

## **Consent Form**

**Please enter your unique Prolific ID:**

## **Consent Form**

Please read this consent form carefully.

### ***PURPOSE/DESCRIPTION OF THE RESEARCH***

- You are invited to participate in a research study about how individuals make decisions.
- Your participation is strictly voluntary; you may refuse to participate before the study begins or withdraw at any time.
- If you decide to participate, your participation should take roughly 15 minutes.
- We estimate that there will be approximately 800 participants in this study.
- In this study, there will be no deception.

## **CONDITIONS OF PARTICIPATION**

- Your decisions during the study will be kept confidential to the extent permitted by law.
- Your name and other identifying information will not be reported in any publication related to this research.
- You must be at least 18 years old to participate in this study.

## **RISKS AND BENEFITS**

- There is no risk to you from participating in this study.
- There is no benefit to you from participating in this study.

## **FINANCIAL CONSIDERATIONS**

- You will receive \$2.00 in base pay for completion of this study. In addition, if you do not withdraw, the minimum total payment (base pay + bonus payment) you can earn is \$3.00, the average is approximately \$7.00, and the maximum is \$11.00.
- You will receive your total payment within 3 days of completing the study.

## **CONTACTS**

Investigators:

- Professor John Ifcher, Santa Clara University, (408) 554-5579, [jifcher@scu.edu](mailto:jifcher@scu.edu)

- Professor Homa Zarghamee, Barnard College, (212) 854-8946, [hzargham@barnard.edu](mailto:hzargham@barnard.edu)

Santa Clara Research Compliance Administrator:

- If you have any questions about your rights as a subject/participant in this research, or if you feel you have been placed at risk, you can contact the Chair of the Human Subjects Committee, through Office of Research Compliance and Integrity at (408) 554-5591.

Barnard Research Compliance Administrator:

- Professor Lisa Son, Barnard College, (212) 854-4247, [lson@barnard.edu](mailto:lson@barnard.edu)

By clicking the circle on the left below, you indicate that you have read the above information, that you are at least 18 years old, and that you agree to participate:

I have read the above, am at least 18 years old, and agree to participate



Please remove me from this study



Are you sure you would like to be removed from this study?

Yes, I would like to quit.



No, I would like to continue the study.



## **General Instructions**

### **General Instructions**

You will be asked to complete two tasks and a questionnaire. Each task will take less than five minutes. As noted in the consent form, you will receive \$2.00 in base pay for completing the two tasks and the questionnaire.

In addition, one of the two tasks will be randomly chosen as the "payment task." You will receive a bonus payment based upon the payment task. The payment task will be randomly chosen by computer after all participants have completed the study. Thus, you should complete each task as if it is the payment task.

The payment procedure for each task varies. Before completing each task, you will receive details about how the bonus payment would be determined if that task is chosen as the payment task. Again, your total earnings from the study will be the sum of your bonus payment for the payment task and the \$2.00 base pay for completing the two tasks and the questionnaire. You will receive your total earnings within 3 days of completing the study.

## **Stated Satisfaction Task - X**

In this task, there is a list of different allocations of money between you and another person participating in this study with whom you have been randomly paired. You will never learn anything about this person and they will never learn anything about you.

In this task you will indicate your level of satisfaction with different allocations of money, on a scale from 1 to 7, where 1 corresponds to "extremely dissatisfied" and 7 corresponds to "extremely satisfied." Move the slider to the position that best represents your level of satisfaction with the allocation.

(There are no wrong answers. Please answer carefully and do your best to indicate your exact level of satisfaction. You can move the sliders as many times as you like before clicking the next button at the bottom of the page to proceed.)

### **Payment:**

If this task is chosen as the payment task, one of the allocations below will be randomly chosen by computer,

and you and the person with whom you have been paired will receive bonus payments accordingly. For example, if the randomly chosen allocation turns out to be the second one below ("You get \$5 and the other person gets \$2"), then your bonus payment will be \$5 and the bonus payment of the person with whom you have been paired will be \$2.

The positions of the sliders in this task have no impact on your bonus payment or the bonus payment of the person with whom you have been paired (should this task be chosen as the payment task).

**For each allocation below, please indicate your level of satisfaction.**

	Extremely dissatisfied	Moderately dissatisfied	Slightly dissatisfied	Neither dissatisfied, nor satisfied	Slightly satisfied	Moderately satisfied	
1							6
You get \$5 and the other person gets \$1	<input checked="" type="radio"/>						
You get \$5 and the other person gets \$2		<input checked="" type="radio"/>					

Extremely dissatisfied  
Moderately dissatisfied  
Slightly dissatisfied  
nor satisfied  
Slightly satisfied  
Moderately satisfied  
Neither dissatisfied,

1 2 3 4 5 6

You get \$5 and the other person gets \$3

You get \$5 and the other person gets \$4

You get \$5 and the other person gets \$5

You get \$5 and the other person gets \$6

You get \$5 and the other person gets \$7

You get \$5 and the other person gets \$8

You get \$5 and the other person gets \$9

## **Choice Task – X**

In this task, there is a list of different allocations of money between you and another person participating in this study with whom you have been randomly paired. You will never learn anything about this person and they will never learn anything about you.

In this task you will indicate which allocation you prefer.

(There are no wrong answers. Once you have finalized your choice click the next button at the bottom of the page to proceed.)

### **Payment:**

If this task is chosen as the payment task, we will implement the allocation that you have chosen. For example, if you choose the second allocation below ("You get \$5 and the other person gets \$2"), then your bonus payment will be \$5 and the bonus payment of the person with whom you have been paired will be \$2.

### **Please indicate which allocation you prefer.**

- You get \$5 and the other person gets \$1

- You get \$5 and the other person gets \$2
- You get \$5 and the other person gets \$3
- You get \$5 and the other person gets \$4
- You get \$5 and the other person gets \$5
- You get \$5 and the other person gets \$6
- You get \$5 and the other person gets \$7
- You get \$5 and the other person gets \$8
- You get \$5 and the other person gets \$9

## **Stated Satisfaction Task - Y**

In this task, there is a list of different allocations of money between you and another person participating in this study with whom you have been randomly paired. You will never learn anything about this person and they will never learn anything about you.

In this task, the other person will be asked to indicate their level of satisfaction with different allocations of money, on a scale from 1 to 7, where 1 corresponds to "extremely dissatisfied" and 7 corresponds to "extremely satisfied."

You will not be informed of the level of satisfaction that the other person indicates, nor will you be asked to indicate your level of satisfaction with the different allocations.

Instead, you will be asked to **guess the level of satisfaction that you think the other person will indicate for each allocation**. To do so, please move the slider to the position that best represents what you think is the other person's level of satisfaction with the allocation. (Please answer carefully and do your best to indicate what you think is the other person's exact level of satisfaction with each allocation. You can move the sliders as many times as you like before clicking the next button at the bottom of the page to proceed.)

### **Payment:**

If this task is chosen as the payment task, one of the allocations below will be randomly chosen by computer, and you and the other person will receive bonus payments accordingly. For example, if the randomly chosen allocation turns out to be the second one below ("The other person gets \$5 and you get \$2"), then the bonus payment of the other person will be \$5 and your bonus payment will be \$2.

The positions of the sliders in this task have no impact on your bonus payment or the bonus payment of the person with whom you have been paired (should this task be chosen as the payment task). For each allocation below, please indicate your level of satisfaction.

**For each allocation below, please guess the level of satisfaction that you think the other person will indicate.**

	Extremely dissatisfied	Moderately dissatisfied	Slightly dissatisfied	Neither nor satisfied	Slightly satisfied	Moderately satisfied
1 The other person gets \$5 and you get \$1	<input checked="" type="radio"/>					
2 The other person gets \$5 and you get \$2		<input type="radio"/>				
3 The other person gets \$5 and you get \$3			<input type="radio"/>			
4 The other person gets \$5 and you get \$4				<input type="radio"/>		
5					<input type="radio"/>	
6						<input type="radio"/>

	Extremely dissatisfied	Moderately dissatisfied	Slightly dissatisfied	Neither nor satisfied	Slightly satisfied	Moderately satisfied	Satisfied
	1	2	3	4	5	6	
The other person gets \$5 and you get \$5	<input checked="" type="radio"/>						
The other person gets \$5 and you get \$6	<input checked="" type="radio"/>						
The other person gets \$5 and you get \$7	<input checked="" type="radio"/>						
The other person gets \$5 and you get \$8	<input checked="" type="radio"/>						
The other person gets \$5 and you get \$9	<input checked="" type="radio"/>						

## Choice Task - Y

In this task, there is a list of different allocations of money between you and another person participating in this study with whom you have been randomly paired. You will never learn anything about this person and they will never learn

anything about you.

In this task the person with whom you have been randomly paired will indicate which allocation they prefer. You will not be informed of which allocation the other person prefers, nor will you be asked to indicate which allocation you prefer. Instead, you will be asked to **guess which allocation you think the other person will indicate that they prefer.**

### **Payment:**

If this task is chosen as the payment task, we will implement the allocation that was chosen by the person with whom you were randomly paired. For example, if the other person chose the second allocation below ("The other person gets \$5 and you get \$2"), then the bonus payment of the other person will be \$5 and your bonus payment will be \$2.

**Please guess which allocation you think the other**

## **person will indicate that they prefer.**

- The other person gets \$5 and you get \$1
- The other person gets \$5 and you get \$2
- The other person gets \$5 and you get \$3
- The other person gets \$5 and you get \$4
- The other person gets \$5 and you get \$5
- The other person gets \$5 and you get \$6
- The other person gets \$5 and you get \$7
- The other person gets \$5 and you get \$8
- The other person gets \$5 and you get \$9

## **Questionnaire**

Please indicate your agreement with the following statement.

	Completely disagree	Completely agree	Prefer not to say
1	2	3	4
5	6		

You follow your personal goals even if they are very different from the goals of your family.



<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------

Please indicate your agreement with the following statement.

	Completely disagree	Completely agree	Prefer not to say
1			
2			
3			
4			
5			
6			

If a coworker gets a prize, I would feel proud.

Please indicate your agreement with the following statement.

	Completely disagree	Completely agree	Prefer not to say
1			
2			
3			
4			
5			
6			

Competition is the law of nature.

What is your gender?

- Female
- Male
- Other, please specify
- Prefer not to say

What is your age (in years)?

*Please enter 0 if you prefer not to say.*

Are you a citizen of the United States?

- Yes
- No
- Prefer not to say

Did you or your parents (one or both) move to the U.S. from another country?

- Both I and my parents were born in the U.S.
- I was born in the U.S., but one of my parents was not.
- I was born in the U.S., but both of my parents were not.
- Neither I nor my parents was born in the U.S.
- One or both of parents were born in the U.S., but I was not.
- Prefer not to say

Choose one or more races/ethnicities that you consider yourself to be:

- White or Caucasian
- Black or African American
- American Indian/Native American or Alaska Native
- Asian
- Native Hawaiian or Other Pacific Islander
- Other
- Prefer not to say

What is your current marital status?

- Divorced
- Married
- Never Married
- Widowed
- Separated

Prefer not to say

How many people live in your household?

1  
 2  
 3  
 4  
 5  
 6  
 More than 6  
 Prefer not to say

What was your total household income before taxes during the past 12 months?

Less than \$25,000  
 \$25,000-\$49,999  
 \$50,000-\$74,999  
 \$75,000-\$99,999  
 \$100,000-\$149,999  
 \$150,000-\$199,999  
 \$200,000-\$299,999  
 \$300,000 or more  
 Prefer not to say

What is the highest level of education you have completed?

- Some high school or less
- High school diploma or GED
- Some college, but no degree
- Associates or technical degree
- Bachelor's degree
- Graduate or professional degree (MA, MS, MBA, PhD, JD, MD, DDS etc.)
- Prefer not to say

Which of the following best describes the field in which you received your highest level of education?

- Arts and humanities
- Business
- Health and medicine
- Public and social services
- Science, technology, engineering, or math
- Social sciences
- Trades and personal services
- Other (please specify)
- Prefer not to say

Which statement best describes your current employment status?

- Working (paid employee)
- Working (self-employed)
- Not working (temporary layoff from a job)
- Not working (looking for work)
- Not working (retired)
- Not working (disabled)
- Not working (other)
- Prefer not to say

Where are you employed?

- PRIVATE-FOR-PROFIT company, business or individual, for wages, salary or commissions
- PRIVATE-NOT-FOR-PROFIT, tax-exempt, or charitable organization
- Local GOVERNMENT employee (city, county, etc.)
- State GOVERNMENT employee; 5-Federal GOVERNMENT employee
- Federal GOVERNMENT employee
- SELF-EMPLOYED in own NOT INCORPORATED business, professional practice, or farm
- SELF-EMPLOYED in own INCORPORATED business, professional practice, or farm

- Working WITHOUT PAY in family business or farm
- Prefer not to say

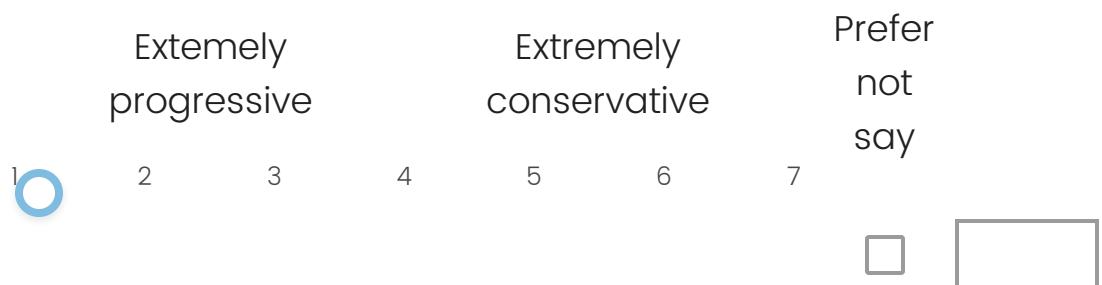
Which of the following industries most closely matches the one in which you are employed?

- Accommodation or food services
- Admin, support, waste management or remediation services
- Arts, entertainment or recreation
- Construction
- Educational services
- Finance or insurance
- Forestry, fishing, hunting or agriculture support
- Health care or social assistance
- Information
- Management of companies or enterprises
- Manufacturing
- Mining
- Other services (except public administration)
- Professional, scientific or technical services
- Real estate or rental and leasing
- Retail trade
- Transportation or warehousing
- Unclassified establishments
- Utilities
- Wholesale trade

Other

Prefer not to say

Here is a 7-point scale on which the political views that people might hold are arranged from extremely progressive (left) to extremely conservative (right). Where would you place yourself on this scale?



Distribute 100 points among the five goals listed below to indicate their relative importance to you (if you prefer not to say, enter 100 in the "prefer not to say" box):

A satisfying family life	0
Doing work you enjoy	0
Financial success	0
Global welfare	0
Helping others	0

Prefer not to say

0

Total

0

In your opinion, which is more often the cause of a person being rich: strong effort on his or her part, or circumstances beyond his or her control?

- Strong effort
- Both
- Luck or circumstances beyond his or her control
- Prefer not to say

Below, please try to describe what you believe to be the purpose of the study (if you prefer not to say, enter N/A).

## Voluntary Contribution Task

Before the study concludes you have the option of donating up to \$1 of your bonus payment to Save the Children. Below is some information from Save the Children's website about their work in India.

India is the world's largest democracy, a global center of technology and finance, the home of megacities Delhi and Mumbai, and a driving force in the world economy. But despite its exponential rate of economic growth, millions of children are being left behind. No other country in the world sees as many children die from preventable and treatable diseases as India. Many children below the age of 14 work in hazardous occupations – mining, selling food on the streets, and domestic labor. There is more wealth in India than ever before, but it has not yet translated into healthcare, education or better nutrition for the poor.

#### Facts About India:

- More than one billion people live there
- The average girl stays in school only until she's 11
- 52 out of 1000 children die before their 5th birthday
- A parent earns an average of just \$4 a day

Save the Children has achieved the following successes:

- Across the country, we're inspiring influential public figures to help us put an end to needless child deaths.
- We're taking healthcare to the impoverished areas of India and have pioneered new ways of reaching communities with simple solutions to malnutrition and child and maternal deaths.
- We're working in nearly 2,000 communities to shift attitudes towards child labor in agriculture, which employs a third of India's working children.

Please choose an amount to donate to Save the Children. (Save the Children has received numerous awards and rankings for its work. It meets the 20 standards needed to be rated as an accredited national charity by the Better Business Bureau's Wise Giving Alliance, and it has been given an A-rating by the American Institute of Philanthropy's CharityWatch.)

The amount that you indicate will be deducted from your bonus payment and will be donated on your behalf to Save the Children.

Donation amount in dollars

0  \$  1

## **End of study**

Thank you for your participation.

You will receive your total payment through Prolific in the next 3 days. Your total payment will include \$2.00 in base pay for successful completion of this study plus your bonus payment (minus any money you donated to Save the Children).

When you receive your total payment, you will also receive a message in Prolific explaining your bonus payment, including which task was randomly selected as the payment task.

**To successfully complete the study, please click on the arrow below to be redirected to Prolific.**

Thank you again.