INSTRUCTIONS

You are about to participate in an experiment on decision-making. What you earn depends partly on your decisions, and partly on chance. Please turn off cell phones and similar devices now. Please do not talk or in any way try to communicate with other participants.

We will start with a brief instruction period. If you have any questions during this period, raise your hand, and your question will be answered so everyone can hear.

General Instructions

The experiment is separated into two parts. You will be given instructions for each part as it is reached.

Part 1:

1. In part 1, you will be asked to solve a series of quizzes. In each quiz, you will answer multiple choice questions on one of **6 topics**: Math, Verbal Reasoning, US Geography, Science and Technology, Pop-Culture, and Sports and Video Games.

2. The order of the topics will be determined randomly.

3. You will see only one question at a time. Select an answer and then click the "Next" button to move on to the following question.

4. If you leave a question unanswered, it will be marked as incorrect. You will not be able to go back to that question once you click the "Next" button.

5. You will have **2 minutes for each quiz**. Once the time runs out, your answers will be submitted automatically.

6. At the end of the experiment, the computer will randomly select one topic (each chosen with equal probability), and you will be paid **$0.20** for each correct answer.

7. What you score on the quizzes will affect the amount you can earn in part 2. The higher your score, the more likely you will be to earn more points.

8. When you finish all six quizzes, there will be a short questionnaire that will not affect your payoff. Please answer all the questions as accurately as you can. You will have access to your answers in part 2 and it can help you make better choices.

Part 2:

1. The task in this part will be repeated once for each topic from Part 1.

2. In this task, there are 3 possible gambles that you can choose: A, B, or C. Each gamble results in a success or a failure with different probabilities.

3. The probability of getting success depends on three factors:
    a. **Your score** on the corresponding quiz,
    b. An unknown success **rate**,
    c. **Your choice** of a gamble.

4. The higher **your score** on the corresponding quiz, the more likely all gambles are to get a success.

5. The **rate is drawn randomly** from 3 possible rates (rate A, rate B, and rate C). Each rate is selected with a chance of ⅓, but you will not know which rate was chosen by the computer.

6. For any given rate, **the optimal gamble always matches the rate**, that is:
    a. Gamble A maximizes the probability of a success when the rate is A,
    b. Gamble B maximizes the probability of success when the rate is B, and
    c. Gamble C maximizes the probability of success when the rate is C.

7. The exact probabilities are described at the end of these instructions. We will review them in more detail before proceeding to the task.

8. Once you choose a gamble, you will see 10 outcomes generated with the true probability.

9. After 10 gamble choices, the task will change to the next topic. This means that the probability of success will be determined by the following:
    a. The score you got on the **quiz for the corresponding topic** and
    b. a **new draw of the rate** (A, B, or C)

10. Once you submit 10 gambles for each of the six topics, the computer will randomly choose one. You will be paid **$0.20** for each success. (for each topic, there will be a total of 100 gambles)

11. We will now go over the details of the probability of success. They are described by the matrices in the back.

12. In each round, you will choose to reveal one matrix to enter your choice in. The true probability matrix is determined by **your score** in the quiz, **NOT** what you guessed and **NOT** the matrix you choose to see.

13. The column within the true matrix is determined by the rate and it remains fixed

until you move on to a new topic. The realizations of the gambles can help you figure out which column was drawn for each topic

14. You choose the row.

15. Within the true matrix, the cell in the realized column and in the row you choose is the probability of success for a single gamble.

Probabilities of success if your **score is between 0 and 5**:

	Rate A	Rate B	Rate C
Gamble A	20%	25%	40%
Gamble B	7%	30%	45%
Gamble C	2%	20%	50%

Probabilities of success if your **score is between 6 and 15:**

	Rate A	Rate B	Rate C
Gamble A	40%	45%	65%
Gamble B	30%	65%	69%
Gamble C	5%	50%	80%

Probabilities of success if your **score is 16 or more**:

	Rate A	Rate B	Rate C
Gamble A	45%	55%	75%
Gamble B	35%	69%	80%
Gamble C	25%	65%	98%

(Ego-irrelevant condition)
Part 2:

1. The task in this part will be repeated once for each topic from Part 1.

2. In this task, there are 3 possible gambles that you can choose: A, B, or C. Each gamble results in a success or a failure with different probabilities.

3. The probability of getting success depends on two factors:
    a. The **score of another participant** in the corresponding quiz
    b. An unknown **rate,** and
    c. **Your choice** of a gamble.

4. The higher **that person's score** on the corresponding quiz, the more likely all gambles are to get a success.

5. The rate is drawn randomly from 3 possible rates (rate A, rate B, and rate C). Each rate is selected with a chance of ⅓, but you will not know which rate was drawn.

6. For any given rate, **the optimal gamble always matches the rate**, that is:
    a. Gamble A maximizes the probability of a success when the rate is A,
    b. Gamble B maximizes the probability of success when the rate is B and,
    c. Gamble C maximizes the probability of success when the rate is C.

7. The exact probabilities are described at the end of these instructions. We will review them in more detail before proceeding to the task.

8. Once you choose a gamble, you will see 10 outcomes generated with the true probability.

9. After 10 gamble choices, the task will change to the next topic. This means that the probability of success will be determined by the following:
    a. **The score that person** got on the **quiz on the corresponding topic**, and
    b. A **new draw of the rate** (A, B, or C)

10. At the end of the experiment, the computer will randomly choose one of the topics randomly. You will be paid **$0.20** for each success.

11. We will now go over the details of the probability of success. They are described by the matrices in the back.

12. In each round, you will choose to reveal one matrix to enter your choice in. The true probability matrix is determined by **the other participant's score** in the quiz, **NOT** what you guessed, **NOT** your own score, and **NOT** the matrix you choose to see.

13. The column within the true matrix is determined by the rate and it remains fixed until you move on to a new topic. The realizations of the gambles can help you figure

out which column was drawn for each topic

14. You choose the row.

15. Within the true matrix, the cell in the realized column and in the row you choose is the probability of success for a single gamble.

Probabilities of success if the **score is between 0 and 9**:

	Rate A	Rate B	Rate C
Gamble A	20%	25%	40%
Gamble B	7%	30%	45%
Gamble C	2%	20%	50%

Probabilities of success if the **score is between 10 and 14:**

	Rate A	Rate B	Rate C
Gamble A	40%	45%	65%
Gamble B	30%	65%	69%
Gamble C	5%	50%	80%

Probabilities of success if the **score is 15 or more**:

	Rate A	Rate B	Rate C
Gamble A	45%	55%	75%
Gamble B	35%	69%	80%
Gamble C	25%	65%	98%