
Onboarding
information sheet about the study
scenario and explanation of uncertainty representation
explanation of incentive structure
Training (x5)
example of training interface
feedback provided after each training trial
review after the five training trials
Review
You will now be moving on the actual tasks for this study.
In your training, you earned a total of -100 points. Don't worry if you did poorly, we will reset your points to zero.
Moreover, please do not worry if you end up with a negative points total at the end of the trial. We will not deduct from your base pay.
reminder of incentive structure
On the next page you will be presented with the data for 16 regions (i.e. you will be presented with 16 graphs at the same time).
Recap: how your job performance is evaluated
Your job of picking out profitable regions without full sets of data is risky. You will win or lose corporate brownie points based on the rules below, and of course your goal is to maximize your points for the next promotion (and bonus pay).
If you think a region is profitable on average and mark it as profitable (based on the data from the 20 stores), and that region does have an average profit greater than zero based on all 200 stores, you will receive 50 points.
If you mark a region as not profitable, and that region does not have a profit greater than zero on average, you will receive 10 points.
If you mark a region as profitable, and that region does not have a profit greater than zero, on average, you will lose 150 points.
If you mark a region as not profitable, and that region does have a profit greater than zero, on average, you will lose 40 points.
region profit > 0
region profit < 0
Mark a region as profitable
Mark a region as not profitable
Win 50 points
Lose 150 points
Lose 40 points
Win 10 points
Note:
It is possible that you may end up with negative points. Please do not worry if that is the case. You are still guaranteed the minimum of $5 for your participation.
Test (3 blocks x 10 trials each)
End of survey