

# Welcome!

Welcome to this research project. We really appreciate your participation. This is a survey about decision making. The Research Council of Norway has contributed funds to the Norwegian School of Management to carry out this study.

You will receive instructions before answering questions. It is not possible to go back to change your answers, so read the instructions carefully before making your decisions and moving on.

The answers from this survey will be anonymized, no one will know what you answered. The anonymized answers will be used for research at the Norwegian School of Economics, and also made available to other researchers.

After the survey, Norstat will be able to contact you to inform you about how your decisions affected the outcome for other participants.

I have read and understood this information and consent to take part in this survey and that Norstat can send me an SMS about how my decisions affect the outcome for other participants if it becomes relevant. This is regardless of whether I am a member of the Norstat panel or not.

Yes, go ahead with the survey

No, I do not want to participate

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# Instructions (I)

In this survey, you will make decisions about money and risk on behalf of another person. This other person is a participant in another survey and does not make decisions themselves. We will refer to this person as the "recipient". The recipient has done a small job, and if your decision becomes effective, the recipient's payment for this job will be determined by the decision you make on the recipient's behalf. The recipient is informed of this. It is important that you keep in mind that your decision will actually determine payment for another person if it becomes effective.

Here's how we decide if your decision will apply: You will make a number of decisions. The researchers behind the survey will randomly draw 1/5 of all participants, and one decision from each of these participants will apply and determine the payment for a recipient. All recipients will be paid in week 48 of 2019.

For you it is drawn that: You will be informed by Norstat about how your decision may affect the recipient's payment 7 days after the survey.

I have read and understood these instructions:

Yes, move on

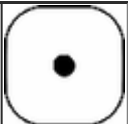
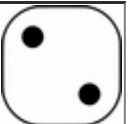
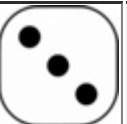
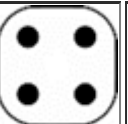
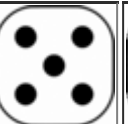

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## Instructions (II)


You must decide whether the recipient should be paid a fixed amount or whether the payment shall be determined by rolling a fair dice (no side is more likely than the others to come up).

Example:

You must choose between rolling a white (fair) dice or a secure payment of NOK 40 to the recipient. The table below shows how the payment is determined if you choose to roll the dice, in this case the payment will be either nothing (if the dice shows 1, 2, 3, or 4) or NOK 100 (if the dice shows 5 or 6):

The dice shows:						
Payment by white dice:	0 kr	0 kr	0 kr	0 kr	100 kr	100kr

You will be asked to make your choice in a form such as the one below:

		<b>Option A:</b>	<b>Option B:</b>	
		<b>Roll dice</b>	<b>Secure payment</b>	
Situation 1		<input type="radio"/>	<input type="radio"/>	40 kr

You will see 4 such screens, each with a new dice. Each dice has a color, and the relationship between the payments and what the dice show depends on the color. You will be asked to rate each dice against seven different safe amounts (which will also vary with the dice).

If you are drawn out to decide payment, then one of your decisions will actually determine the payment for a real recipient. **You will be informed by Norstat about how your decision may affect the recipient's payment 7 days after the survey.**

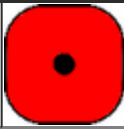





I have read and understood these instructions:

Yes, move on

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## A red dice






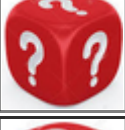

Now you will decide between rolling the red dice and 7 different secure amounts. If you roll the dice, the payments will be:

The dice shows:						
Payment by the red dice:	60 kr	60 kr	60 kr	60 kr	120 kr	120 kr

On behalf of the recipient, we ask you to choose between

- A: to roll the red dice,
- B: secure payment,

in each of these situations (where the secure payment varies):

		Option A:	Option B:	
		Roll red dice	Secure payment	
Situation 1		<input type="radio"/>	<input type="radio"/>	70 kr
Situation 2		<input type="radio"/>	<input type="radio"/>	75 kr
Situation 3		<input type="radio"/>	<input type="radio"/>	80 kr
Situation 4		<input type="radio"/>	<input type="radio"/>	85 kr
Situation 5		<input type="radio"/>	<input type="radio"/>	90 kr
Situation 6		<input type="radio"/>	<input type="radio"/>	95 kr
Situation 7		<input type="radio"/>	<input type="radio"/>	100 kr

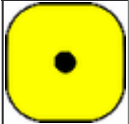



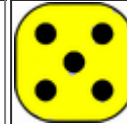
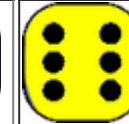
I have made a decision for all the situation and will move on

Remember that if you are drawn to decide payment, then one of your decisions will actually determine the payment for a real recipient. **You will be informed by Norstat about how your decision may affect the recipient's payment 7 days after the survey.**

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## A yellow dice








Now you will decide between rolling the yellow dice and 7 different secure amounts. If you roll the dice, the payments will be:

The dice shows:						
Payment by the yellow dice:	0 kr	0 kr	240 kr	240 kr	240 kr	240 kr

On behalf of the recipient, we ask you to choose between

- A: to roll the yellow dice,
- B: secure payment,

in each of these situations (where the secure payment varies):

		Option A:	Option B:	
		Roll yellow dice	Secure payment	
Situation 1		<input type="radio"/>	<input type="radio"/>	30 kr
Situation 2		<input type="radio"/>	<input type="radio"/>	70 kr
Situation 3		<input type="radio"/>	<input type="radio"/>	100 kr
Situation 4		<input type="radio"/>	<input type="radio"/>	130 kr
Situation 5		<input type="radio"/>	<input type="radio"/>	170 kr
Situation 6		<input type="radio"/>	<input type="radio"/>	200 kr
Situation 7		<input type="radio"/>	<input type="radio"/>	230 kr

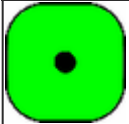





I have made a decision for all the situation and will move on

Remember that if you are drawn to decide payment, then one of your decisions will actually determine the payment for a real recipient. **You will be informed by Norstat about how your decision may affect the recipient's payment 7 days after the survey.**

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## A green dice

Now you will decide between rolling the green dice and 7 different secure amounts. If you roll the dice, the payments will be:

The dice shows:						
Payment by the green dice:	180 kr	180 kr	180 kr	180 kr	240 kr	240 kr

On behalf of the recipient, we ask you to choose between

- A: to roll the green dice,
- B: secure payment,

in each of these situations (where the secure payment varies):

		Option A:	Option B:	
		Roll green dice	Secure payment	
Situation 1		<input type="radio"/>	<input type="radio"/>	190 kr
Situation 2		<input type="radio"/>	<input type="radio"/>	195 kr
Situation 3		<input type="radio"/>	<input type="radio"/>	200 kr
Situation 4		<input type="radio"/>	<input type="radio"/>	205 kr
Situation 5		<input type="radio"/>	<input type="radio"/>	210 kr
Situation 6		<input type="radio"/>	<input type="radio"/>	215 kr
Situation 7		<input type="radio"/>	<input type="radio"/>	220 kr

I have made a decision for all the situation and will move on

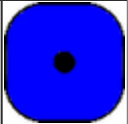
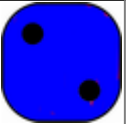
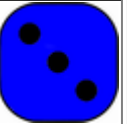
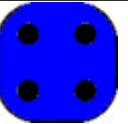

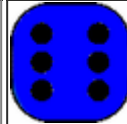


Remember that if you are drawn to decide payment, then one of your decisions will actually determine the payment for a real recipient. **You will be informed by Norstat about how your decision may affect the recipient's payment 7 days after the survey.**

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## A blue dice








Now you will decide between rolling the blue dice and 7 different secure amounts. If you roll the dice, the payments will be:

The dice shows:						
Payment by the blue dice:	0 kr	0 kr	0 kr	240 kr	240 kr	240 kr

On behalf of the recipient, we ask you to choose between

- A: to roll the blue dice,
- B: secure payment,

in each of these situations (where the secure payment varies):

		Option A:	Option B:	
		Roll blue dice	Secure payment	
Situation 1		<input type="radio"/>	<input type="radio"/>	30 kr
Situation 2		<input type="radio"/>	<input type="radio"/>	70 kr
Situation 3		<input type="radio"/>	<input type="radio"/>	100 kr
Situation 4		<input type="radio"/>	<input type="radio"/>	130 kr
Situation 5		<input type="radio"/>	<input type="radio"/>	170 kr
Situation 6		<input type="radio"/>	<input type="radio"/>	200 kr
Situation 7		<input type="radio"/>	<input type="radio"/>	230 kr

I have made a decision for all the situation and will move on

Remember that if you are drawn to decide payment, then one of your decisions will actually determine the payment for a real recipient. **You will be informed by Norstat about how your decision may affect the recipient's payment 7 days after the survey.**

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## Questions 1 / 8

In general, on a scale of 1 to 7, how willing are you to take risks on your own behalf?

- ☐ 1: Unwilling to take risks.
- ☐ 2
- ☐ 3
- ☐ 4: Quite average
- ☐ 5
- ☐ 6
- ☐ 7: Very willing to take risks.

Move on

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## Questions 2 / 8

What do you think the average participant in this survey answers about their own willingness to take risks (on the same 1-7 scale)?

- ☐ 1: Unwilling to take risks.
- ☐ 2
- ☐ 3
- ☐ 4: Quite average
- ☐ 5
- ☐ 6
- ☐ 7: Very willing to take risks.

Move on

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## Questions 3 / 8

In general, on a scale of 1 to 7, how willing are you to contribute to good initiatives if you can not expect anything in return?

- ☐ 1: Unwilling to contribute.
- ☐ 2
- ☐ 3
- ☐ 4: Quite average
- ☐ 5
- ☐ 6
- ☐ 7: Very willing to contribute.

Move on

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## Questions 4 / 8

What would you say best describes how you experienced making decisions on behalf of others in this survey?

- ☐ Hopeful
- ☐ Excited
- ☐ Worried
- ☐ Anxious
- ☐ Neither of the above

Move on

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## Questions 5-8/8, background information

What is your gender?

- ☐ Male
- ☐ Female

How old are you?

(in years)

What is your highest level of education?

- ☐ Junior high school
- ☐ High school
- ☐ Technical vocational school or similar
- ☐ College/university

Do you have children?

- ☐ Yes
- ☐ No

**Move on**

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## **Draw of outcome for the recipient:**

You will be contacted by Norstat in a week with the outcome for the recipient.

[Return to Norstat](#)

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