

Q13. We detected that you are on a mobile device. Please close this window and try again in a laptop/desktop browser.

This question was not displayed to the respondent.

Browser: Chrome
Version: 116.0.0.0
Operating System: Windows NT 10.0
Screen Resolution: 1536x864
Flash Version: -1
Java Support: 0
User Agent: Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML, like Gecko) Chrome/116.0.0.0 Safari/537.36

Check window height. Click to write the question text

consent.

Decision making based on graphs: Introduction and Consent Form

Thank you for choosing to participate!

Before you proceed, please verify that we have your correct PROLIFIC ID recorded: [REDACTED]. If not, please let us know.

In this study, you will take on the role of a business manager, and make decisions based on sales data presented with graphs.

You will review 30 business scenarios (trials) in total. The trials are divided into three blocks with a break in between. Before you work on the actual trials, you will learn about the graphs and practice with your task. You can also review the graphs and your task again before each block. Please read these instructions carefully as your task changes for each block.

The study should take about 15-20minutes, and you will receive (at a minimum) \$5 for your participation. Your decisions will be scored as correct or incorrect. Based on the quality of your responses, you will be eligible for a bonus of up to \$4. You can quit at any point, but beware that you cannot resume once this window is closed, and nor will you be compensated. After you have finished all the trials, you will be redirected back to Prolific.

[Click here to read the Information Sheet for this study](#)

do_you_consent.

By clicking on "Yes" below, you indicate that you have understood the Information Sheet and agree to participate in this study.

☒ Yes

☐ No

Q10.

Tutorial

You will get to know your task on this tutorial page. You will then be asked to perform **five** training tasks. Please read carefully before proceeding to the actual study.

Background story of your task

You are a manager supervising the sales of stores. In each region there are 200 stores. The graph below shows what the profit for each store looks like. Your task will be to guess whether the average profit of the stores in a region is greater than zero

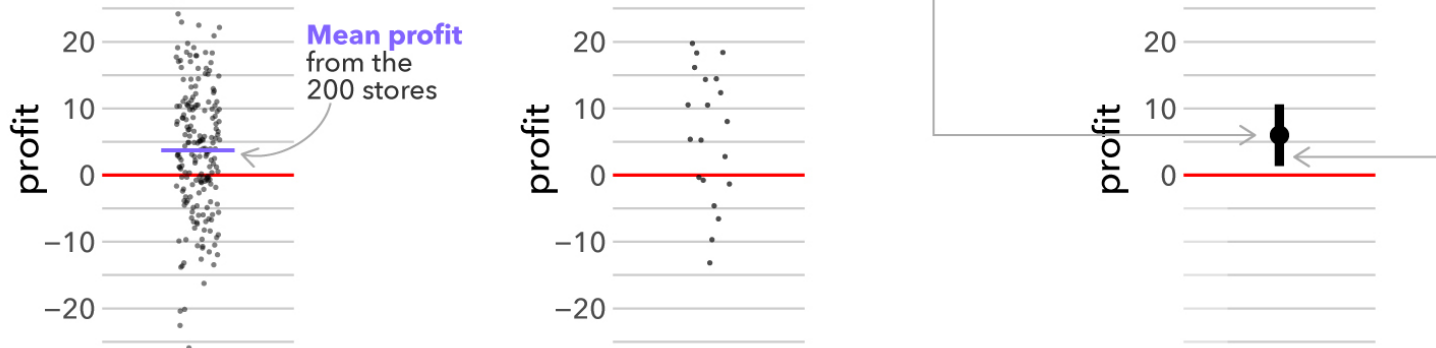
30 _____
.

However, you only receive the sales data for 20 stores, and you have to make the decision based on this limited information.

30 _____
.

To help you with the decision, your business analyst used statistics and created a plot which shows the **mean of the 20 data points**. Since there are only 20 data points, this estimate of the mean will be uncertain. The **vertical bar depicts the uncertainty** in this estimate as a 50% confidence interval

30 _____
.



Note: A 50% confidence interval is constructed such that if we repeated this process many times, roughly 50% of the constructed intervals would contain the true mean.

Q84.

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** it (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.

How you will be rewarded

In each trial, the maximum number of points you can earn will be around 100-150.

Training

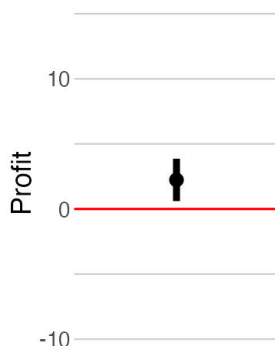
On the next page, you will be presented with a training trials. You will receive feedback on how you performed on these tasks. There are a total of five training trials. Your points in the training will be reset before the actual task begins.

	region profit > 0	region profit < 0
Mark a region as profitable	Win 50 points	Lose 150 points
Mark a region as not profitable	Lose 40 points	Win 10 points

8regions_train_desc.

Trial number: 1/5

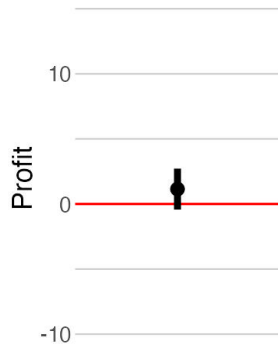
Which of the regions are profitable?



8regions_train_q1.

☒ Profitable

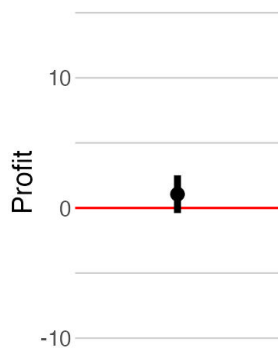
☐ Not Profitable



8regions_train_q2.

☒ Profitable

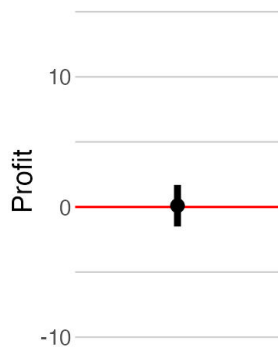
☐ Not Profitable



8regions_train_q3.

☒ Profitable

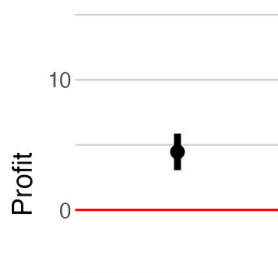
☐ Not Profitable

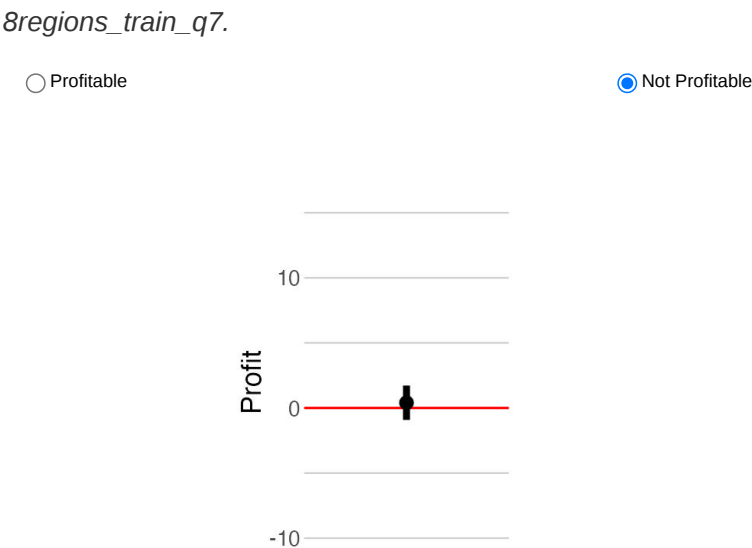
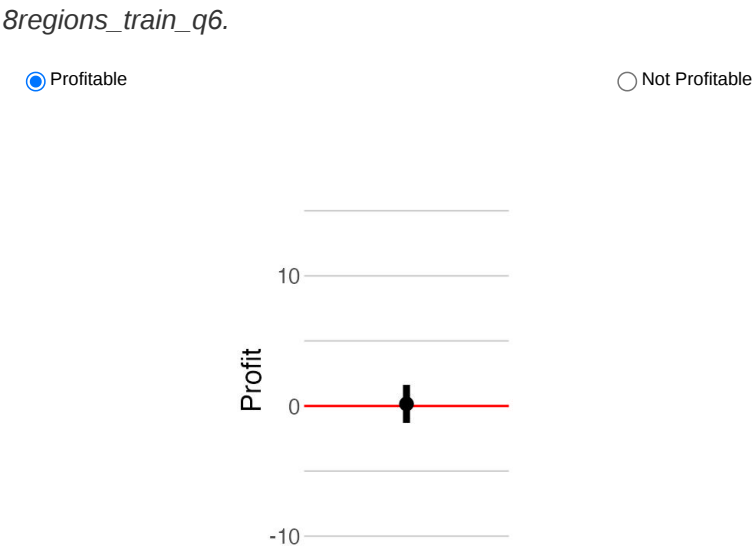
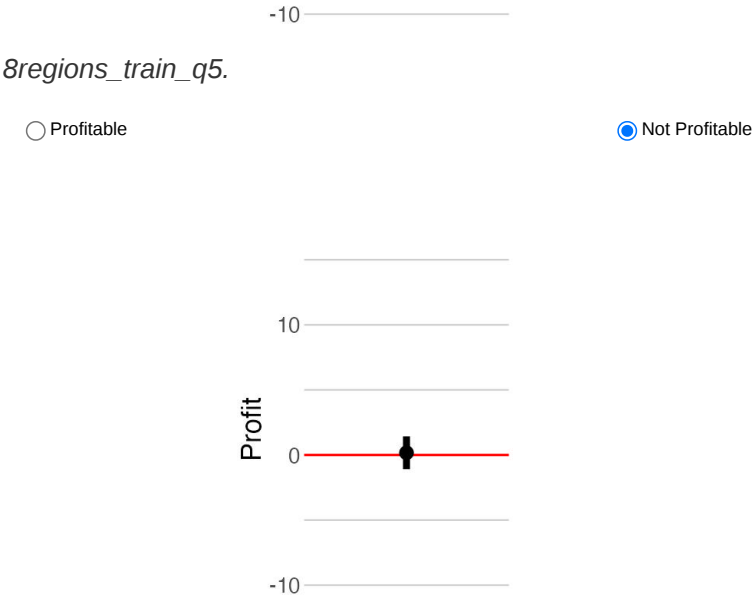


8regions_train_q4.

☐ Profitable

☒ Not Profitable







8regions_feedback.

Below we indicate which of the regions were actually profitable, as well as which decisions you made **correctly** and **incorrectly**:

8regions_feedback_q1. 

8regions_feedback_q2. 

8regions_feedback_q3. 

8regions_feedback_q4. 

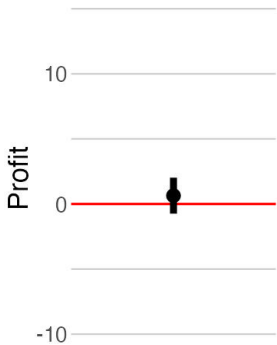
8regions_feedback_q5. 

8regions_feedback_q6. 

8regions_feedback_q7. 

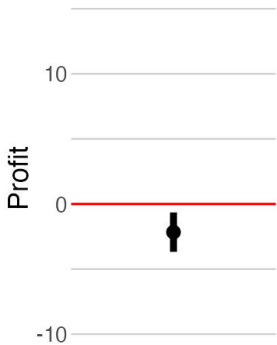
8regions_feedback_q8. 

8regions_train_desc.
Trial number: 2/5
Which of the regions are profitable?



8regions_train_q1.

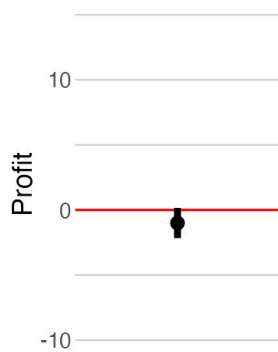
☐ Profitable ☒ Not Profitable



8regions_train_q2.

☐ Profitable

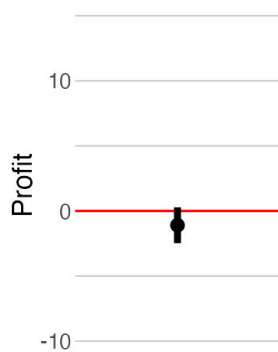
☒ Not Profitable



8regions_train_q3.

☒ Profitable

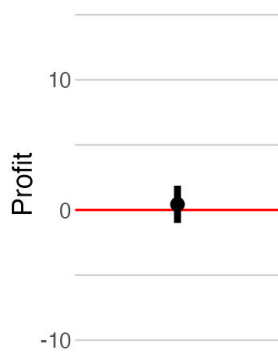
☐ Not Profitable



8regions_train_q4.

☐ Profitable

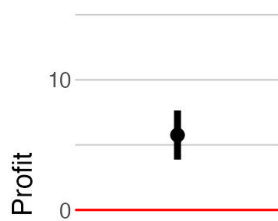
☒ Not Profitable



8regions_train_q5.

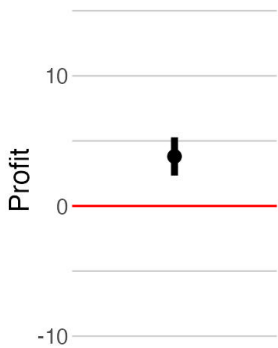
☐ Profitable

☒ Not Profitable



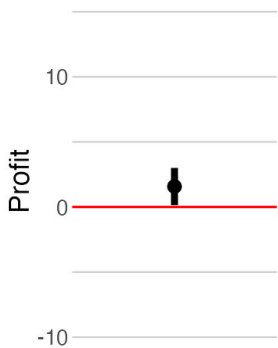
8regions_train_q6.

☐ Profitable ☒ Not Profitable



8regions_train_q7.

☒ Profitable ☐ Not Profitable



8regions_train_q8.

☒ Profitable ☐ Not Profitable

8regions_feedback.
Below we indicate which of the regions were actually profitable, as well as which decisions you made **correctly** and **incorrectly**:

8regions_feedback_q1.


8regions_feedback_q2.


8regions_feedback_q3.

8regions_feedback_q4.

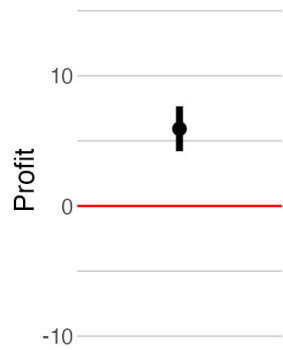
8regions_feedback_q5.

8regions_feedback_q6. 

8regions_feedback_q7. 

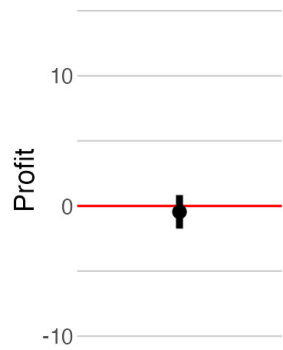
8regions_feedback_q8. 

8regions_train_desc.
Trial number: 3/5
Which of the regions are profitable?



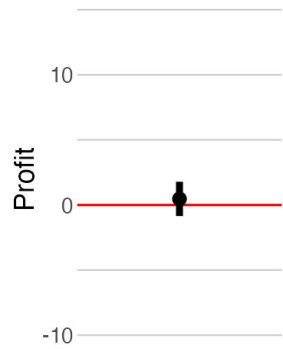
8regions_train_q1.

☒ Profitable ☐ Not Profitable



8regions_train_q2.

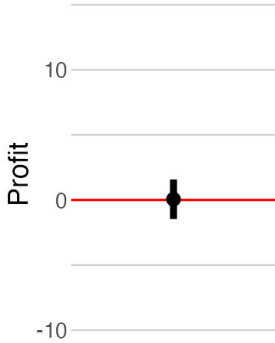
☐ Profitable ☒ Not Profitable



8regions_train_q3.

☐ Profitable

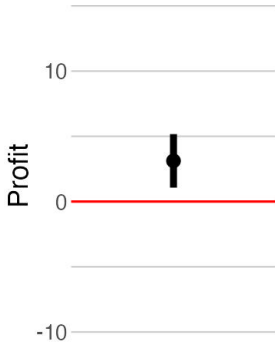
☒ Not Profitable



8regions_train_q4.

☒ Profitable

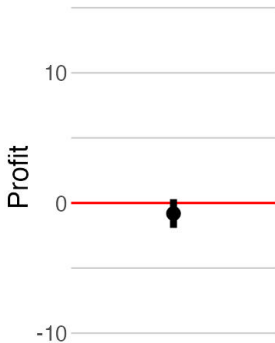
☐ Not Profitable



8regions_train_q5.

☐ Profitable

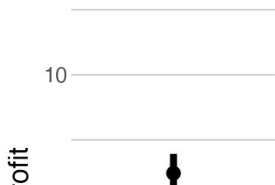
☒ Not Profitable

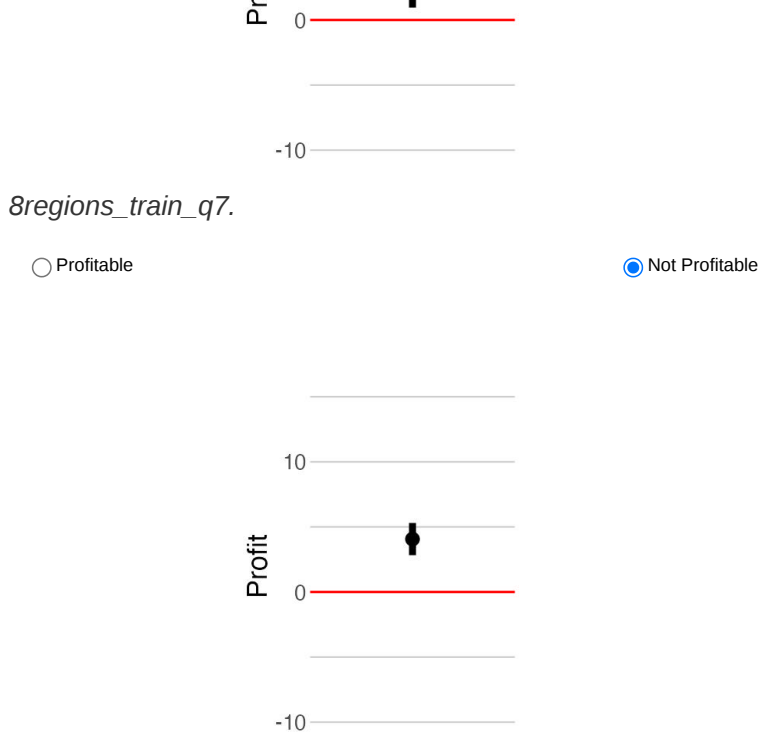


8regions_train_q6.

☐ Profitable

☒ Not Profitable





8regions_feedback.

Below we indicate which of the regions were actually profitable, as well as which decisions you made **correctly** and **incorrectly**:

8regions_feedback_q1.

8regions_feedback_q2.

8regions_feedback_q3.

8regions_feedback_q4.

8regions_feedback_q5.

8regions_feedback_q6.

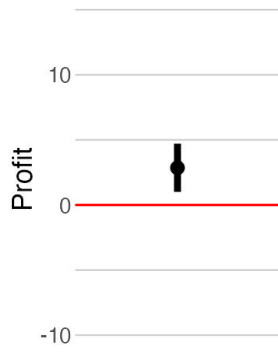
8regions_feedback_q7.

8regions_feedback_q8.

8regions_train_desc.

Trial number: 4/5

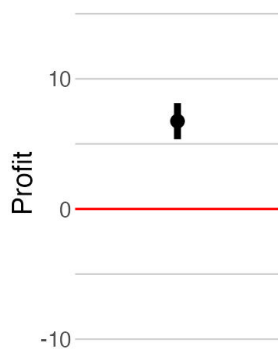
Which of the regions are profitable?



8regions_train_q1.

☐ Profitable

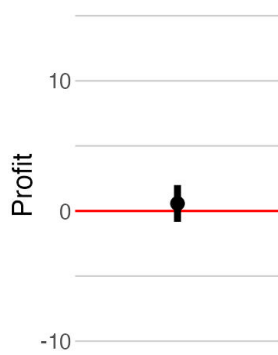
☒ Not Profitable



8regions_train_q2.

☐ Profitable

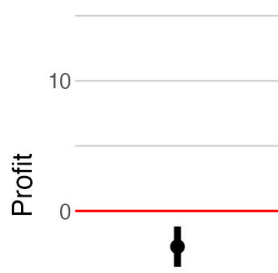
☒ Not Profitable



8regions_train_q3.

☒ Profitable

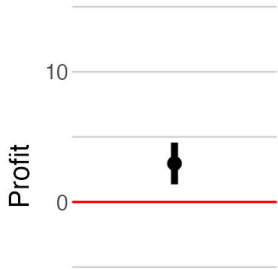
☐ Not Profitable



8regions_train_q4.

☒ Profitable

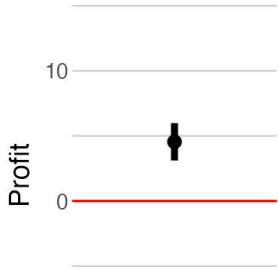
☐ Not Profitable



8regions_train_q5.

☐ Profitable

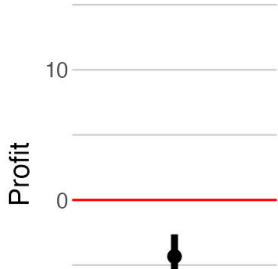
☒ Not Profitable



8regions_train_q6.

☒ Profitable

☐ Not Profitable

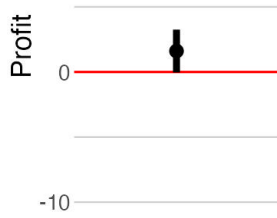


8regions_train_q7.

☐ Profitable

☒ Not Profitable





8regions_train_q8.

☒ Profitable

☐ Not Profitable

8regions_feedback.

Below we indicate which of the regions were actually profitable, as well as which decisions you made **correctly** and **incorrectly**:


8regions_feedback_q1. 

8regions_feedback_q2. 

8regions_feedback_q3. 

8regions_feedback_q4. 

8regions_feedback_q5. 

8regions_feedback_q6. 

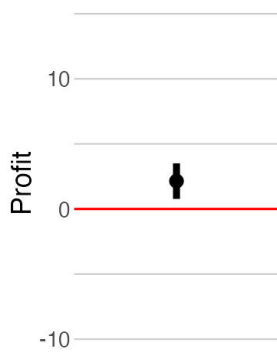
8regions_feedback_q7. 

8regions_feedback_q8. 

8regions_train_desc.

Trial number: 5/5

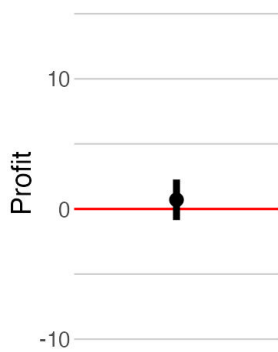
Which of the regions are profitable?



8regions_train_q1.

☒ Profitable

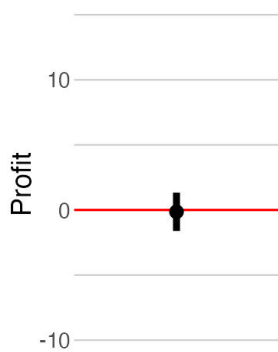
☐ Not Profitable



8regions_train_q2.

☐ Profitable

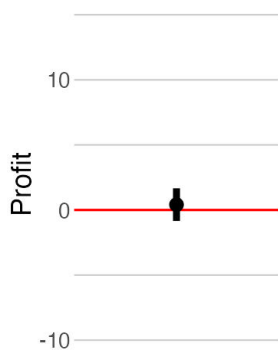
☒ Not Profitable



8regions_train_q3.

☒ Profitable

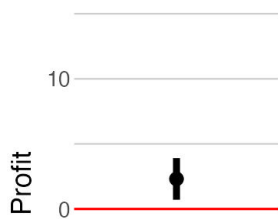
☐ Not Profitable



8regions_train_q4.

☒ Profitable

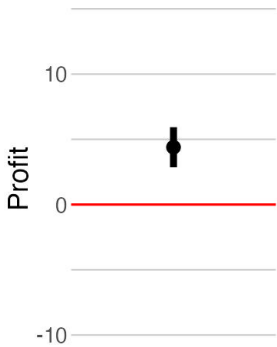
☐ Not Profitable



8regions_train_q5.

☐ Profitable

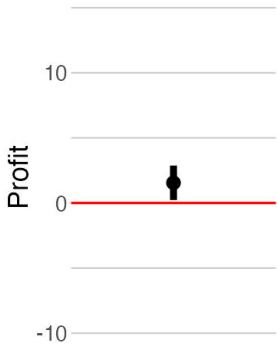
☒ Not Profitable



8regions_train_q6.

☒ Profitable

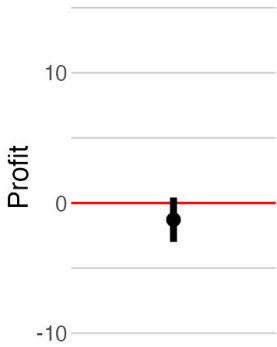
☐ Not Profitable



8regions_train_q7.

☒ Profitable

☐ Not Profitable



8regions_train_q8.

☐ Profitable

☒ Not Profitable

8regions_feedback.

Below we indicate which of the regions were actually profitable, as well as which decisions you made **correctly** and **incorrectly**:

8regions_feedback_q1. 

8regions_feedback_q2. 

8regions_feedback_q3. 

8regions_feedback_q4. 

8regions_feedback_q5. 

8regions_feedback_q6. 

8regions_feedback_q7. 

8regions_feedback_q8. 

Q34.

Review

You will now be moving on the actual tasks for this study.

In your training, you earned a total of **1390 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.

nregions_intro.

On the next page you will be presented with the data for 12 regions (i.e. you will be presented with 12 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).

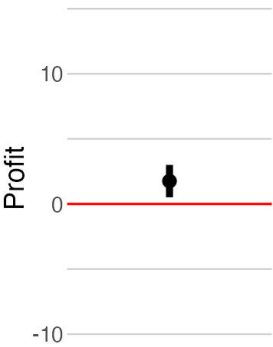
- ✓ If you think a region is profitable on average and **mark it as profitable** it (based on the data from the 20 stores), and that region **does have** an average profit greater than zero based on all 200 stores, you will receive 50 points.
- ✓ If you **mark a region as not profitable**, and that region **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.

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.

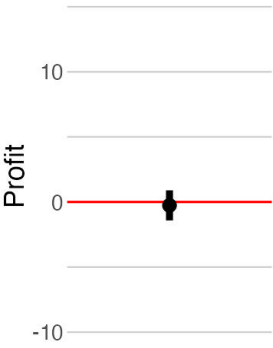
		region profit > 0	region profit < 0
Mark a region as	profitable	Win 50 points	Lose 150 points
	not profitable	Lose 40 points	Win 10 points

12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



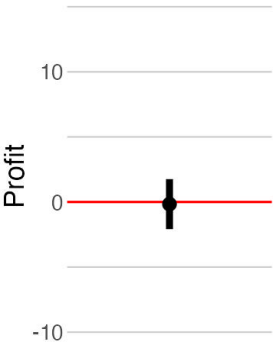
12regions_trial_q1.

☐ Profitable ☒ Not Profitable



12regions_trial_q2.

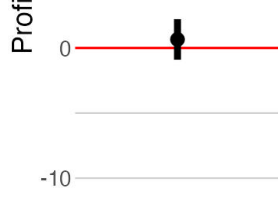
☐ Profitable ☒ Not Profitable



12regions_trial_q3.

☐ Profitable ☒ Not Profitable

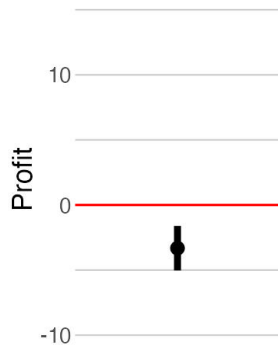




12regions_trial_q4.

☐ Profitable

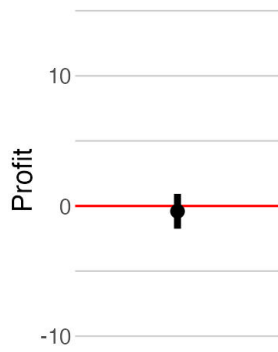
☒ Not Profitable



12regions_trial_q5.

☐ Profitable

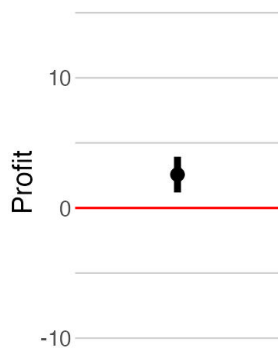
☒ Not Profitable



12regions_trial_q6.

☐ Profitable

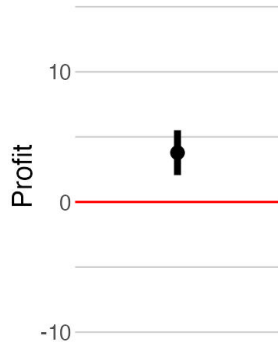
☒ Not Profitable



12regions_trial_q7.

☐ Profitable

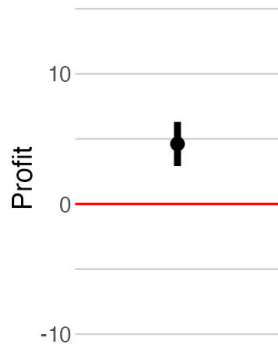
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

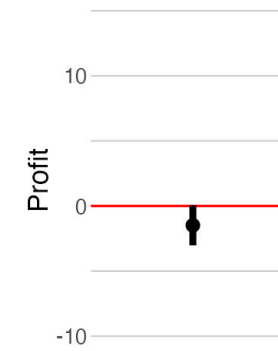
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

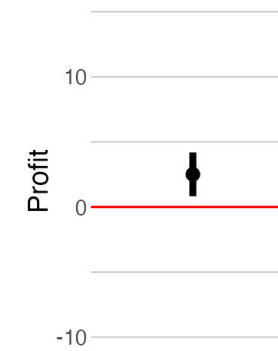
☒ Not Profitable



12regions_trial_q10.

☐ Profitable

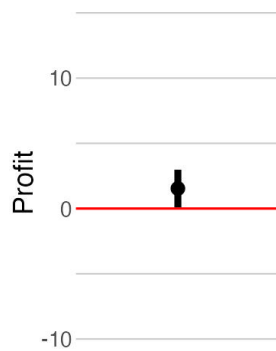
☒ Not Profitable



12regions_trial_q11.

☐ Profitable

☒ Not Profitable



12regions_trial_q12.

☐ Profitable

☒ Not Profitable

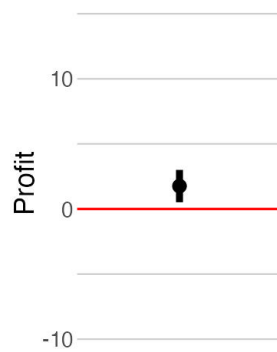
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

12regions_trial_desc.

Trial number: /10

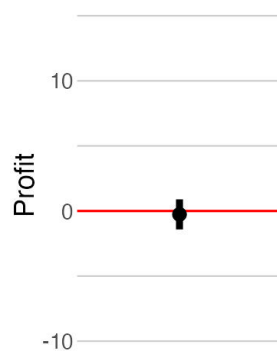
Which of the regions are profitable?



12regions_trial_q1.

☐ Profitable

☒ Not Profitable



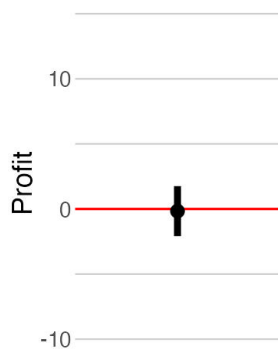
12regions_trial_q2.

☐ Profitable

☒ Not Profitable

☐ Profitable

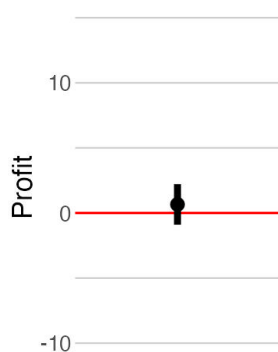
☒ Not Profitable



12regions_trial_q3.

☐ Profitable

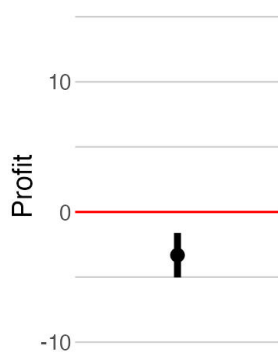
☒ Not Profitable



12regions_trial_q4.

☐ Profitable

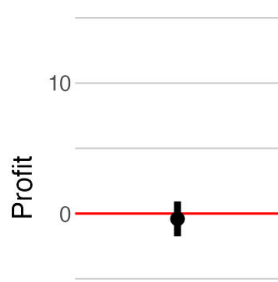
☒ Not Profitable



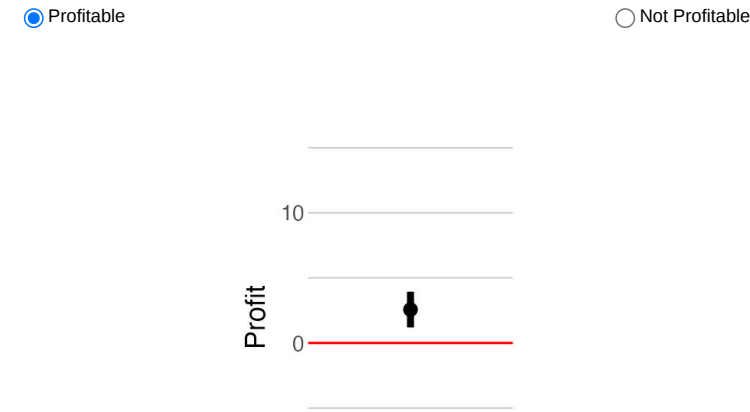
12regions_trial_q5.

☐ Profitable

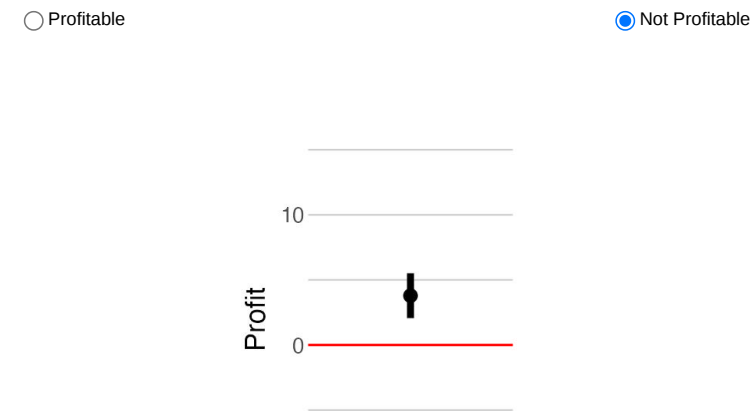
☒ Not Profitable



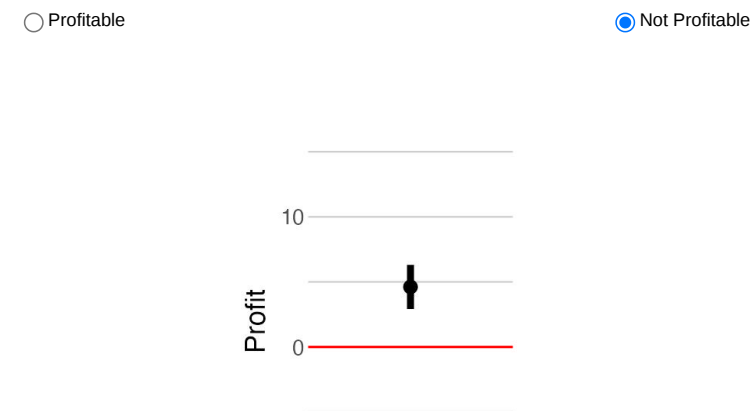
12regions_trial_q6.



12regions_trial_q7.

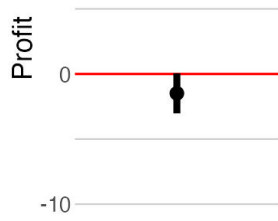


12regions_trial_q8.



12regions_trial_q9.

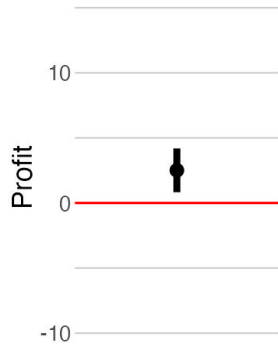




12regions_trial_q10.

☐ Profitable

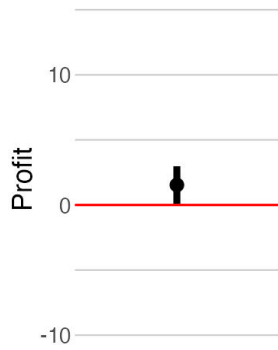
☒ Not Profitable



12regions_trial_q11.

☐ Profitable

☒ Not Profitable



12regions_trial_q12.

☐ Profitable

☒ Not Profitable

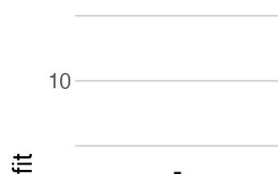
attention_check_fail. Sorry you failed the attention check

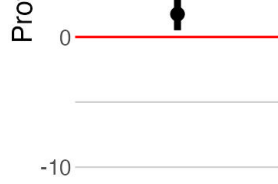
This question was not displayed to the respondent.

12regions_trial_desc.

Trial number: /10

Which of the regions are profitable?

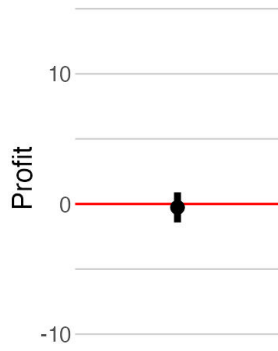




12regions_trial_q1.

☒ Profitable

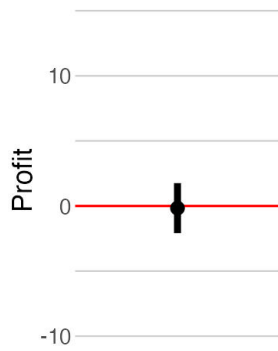
☐ Not Profitable



12regions_trial_q2.

☒ Profitable

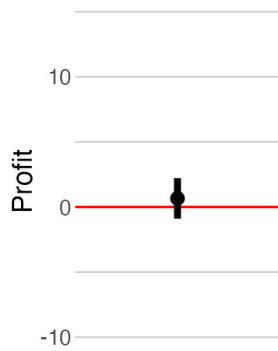
☐ Not Profitable



12regions_trial_q3.

☒ Profitable

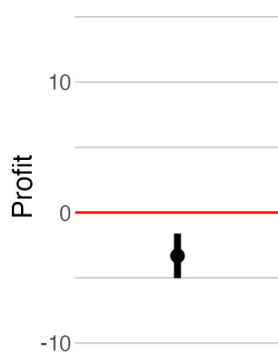
☐ Not Profitable



12regions_trial_q4.

☒ Profitable

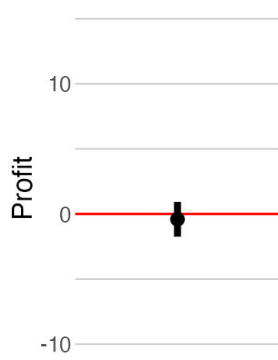
☐ Not Profitable



12regions_trial_q5.

☒ Profitable

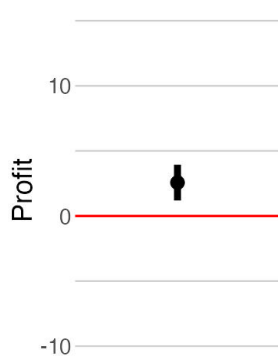
☐ Not Profitable



12regions_trial_q6.

☒ Profitable

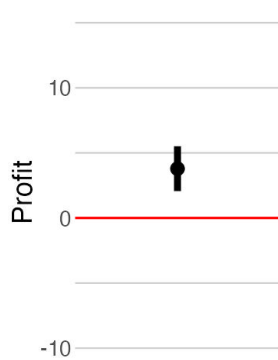
☐ Not Profitable



12regions_trial_q7.

☒ Profitable

☐ Not Profitable

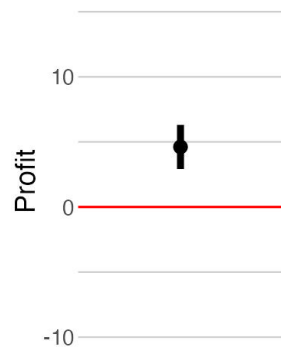


12regions_trial_q8.

12regions_trial_q8.

☒ Profitable

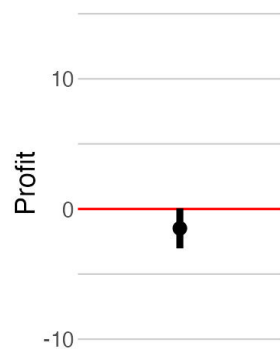
☐ Not Profitable



12regions_trial_q9.

☒ Profitable

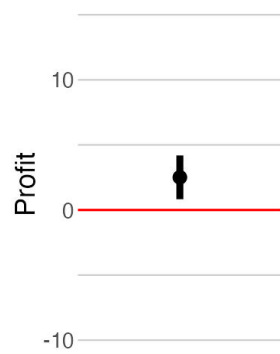
☐ Not Profitable



12regions_trial_q10.

☒ Profitable

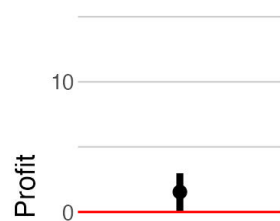
☐ Not Profitable



12regions_trial_q11.

☒ Profitable

☐ Not Profitable





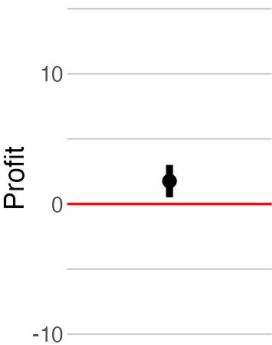
12regions_trial_q12.

☒ Profitable ☐ Not Profitable

attention_check_fail. Sorry you failed the attention check

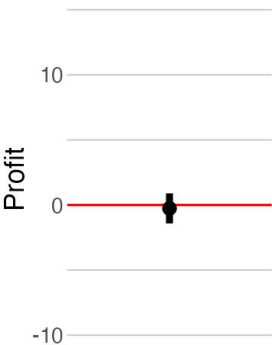
This question was not displayed to the respondent.

12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



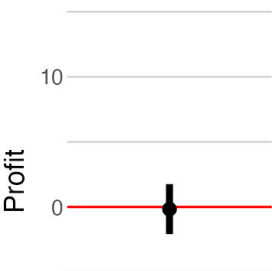
12regions_trial_q1.

☐ Profitable ☒ Not Profitable



12regions_trial_q2.

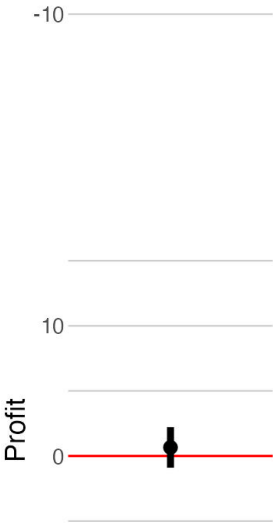
☐ Profitable ☒ Not Profitable



12regions_trial_q3.

☐ Profitable

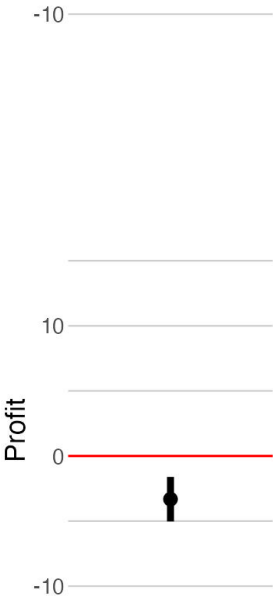
☒ Not Profitable



12regions_trial_q4.

☐ Profitable

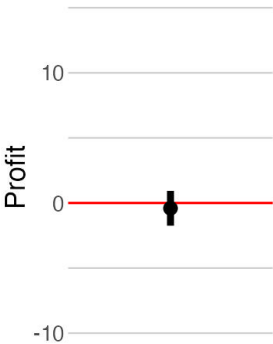
☒ Not Profitable



12regions_trial_q5.

☐ Profitable

☒ Not Profitable

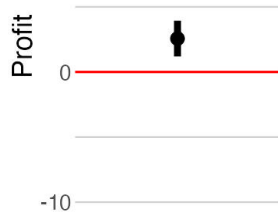


12regions_trial_q6.

☐ Profitable

☒ Not Profitable

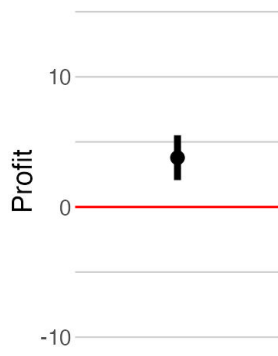




12regions_trial_q7.

☐ Profitable

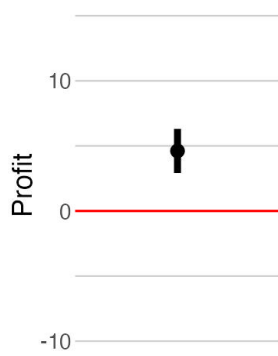
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

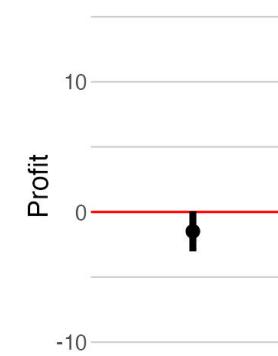
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

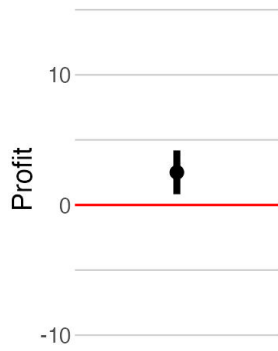
☒ Not Profitable



12regions_trial_q10.

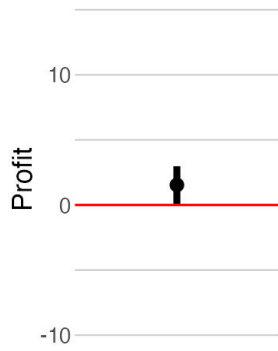
☐ Profitable

☒ Not Profitable



12regions_trial_q11.

☐ Profitable ☒ Not Profitable



12regions_trial_q12.

☐ Profitable ☒ Not Profitable

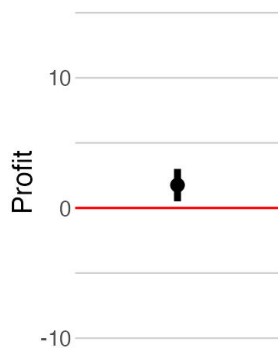
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

12regions_trial_desc.

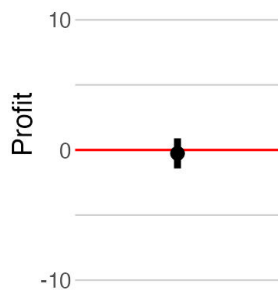
Trial number: /10

Which of the regions are profitable?



12regions_trial_q1.

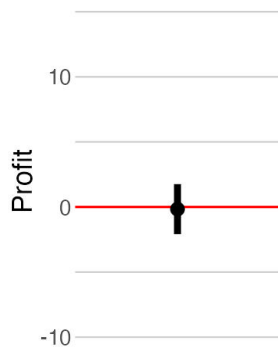
☐ Profitable ☒ Not Profitable



12regions_trial_q2.

☐ Profitable

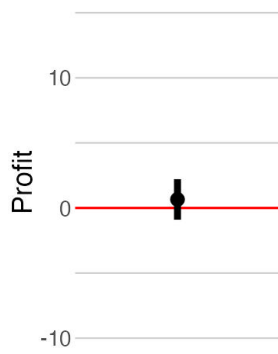
☒ Not Profitable



12regions_trial_q3.

☐ Profitable

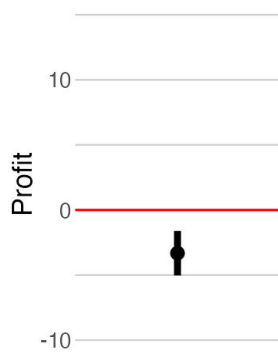
☒ Not Profitable



12regions_trial_q4.

☐ Profitable

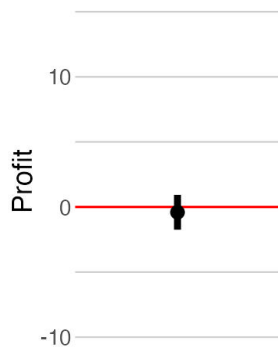
☒ Not Profitable



12regions_trial_q5.

☒ Profitable

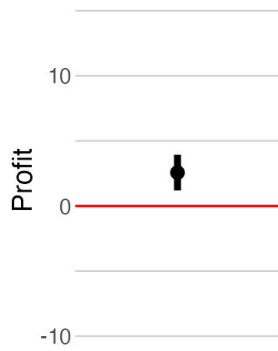
☐ Not Profitable



12regions_trial_q6.

☐ Profitable

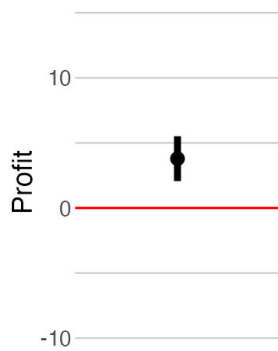
☒ Not Profitable



12regions_trial_q7.

☐ Profitable

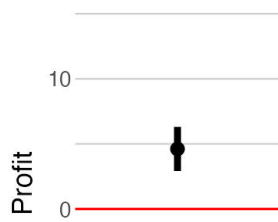
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

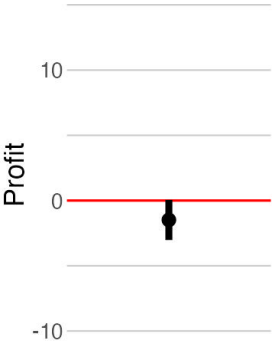
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

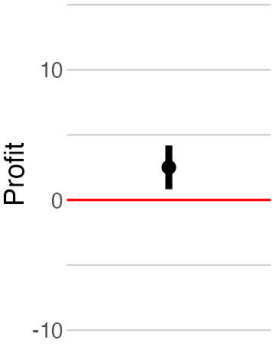
☒ Not Profitable



12regions_trial_q10.

☐ Profitable

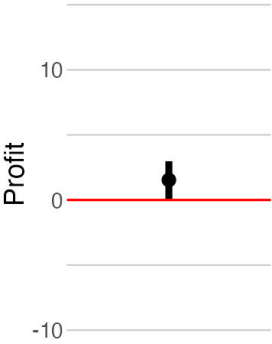
☒ Not Profitable



12regions_trial_q11.

☐ Profitable

☒ Not Profitable



12regions_trial_q12.

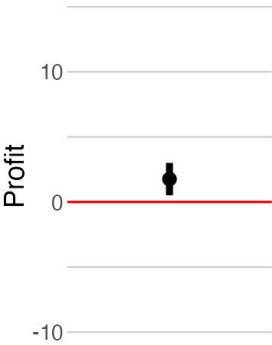
☐ Profitable

☒ Not Profitable

attention_check_fail. Sorry you failed the attention check

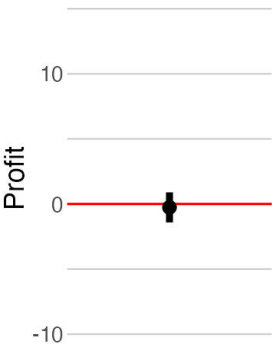
This question was not displayed to the respondent.

12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



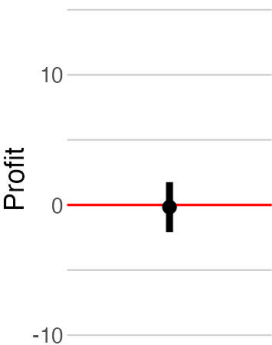
12regions_trial_q1.

☐ Profitable ☒ Not Profitable



12regions_trial_q2.

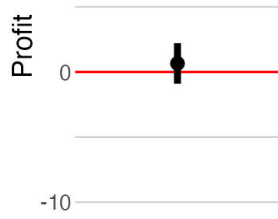
☐ Profitable ☒ Not Profitable



12regions_trial_q3.

☐ Profitable ☒ Not Profitable

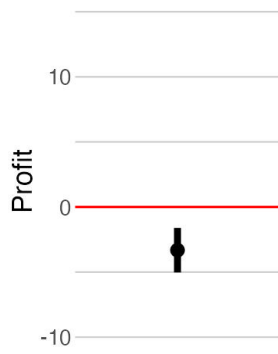




12regions_trial_q4.

☐ Profitable

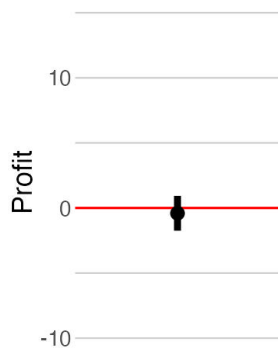
☒ Not Profitable



12regions_trial_q5.

☒ Profitable

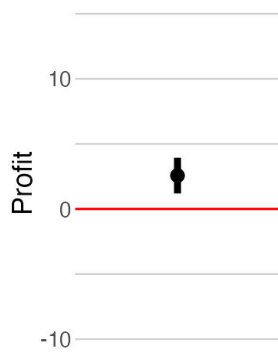
☐ Not Profitable



12regions_trial_q6.

☐ Profitable

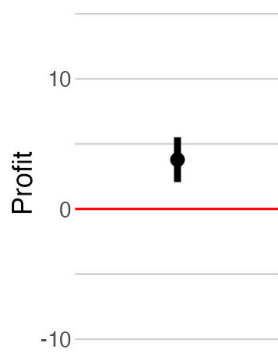
☒ Not Profitable



12regions_trial_q7.

☐ Profitable

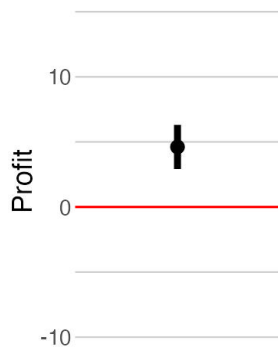
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

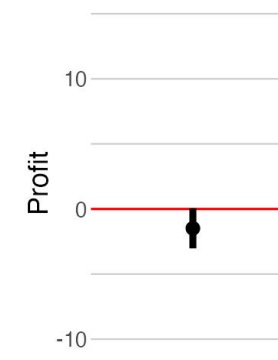
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

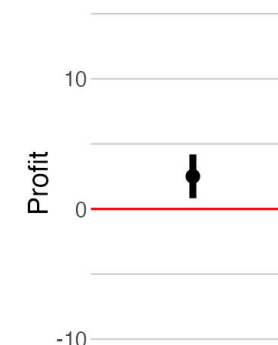
☒ Not Profitable



12regions_trial_q10.

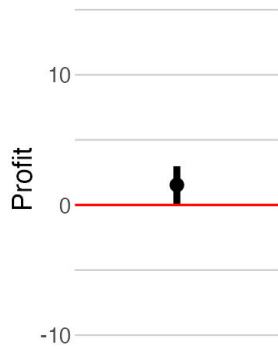
☐ Profitable

☒ Not Profitable



12regions_trial_q11.

☐ Profitable ☒ Not Profitable



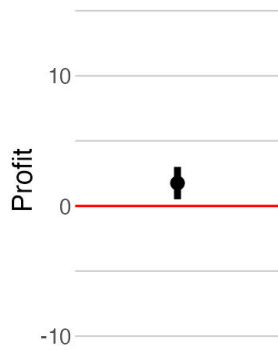
12regions_trial_q12.

☒ Profitable ☐ Not Profitable

attention_check_fail. Sorry you failed the attention check

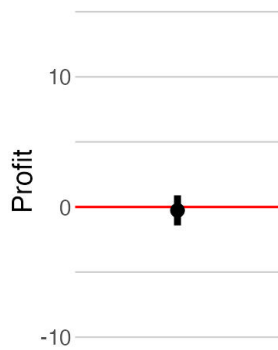
This question was not displayed to the respondent.

12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



12regions_trial_q1.

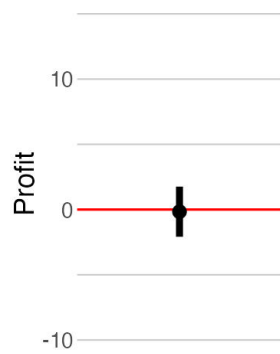
☐ Profitable ☒ Not Profitable



12regions_trial_q2.

☐ Profitable

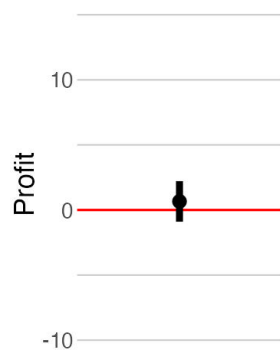
☒ Not Profitable



12regions_trial_q3.

☐ Profitable

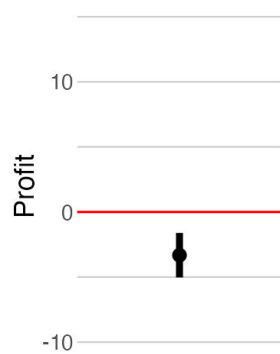
☒ Not Profitable



12regions_trial_q4.

☐ Profitable

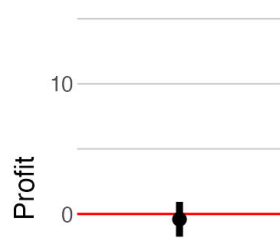
☒ Not Profitable



12regions_trial_q5.

☐ Profitable

☒ Not Profitable



12regions_trial_q6.

☒ Profitable

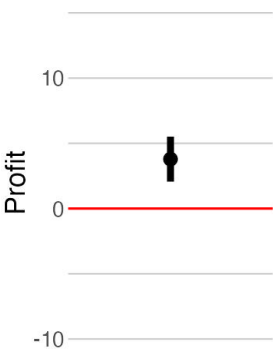
☐ Not Profitable



12regions_trial_q7.

☐ Profitable

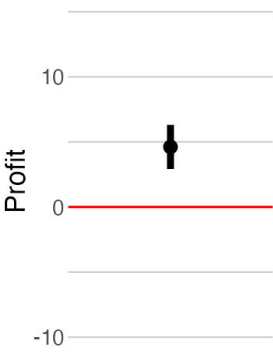
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

☒ Not Profitable

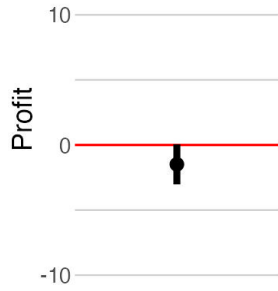


12regions_trial_q9.

☐ Profitable

☒ Not Profitable

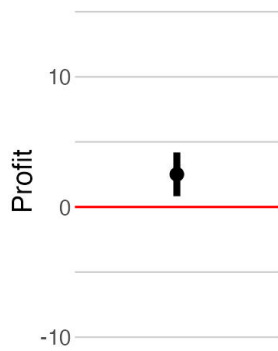




12regions_trial_q10.

☐ Profitable

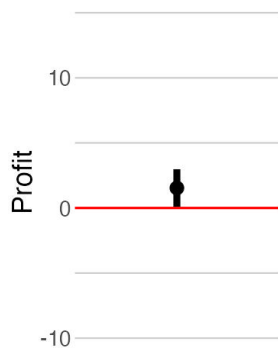
☒ Not Profitable



12regions_trial_q11.

☒ Profitable

☐ Not Profitable



12regions_trial_q12.

☐ Profitable

☒ Not Profitable

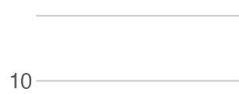
attention_check_fail. Sorry you failed the attention check

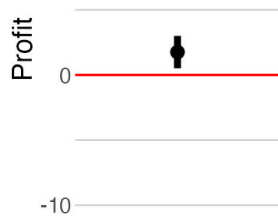
This question was not displayed to the respondent.

12regions_trial_desc.

Trial number: /10

Which of the regions are profitable?

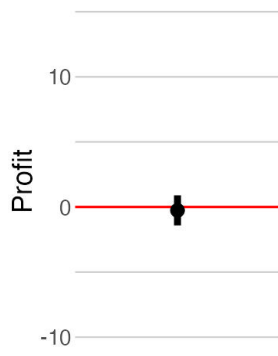




12regions_trial_q1.

☐ Profitable

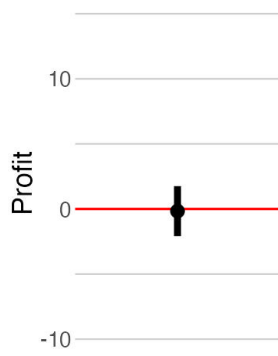
☒ Not Profitable



12regions_trial_q2.

☒ Profitable

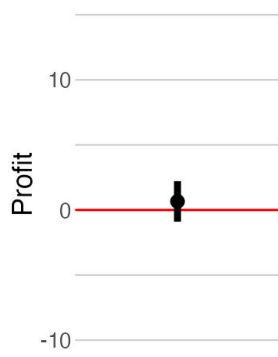
☐ Not Profitable



12regions_trial_q3.

☐ Profitable

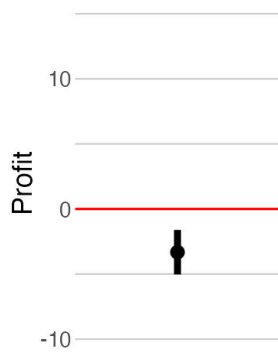
☒ Not Profitable



12regions_trial_q4.

☐ Profitable

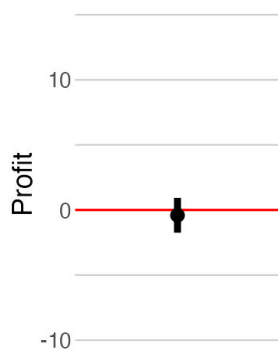
☒ Not Profitable



12regions_trial_q5.

☐ Profitable

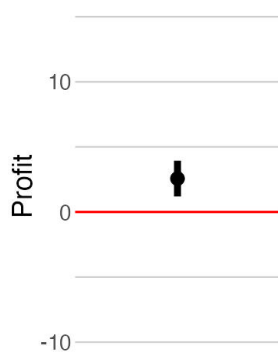
☒ Not Profitable



12regions_trial_q6.

☐ Profitable

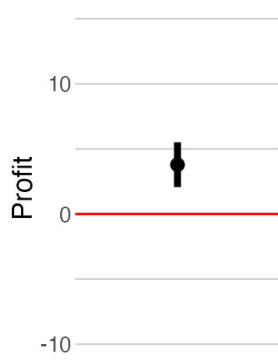
☒ Not Profitable



12regions_trial_q7.

☐ Profitable

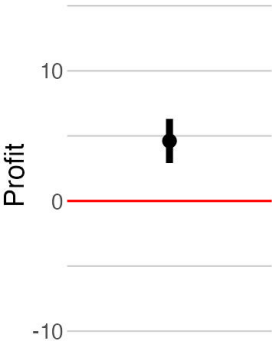
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

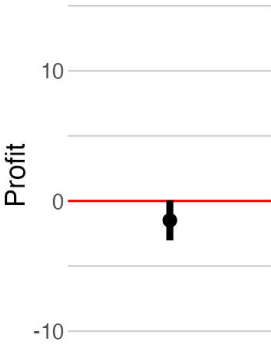
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

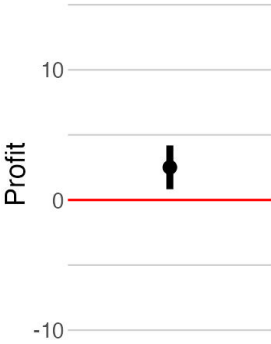
☒ Not Profitable



12regions_trial_q10.

☐ Profitable

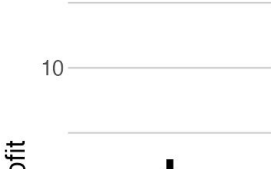
☒ Not Profitable

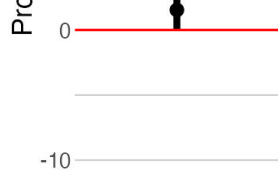


12regions_trial_q11.

☐ Profitable

☒ Not Profitable





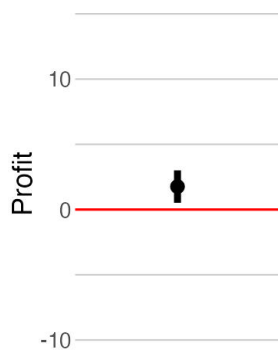
12regions_trial_q12.

☐ Profitable ☒ Not Profitable

attention_check_fail. Sorry you failed the attention check

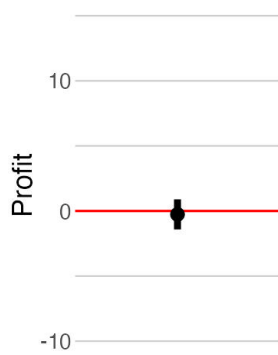
This question was not displayed to the respondent.

12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



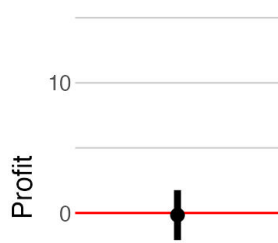
12regions_trial_q1.

☐ Profitable ☒ Not Profitable



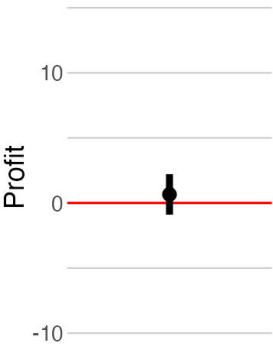
12regions_trial_q2.

☐ Profitable ☒ Not Profitable



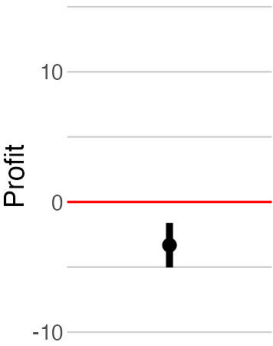
12regions_trial_q3.

☐ Profitable ☒ Not Profitable



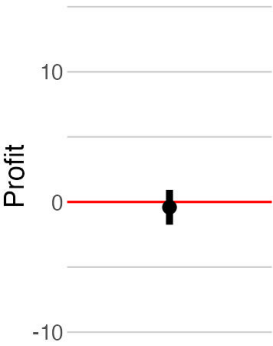
12regions_trial_q4.

☐ Profitable ☒ Not Profitable



12regions_trial_q5.

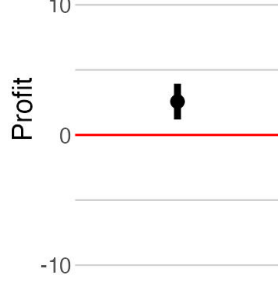
☒ Profitable ☐ Not Profitable



12regions_trial_q6.

☐ Profitable ☒ Not Profitable

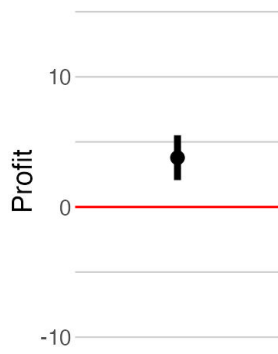




12regions_trial_q7.

☐ Profitable

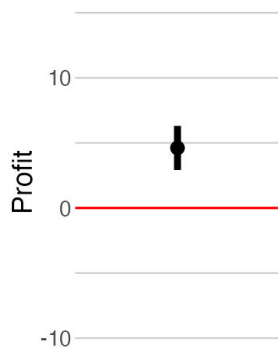
☒ Not Profitable



12regions_trial_q8.

☐ Profitable

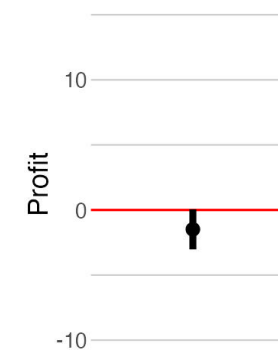
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

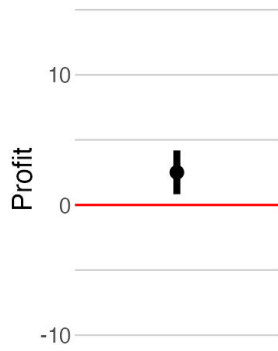
☒ Not Profitable



12regions_trial_q10.

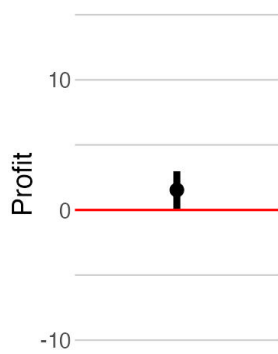
☒ Profitable

☐ Not Profitable



12regions_trial_q11.

☐ Profitable ☒ Not Profitable



12regions_trial_q12.

☐ Profitable ☒ Not Profitable

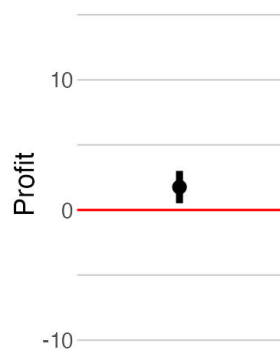
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

12regions_trial_desc.

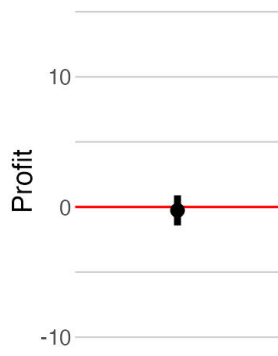
Trial number: /10

Which of the regions are profitable?



12regions_trial_q1.

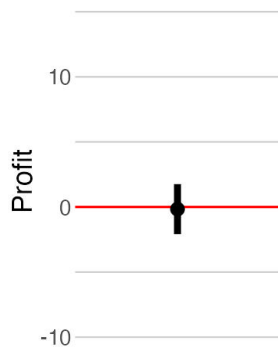
☒ Profitable ☐ Not Profitable



12regions_trial_q2.

☐ Profitable

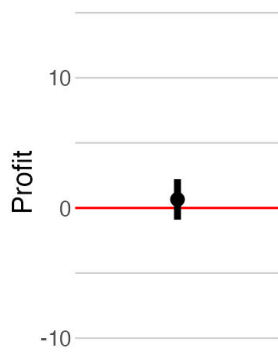
☒ Not Profitable



12regions_trial_q3.

☐ Profitable

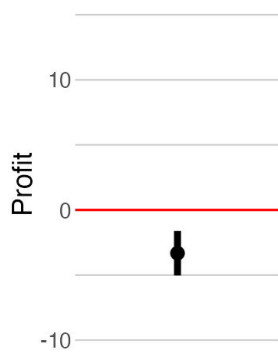
☒ Not Profitable



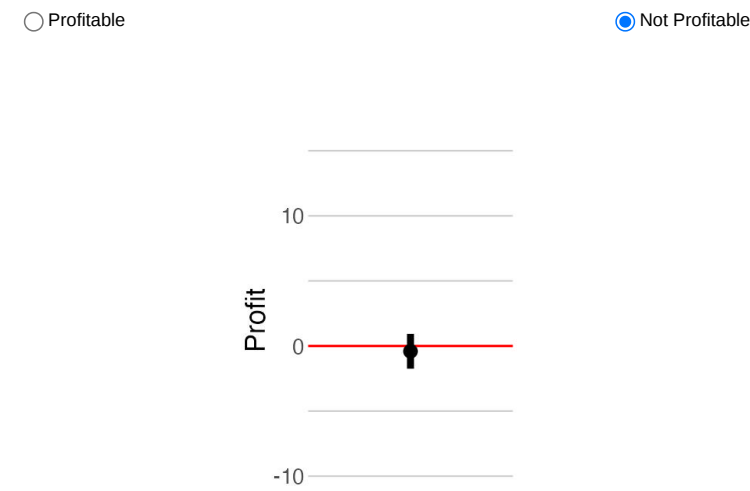
12regions_trial_q4.

☐ Profitable

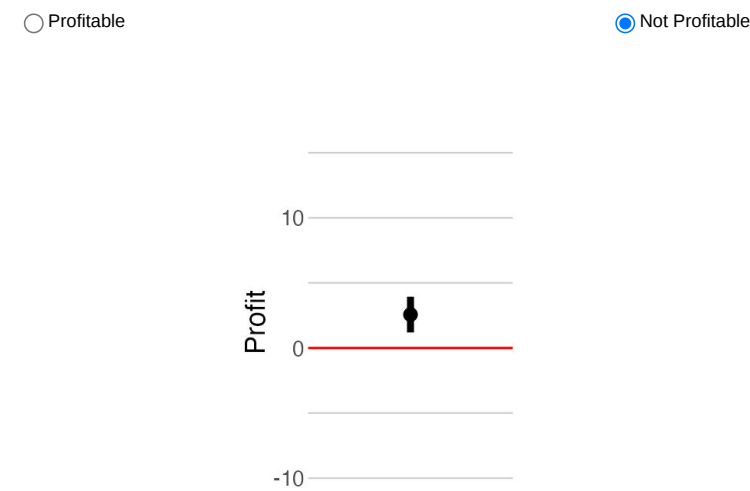
☒ Not Profitable



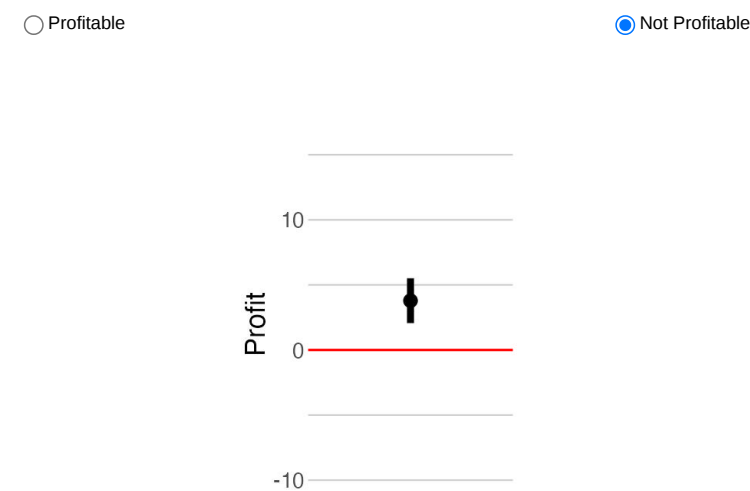
12regions_trial_q5.



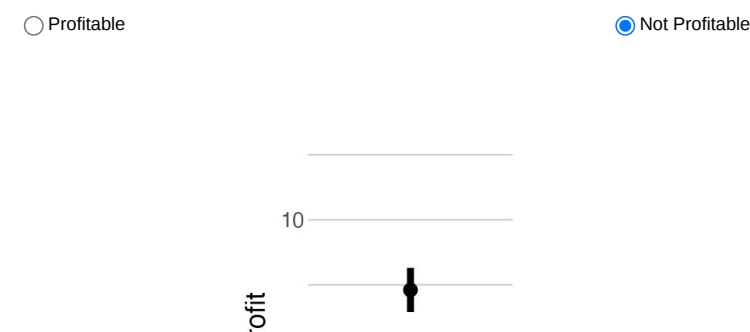
12regions_trial_q6.

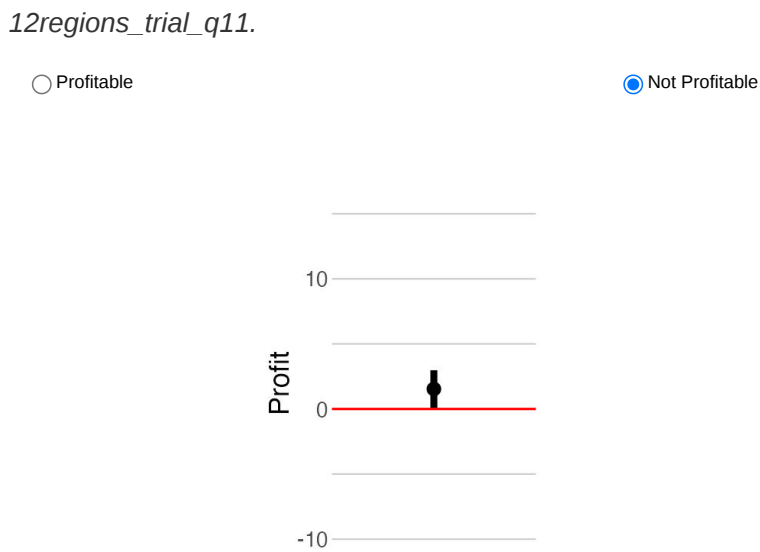
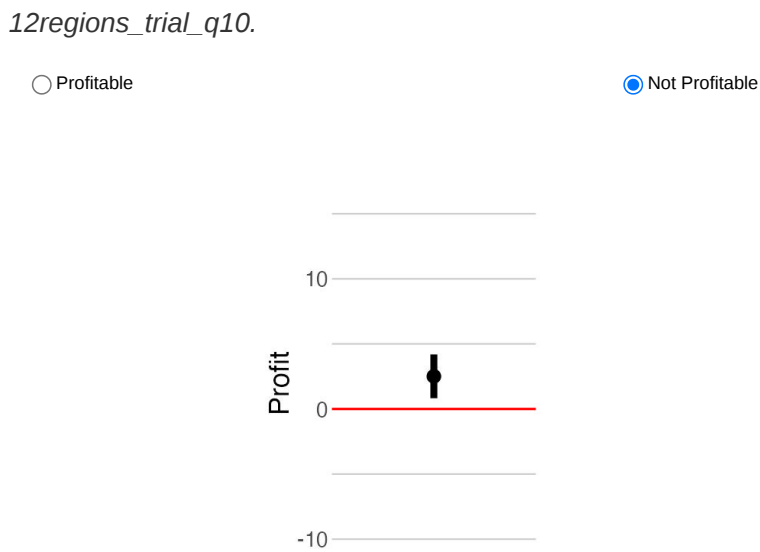
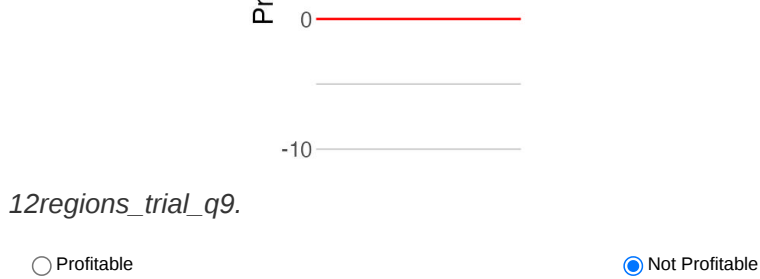


12regions_trial_q7.

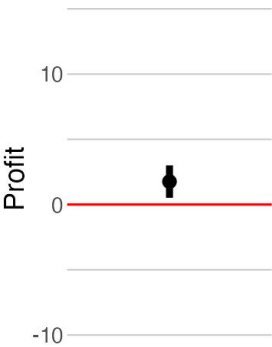


12regions_trial_q8.



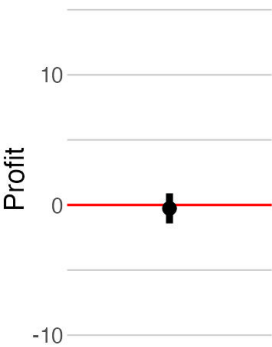


12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



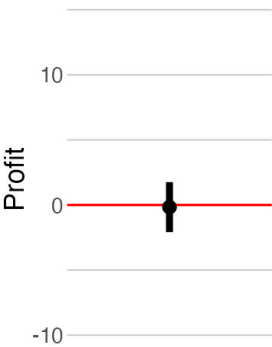
12regions_trial_q1.

☐ Profitable ☒ Not Profitable



12regions_trial_q2.

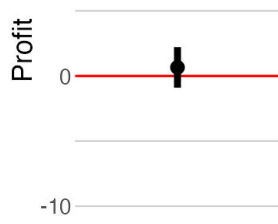
☐ Profitable ☒ Not Profitable



12regions_trial_q3.

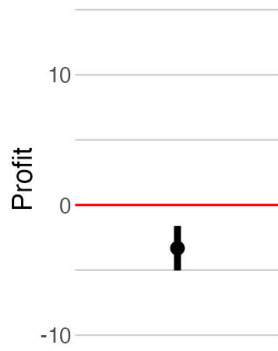
☐ Profitable ☒ Not Profitable





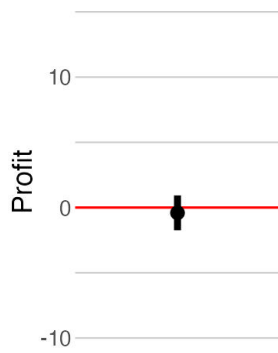
12regions_trial_q4.

☐ Profitable ☒ Not Profitable



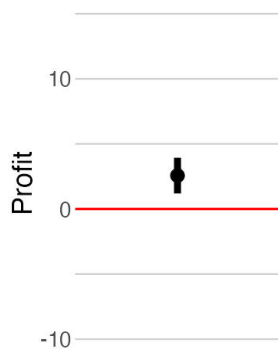
12regions_trial_q5.

☐ Profitable ☒ Not Profitable



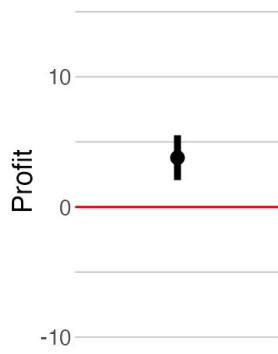
12regions_trial_q6.

☐ Profitable ☒ Not Profitable



12regions_trial_q7.

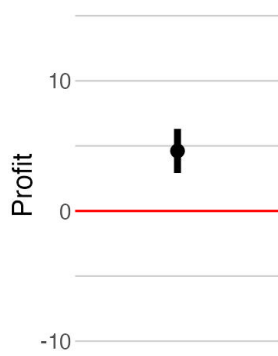
☐ Profitable ☒ Not Profitable



12regions_trial_q8.

☐ Profitable

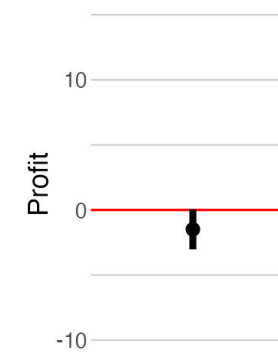
☒ Not Profitable



12regions_trial_q9.

☐ Profitable

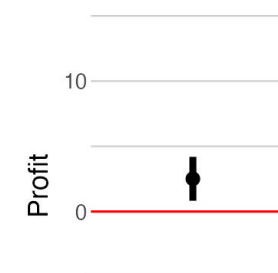
☒ Not Profitable

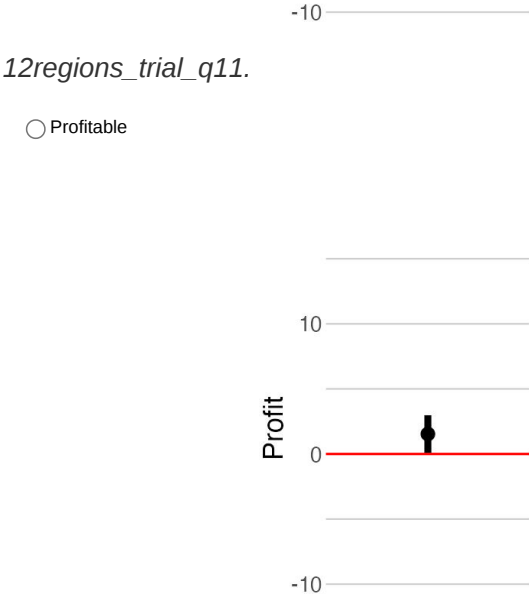


12regions_trial_q10.

☐ Profitable

☒ Not Profitable





attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

Q85.
Test

nregions_intro.

On the next page you will be presented with the data for 12 regions (i.e. you will be presented with 12 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** it (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.

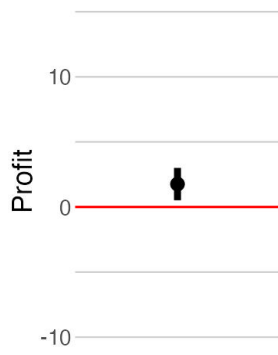
Note:
It is possible that you may end up with negative points. Please do not worry if that is the case. You are still guaranteed the minimum of \$5 for your participation.

	region profit > 0	region profit < 0
Mark a region as profitable	Win 50 points	Lose 150 points
Mark a region as not profitable	Lose 40 points	Win 10 points

16regions_trial_desc.

Trial number: /10

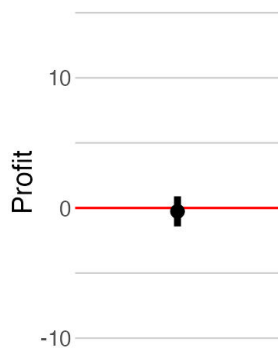
Which of the regions are profitable?



16regions_trial_q1.

☐ Profitable

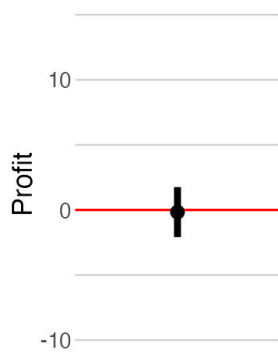
☒ Not Profitable



16regions_trial_q2.

☐ Profitable

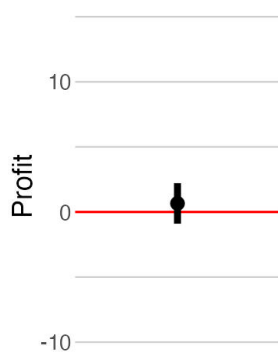
☒ Not Profitable



16regions_trial_q3.

☐ Profitable

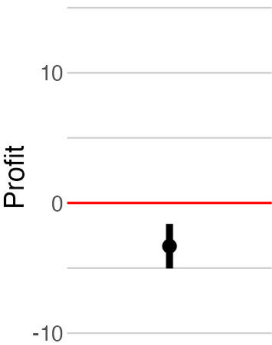
☒ Not Profitable



16regions_trial_q4.

☐ Profitable

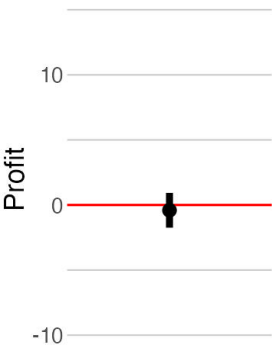
☒ Not Profitable



16regions_trial_q5.

☐ Profitable

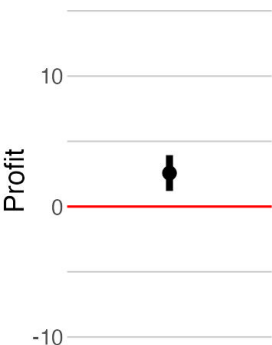
☒ Not Profitable



16regions_trial_q6.

☐ Profitable

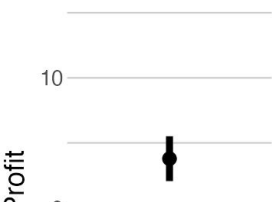
☒ Not Profitable



16regions_trial_q7.

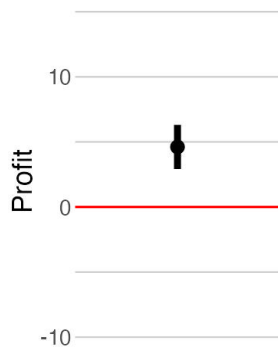
☐ Profitable

☒ Not Profitable



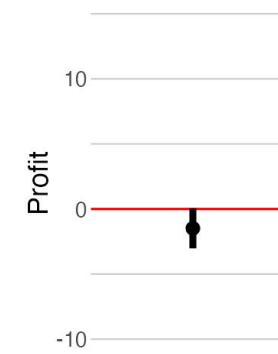
16regions_trial_q8.

☐ Profitable ☒ Not Profitable



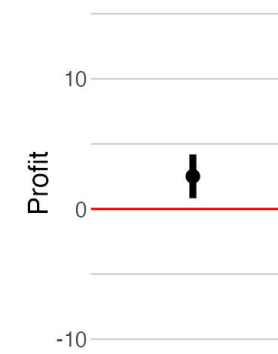
16regions_trial_q9.

☐ Profitable ☒ Not Profitable



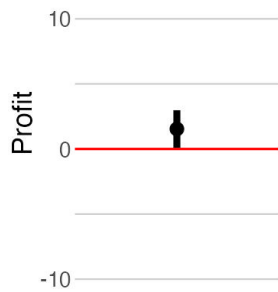
16regions_trial_q10.

☐ Profitable ☒ Not Profitable



16regions_trial_q11.

☐ Profitable ☒ Not Profitable



16regions_trial_q12.

☐ Profitable ☒ Not Profitable

16regions_trial_q13. 

☐ Profitable ☒ Not Profitable

16regions_trial_q14. 

☐ Profitable ☒ Not Profitable

16regions_trial_q15. 

☐ Profitable ☒ Not Profitable

16regions_trial_q16. 

☐ Profitable ☒ Not Profitable

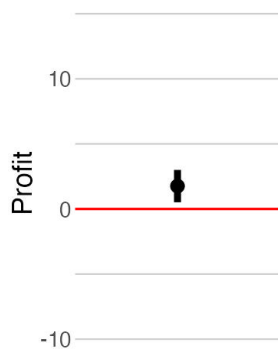
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

16regions_trial_desc.

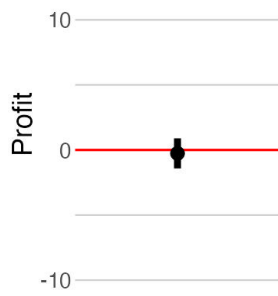
Trial number: /10

Which of the regions are profitable?



16regions_trial_q1.

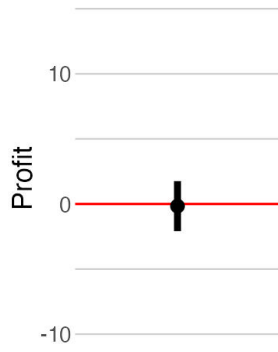
☒ Profitable ☐ Not Profitable



16regions_trial_q2.

☐ Profitable

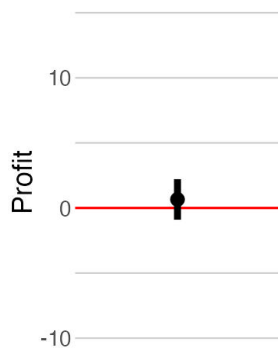
☒ Not Profitable



16regions_trial_q3.

☐ Profitable

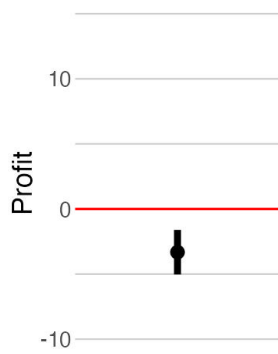
☒ Not Profitable



16regions_trial_q4.

☐ Profitable

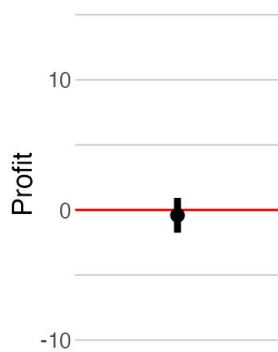
☒ Not Profitable



16regions_trial_q5.

☐ Profitable

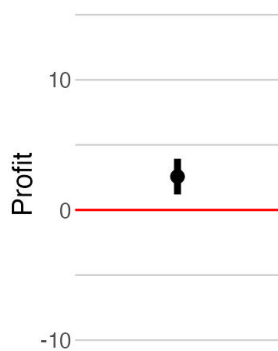
☒ Not Profitable



16regions_trial_q6.

☐ Profitable

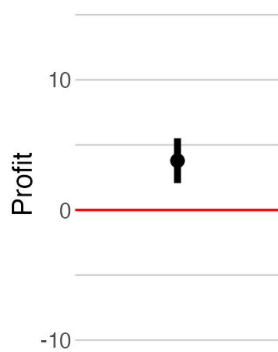
☒ Not Profitable



16regions_trial_q7.

☐ Profitable

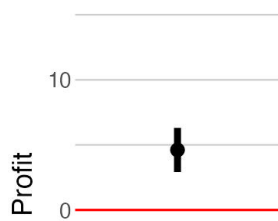
☒ Not Profitable



16regions_trial_q8.

☐ Profitable

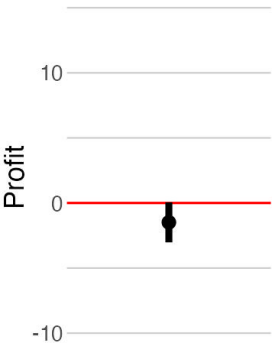
☒ Not Profitable



16regions_trial_q9.

☒ Profitable

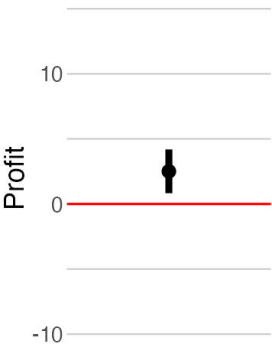
☐ Not Profitable



16regions_trial_q10.

☐ Profitable

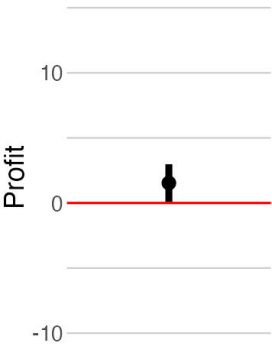
☒ Not Profitable



16regions_trial_q11.

☐ Profitable

☒ Not Profitable



16regions_trial_q12.

☐ Profitable

☒ Not Profitable

16regions_trial_q13. 

☐ Profitable

☒ Not Profitable

16regions_trial_q14.

☐ Profitable ☒ Not Profitable

16regions_trial_q15.

☐ Profitable ☒ Not Profitable

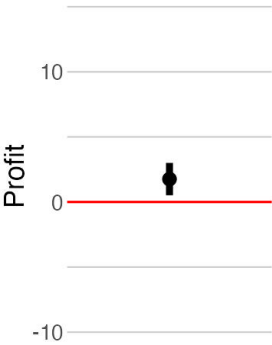
16regions_trial_q16.

☐ Profitable ☒ Not Profitable

attention_check_fail. Sorry you failed the attention check

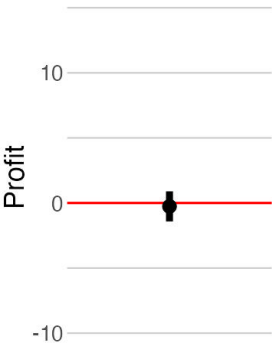
This question was not displayed to the respondent.

16regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



16regions_trial_q1.

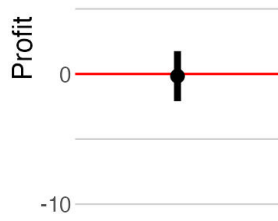
☒ Profitable ☐ Not Profitable



16regions_trial_q2.

☒ Profitable ☐ Not Profitable

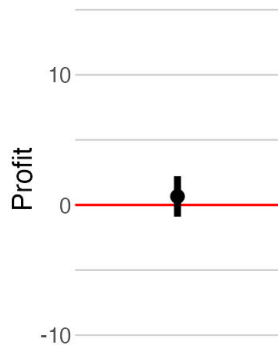




16regions_trial_q3.

☒ Profitable

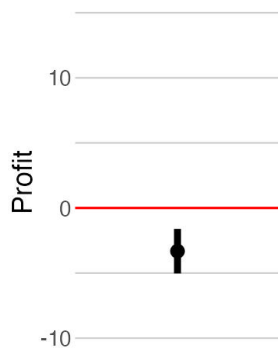
☐ Not Profitable



16regions_trial_q4.

☒ Profitable

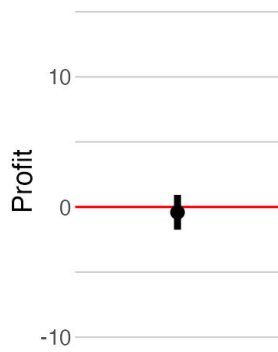
☐ Not Profitable



16regions_trial_q5.

☒ Profitable

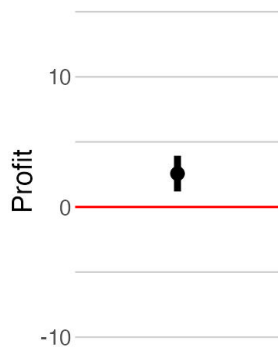
☐ Not Profitable



16regions_trial_q6.

☒ Profitable

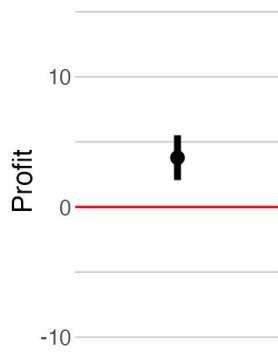
☐ Not Profitable



16regions_trial_q7.

☒ Profitable

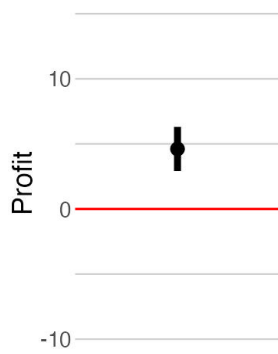
☐ Not Profitable



16regions_trial_q8.

☒ Profitable

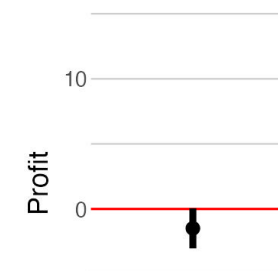
☐ Not Profitable

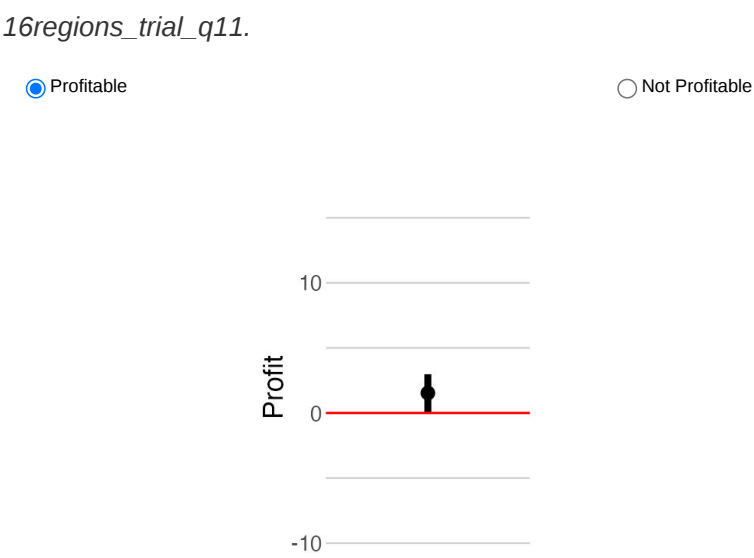
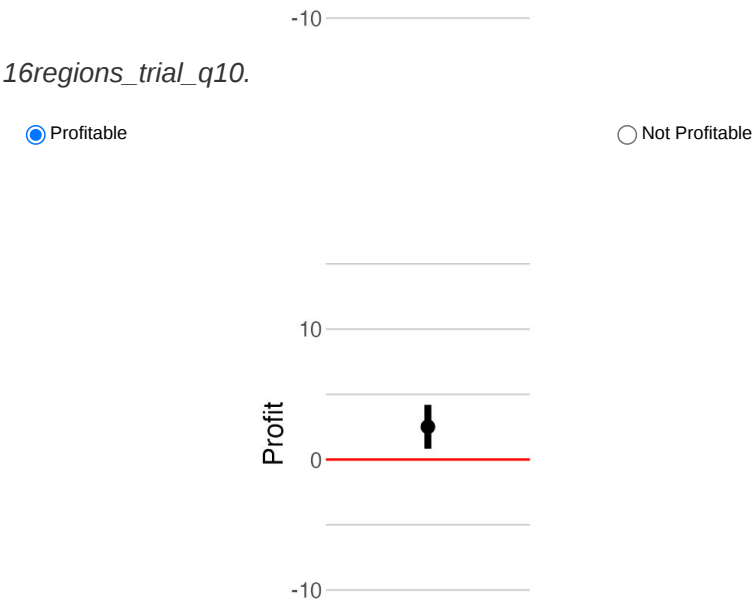


16regions_trial_q9.

☒ Profitable

☐ Not Profitable

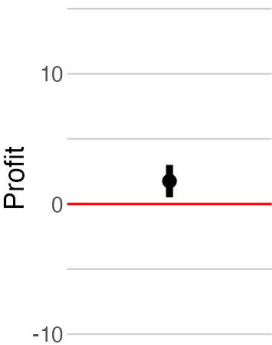




attention_check_fail. Sorry you failed the attention check

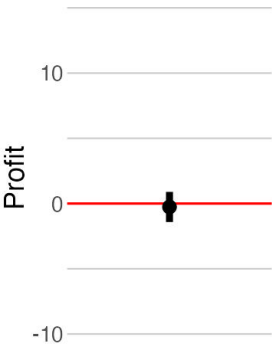
This question was not displayed to the respondent.

16regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



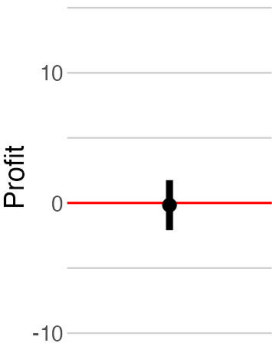
16regions_trial_q1.

☐ Profitable ☒ Not Profitable



16regions_trial_q2.

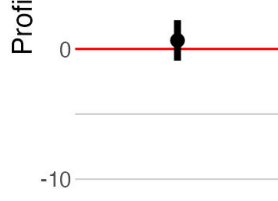
☐ Profitable ☒ Not Profitable



16regions_trial_q3.

☐ Profitable ☒ Not Profitable

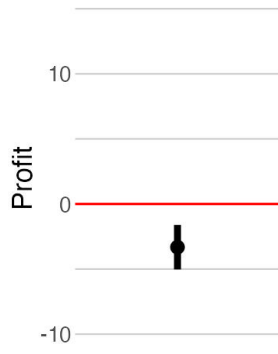




16regions_trial_q4.

☐ Profitable

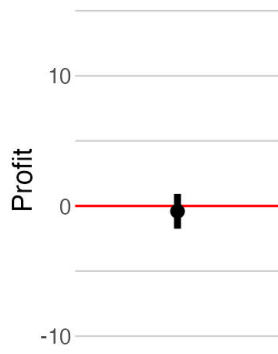
☒ Not Profitable



16regions_trial_q5.

☐ Profitable

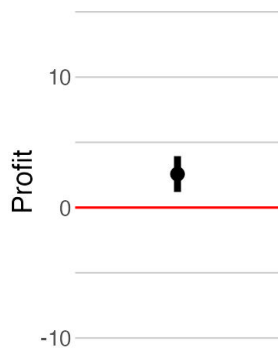
☒ Not Profitable



16regions_trial_q6.

☐ Profitable

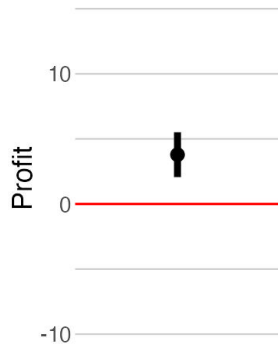
☒ Not Profitable



16regions_trial_q7.

☐ Profitable

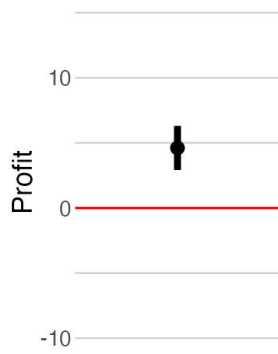
☒ Not Profitable



16regions_trial_q8.

☒ Profitable

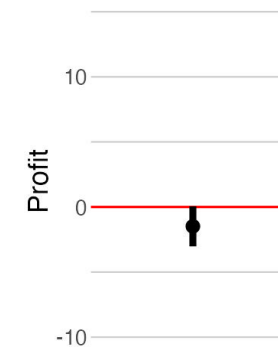
☐ Not Profitable



16regions_trial_q9.

☐ Profitable

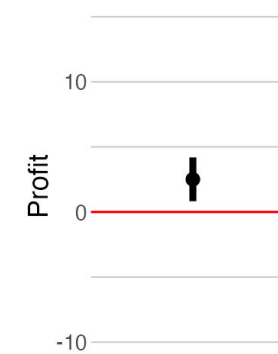
☒ Not Profitable



16regions_trial_q10.

☐ Profitable

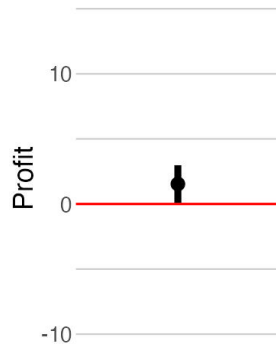
☒ Not Profitable



16regions_trial_q11.

☐ Profitable

☒ Not Profitable



16regions_trial_q12.

☐ Profitable

☒ Not Profitable

16regions_trial_q13. 

☐ Profitable

☒ Not Profitable

16regions_trial_q14. 

☒ Profitable

☐ Not Profitable

16regions_trial_q15. 

☐ Profitable

☒ Not Profitable

16regions_trial_q16. 

☐ Profitable

☒ Not Profitable

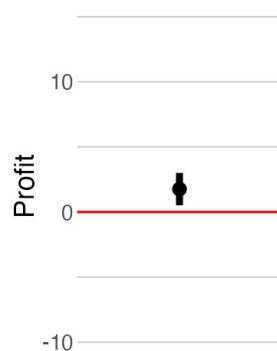
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

16regions_trial_desc.

Trial number: /10

Which of the regions are profitable?

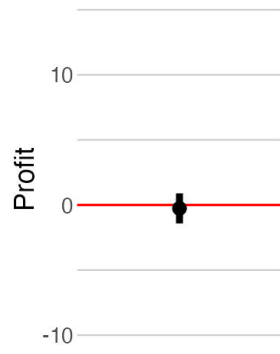


16regions_trial_q1

16regions_trial_q1.

☐ Profitable

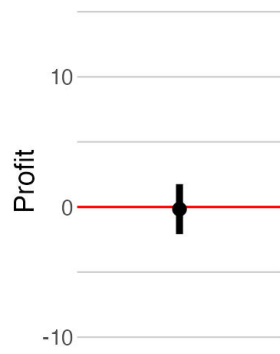
☒ Not Profitable



16regions_trial_q2.

☐ Profitable

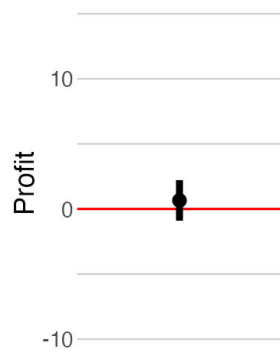
☒ Not Profitable



16regions_trial_q3.

☐ Profitable

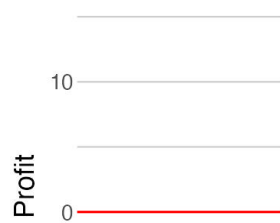
☒ Not Profitable



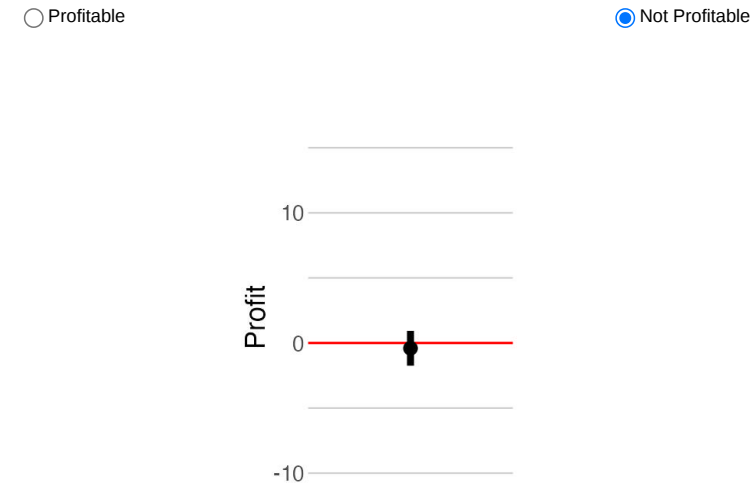
16regions_trial_q4.

☐ Profitable

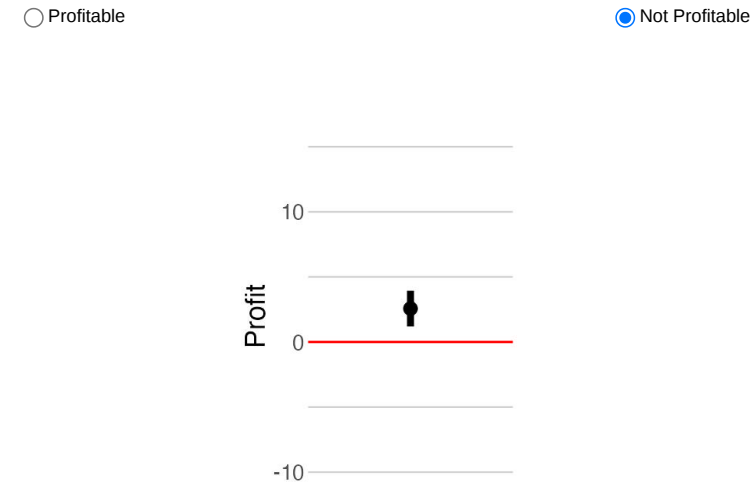
☒ Not Profitable



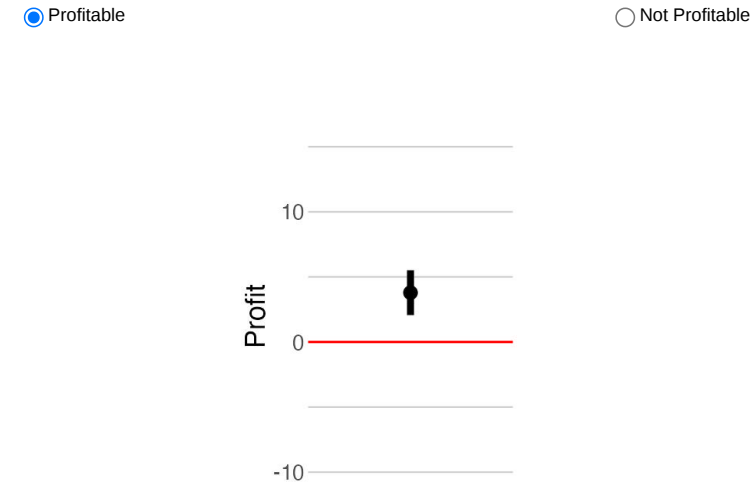
16regions_trial_q5.



16regions_trial_q6.

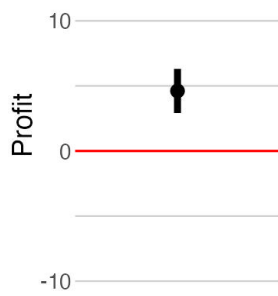


16regions_trial_q7.



16regions_trial_q8.

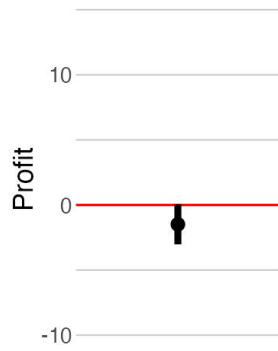




16regions_trial_q9.

☐ Profitable

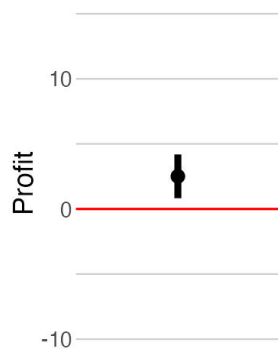
☒ Not Profitable



16regions_trial_q10.

☐ Profitable

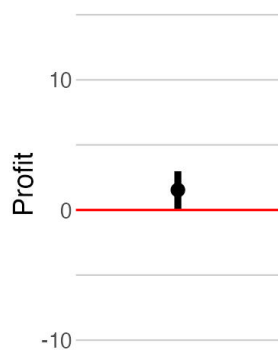
☒ Not Profitable



16regions_trial_q11.

☐ Profitable

☒ Not Profitable



16regions_trial_q12.

☒ Profitable

☐ Not Profitable

16regions_trial_q13. 

☐ Profitable

☒ Not Profitable

16regions_trial_q14. 

☐ Profitable

☒ Not Profitable

16regions_trial_q15. 

☐ Profitable

☒ Not Profitable

16regions_trial_q16. 

☒ Profitable

☐ Not Profitable

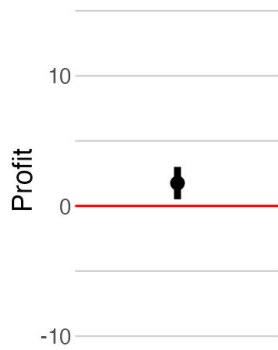
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

16regions_trial_desc.

Trial number: /10

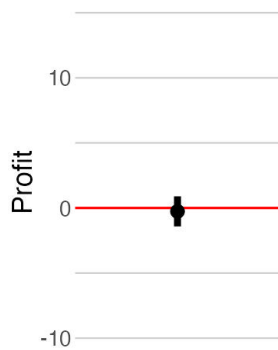
Which of the regions are profitable?



16regions_trial_q1.

☒ Profitable

☐ Not Profitable



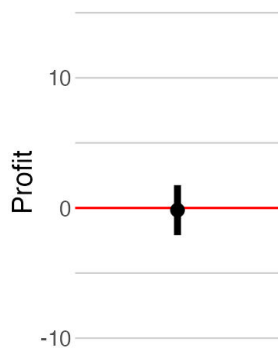
16regions_trial_q2.

☐ Profitable

☒ Not Profitable

☐ Profitable

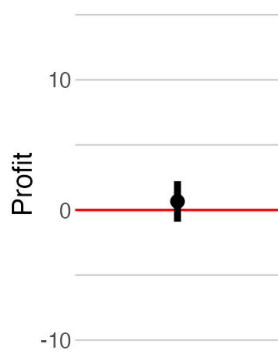
☒ Not Profitable



16regions_trial_q3.

☐ Profitable

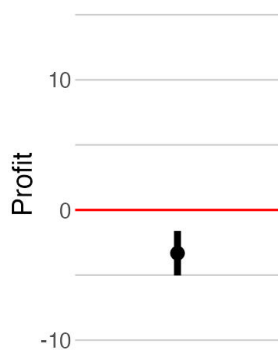
☒ Not Profitable



16regions_trial_q4.

☐ Profitable

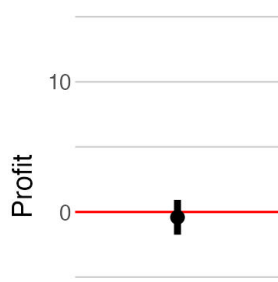
☒ Not Profitable



16regions_trial_q5.

☐ Profitable

☒ Not Profitable



16regions_trial_q6.

☐ Profitable

☒ Not Profitable



16regions_trial_q7.

☐ Profitable

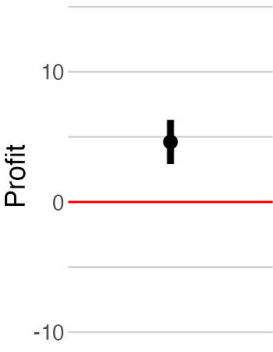
☒ Not Profitable



16regions_trial_q8.

☒ Profitable

☐ Not Profitable

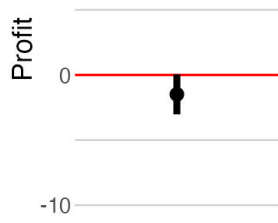


16regions_trial_q9.

☐ Profitable

☒ Not Profitable

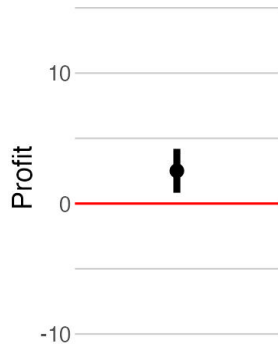




16regions_trial_q10.

☐ Profitable

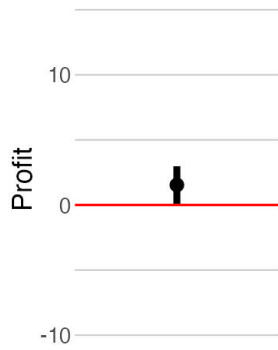
☒ Not Profitable



16regions_trial_q11.

☐ Profitable

☒ Not Profitable



16regions_trial_q12.

☐ Profitable

☒ Not Profitable

16regions_trial_q13. 

☐ Profitable

☒ Not Profitable

16regions_trial_q14. 

☐ Profitable

☒ Not Profitable

16regions_trial_q15. 

☐ Profitable

☒ Not Profitable

16regions_trial_q16. 

☐ Profitable

☒ Not Profitable

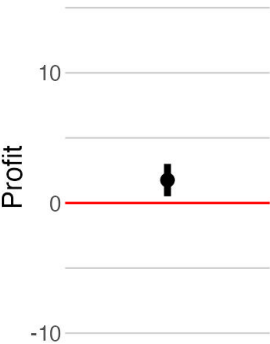
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

16regions_trial_desc.

Trial number: /10

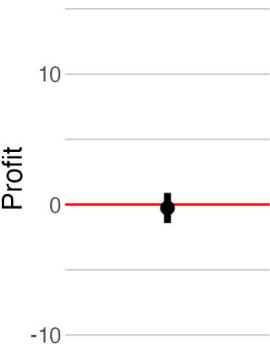
Which of the regions are profitable?



16regions_trial_q1.

☐ Profitable

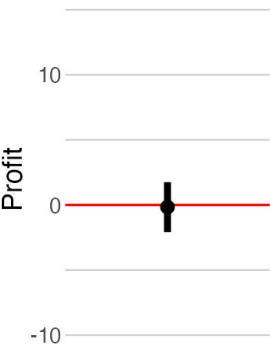
☒ Not Profitable



16regions_trial_q2.

☐ Profitable

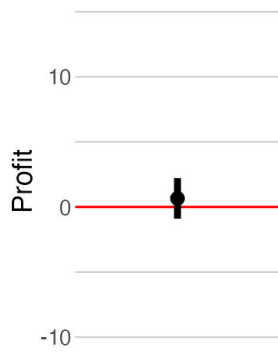
☒ Not Profitable



16regions_trial_q3.

☒ Profitable

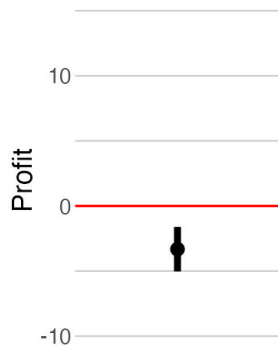
☐ Not Profitable



16regions_trial_q4.

☐ Profitable

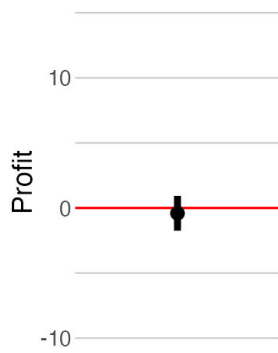
☒ Not Profitable



16regions_trial_q5.

☐ Profitable

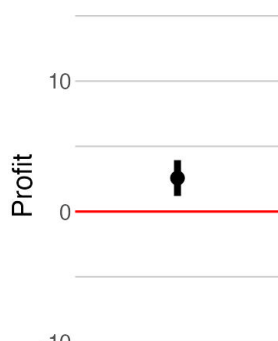
☒ Not Profitable



16regions_trial_q6.

☐ Profitable

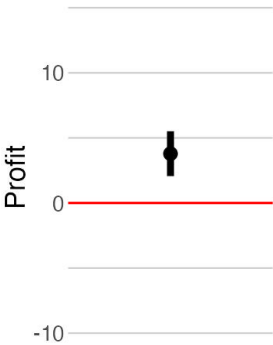
☒ Not Profitable



16regions_trial_q7.

☐ Profitable

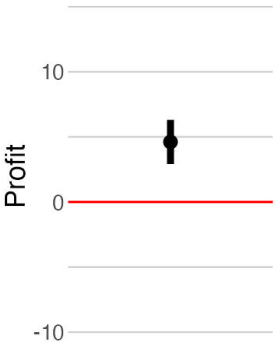
☒ Not Profitable



16regions_trial_q8.

☐ Profitable

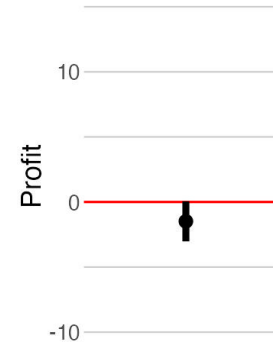
☒ Not Profitable



16regions_trial_q9.

☐ Profitable

☒ Not Profitable

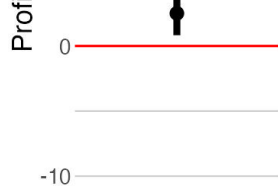


16regions_trial_q10.

☐ Profitable

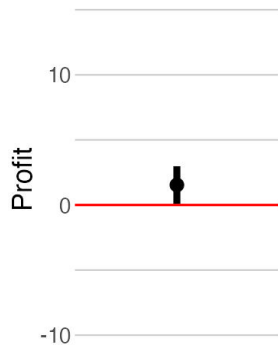
☒ Not Profitable





16regions_trial_q11.

☐ Profitable ☒ Not Profitable



16regions_trial_q12.

☐ Profitable ☒ Not Profitable

16regions_trial_q13. 

☐ Profitable ☒ Not Profitable

16regions_trial_q14. 

☐ Profitable ☒ Not Profitable

16regions_trial_q15. 

☐ Profitable ☒ Not Profitable

16regions_trial_q16. 

☒ Profitable ☐ Not Profitable

attention_check_fail. Sorry you failed the attention check

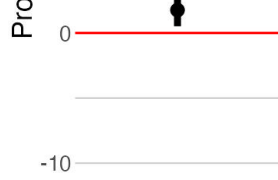
This question was not displayed to the respondent.

16regions_trial_desc.

Trial number: /10

Which of the regions are profitable?

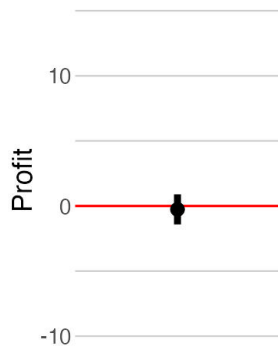




16regions_trial_q1.

☐ Profitable

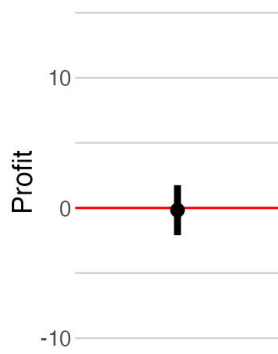
☒ Not Profitable



16regions_trial_q2.

☐ Profitable

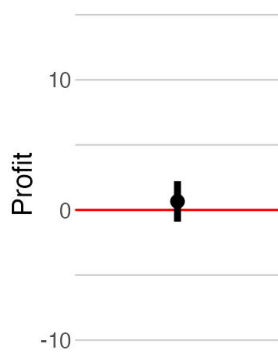
☒ Not Profitable



16regions_trial_q3.

☐ Profitable

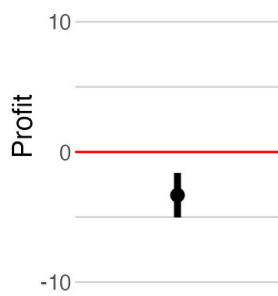
☒ Not Profitable



16regions_trial_q4.

☒ Profitable

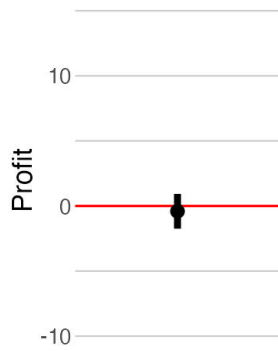
☐ Not Profitable



16regions_trial_q5.

☐ Profitable

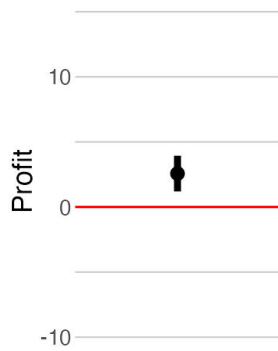
☒ Not Profitable



16regions_trial_q6.

☐ Profitable

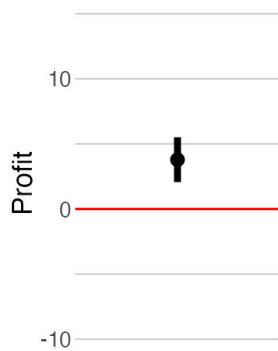
☒ Not Profitable



16regions_trial_q7.

☐ Profitable

☒ Not Profitable

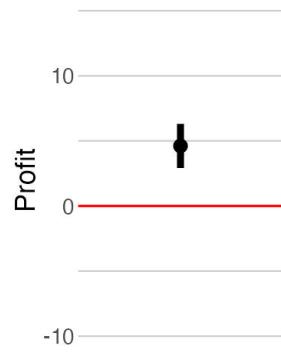


16regions_trial_q8.

16regions_trial_q8.

☐ Profitable

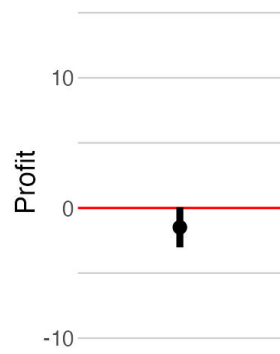
☒ Not Profitable



16regions_trial_q9.

☐ Profitable

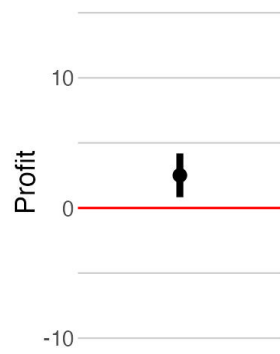
☒ Not Profitable



16regions_trial_q10.

☐ Profitable

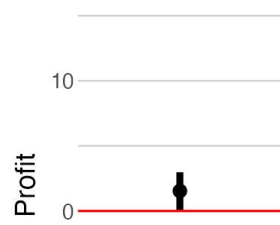
☒ Not Profitable



16regions_trial_q11.

☐ Profitable

☒ Not Profitable





16regions_trial_q12.

- ☐ Profitable
- ☒ Not Profitable

16regions_trial_q13. 

- ☐ Profitable
- ☒ Not Profitable

16regions_trial_q14. 

- ☐ Profitable
- ☒ Not Profitable

16regions_trial_q15. 

- ☒ Profitable
- ☐ Not Profitable

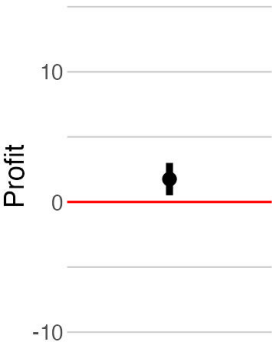
16regions_trial_q16. 

- ☐ Profitable
- ☒ Not Profitable

attention_check_fail. Sorry you failed the attention check

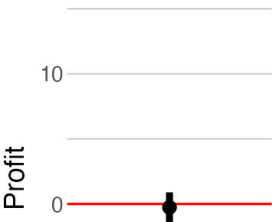
This question was not displayed to the respondent.

16regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



16regions_trial_q1.

- ☐ Profitable
- ☒ Not Profitable



16regions_trial_q2.

☐ Profitable

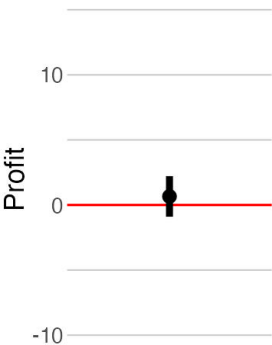
☒ Not Profitable



16regions_trial_q3.

☐ Profitable

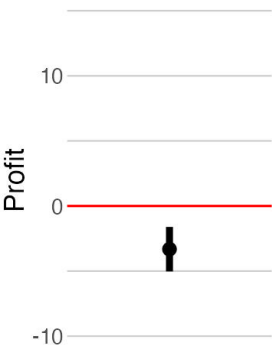
☒ Not Profitable



16regions_trial_q4.

☐ Profitable

☒ Not Profitable

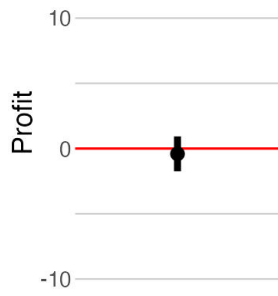


16regions_trial_q5.

☐ Profitable

☒ Not Profitable

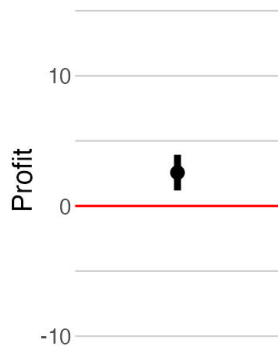




16regions_trial_q6.

☐ Profitable

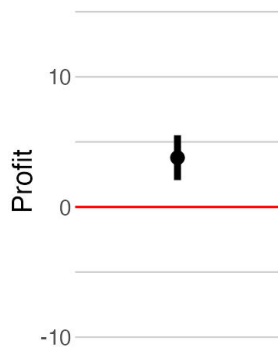
☒ Not Profitable



16regions_trial_q7.

☐ Profitable

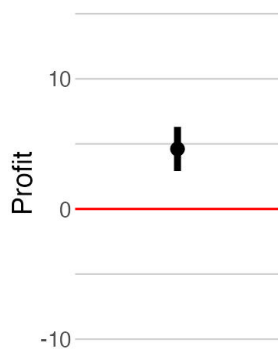
☒ Not Profitable



16regions_trial_q8.

☒ Profitable

☐ Not Profitable



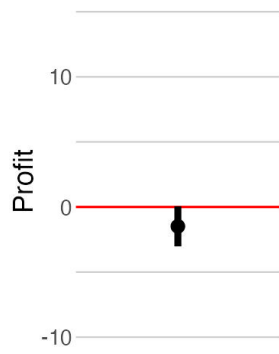
16regions_trial_q9.

☐ Profitable

☒ Not Profitable

☐ Profitable

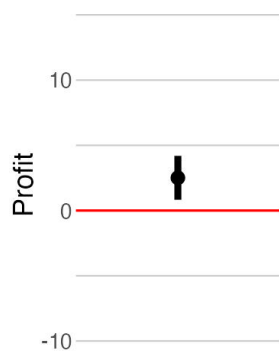
☒ Not Profitable



16regions_trial_q10.

☐ Profitable

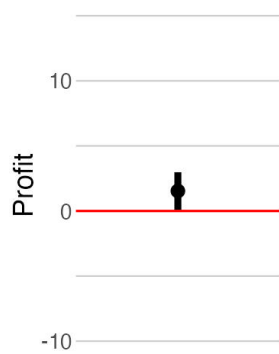
☒ Not Profitable



16regions_trial_q11.

☐ Profitable

☒ Not Profitable



16regions_trial_q12.

☒ Profitable

☐ Not Profitable

16regions_trial_q13. 

☐ Profitable

☒ Not Profitable

16regions_trial_q14. 

☐ Profitable

☒ Not Profitable

16regions_trial_q15. 

☒ Profitable

☐ Not Profitable

16regions_trial_q16. 

☐ Profitable

☒ Not Profitable

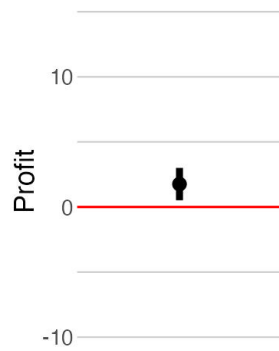
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

16regions_trial_desc.

Trial number: /10

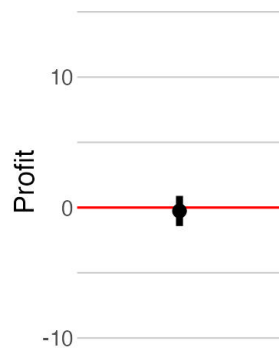
Which of the regions are profitable?



16regions_trial_q1.

☐ Profitable

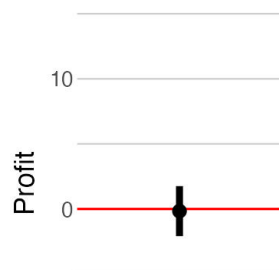
☒ Not Profitable



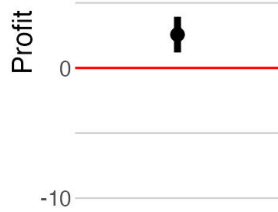
16regions_trial_q2.

☐ Profitable

☒ Not Profitable

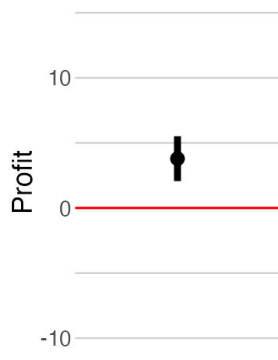






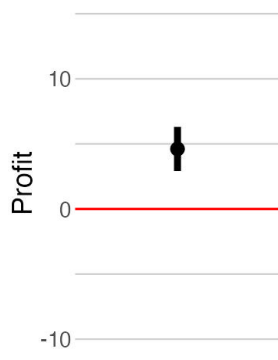
16regions_trial_q7.

☒ Profitable ☐ Not Profitable



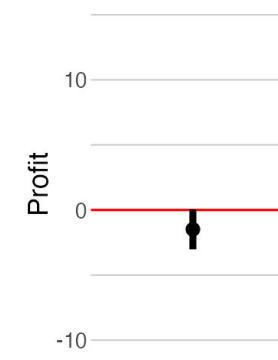
16regions_trial_q8.

☐ Profitable ☒ Not Profitable



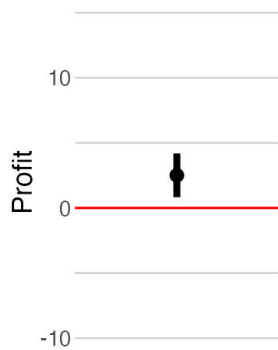
16regions_trial_q9.

☐ Profitable ☒ Not Profitable



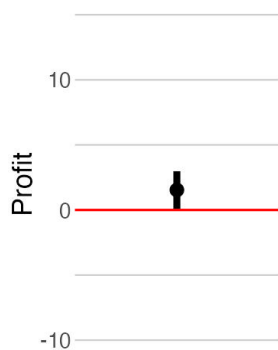
16regions_trial_q10.

☐ Profitable ☒ Not Profitable



16regions_trial_q11.

☐ Profitable ☒ Not Profitable



16regions_trial_q12.

☐ Profitable ☒ Not Profitable

16regions_trial_q13. 

☐ Profitable ☒ Not Profitable

16regions_trial_q14. 

☐ Profitable ☒ Not Profitable

16regions_trial_q15. 

☐ Profitable ☒ Not Profitable

16regions_trial_q16. 

☐ Profitable ☒ Not Profitable

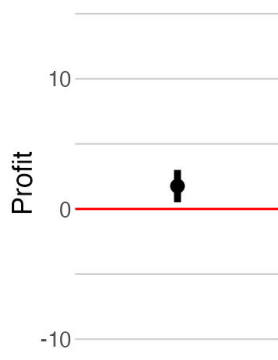
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

16regions_trial_desc.

Trial number: /10

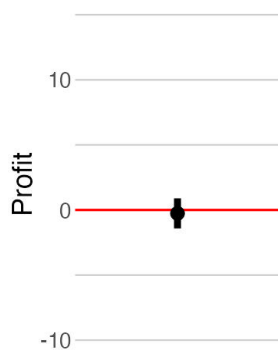
Which of the regions are profitable?



16regions_trial_q1.

☐ Profitable

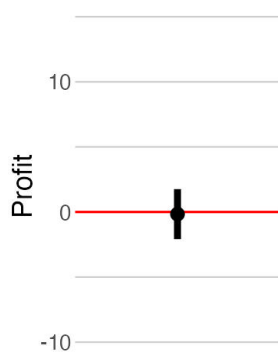
☒ Not Profitable



16regions_trial_q2.

☐ Profitable

☒ Not Profitable

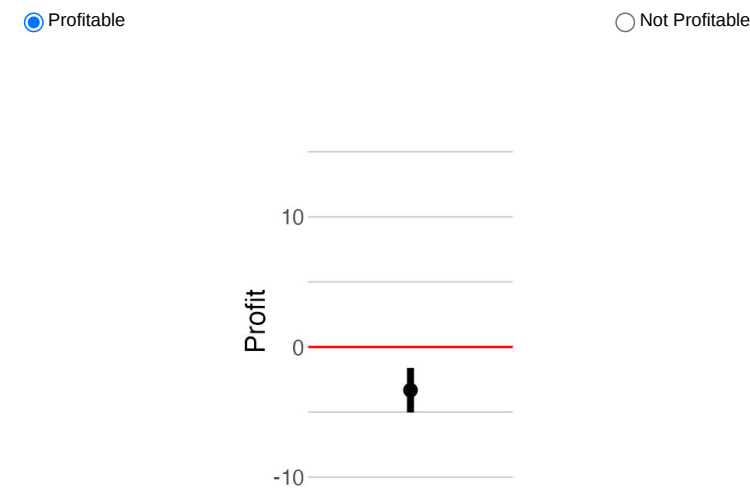


16regions_trial_q3.

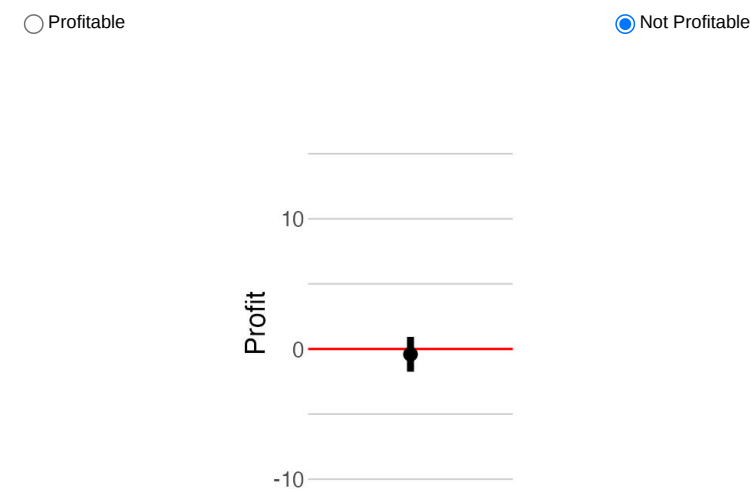
☐ Profitable

☒ Not Profitable

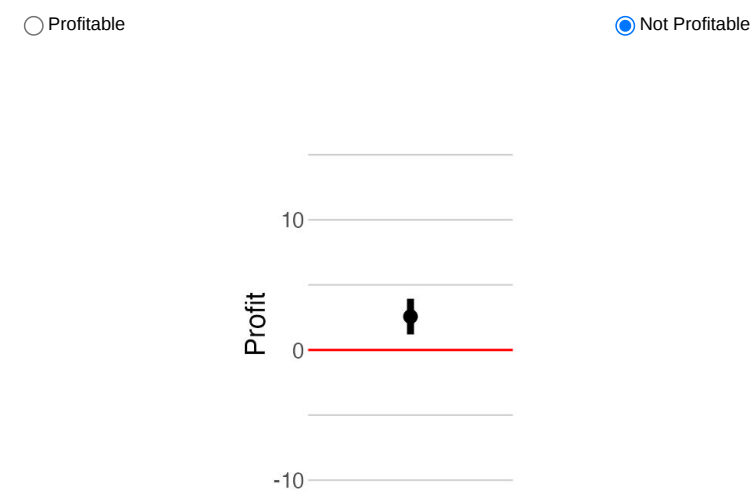
16regions_trial_q4.



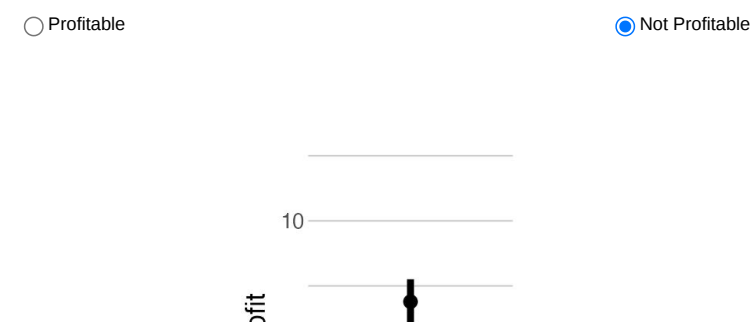
16regions_trial_q5.

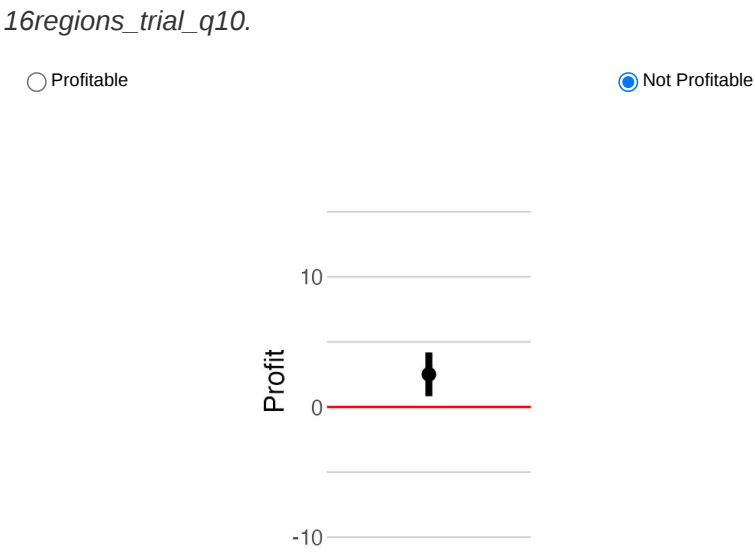
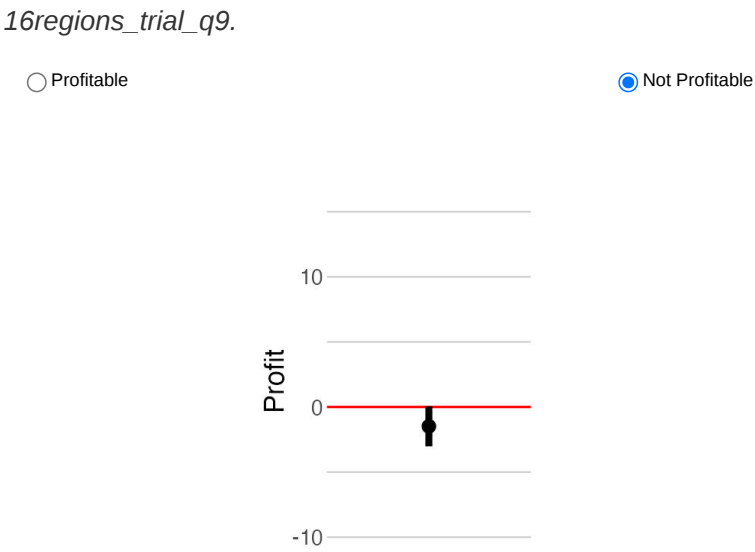
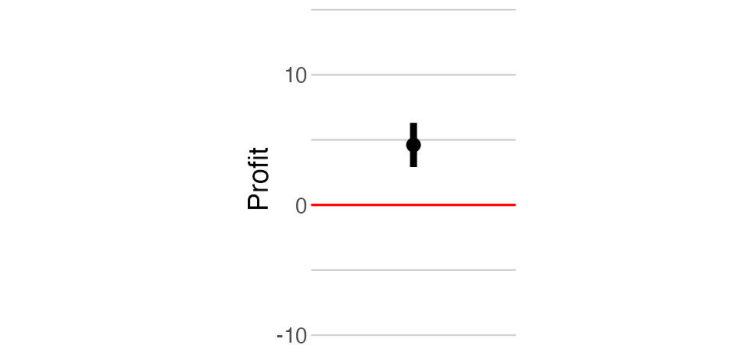
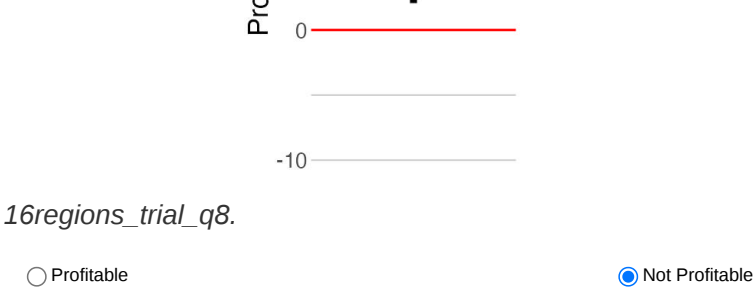


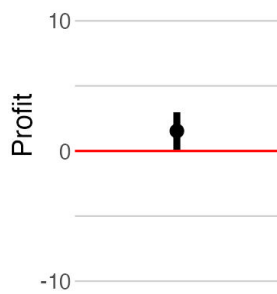
16regions_trial_q6.



16regions_trial_q7.







16regions_trial_q12.

☐ Profitable ☒ Not Profitable

16regions_trial_q13. 

☐ Profitable ☒ Not Profitable

16regions_trial_q14. 

☐ Profitable ☒ Not Profitable

16regions_trial_q15. 

☒ Profitable ☐ Not Profitable

16regions_trial_q16. 

☐ Profitable ☒ Not Profitable

attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

Q271.
Test

nregions_intro.

On the next page you will be presented with the data for 12 regions (i.e. you will be presented with 12 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** it (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	Win 50 points	Lose 150 points
Mark a region as not profitable	Lose 40 points	Win 10 points

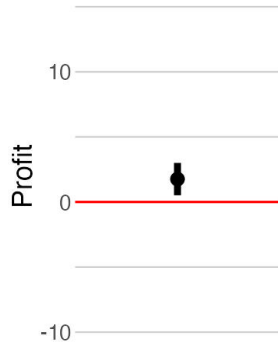
Note:

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.

20regions_trial_desc.

Trial number: /10

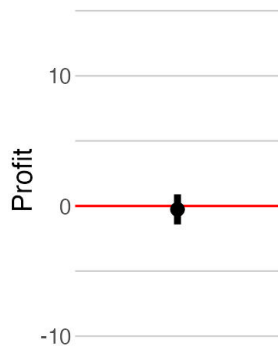
Which of the regions are profitable?



20regions_trial_q1.

☒ Profitable

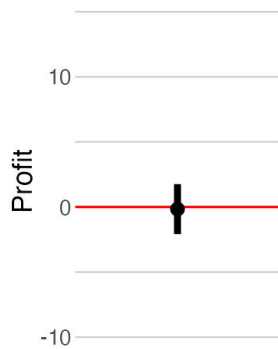
☐ Not Profitable



20regions_trial_q2.

☐ Profitable

☒ Not Profitable

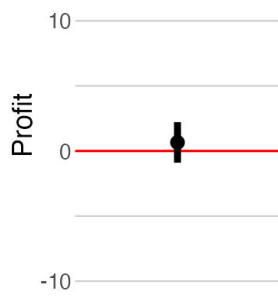


20regions_trial_q3.

☐ Profitable

☒ Not Profitable

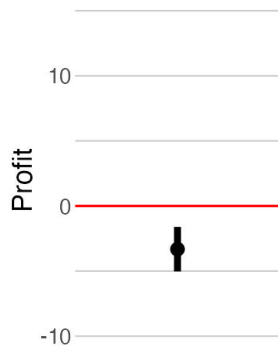




20regions_trial_q4.

☐ Profitable

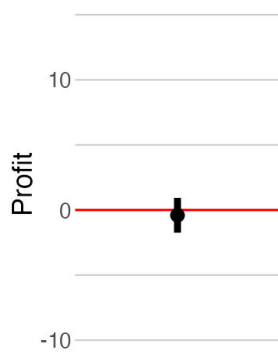
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

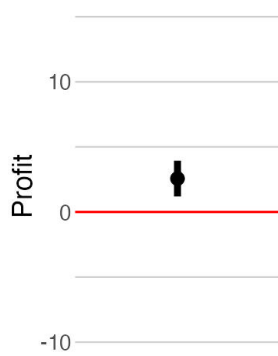
☒ Not Profitable



20regions_trial_q6.

☐ Profitable

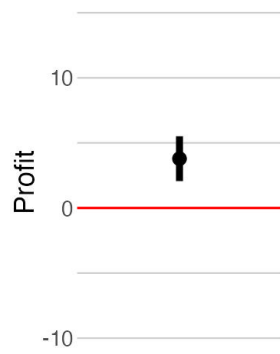
☒ Not Profitable



20regions_trial_q7.

☒ Profitable

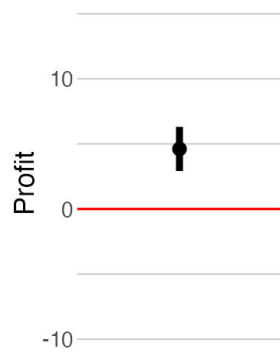
☐ Not Profitable



20regions_trial_q8.

☐ Profitable

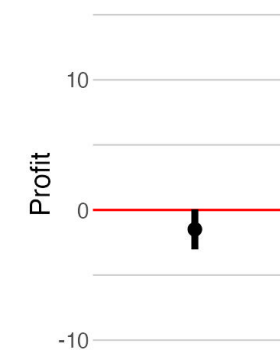
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

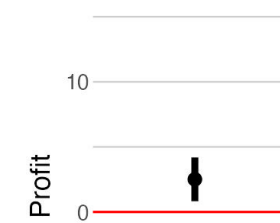
☒ Not Profitable



20regions_trial_q10.

☒ Profitable

☐ Not Profitable



20regions_trial_q11.

☐ Profitable ☒ Not Profitable



20regions_trial_q12.

☒ Profitable ☐ Not Profitable

20regions_trial_q13. 

☒ Profitable ☐ Not Profitable

20regions_trial_q14. 

☐ Profitable ☒ Not Profitable

20regions_trial_q15. 

☐ Profitable ☒ Not Profitable

20regions_trial_q16. 

☒ Profitable ☐ Not Profitable

20regions_trial_q17. 

☒ Profitable ☐ Not Profitable

20regions_trial_q18. 

☐ Profitable ☒ Not Profitable

20regions_trial_q19. 

☐ Profitable ☒ Not Profitable

20regions_trial_q20. 

☒ Profitable ☐ Not Profitable

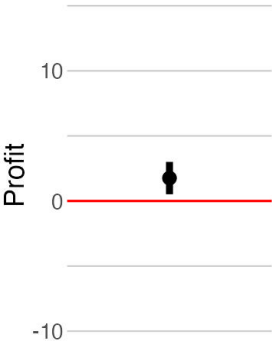
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

20regions_trial_desc.

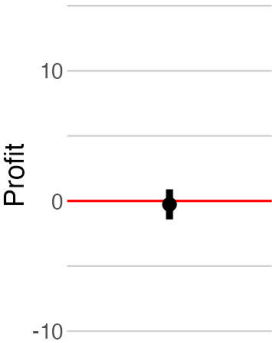
Trial number: /10

Which of the regions are profitable?



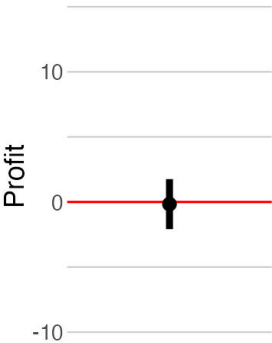
20regions_trial_q1.

☐ Profitable ☒ Not Profitable



20regions_trial_q2.

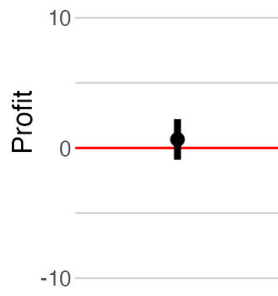
☐ Profitable ☒ Not Profitable



20regions_trial_q3.

☒ Profitable ☐ Not Profitable

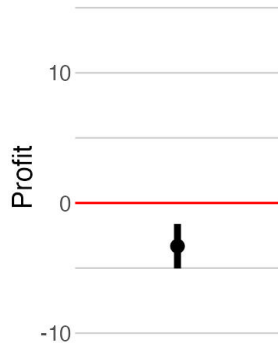




20regions_trial_q4.

☐ Profitable

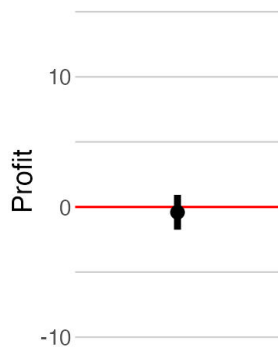
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

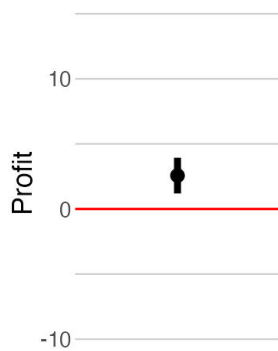
☒ Not Profitable



20regions_trial_q6.

☒ Profitable

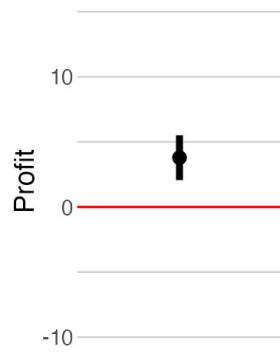
☐ Not Profitable



20regions_trial_q7.

☒ Profitable

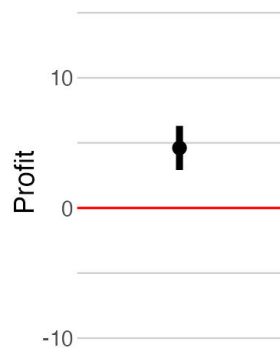
☐ Not Profitable



20regions_trial_q8.

☐ Profitable

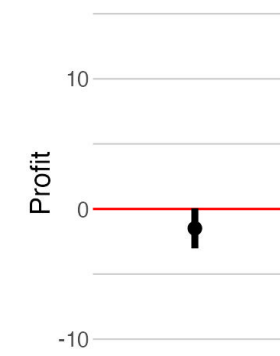
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

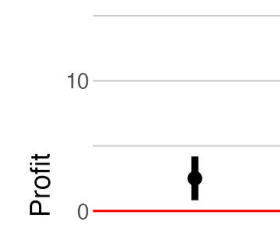
☒ Not Profitable



20regions_trial_q10.

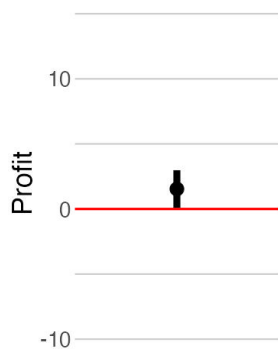
☒ Profitable

☐ Not Profitable



20regions_trial_q11.

☐ Profitable ☒ Not Profitable



20regions_trial_q12.

☒ Profitable ☐ Not Profitable

20regions_trial_q13. 

☒ Profitable ☐ Not Profitable

20regions_trial_q14. 

☐ Profitable ☒ Not Profitable

20regions_trial_q15. 

☐ Profitable ☒ Not Profitable

20regions_trial_q16. 

☒ Profitable ☐ Not Profitable

20regions_trial_q17. 

☒ Profitable ☐ Not Profitable

20regions_trial_q18. 

☒ Profitable ☐ Not Profitable

20regions_trial_q19. 

☒ Profitable ☐ Not Profitable

20regions_trial_q20. 

☐ Profitable ☒ Not Profitable

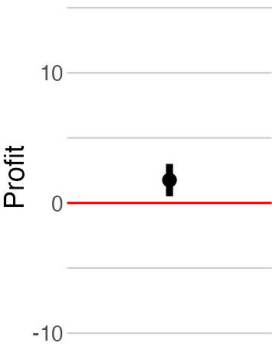
attention_check_fail. Sorry you failed the attention check

This question was not displayed to the respondent.

20regions_trial_desc.

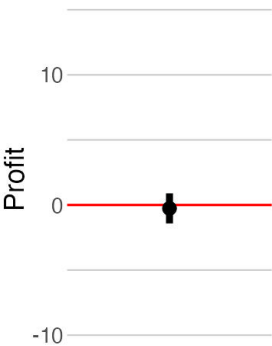
Trial number: /10

Which of the regions are profitable?



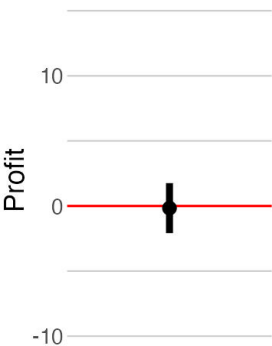
20regions_trial_q1.

☒ Profitable ☐ Not Profitable



20regions_trial_q2.

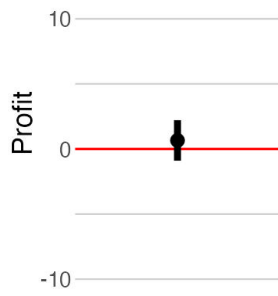
☒ Profitable ☐ Not Profitable



20regions_trial_q3.

☒ Profitable ☐ Not Profitable

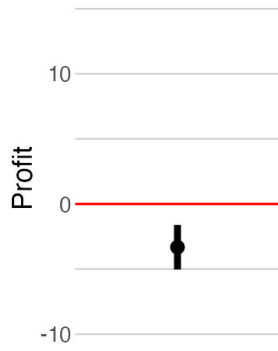




20regions_trial_q4.

☒ Profitable

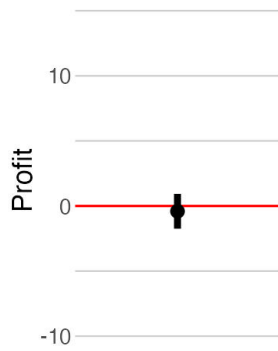
☐ Not Profitable



20regions_trial_q5.

☒ Profitable

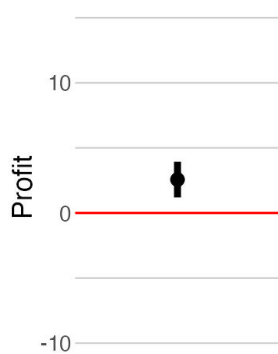
☐ Not Profitable



20regions_trial_q6.

☒ Profitable

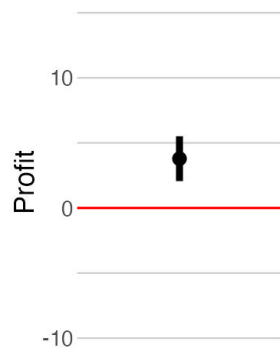
☐ Not Profitable



20regions_trial_q7.

☒ Profitable

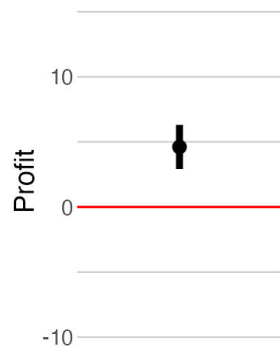
☐ Not Profitable



20regions_trial_q8.

☒ Profitable

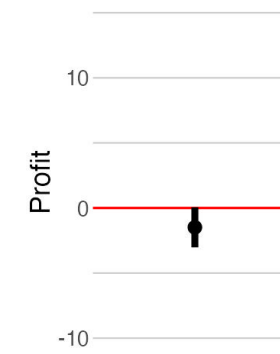
☐ Not Profitable



20regions_trial_q9.

☒ Profitable

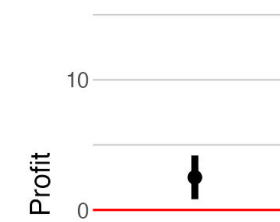
☐ Not Profitable

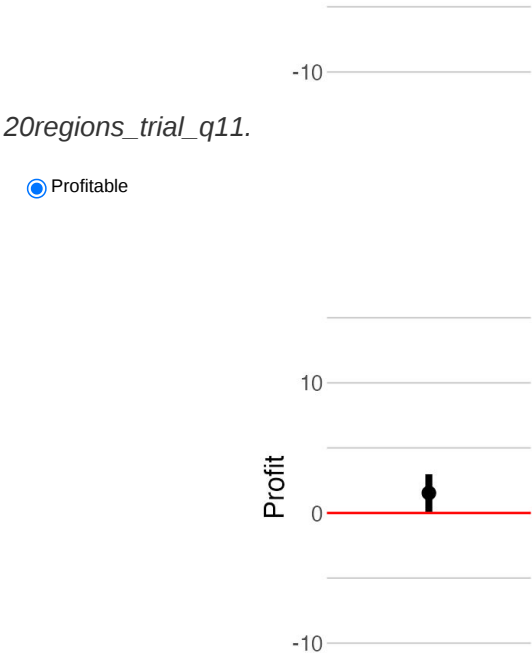


20regions_trial_q10.

☒ Profitable

☐ Not Profitable





20regions_trial_q11.

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q12.

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q13. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q14. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q15. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q16. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q17. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q18. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q19. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q20. 

- ☒ Profitable
- ☐ Not Profitable

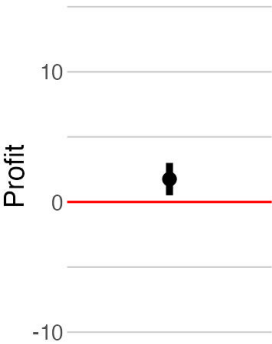
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This question was not displayed to the respondent.

20regions_trial_desc.

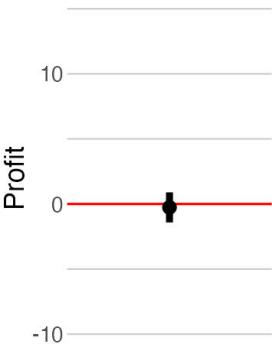
Trial number: /10

Which of the regions are profitable?



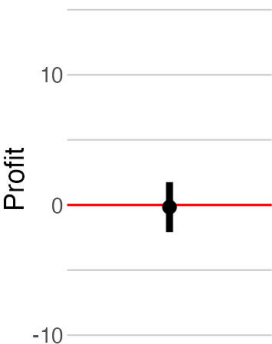
20regions_trial_q1.

☐ Profitable ☒ Not Profitable



20regions_trial_q2.

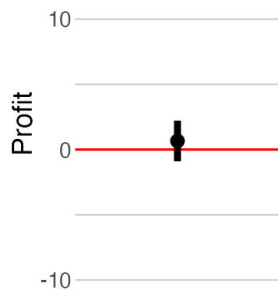
☒ Profitable ☐ Not Profitable



20regions_trial_q3.

☒ Profitable ☐ Not Profitable

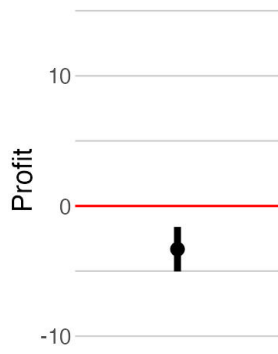




20regions_trial_q4.

☐ Profitable

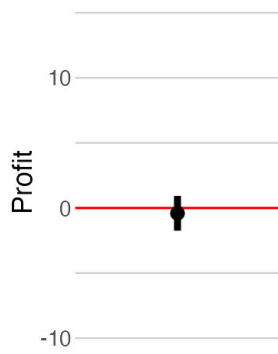
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

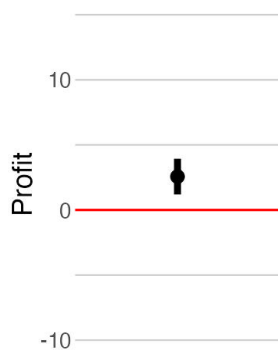
☒ Not Profitable



20regions_trial_q6.

☐ Profitable

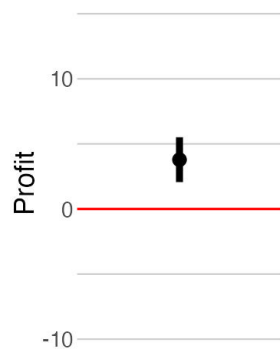
☒ Not Profitable



20regions_trial_q7.

☒ Profitable

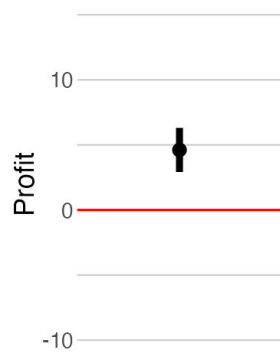
☐ Not Profitable



20regions_trial_q8.

☒ Profitable

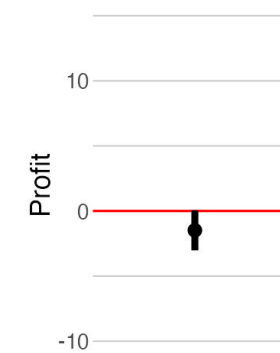
☐ Not Profitable



20regions_trial_q9.

☒ Profitable

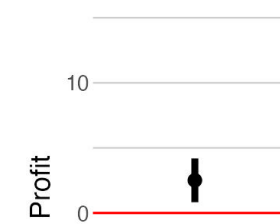
☐ Not Profitable



20regions_trial_q10.

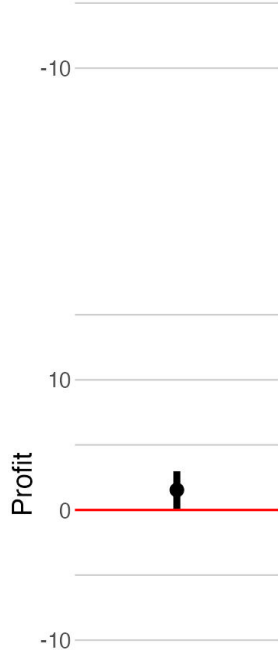
☐ Profitable

☒ Not Profitable



20regions_trial_q11.

- ☐ Profitable
- ☒ Not Profitable



20regions_trial_q12.

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q13. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q14. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q15. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q16. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q17. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q18. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q19. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q20. 

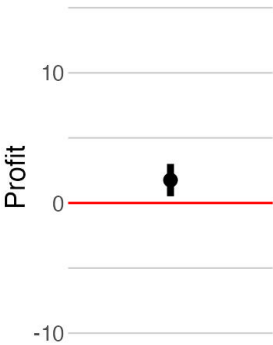
- ☒ Profitable
- ☐ Not Profitable

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20regions_trial_desc.

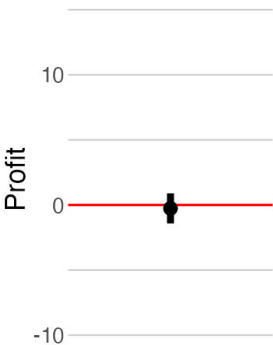
Trial number: /10

Which of the regions are profitable?



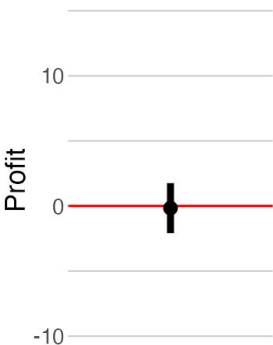
20regions_trial_q1.

☐ Profitable ☒ Not Profitable



20regions_trial_q2.

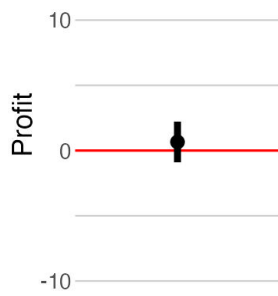
☐ Profitable ☒ Not Profitable



20regions_trial_q3.

☒ Profitable ☐ Not Profitable

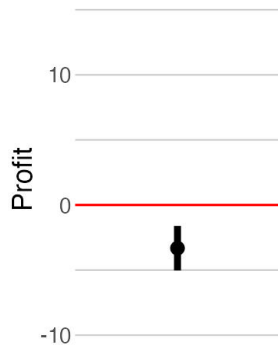




20regions_trial_q4.

☐ Profitable

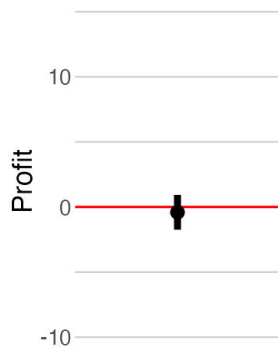
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

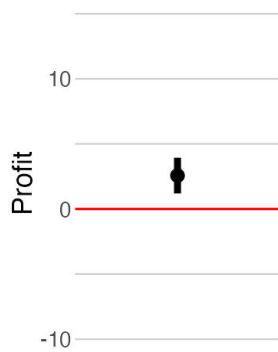
☒ Not Profitable



20regions_trial_q6.

☒ Profitable

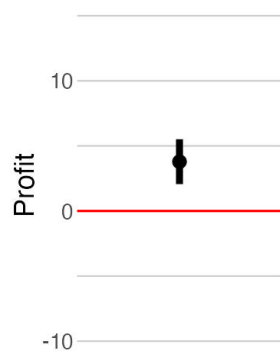
☐ Not Profitable



20regions_trial_q7.

☒ Profitable

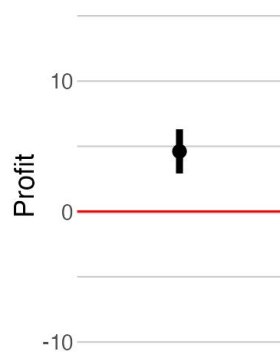
☐ Not Profitable



20regions_trial_q8.

☐ Profitable

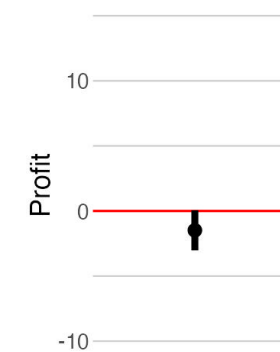
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

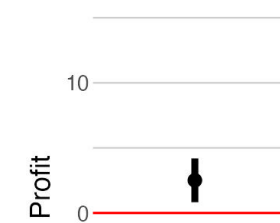
☒ Not Profitable



20regions_trial_q10.

☒ Profitable

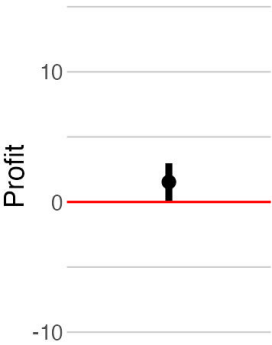
☐ Not Profitable



20regions_trial_q11.

☐ Profitable

☒ Not Profitable



20regions_trial_q12.

☐ Profitable

☒ Not Profitable

20regions_trial_q13. 

☐ Profitable

☒ Not Profitable

20regions_trial_q14. 

☐ Profitable

☒ Not Profitable

20regions_trial_q15. 

☐ Profitable

☒ Not Profitable

20regions_trial_q16. 

☐ Profitable

☒ Not Profitable

20regions_trial_q17. 

☐ Profitable

☒ Not Profitable

20regions_trial_q18. 

☐ Profitable

☒ Not Profitable

20regions_trial_q19. 

☐ Profitable

☒ Not Profitable

20regions_trial_q20. 

☐ Profitable

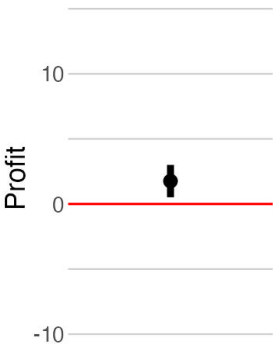
☒ Not Profitable

This question was not displayed to the respondent.

20regions_trial_desc.

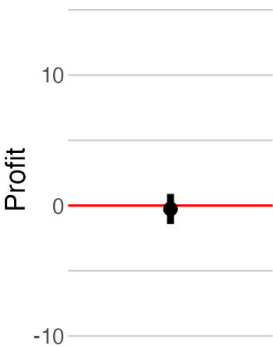
Trial number: /10

Which of the regions are profitable?



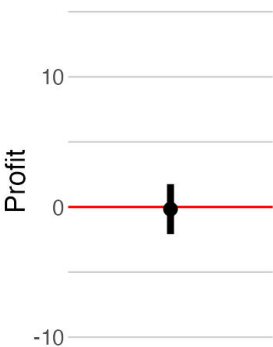
20regions_trial_q1.

☐ Profitable ☒ Not Profitable



20regions_trial_q2.

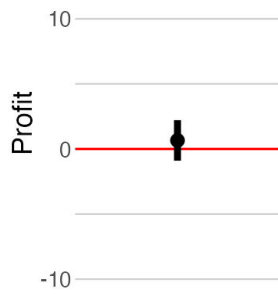
☒ Profitable ☐ Not Profitable



20regions_trial_q3.

☐ Profitable ☒ Not Profitable

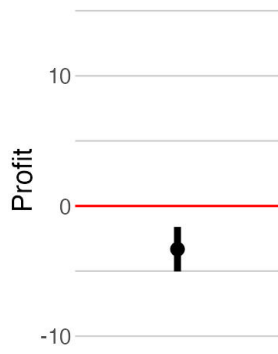




20regions_trial_q4.

☐ Profitable

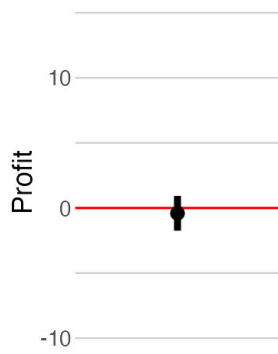
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

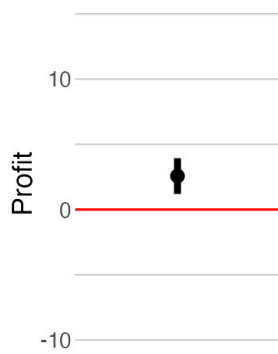
☒ Not Profitable



20regions_trial_q6.

☐ Profitable

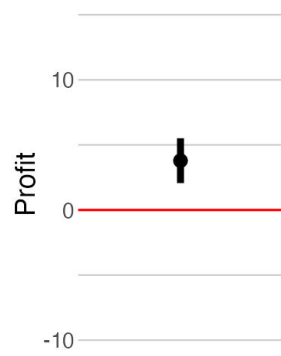
☒ Not Profitable



20regions_trial_q7.

☐ Profitable

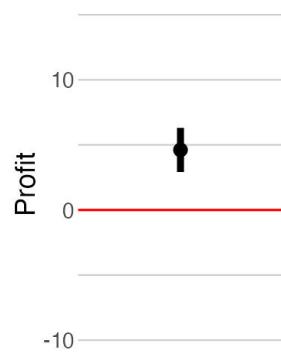
☒ Not Profitable



20regions_trial_q8.

☐ Profitable

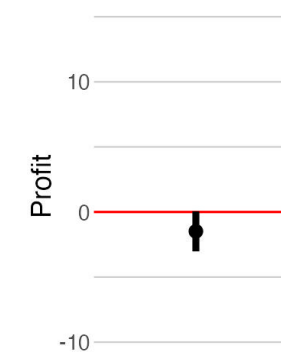
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

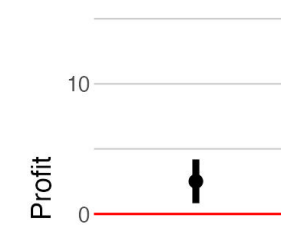
☒ Not Profitable



20regions_trial_q10.

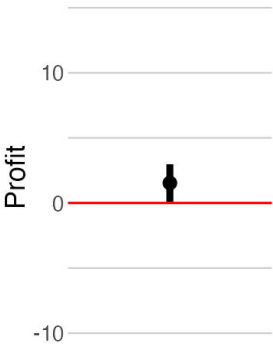
☐ Profitable

☒ Not Profitable



20regions_trial_q11.

- ☒ Profitable
- ☐ Not Profitable



20regions_trial_q12.

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q13. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q14. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q15. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q16. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q17. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q18. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q19. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q20. 

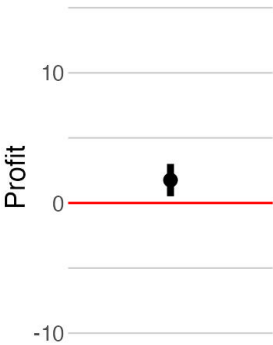
- ☐ Profitable
- ☒ Not Profitable

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20regions_trial_desc.

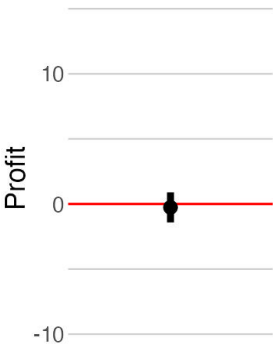
Trial number: /10

Which of the regions are profitable?



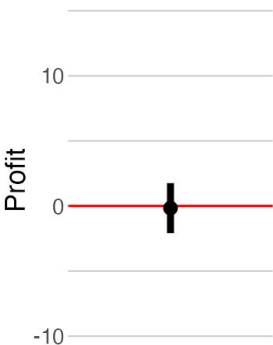
20regions_trial_q1.

☐ Profitable ☒ Not Profitable



20regions_trial_q2.

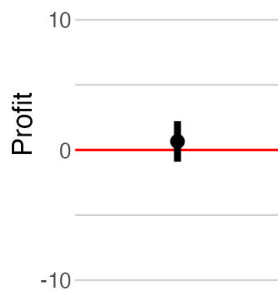
☐ Profitable ☒ Not Profitable



20regions_trial_q3.

☐ Profitable ☒ Not Profitable

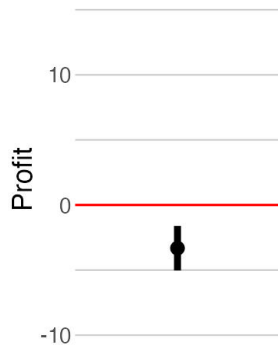




20regions_trial_q4.

☐ Profitable

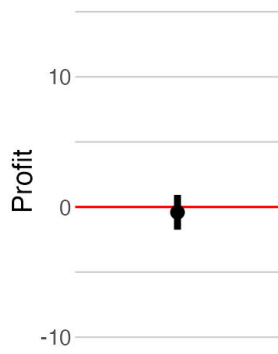
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

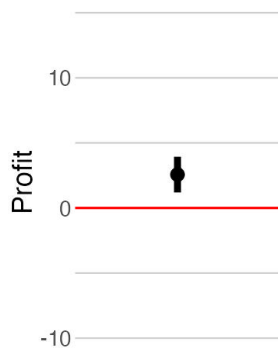
☒ Not Profitable



20regions_trial_q6.

☐ Profitable

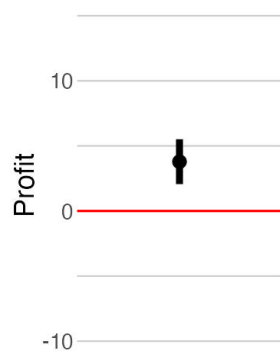
☒ Not Profitable



20regions_trial_q7.

☐ Profitable

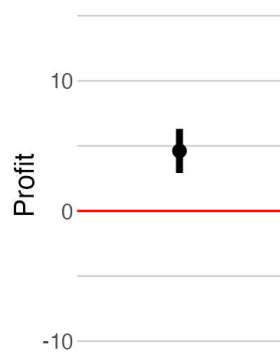
☒ Not Profitable



20regions_trial_q8.

☐ Profitable

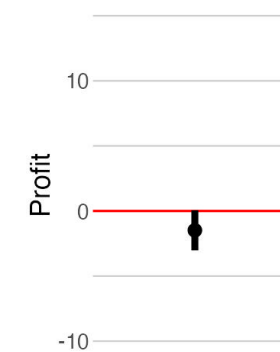
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

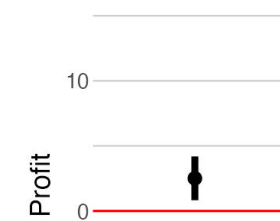
☒ Not Profitable



20regions_trial_q10.

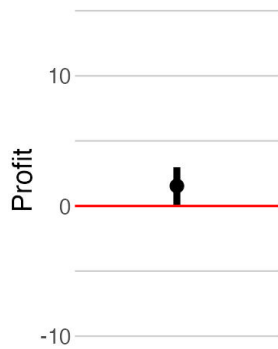
☐ Profitable

☒ Not Profitable



20regions_trial_q11.

- ☐ Profitable
- ☒ Not Profitable



20regions_trial_q12.

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q13. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q14. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q15. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q16. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q17. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q18. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q19. 

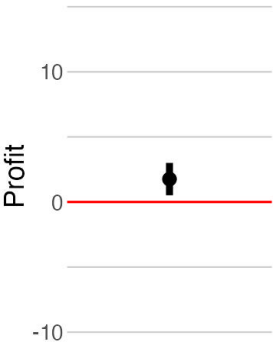
- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q20. 

- ☐ Profitable
- ☒ Not Profitable

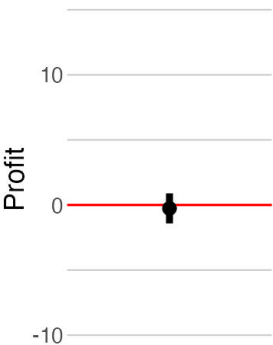
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20regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



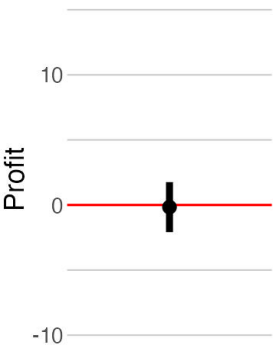
20regions_trial_q1.

☐ Profitable ☒ Not Profitable



20regions_trial_q2.

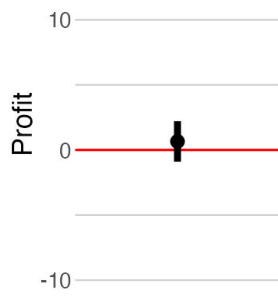
☐ Profitable ☒ Not Profitable



20regions_trial_q3.

☐ Profitable ☒ Not Profitable

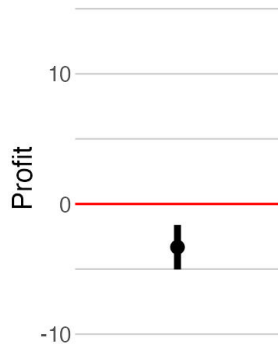




20regions_trial_q4.

☐ Profitable

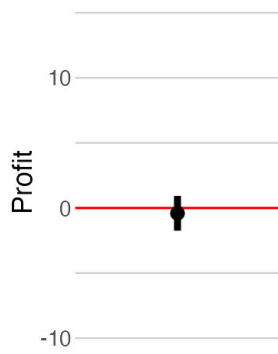
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

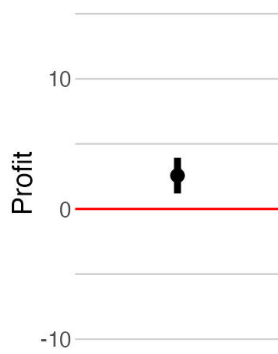
☒ Not Profitable



20regions_trial_q6.

☒ Profitable

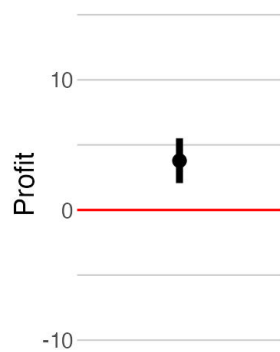
☐ Not Profitable



20regions_trial_q7.

☒ Profitable

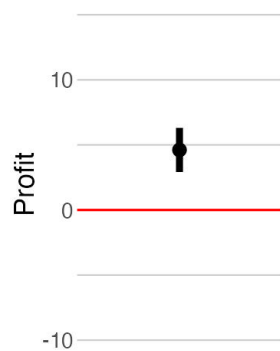
☐ Not Profitable



20regions_trial_q8.

☐ Profitable

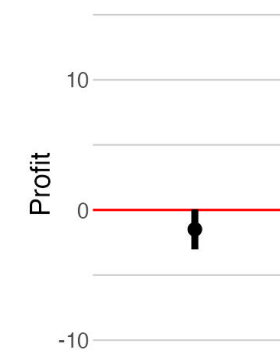
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

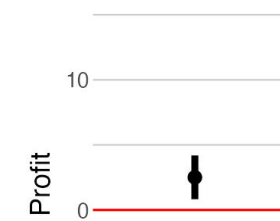
☒ Not Profitable



20regions_trial_q10.

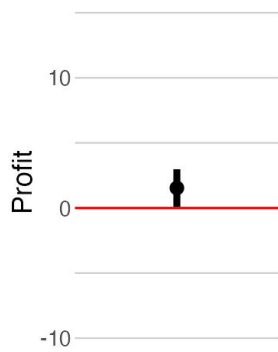
☐ Profitable

☒ Not Profitable



20regions_trial_q11.

- ☒ Profitable
- ☐ Not Profitable



20regions_trial_q12.

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q13. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q14. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q15. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q16. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q17. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q18. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q19. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q20. 

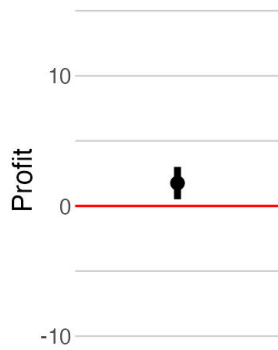
- ☐ Profitable
- ☒ Not Profitable

This question was not displayed to the respondent.

20regions_trial_desc.

Trial number: /10

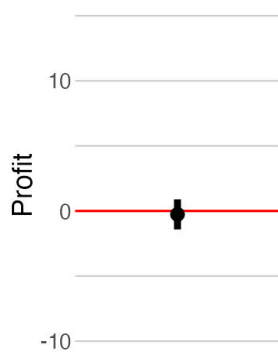
Which of the regions are profitable?



20regions_trial_q1.

☐ Profitable

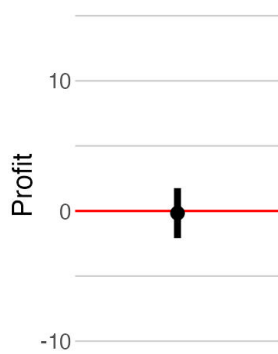
☒ Not Profitable



20regions_trial_q2.

☐ Profitable

☒ Not Profitable

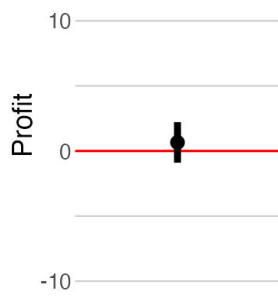


20regions_trial_q3.

☐ Profitable

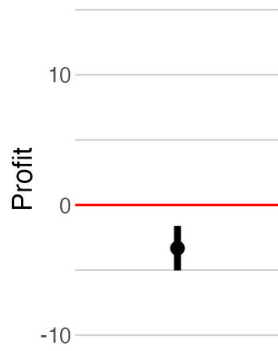
☒ Not Profitable





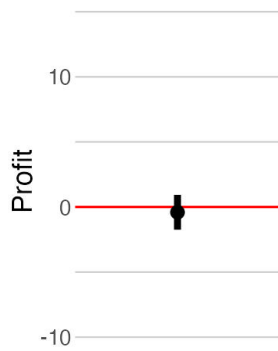
20regions_trial_q4.

☐ Profitable ☒ Not Profitable



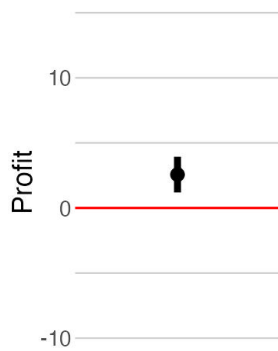
20regions_trial_q5.

☐ Profitable ☒ Not Profitable



20regions_trial_q6.

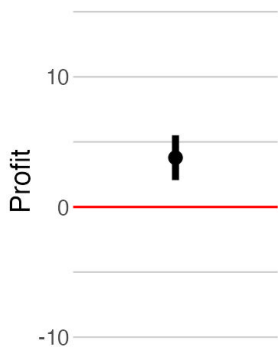
☐ Profitable ☒ Not Profitable



20regions_trial_q7.

☐ Profitable

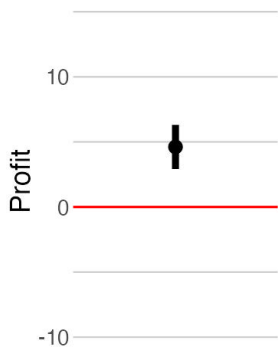
☒ Not Profitable



20regions_trial_q8.

☐ Profitable

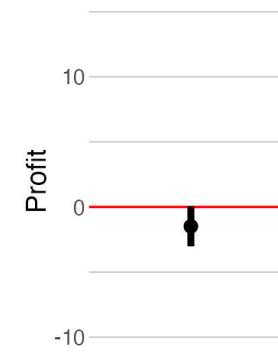
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

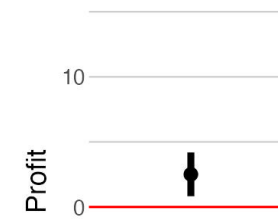
☒ Not Profitable



20regions_trial_q10.

☐ Profitable

☒ Not Profitable

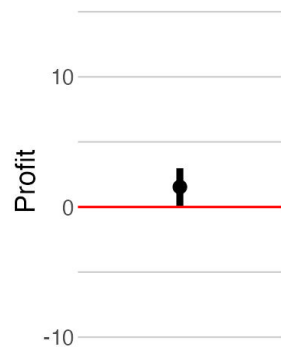


-10

20regions_trial_q11.

☐ Profitable

☒ Not Profitable



20regions_trial_q12.

☐ Profitable

☒ Not Profitable

20regions_trial_q13. 

☐ Profitable

☒ Not Profitable

20regions_trial_q14. 

☐ Profitable

☒ Not Profitable

20regions_trial_q15. 

☒ Profitable

☐ Not Profitable

20regions_trial_q16. 

☐ Profitable

☒ Not Profitable

20regions_trial_q17. 

☐ Profitable

☒ Not Profitable

20regions_trial_q18. 

☐ Profitable

☒ Not Profitable

20regions_trial_q19. 

☒ Profitable

☐ Not Profitable

20regions_trial_q20. 

☐ Profitable

☒ Not Profitable

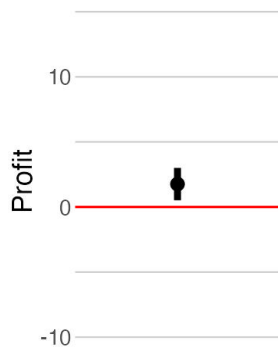
attention check fail. Sorry you failed the attention check.

This question was not displayed to the respondent.

20regions_trial_desc.

Trial number: /10

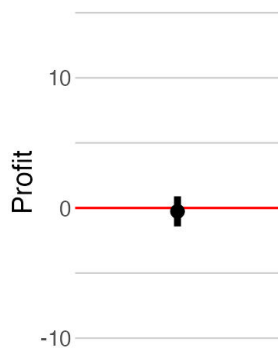
Which of the regions are profitable?



20regions_trial_q1.

☐ Profitable

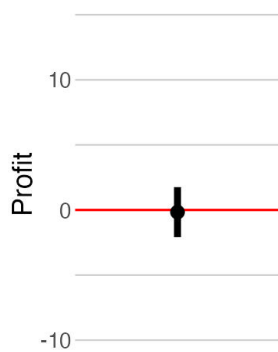
☒ Not Profitable



20regions_trial_q2.

☐ Profitable

☒ Not Profitable

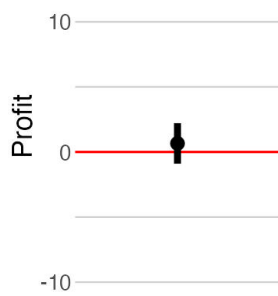


20regions_trial_q3.

☐ Profitable

☒ Not Profitable

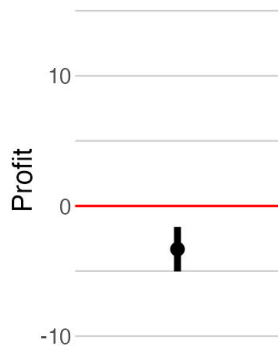




20regions_trial_q4.

☐ Profitable

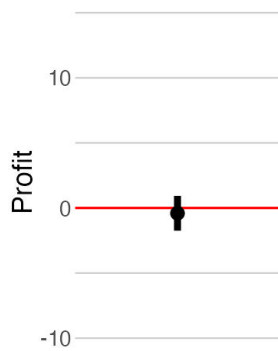
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

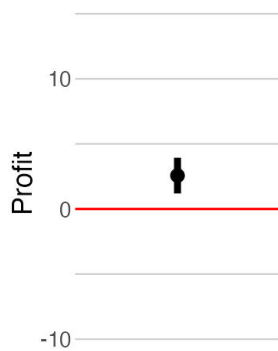
☒ Not Profitable



20regions_trial_q6.

☐ Profitable

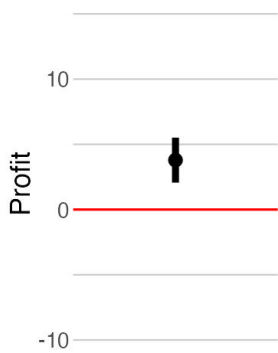
☒ Not Profitable



20regions_trial_q7.

☐ Profitable

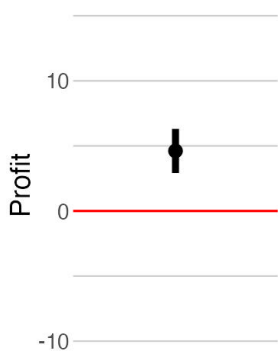
☒ Not Profitable



20regions_trial_q8.

☐ Profitable

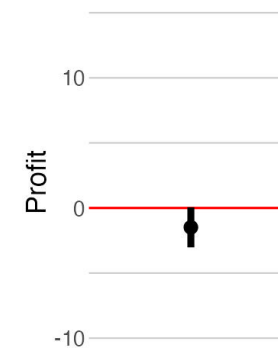
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

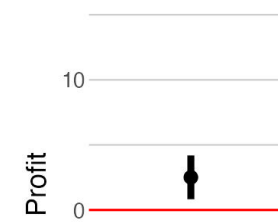
☒ Not Profitable



20regions_trial_q10.

☐ Profitable

☒ Not Profitable



20regions_trial_q11.

- ☐ Profitable
- ☒ Not Profitable

Profit



20regions_trial_q12.

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q13. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q14. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q15. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q16. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q17. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q18. 

- ☐ Profitable
- ☒ Not Profitable

20regions_trial_q19. 

- ☒ Profitable
- ☐ Not Profitable

20regions_trial_q20. 

- ☒ Profitable
- ☐ Not Profitable

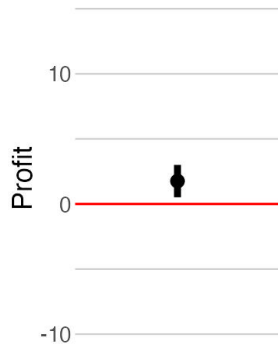
attention_check_fail Sorry you failed the attention check

This question was not displayed to the respondent.

20regions_trial_desc.

Trial number: /10

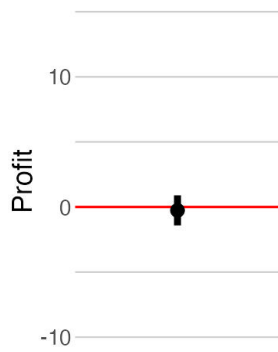
Which of the regions are profitable?



20regions_trial_q1.

☐ Profitable

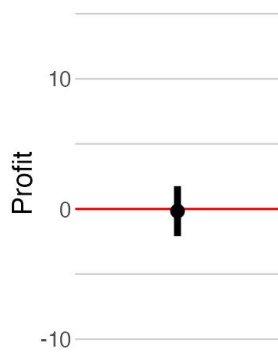
☒ Not Profitable



20regions_trial_q2.

☐ Profitable

☒ Not Profitable

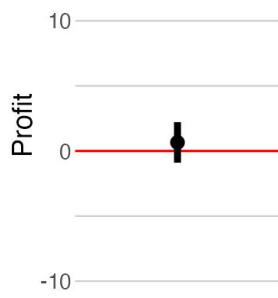


20regions_trial_q3.

☒ Profitable

☐ Not Profitable

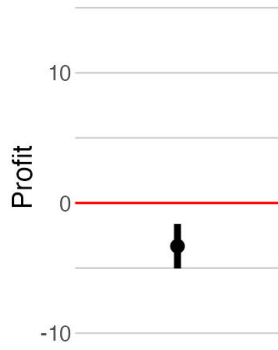




20regions_trial_q4.

☐ Profitable

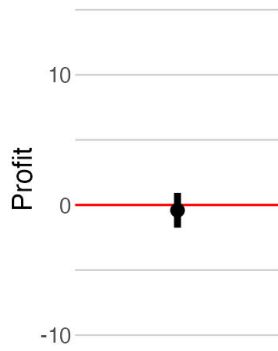
☒ Not Profitable



20regions_trial_q5.

☐ Profitable

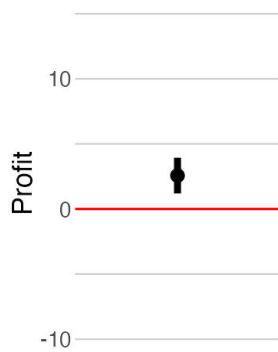
☒ Not Profitable



20regions_trial_q6.

☐ Profitable

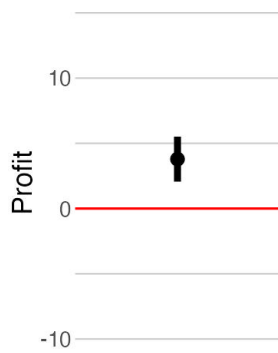
☒ Not Profitable



20regions_trial_q7.

☐ Profitable

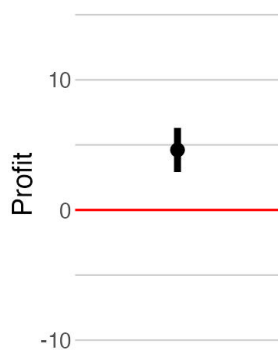
☒ Not Profitable



20regions_trial_q8.

☐ Profitable

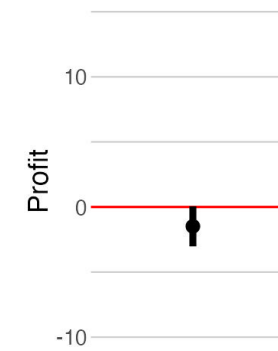
☒ Not Profitable



20regions_trial_q9.

☐ Profitable

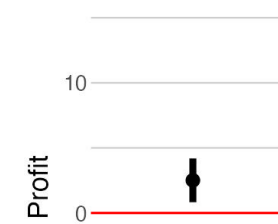
☒ Not Profitable

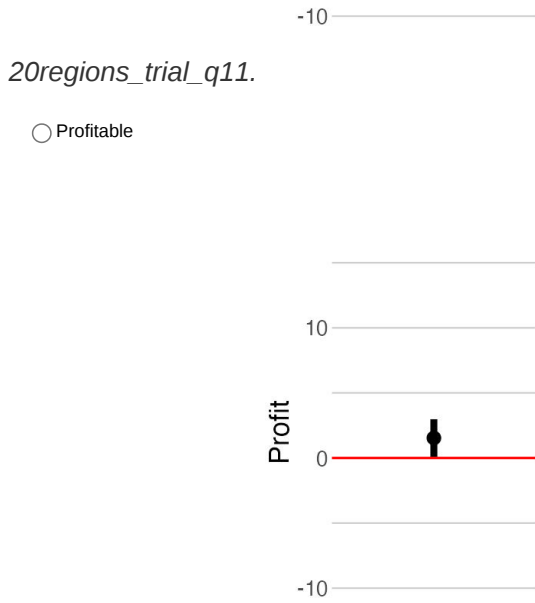


20regions_trial_q10.

☐ Profitable

☒ Not Profitable





20regions_trial_q12.


☒ Profitable ☐ Not Profitable

20regions_trial_q13. 

☒ Profitable ☐ Not Profitable

20regions_trial_q14. 

☐ Profitable ☒ Not Profitable

20regions_trial_q15. 

☐ Profitable ☒ Not Profitable

20regions_trial_q16. 

☐ Profitable ☒ Not Profitable

20regions_trial_q17. 

☐ Profitable ☒ Not Profitable

20regions_trial_q18. 

☐ Profitable ☒ Not Profitable

20regions_trial_q19. 

☐ Profitable ☒ Not Profitable

20regions_trial_q20. 

☐ Profitable ☒ Not Profitable

attention_check_fail: Sorry you failed the attention check

This question was not displayed to the respondent.

Q272.
Test

Q96. Please describe the strategy that you used for performing the task

To forecast pessimistically and to assume that the analyst's prediction were over optimistic

Q35.
Thank you for your time spent taking this survey.

Your total rewards were: 1390

Please paste the following completion code into Prolific:

CDK4LRCQ

Please make sure you **click on the Next button** below to finish the survey

This question was not displayed to the respondent.

Embedded Data

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