

Goodman_Senior_Thesis

Start of Block: Informed Consent

consent INFORMED CONSENT **Title of the Research Study: Decision Making Study**
Principal Investigator: Professor Judd Kessler Other Investigator/Point of Contact: Ben Goodman bengoo@sas.upenn.edu You are being asked to take part in a research study. This is not a form of treatment or therapy. It is not supposed to detect a disease or find something wrong. Your participation is voluntary which means you can choose whether or not to participate. Whether or not you decide to participate, there will be no loss of benefits to which you are otherwise entitled. Before you make a decision, you will need to know the purpose of the study, the possible risks and benefits of being in the study, and what you will have to do if you decide to participate. A member of the research team is available by email to talk with you about the study if further questions exist. If you decide to participate, you will be asked to continue with the study after reading this form and your continuation will indicate your consent. **What is the purpose of the study?** The purpose of the study is to learn about how people make decisions. **Why was I asked to participate in the study?** You are being asked to join this study because you have volunteered to participate in the study for compensation. **How long will I be in the study? How many other people will be in the study?** The study will be conducted over a period of one month. Each participant will be asked to spend up to 10 minutes making decisions for this study. Most people should be able to complete the survey within 5 to 8 minutes. Once you have completed the survey, your participation in the study will be over. You will be one of approximately 500 people in the study. **Where will the study take place?** The study takes place virtually, with people like you participating via the Mechanical Turk platform. **What will I be asked to do?** You will be shown a series of questions. You will be asked to answer the questions to the best of your ability. **How will I benefit from the study?** You will not benefit directly from participating in this study except in monetary compensation, as described below. **How will I be compensated for my participation?** You will be paid \$0.50 for your participation in the study. You have the potential to receive additional compensation based on your answers to certain questions and random chance. **What other choices do I have?** Your alternative to being in the study is to not be in the study. **What happens if I do not choose to join the research study?** Nothing will happen if you opt out of this research study. Your participation is completely voluntary. **How will confidentiality be maintained and my privacy be protected?** The research team will make every effort to keep all the information you tell us during the study strictly confidential, as required by law. The Institutional Review Board (IRB) at the University of Pennsylvania is responsible for protecting the rights and welfare of research volunteers like you. The IRB has access to this study's information. **Who can I call with questions, complaints or if I'm concerned about my rights as a research subject?** If you have further questions, concerns or complaints regarding your participation in this research study or if you have any questions about your rights as a research subject, you should speak

with the Point of Contact listed above. If a member of the research team cannot be reached or you want to talk to someone other than those working on the study, you may contact the Office of Regulatory Affairs with any question, concerns or complaints at the University of Pennsylvania by calling (215) 898-2614. By continuing with this study, you are consenting to participate.

End of Block: Informed Consent

Start of Block: Main Question

AWNA Please select one of the two payout options below. At the end of the survey, there is a 10% chance that your choice will be carried out. If so, you will receive the payout for the option you have selected as a worker bonus.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
 - ☐ Investment Choice - Receipt of \$10 with 50% probability, receipt of \$12 with 50% probability (2)
-

PLNA Please select one of the two payout options below. At the end of the survey, there is a 10% chance that your choice will be carried out. If so, you will receive the payout for the option you have selected as a worker bonus.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
 - ☐ Investment Choice - Receipt of \$9.00 with 50 percent probability, receipt of \$13.00 with 50 percent probability (2)
-

PLA Please select one of the two payout options below. At the end of the survey, there is a 10% chance that your choice will be carried out. If so, you will receive the payout for the option you have selected as a worker bonus.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
- ☐ Investment Choice - Choose to "invest". You should know that the last 20 investment decisions yielded payouts of: \$9.45, \$10.47, \$8.69, \$10.95, \$10.95, \$11.79, \$11.74, \$11.81, \$10.58, \$11.54, \$12.26, \$12.29, \$8.93, \$12.21, \$11.33, \$11.25, \$11.22, \$8.99, \$11.84, \$8.92 (2)

AWA Please select one of the two payout options below. At the end of the survey, there is a 10% chance that your choice will be carried out. If so, you will receive the payout for the option you have selected as a worker bonus.

☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)

☐ Investment Choice - Choose to "invest". You should know that the last 20 investment decisions yielded payouts of: \$11.16, \$10.93, \$10.87, \$11.10, \$11.15, \$10.93, \$11.34, \$11.14, \$10.59, \$10.08, \$10.79, \$11.77, \$11.35, \$10.79, \$10.97, \$11.41, \$11.02, \$10.66, \$11.01, \$11.21 (2)

QTime Timing

First Click (1)

Last Click (2)

Page Submit (3)

Click Count (4)

End of Block: Main Question

Start of Block: Age, Education, Employment

Age How old are you?

- ☐ Under 18 (1)
 - ☐ 18 - 24 (2)
 - ☐ 25 - 34 (3)
 - ☐ 35 - 44 (4)
 - ☐ 45 - 54 (5)
 - ☐ 55 - 64 (6)
 - ☐ 65 - 74 (7)
 - ☐ 75 - 84 (8)
 - ☐ 85 or older (9)
-

School

What is the highest level of school you have completed or the highest degree you have received?

- ☐ Less than high school degree (1)
 - ☐ High school graduate (high school diploma or equivalent including GED) (2)
 - ☐ Some college but no degree (3)
 - ☐ Associate or Technical degree in college (2-year) (4)
 - ☐ Bachelor's degree in college (4-year) (5)
 - ☐ Master's degree (6)
 - ☐ Doctoral degree (7)
 - ☐ Professional degree (JD, MD) (8)
-

Employment

Which statement best describes your current employment status?

- ☐ Full-time employed (1)
- ☐ Part-time employed (2)
- ☐ Part-time looking for full-time (3)
- ☐ Not working and seeking employment (Unemployed) (4)
- ☐ Not working and not seeking employment (8)
- ☐ Retired (5)
- ☐ Not Working (disabled) (6)
- ☐ Prefer not to answer (7)

End of Block: Age, Education, Employment

Start of Block: Gender, Wage, Industry

HHI Please estimate your household's annual income (before taxes), and select the appropriate option below.

- ☐ Less than \$10,000 (1)
 - ☐ \$10,000 - \$19,999 (2)
 - ☐ \$20,000 - \$29,999 (3)
 - ☐ \$30,000 - \$39,999 (4)
 - ☐ \$40,000 - \$49,999 (5)
 - ☐ \$50,000 - \$59,999 (6)
 - ☐ \$60,000 - \$69,999 (7)
 - ☐ \$70,000 - \$79,999 (8)
 - ☐ \$80,000 - \$89,999 (9)
 - ☐ \$90,000 - \$99,999 (10)
 - ☐ \$100,000 - \$149,999 (11)
 - ☐ More than \$150,000 (12)
-

Industry

Please indicate your occupation's industry:

- ☐ Management, professional, and related (1)
 - ☐ Service (2)
 - ☐ Sales and office (3)
 - ☐ Farming, fishing, and forestry (4)
 - ☐ Construction, extraction, and maintenance (5)
 - ☐ Production, transportation, and material moving (6)
 - ☐ Government (7)
 - ☐ Retired (8)
 - ☐ Unemployed (9)
 - ☐ Other (10)
-

Sex What is your sex?

- ☐ Male (1)
- ☐ Female (2)
- ☐ Non-binary (3)

End of Block: Gender, Wage, Industry

Start of Block: Mechanical Turk Usage

per_week How often do you use Mechanical Turk each Week?

- ☐ Daily (1)
 - ☐ 4-6 times a week (2)
 - ☐ 2-3 times a week (3)
 - ☐ Once a week (4)
 - ☐ Once or twice a month (5)
-

time_spent How long do you spend on Mechanical Turk on a day when you use the platform?

- ☐ Less than 30 minutes (1)
 - ☐ 30 - 60 minutes (2)
 - ☐ 1 - 2 hours (3)
 - ☐ 3 - 4 hours (4)
 - ☐ 5 - 6 hours (5)
 - ☐ More than 7 hours (6)
-

lifestyle How does the money you earn from Mechanical Turk affect your lifestyle?

- ☐ Mechanical Turk money does not materially change my financial situation (1)
 - ☐ Mechanical Turk money allows me to purchase nice goods which otherwise would be out of reach (2)
 - ☐ Mechanical Turk money is sometimes needed to make basic ends meet (3)
 - ☐ Mechanical Turk money is always needed to make basic ends meet (4)
-

attention Some people race through questions, randomly selecting answers to move forward. To demonstrate you are paying attention, please do not select an answer for this question.

- ☐ ☒ First (1)
 - ☐ ☒ Second (2)
 - ☐ ☒ Third (3)
 - ☐ ☒ Fourth (4)
-

country I am responding to this survey from:

- ☐ The United States (1)
 - ☐ India (2)
 - ☐ Canada (3)
 - ☐ The United Kingdom (4)
 - ☐ Another Country (5)
-

Display This Question:

If If Some people race through questions, randomly selecting answers to move forward. To demonstrate yo... q://QID35/SelectedChoicesCount Is Equal to 1



statement In the previous section, you were asked the following question:

"Some people race through questions, randomly selecting answers to move forward. To demonstrate you are paying attention, please do not select an answer for this question."

As you selected an answer, you have been removed from the study to ensure all responses are non-random selections. You will still be compensated for your completion of the HIT up to this point.

This number serves as your confirmation code for Mechanical

Turk: \${rand://int/100000:999999}.

Please copy and paste it into the box below, and save the number to submit to the Mechanical Turk HIT for survey completion credit. The number you place in the box below must match what you submit to Mechanical Turk to receive completion credit for this HIT.

Skip To: End of Survey If In the previous section, you were asked the following question: "Some people race through questio... Is Not Empty

End of Block: Mechanical Turk Usage

Start of Block: Winning Status

lose Your survey was not randomly selected for a payout.

☐ Select here to acknowledge your understanding (1)

Skip To: End of Block If Your survey was not randomly selected for a payout. = Select here to acknowledge your understanding

End of Block: Winning Status

Start of Block: Winners

Display This Question:

If Please select one of the two payout options below. At the end of the survey, there is a 10% chance... = Wage Choice - Guaranteed Receipt of \$10.00

Or Please select one of the two payout options below. At the end of the survey, there is a 10% chance... = Wage Choice - Guaranteed Receipt of \$10.00

Or Please select one of the two payout options below. At the end of the survey, there is a 10% chance... = Wage Choice - Guaranteed Receipt of \$10.00

Or Please select one of the two payout options below. At the end of the survey, there is a 10% chance... = Wage Choice - Guaranteed Receipt of \$10.00

win_work

Your survey was randomly selected for a payout. As you selected the option to "work" at the beginning of the survey, you will receive a bonus payment of \$10.00 within the next few weeks to your Mechanical Turk account.

☐ Select here to acknowledge your understanding (1)

Skip To: End of Block If Your survey was randomly selected for a payout. As you selected the option to "work" at the begin... = Select here to acknowledge your understanding

win_invest Your survey was randomly selected for a payout. As you selected the option to invest at the beginning of the survey, you will receive a bonus payment in accordance with your selected option within the next few weeks to your Mechanical Turk account.

☐ Select here to acknowledge your understanding (1)

Skip To: End of Block If Your survey was randomly selected for a payout. As you selected the option to invest at the begin... = Select here to acknowledge your understanding

End of Block: Winners

Start of Block: Confirmation Code



confirm This number serves as your confirmation code for Mechanical Turk: **`${rand://int/100000:999999}`**.

Please copy and paste it into the box below, and save the number to submit to the Mechanical Turk HIT for survey completion credit. The number you place in the box below **must** match what you submit to Mechanical Turk to receive completion credit for this HIT.

End of Block: Confirmation Code
