report a research-related problem. You may also contact the Concordia College Institutional Review Board at clarson@cord.edu, if you have any questions or comments regarding your rights as a participant in this research.

This project has been reviewed according to Concordia College procedures governing your participation in this research. Please notify the researcher if you have any questions regarding this document. The Concordia College Institutional Review Board has waived the requirement for a signature on this consent form.

Click the button below to acknowledge reading and accepting the informed consent disclosure.

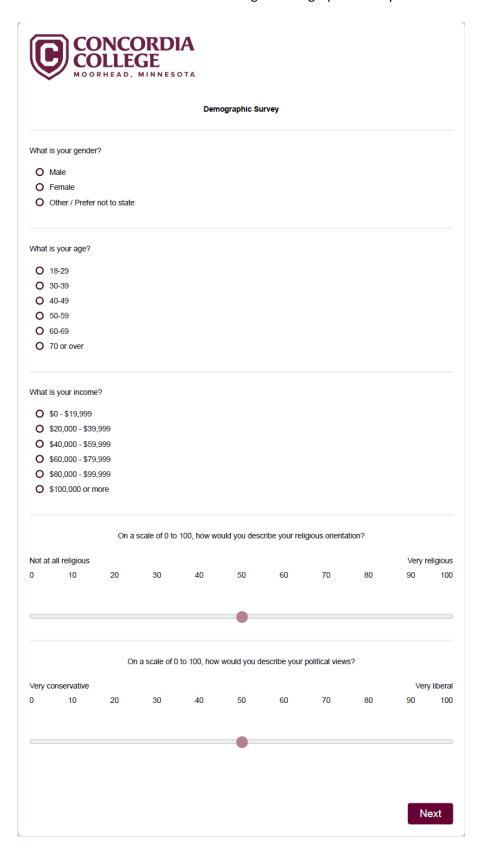
Page: Attention test



To prove you are a human being, please answer this question:

You have five apples. If you eat three apples, how many apples will you have left?

# Page: Demographic survey





### Instructions

- You will start with \$1.00
- · You may send some, all, or none of this amount to a randomly selected person in another group.
- · Any amount you send will be modified by the experimenter by a multiplication factor.
- The multiplication factor is 20%.
- . So, for any amount you send, the other person will receive 20% of that amount.

Examples of how this works are shown below.

If you send	The other person will receive
\$1.00	\$0.20
\$0.80	\$0.16
\$0.60	\$0.12
\$0.40	\$0.08
\$0.20	\$0.04
\$0.00	\$0.00



## Instructions

- · You will start with \$1.00
- · You may send some, all, or none of this amount to a randomly selected person in another group.
- Any amount you send will be modified by the experimenter by a multiplication factor.
- · The multiplication factor is 200%.
- . So, for any amount you send, the other person will receive 200% of that amount.

Examples of how this works are shown below.

If you send	The other person will receive
\$1.00	\$2.00
\$0.80	\$1.60
\$0.60	\$1.20
\$0.40	\$0.80
\$0.20	\$0.40
\$0.00	\$0.00

# Page: Understanding test for multiplier 0.2 treatment



To make sure you understood the instructions, please answer this question:

If your multiplier was 20% and you decided to send \$1.00 to the other person, how much would they receive?

\$0.20
\$1.60
\$0.80
\$1.80
\$1.40
\$0.40
\$1.20
\$1.00
\$2.00
\$0.00

# Page: Understanding test for multiplier 2.0 treatment



To make sure you understand the instructions, please answer this question:

If your multiplier was 200% and you decided to send \$1.00 to the other person, how much would they receive?

\$1.80
\$1.20
\$0.20
\$0.80
\$2.00
\$1.60
\$1.40
\$0.00



### **Your Decision**

- · You start with \$1.00
- · You may send some, all, or none of this amount to a randomly selected person in another group.
- · Any amount you send will be modified by the experimenter by a multiplication factor.
- · The multiplication factor is 20%.
- . So, for any amount you send, the other person will receive 20% of that amount.

Click a position on the line to indicate the amount, if any, you wish to send to a randomly selected person in another group.

\$0.00



## **Your Decision**

- · You start with \$1.00
- · You may send some, all, or none of this amount to a randomly selected person in another group.
- · Any amount you send will be modified by the experimenter by a multiplication factor.
- · The multiplication factor is 200%.
- So, for any amount you send, the other person will receive 200% of that amount.

Click a position on the line to indicate the amount, if any, you wish to send to a randomly selected person in another group.

\$0.00

Page: Thank you and payment code



You may now return to the MTurk website. Enter this code to receive payment:

41321

Thank you for participating.