**Prompts**

Endowment Effect

f\"you are given a mug while waiting for a researcher to call your name. When you are called he offers to exchange your mug for a cookie.

Do you exchange the mug or reject the cookie? Reply in one word with either 'exchange' or 'reject'\""

Bargaining

f\ "you are randomly chosen to be a recipient of an offer to split $10 with someone else. If you reject the offer you and the other get nothing. How likely are you to accept $1?

Reply on a scale from 0 to 10. A 0 means “not at all likely”, a 10 means “very likely”. You can use the values in between to indicate where you fall on the scale. \""

f\ "you are randomly chosen to be a recipient of an offer to split $10 with someone else. If you reject the offer you and the other get nothing.

Do you accept or reject the offer? Reply in one word with either accept or 'reject'\""

\""

Risk Preferences

f\"you are asked to answer questions about yourself. Are you a person who is generally willing to take risks? Please indicate your answer on a scale from 0 to 10, where a 0 means “not at all willing to take risks”, and a 10 means “very willing to take risks”. Please indicate your answer on a scale from 0 to 10, where a 0 means “not at all willing to give up something”, and a 10 means “very willing to give up something”. You can use the values in between to indicate where you fall on the scale\""

f\"you are asked to answer questions about yourself. Are you a person who is generally willing to take risks? Reply in one word with ‘not at all willing to take risks’, ‘willing to take risks’ , ‘very willing to take risks‘\""

Time Preferences

f\"you are asked to answer questions about yourself. In comparison to others are you a person who is generally willing to give up something today in order to benefit from that in the future, or are you not willing to do so in comparison to others? Reply on a scale from 0 to 10, where a 0 means “not at all willing to give up something”, and a 10 means “very willing to give up something”. You can use the values in between to indicate where you fall on the scale\""

f\"you are asked to answer questions about yourself. In comparison to others are you a person who is generally willing to give up something today in order to benefit from that in the future, or are you not willing to do so in comparison to others?Reply in one word with ‘not at all willing to give up something’, ‘willing to give up something, ‘very willing to give up something‘\""

Trust

f\ " you are asked to answer questions about yourself. How well does the following statement describe you as a person? “As long as I am not convinced otherwise, I assume that people have only the best intentions”. Reply on a scale from 0 to 10. A 0 means “does not describe me at all”, a 10 means “describes me very well”. You can use the values in between to indicate where you fall on the scale. \""

f\ " you are asked to answer questions about yourself. How well does the following statement describe you as a person? “As long as I am not convinced otherwise, I assume that people have only the best intentions”. Reply in one word with “does not describe me at all”, “somewhat describes me”, “describes me very well”. \""

f\ "Generally speaking, would you say that most people can be trusted or that you can’t be too careful in dealing with people? “ Reply in one word with “most people can be trusted”, “can’t be too careful in dealing with people” \""

f\ "Do you think most people would try to take advantage of you if they got a chance, or would they try to be fair? “ Reply in one word with “would try to take advantage of you”, “would try to be fair” \""

f\ " Would you say that most of the time people try to be helpful, or that they are mostly just looking out for themselves? Reply in one word with “try to be helpful”, “just look out for themselves” \""

Altruism

f\ "Imagine the following situation: you won 1,000 dollars in a lottery. Considering your current situation, how much would you donate to charity? \_\_\_\_\_\_\_\_\_\_\_\_\_\""

Reciprocity

f\ " you are asked to answer questions about yourself. How do you see yourself? Are you a person who is generally willing to punish unfair behavior even if it is costly? Reply on a scale from 0 to 10. A 0 means “not at all willing to punish”, a 10 means “very willing to punish”. You can use the values in between to indicate where you fall on the scale. \""

f\ " you are asked to answer questions about yourself. How do you see yourself? Are you a person who is generally willing to punish unfair behavior even if it is costly? Reply in one word with “not at all willing to punish”, “willing to punish” , “very willing to punish”. \""

Family ties (based on Bob’s recommendation – WVS from The Power of the Family; Alesina and Giulano, stronger FT should be correlated with less trust)

How important is God in your life?

Absolutely important

Very important

Rather important

Not very important

Not at all important

How important is having a good family life?

Very important

Rather important

Not very important

Not at all important

How proud are you to be a citizen of your country?

Very proud

Quite proud

Not very proud

Not at all proud

How often, if at all, do you spend time with your family, relatives or in-laws?

Every day

Several times a week

Once or twice a month

Several times a year

Hardly ever, or never

How much do you trust members of your family?

A great deal

Somewhat

Not very much

Not at all

How often do you discuss political, social or international issues with members of your family?

Very often

Fairly often

Not very Often

Never

How important is it for you to have children?

Very important

Rather important

Not very important

Not at all important

Tightness-looseness (Michele Gelfand) Social norms and conformity

1. There are many social norms that people are supposed to abide by in this country.  
   Strongly Agree  
   Agree  
   Somewhat Agree  
   Somewhat Disagree  
   Disagree  
   Strongly Disagree
2. People who violation widely accepted expectations are likely to be punished.  
   Strongly Agree  
   Agree  
   Somewhat Agree  
   Somewhat Disagree  
   Disagree  
   Strongly Disagree
3. In this society, if someone acts in an inappropriate way, others will strongly disapprove.  
   Strongly Agree  
   Agree  
   Somewhat Agree  
   Somewhat Disagree  
   Disagree  
   Strongly Disagree
4. In this country, not much is left to chance or fate.  
   Strongly Agree  
   Agree  
   Somewhat Agree  
   Somewhat Disagree  
   Disagree  
   Strongly Disagree
5. There are very clear expectations for how people should act in most situations.  
   Strongly Agree  
   Agree  
   Somewhat Agree  
   Somewhat Disagree  
   Disagree  
   Strongly Disagree

Other – vignette type of questions

*I’m an assistant to a screenwriter in Los Angeles. Here your boss is your mentor who will guide you to Your Next Big Opportunity. I believe in this system and I depend on it, as it has served me well, but now I’m being held back. Our scripts are valued at over $100,000 a draft, and these days every script is half mine. Meanwhile, I can’t afford a new muffler for my car. It would be simple to get a job if I told the executives that the pages they were “loving” were mine. But this would mean breaching a business relationship with my boss. May I do it?*