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: please let us know.

. If not,

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.



○ 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

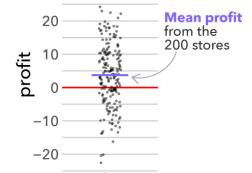
However, you only receive the sales data for 20 stores, and you have to make the decision based on this limited information.

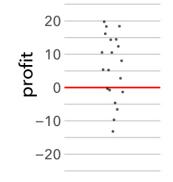
To help you with the decision, your business analyst used statistics and created a plot which shows the **mean of the 20 data points**. Since there are only 20 data points, this estimate of the mean will be uncertain. The **vertical bar depicts the uncertainty** in this estimate as a 50% confidence interval

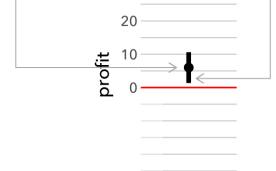
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Note: A 50% confidence interval is constructed such that if we repeated this process many times, roughly 50% of the constructed intervals would contain the true mean.

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

How you will be rewarded

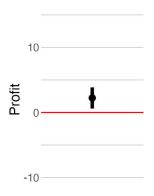
In each trial, the maximum number of points you can you can earn will be around 100-150.

Training

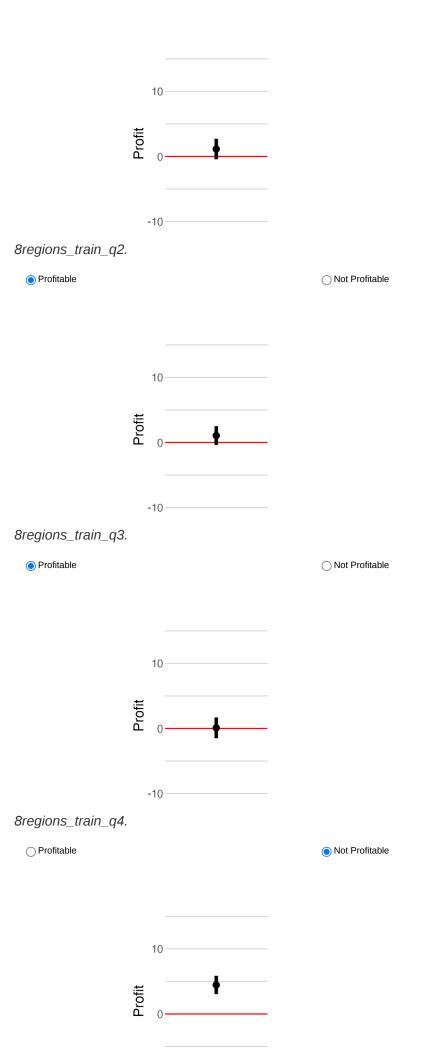
On the next page, you will be presented with a training trials. You will receive feedback on how you performed on these tasks. There are a total of five training trials. Your points in the training will be reset before the actual task begins.

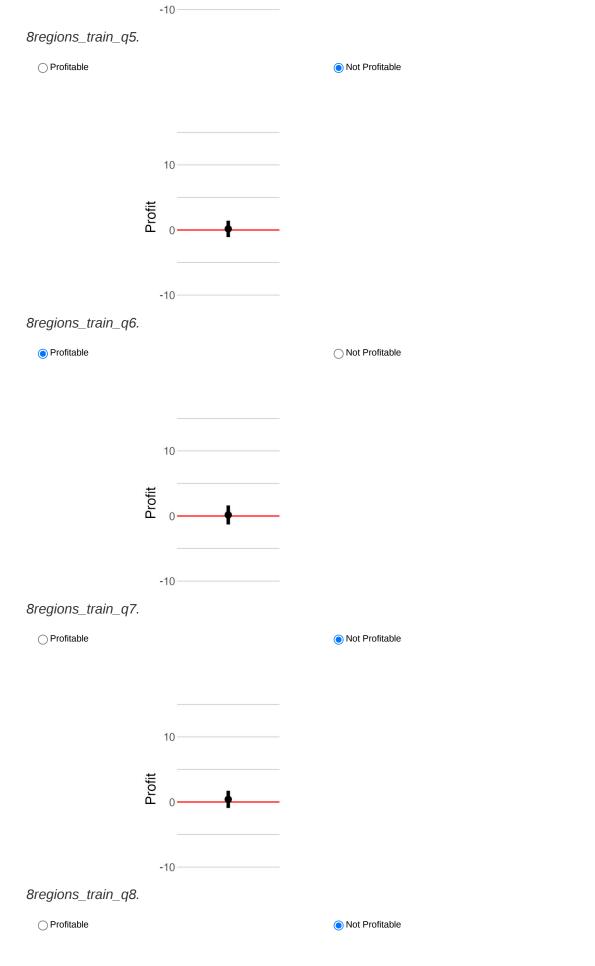
8regions_train_desc.
Trial number: 1/5

Which of the regions are profitable?



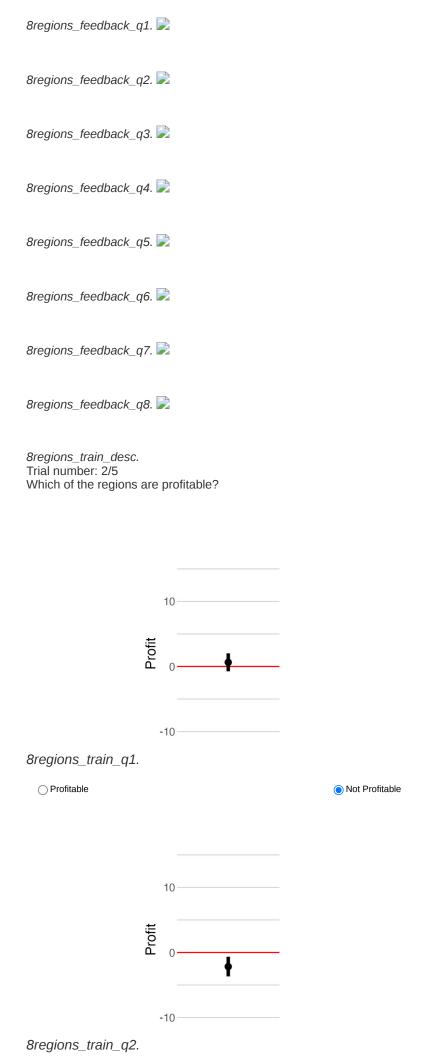
8regions_train_q1.

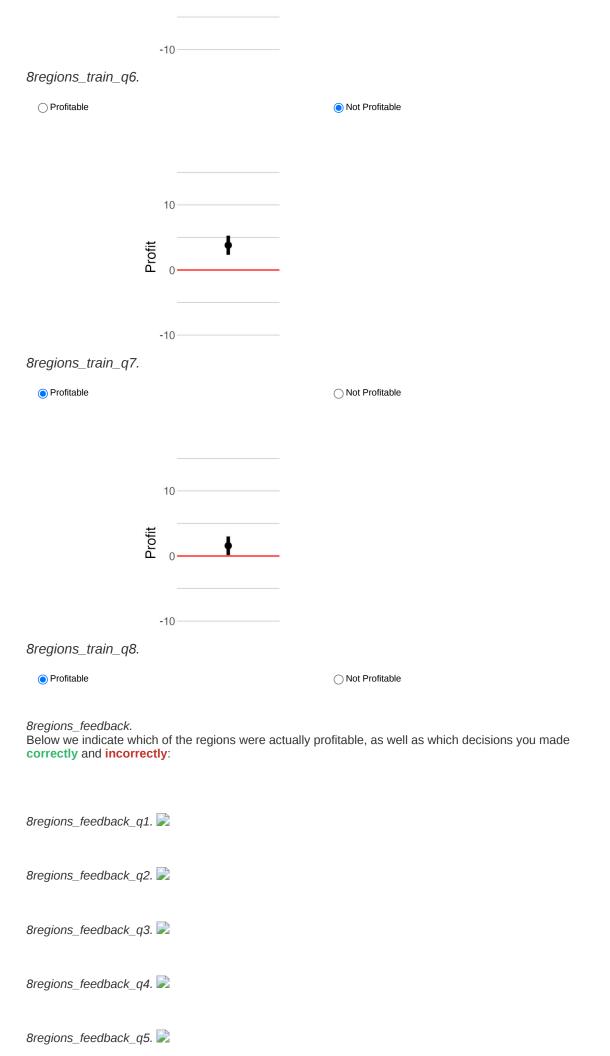


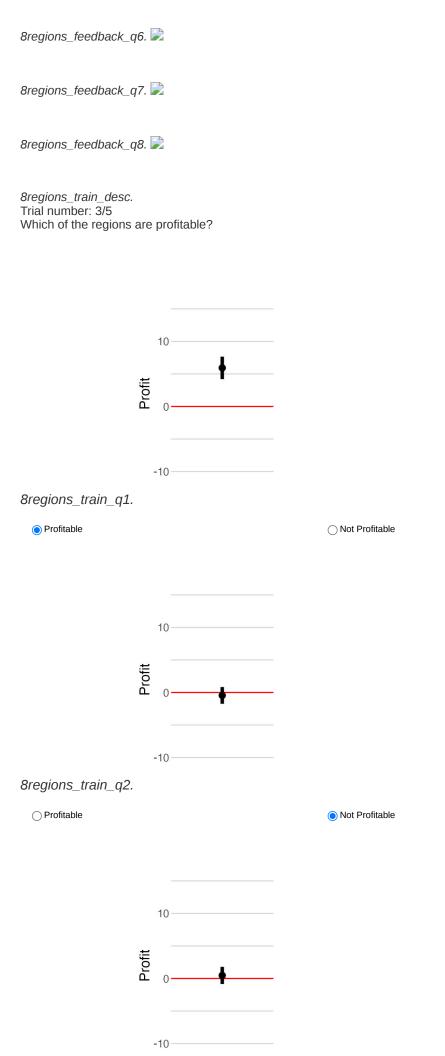


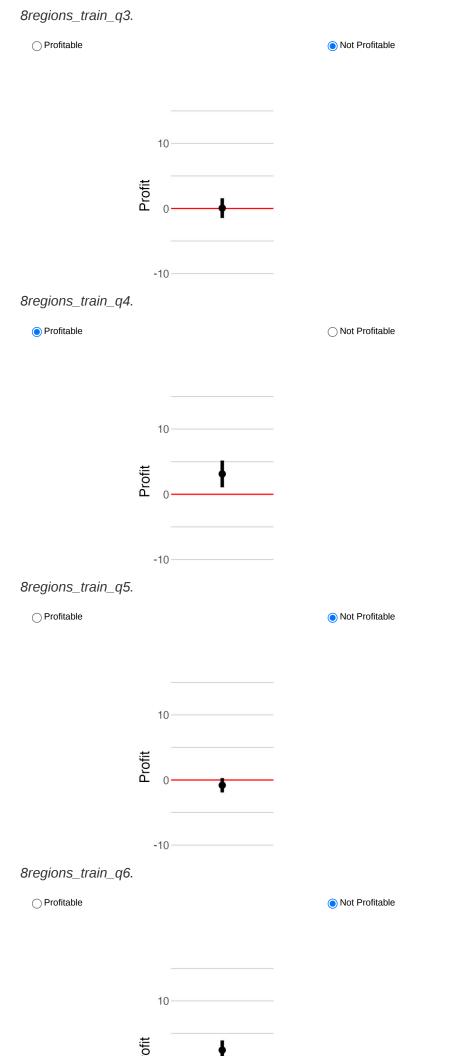
8regions_feedback.

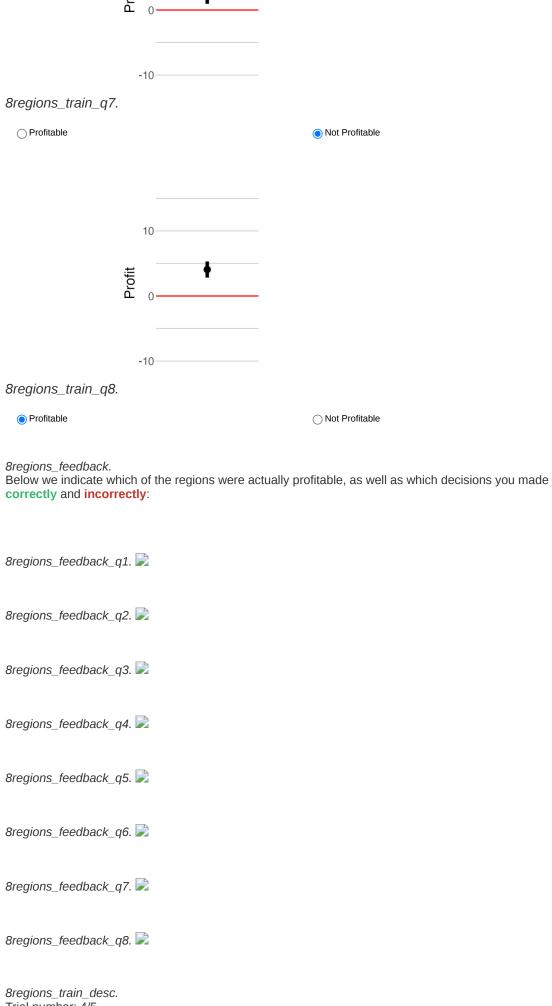
Below we indicate which of the regions were actually profitable, as well as which decisions you made **correctly**:



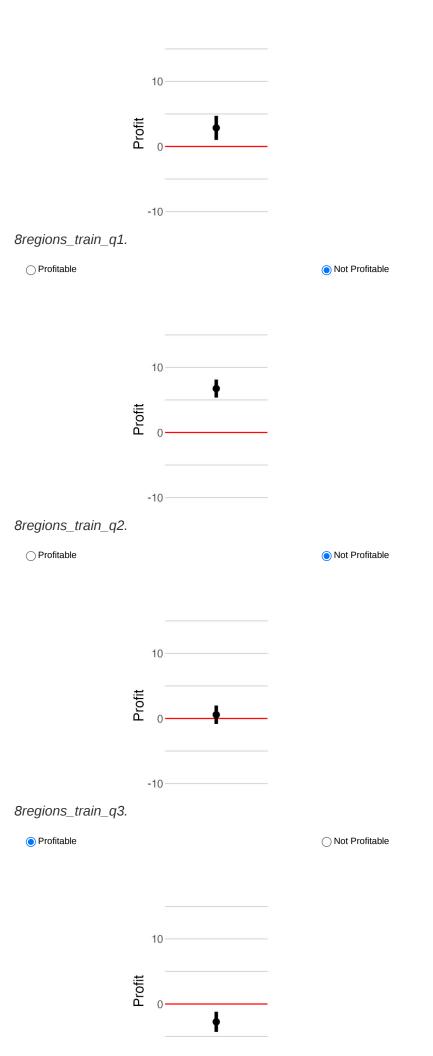






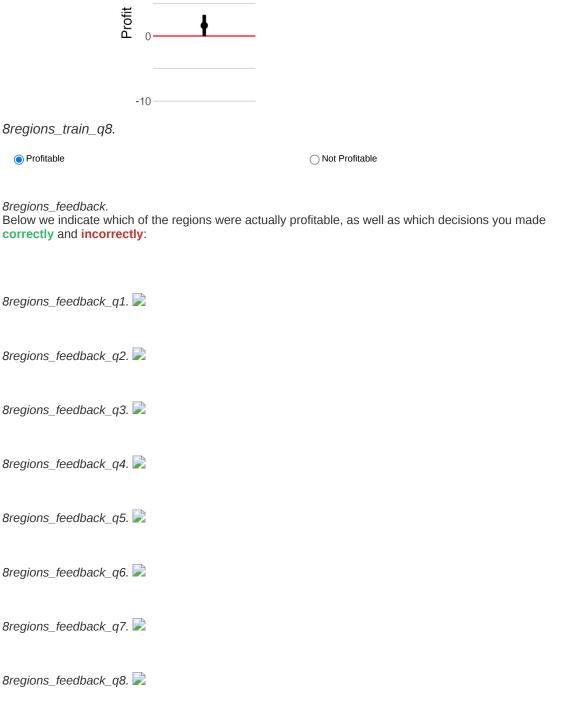


8regions_train_desc.
Trial number: 4/5
Which of the regions are profitable?



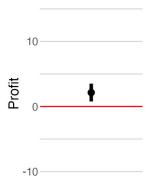
8regions_train_q4.		
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8regions_train_q5.		
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Progions train a6		
8regions_train_q6.		
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8regions_train_q7.		
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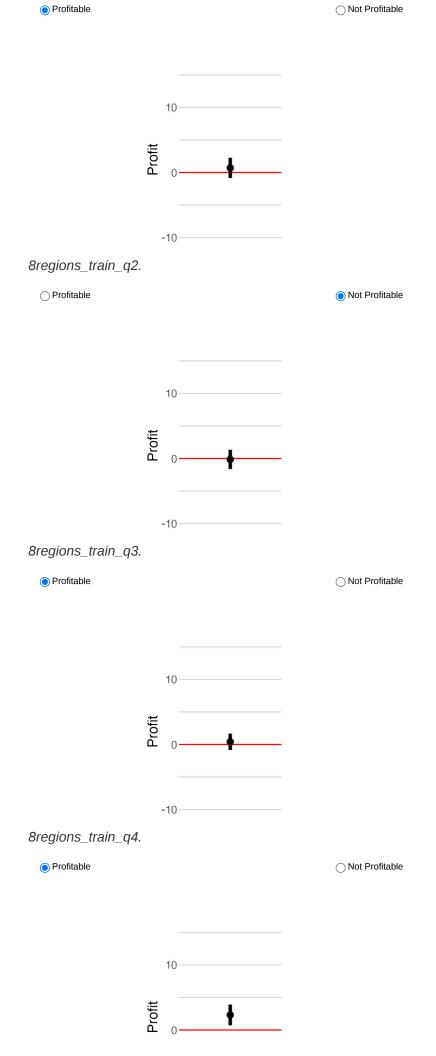
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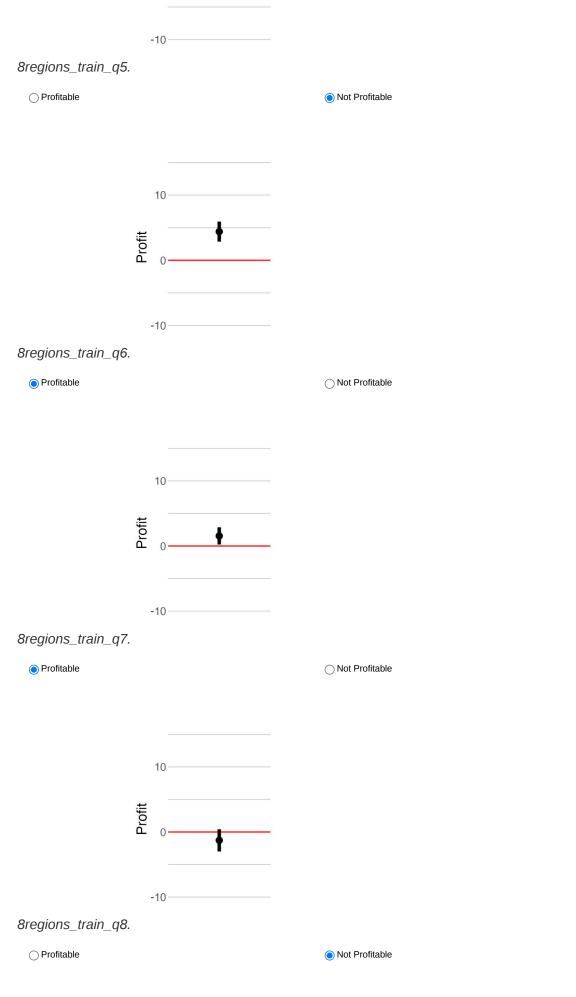


8regions_train_desc. Trial number: 5/5 Which of the regions are profitable?

Profitable







8regions_feedback.

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

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).

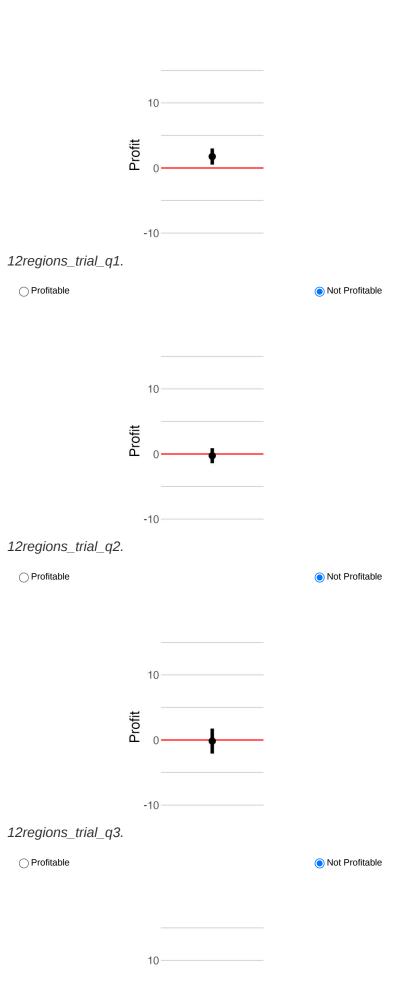
- If you think a region is profitable on average and mark it as
 profitable it (based on the data from the 20 stores), and that region does
 have an average profit greater than zero based on all 200 stores, you will
 receive 50 points.
- ✓ If you mark a region as not profitable, and that region does not have a profit greater than zero on average, you will receive 10 points.
- X 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.
- X 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.

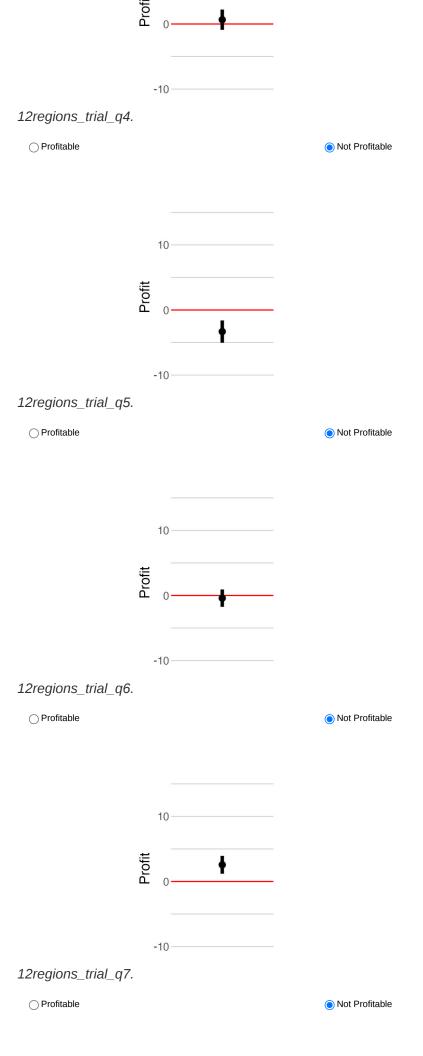
Note:

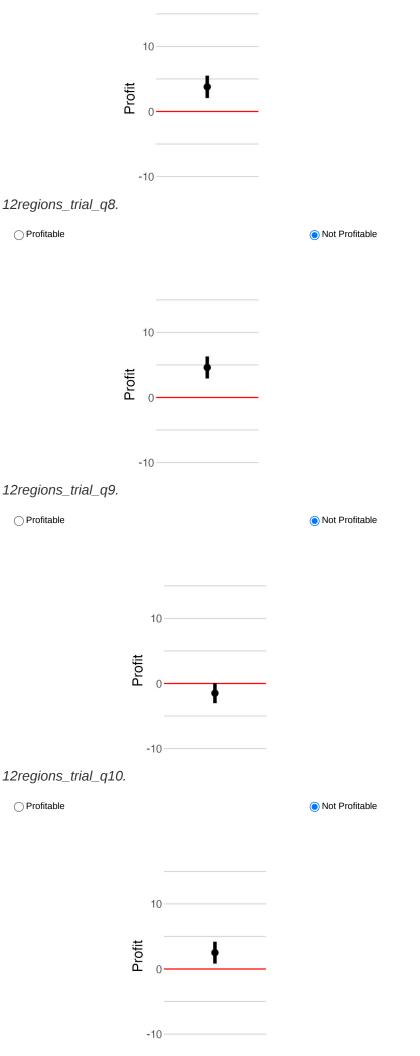
It is possible that you may end up with negative points. Please do not worry if that is the case. You are still guaranteed the minimum of \$5 for your participation.

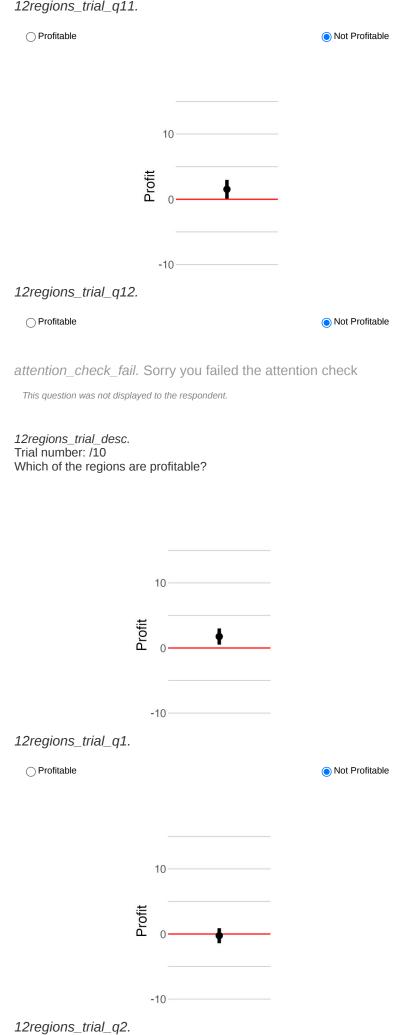
	region profit > 0	region profit < 0
Mark a region as profitable	Win 50 points	Lose 150 points
Mark a region as not profitable	Lose 40 points	Win 10 points

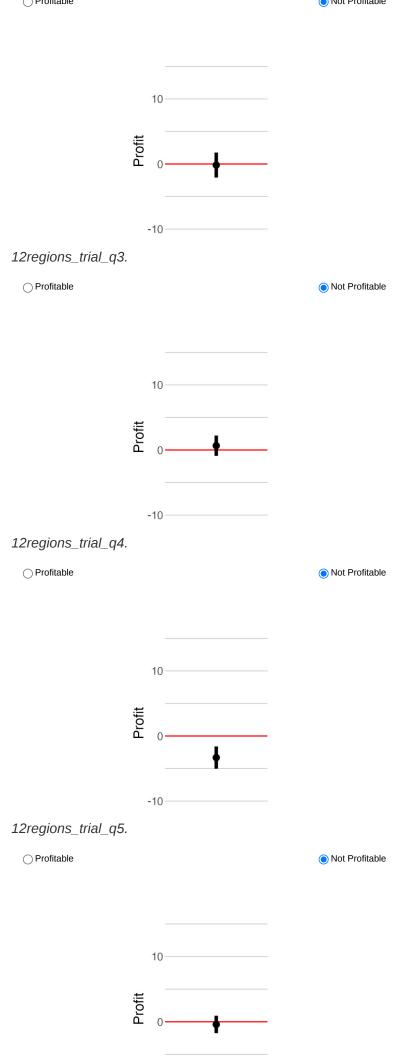
12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?



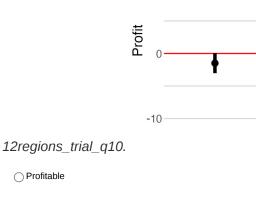




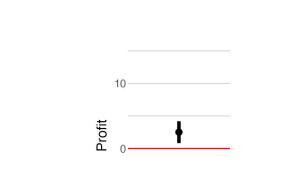




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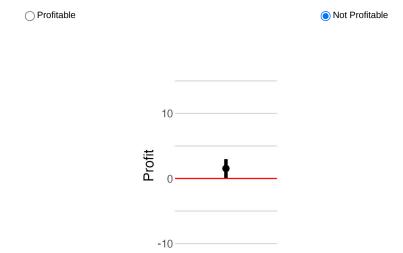


Not Profitable



12regions_trial_q11.

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12regions_trial_q12.

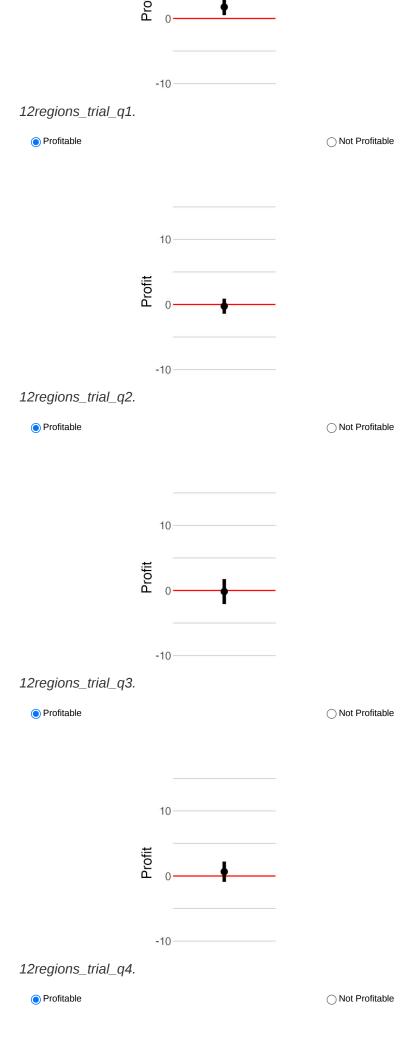
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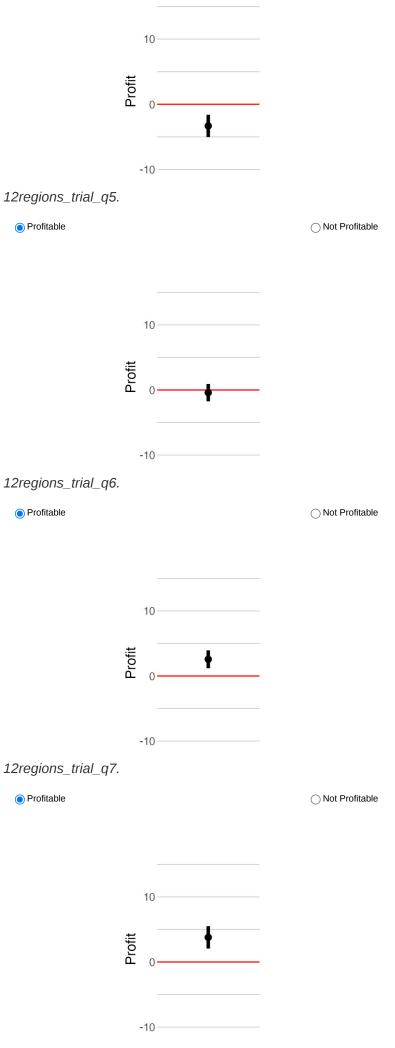
attention_check_fail. Sorry you failed the attention check

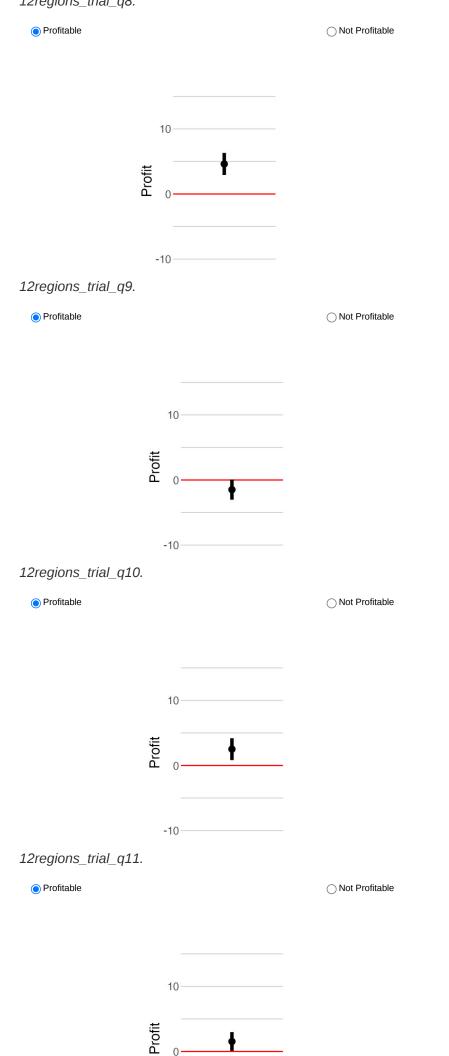
This question was not displayed to the respondent.

12regions_trial_desc. Trial number: /10

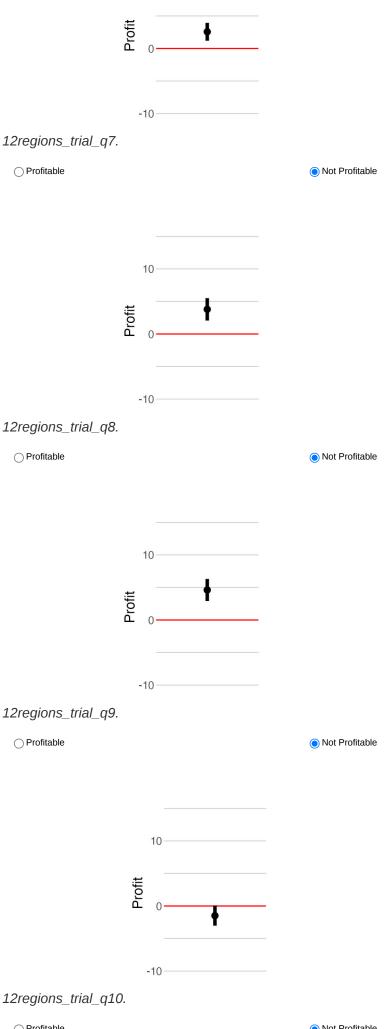
Which of the regions are profitable?







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12regions_trial_desc. Trial number: /10 Which of the regions a	are profitable?	
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12regions_trial_q10.

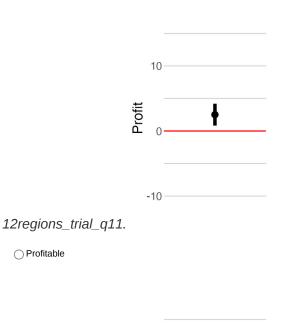
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Profitable

Not Profitable



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Not Profitable

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O Profitable Not Profitable

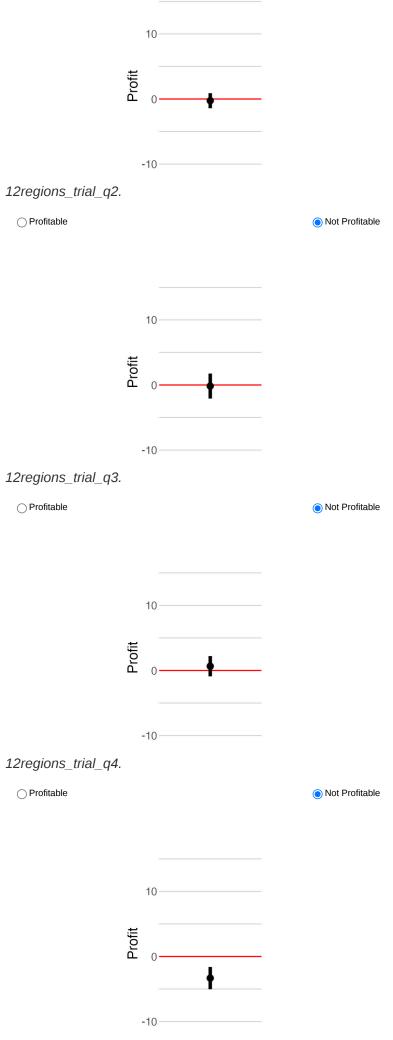
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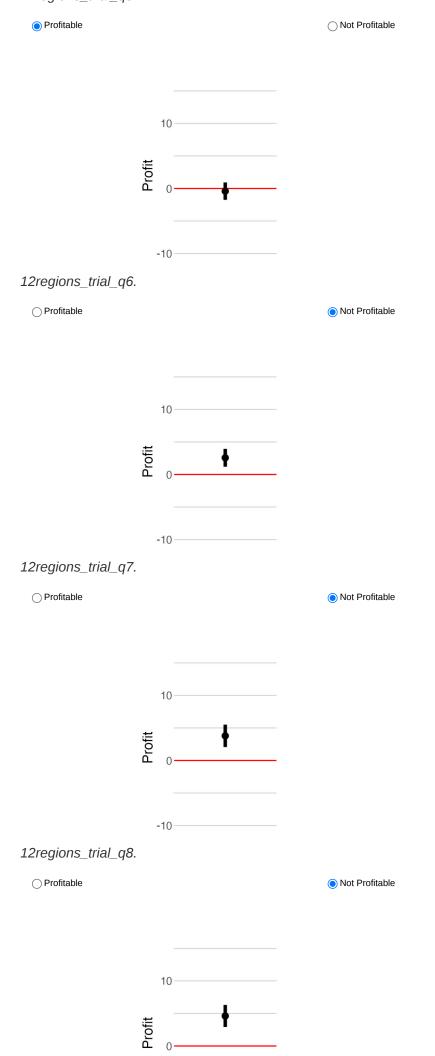
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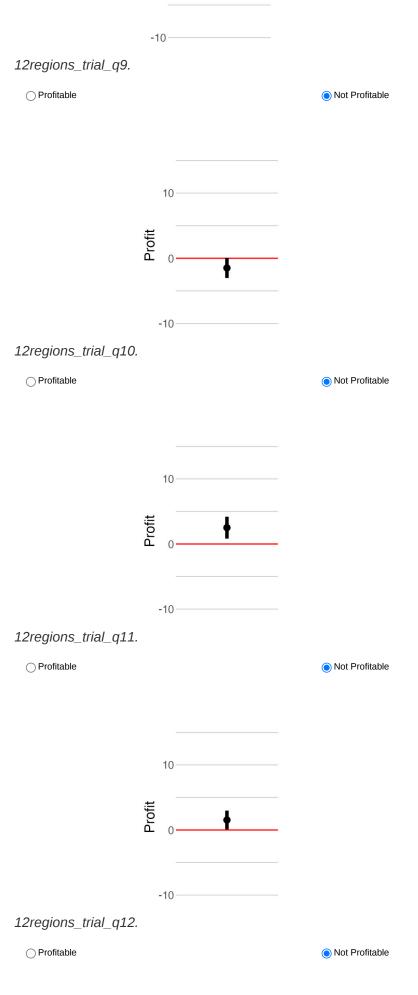
12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?

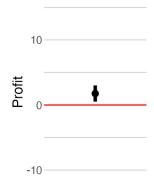
12regions_trial_q1.

○ Profitable





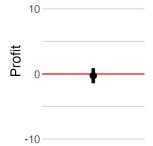




12regions_trial_q1.

OProfitable

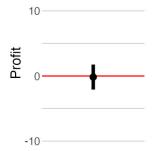
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12regions_trial_q2.

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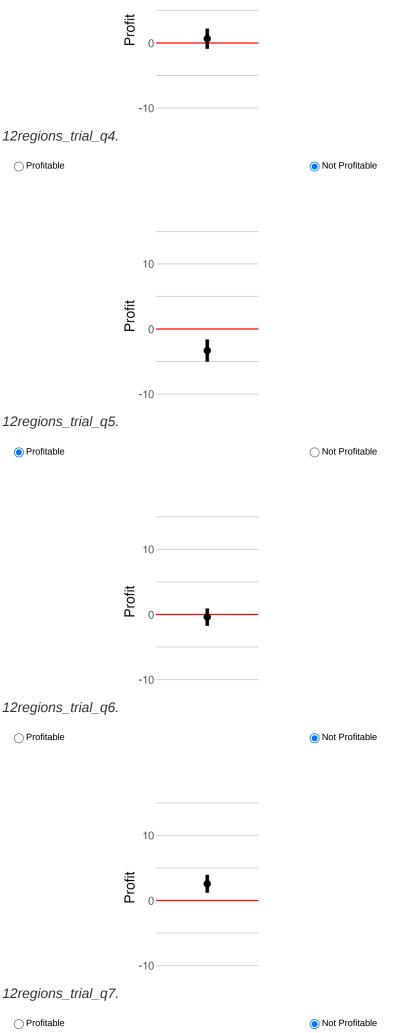


12regions_trial_q3.

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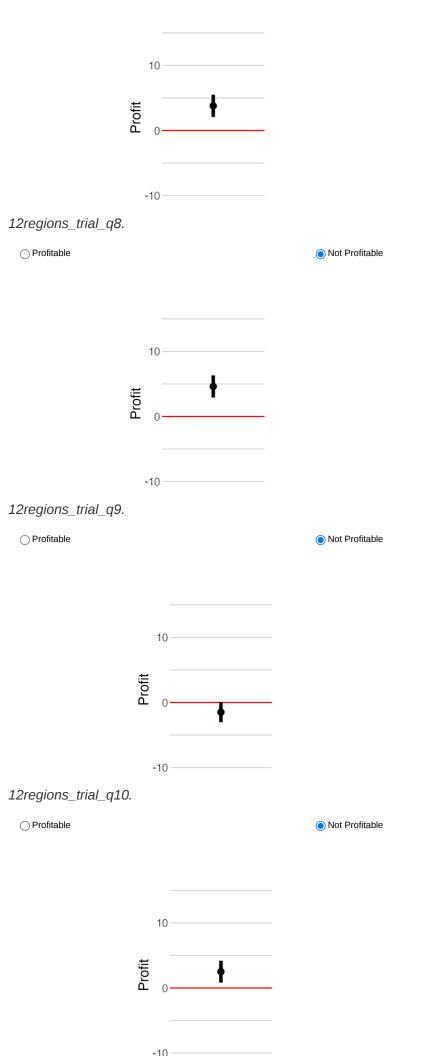
12regions_trial_q7.

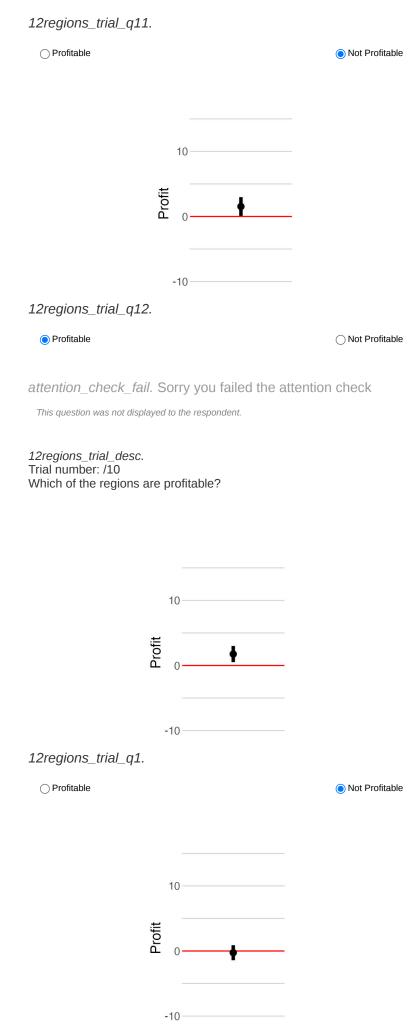
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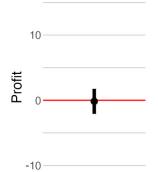
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12regions_trial_q3.

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12regions_trial_q4.

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O Not Profitable

12regions_trial_q5.

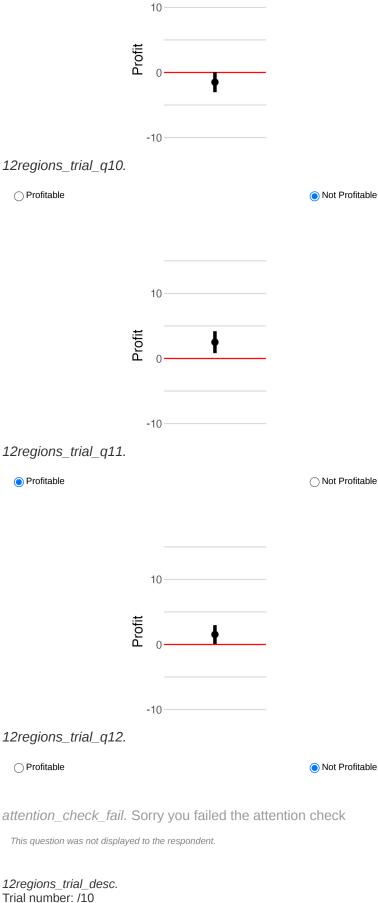
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Not Profitable

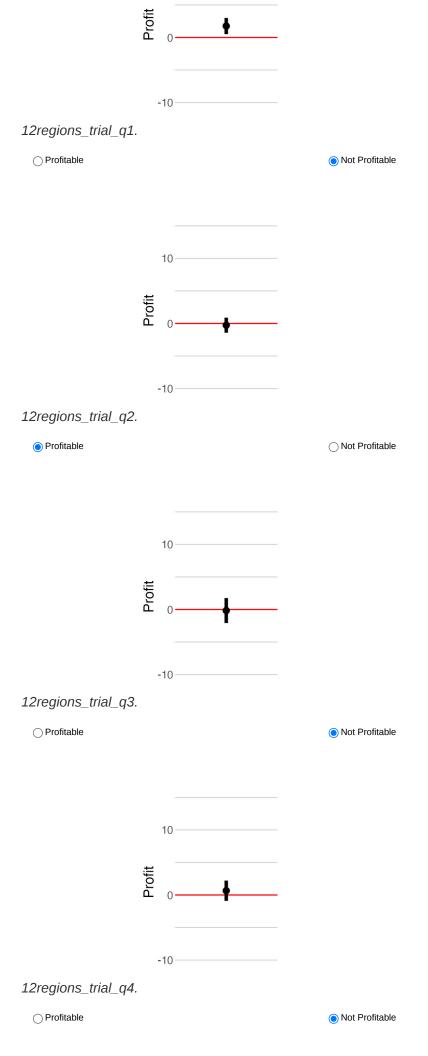
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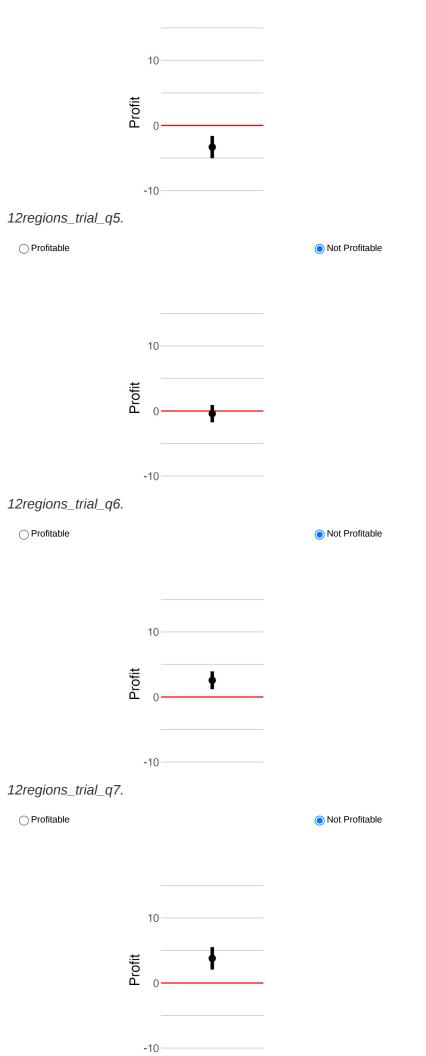
Profit

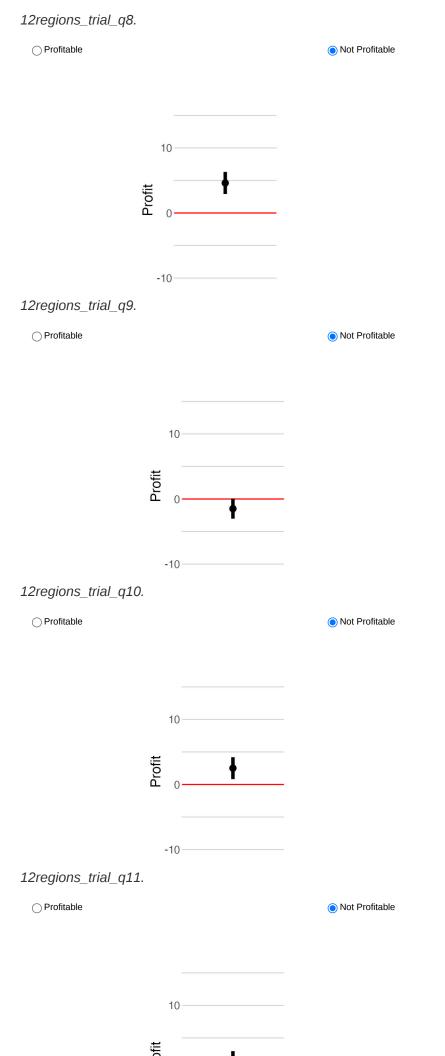
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12regions_trial_q8.			
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12regions_trial_q9.			
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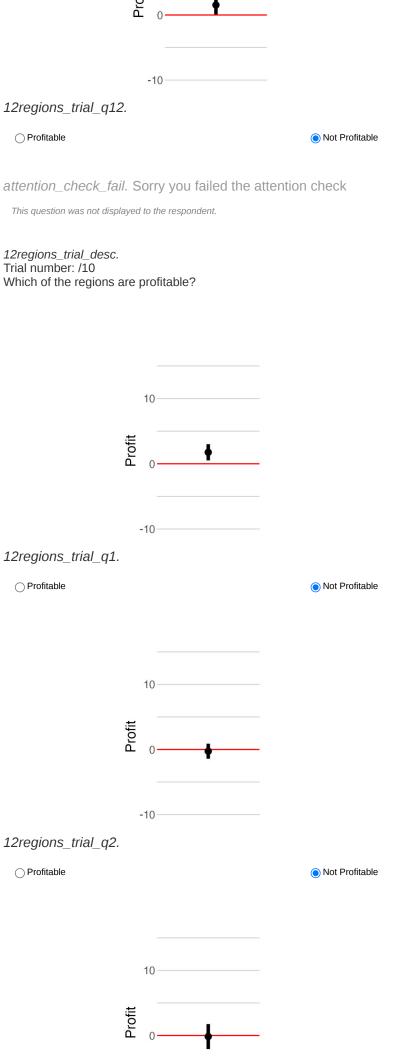


12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?

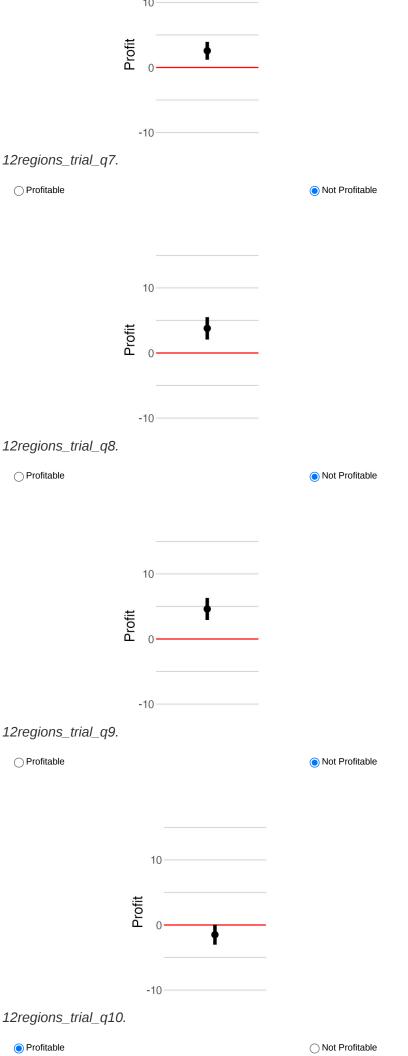


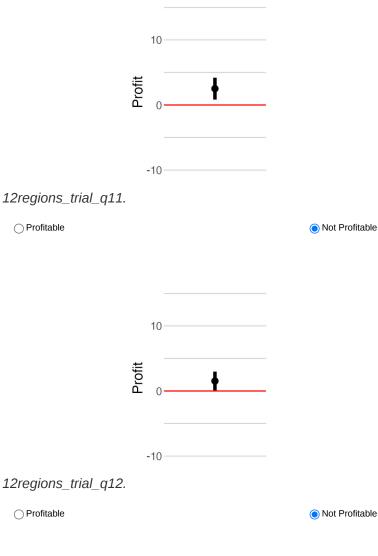






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12regions_trial_q3.		Not Profitable
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12regions_trial_q4. ○ Profitable	-10	Not Profitable
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12regions_trial_q5. • Profitable		○ Not Profitable
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12regions_trial_q6.		Not Profitable

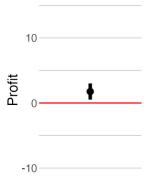




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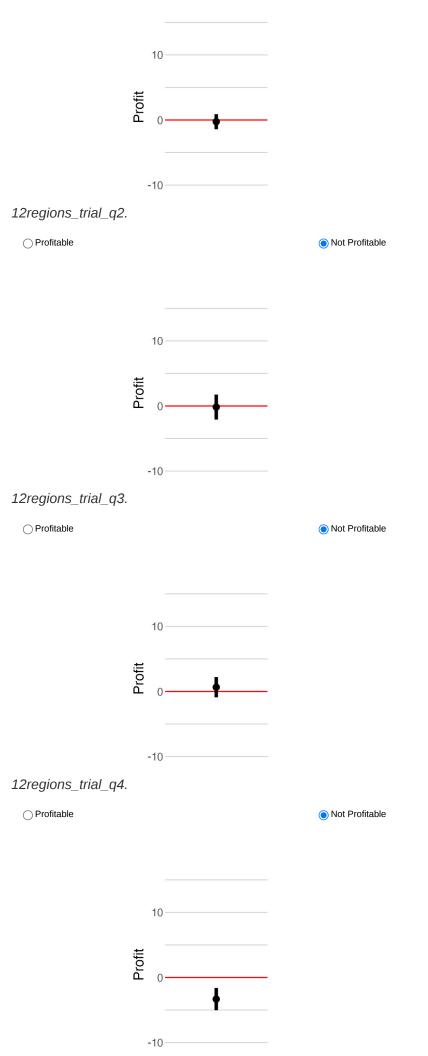
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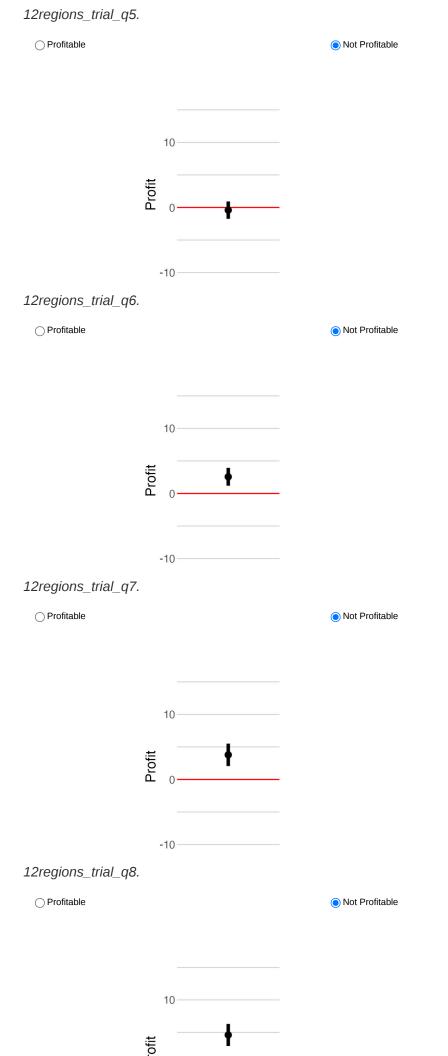
12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?

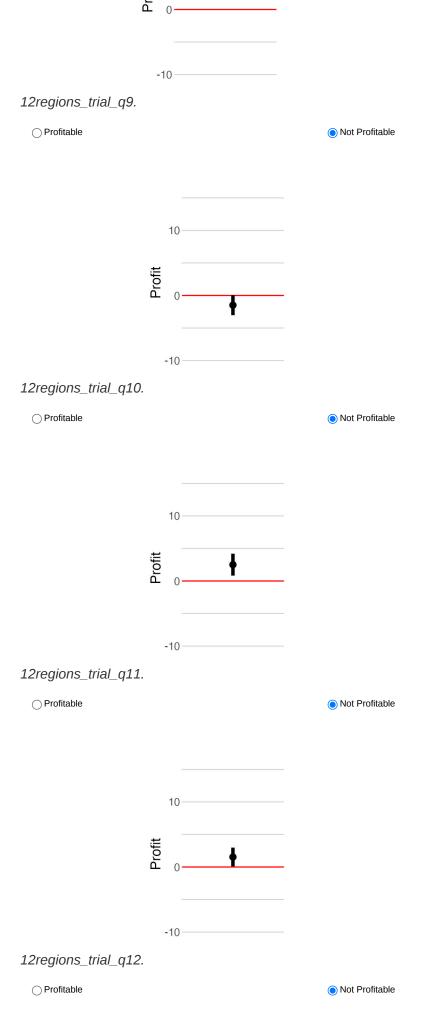


12regions_trial_q1.

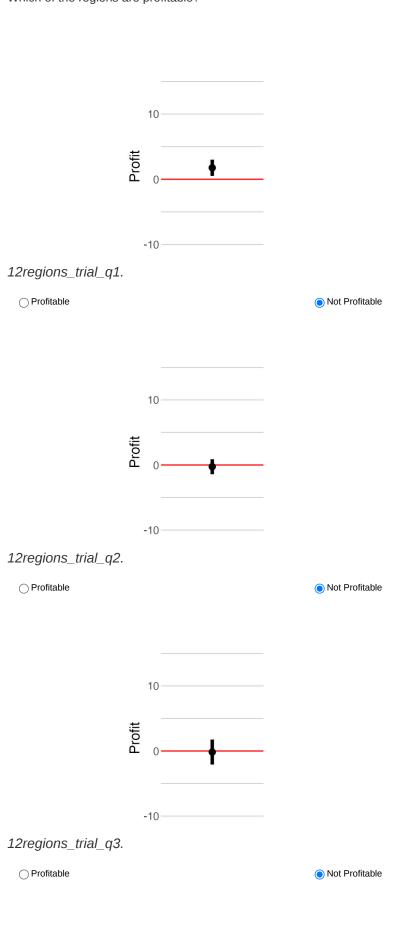


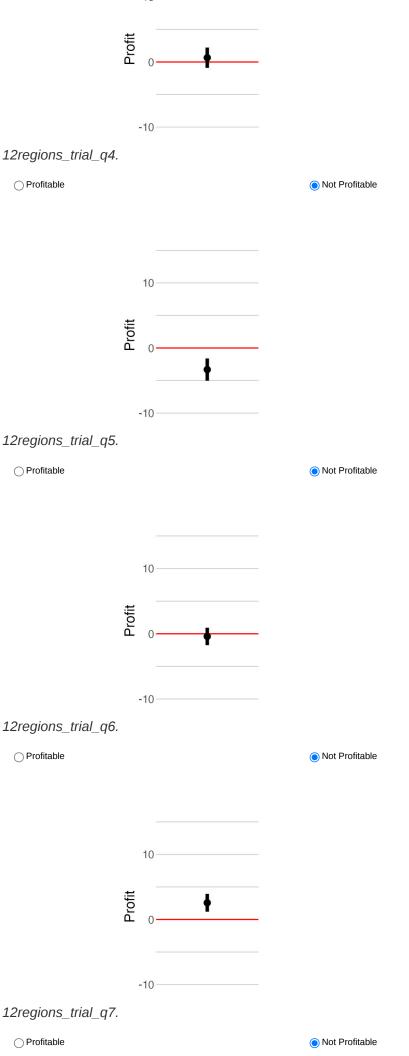


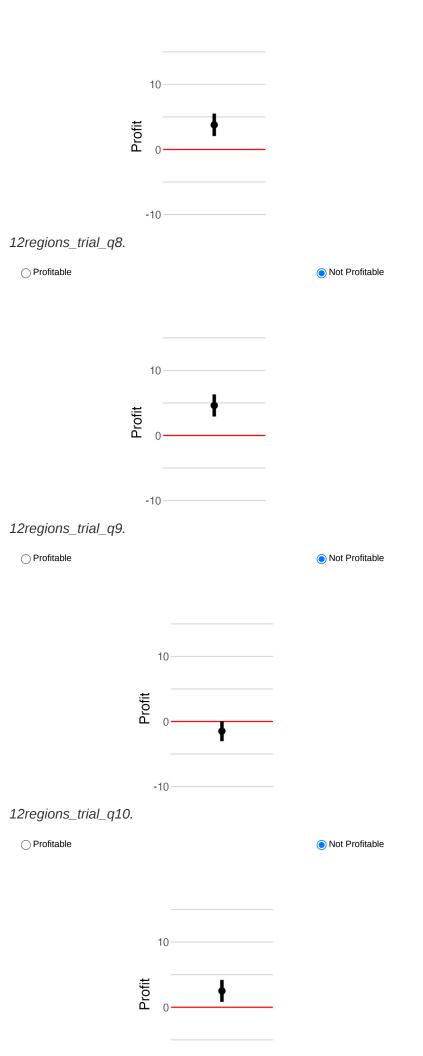




12regions_trial_desc.
Trial number: /10
Which of the regions are profitable?







12regions_trial_q12.

attention_check_fail. Sorry you failed the attention check

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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.
- X 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.
- X 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.

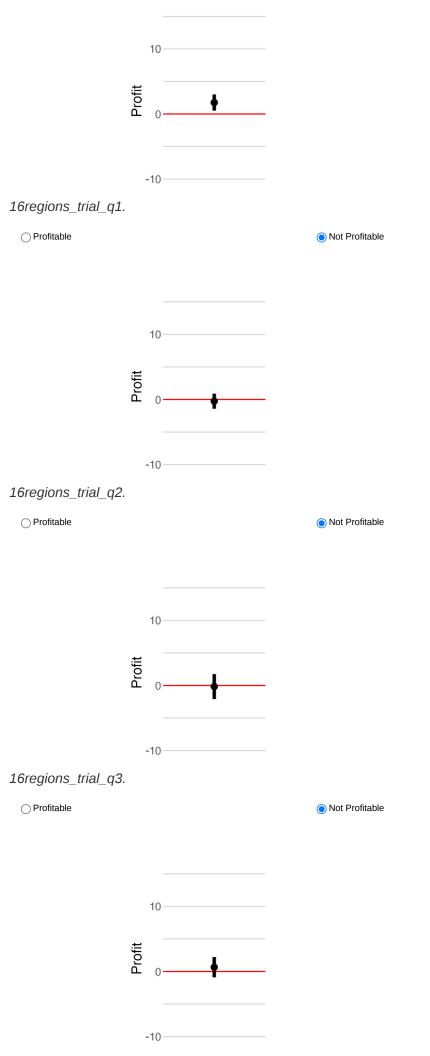
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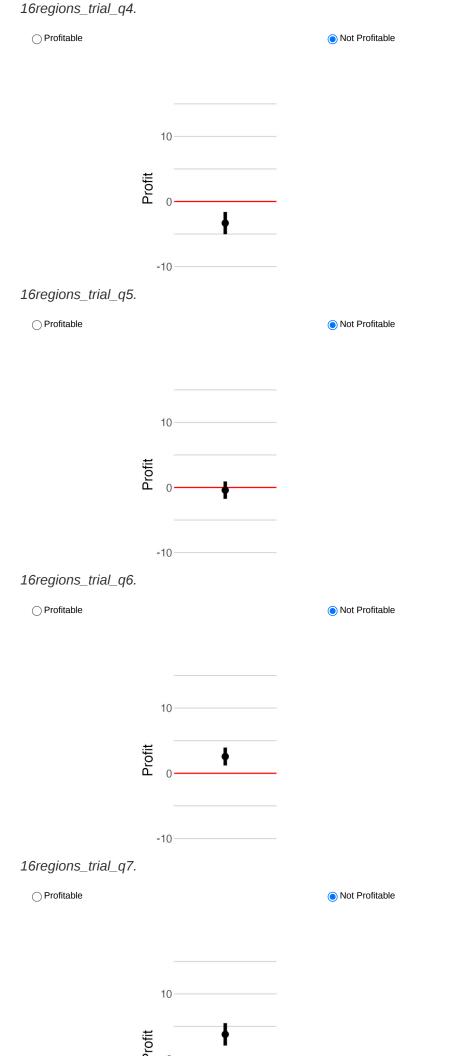
It is possible that you may end up with negative points. Please do not worry if that is the case. You are still guaranteed the minimum of \$5 for your participation.

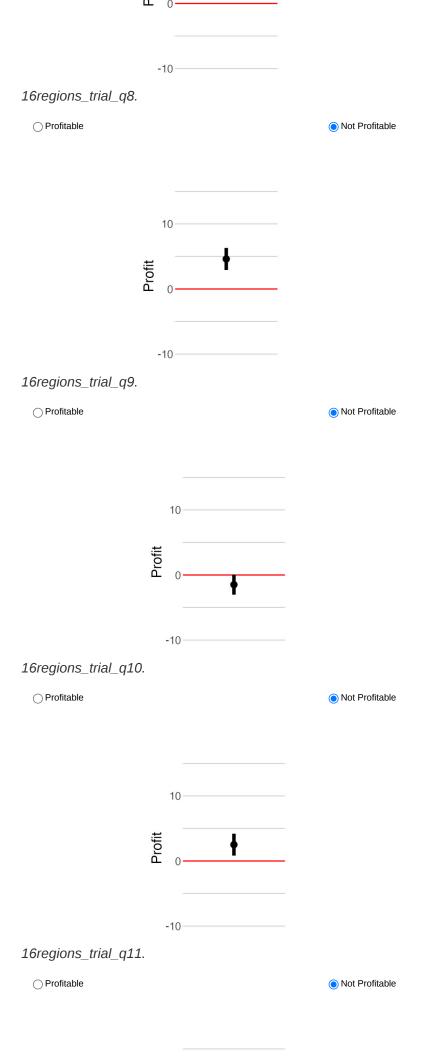
	region profit > 0	region profit < 0
Mark a region as profitable	Win 50 points	Lose 150 points
Mark a region as not profitable	Lose 40 points	Win 10 points

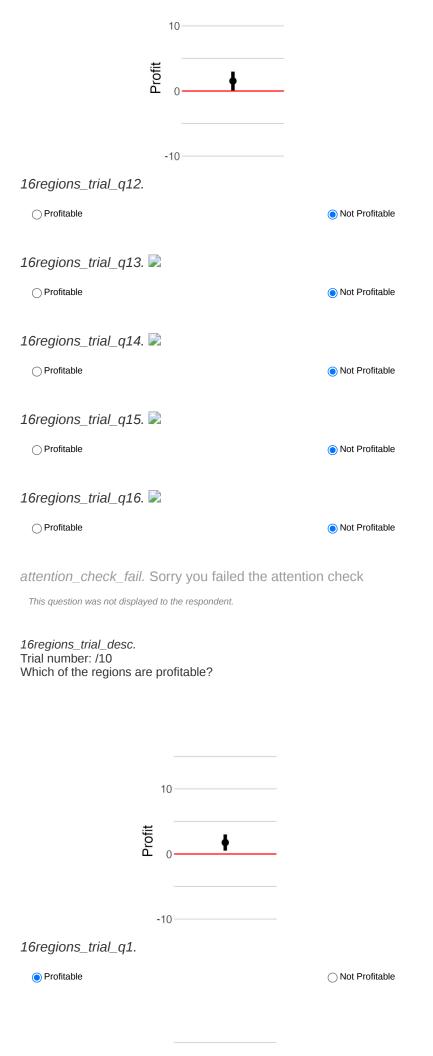
16regions_trial_desc.
Trial number: /10

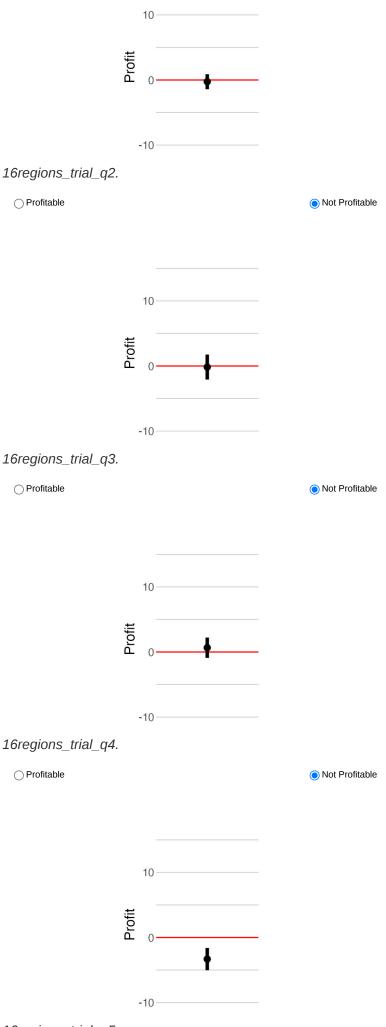
Which of the regions are profitable?



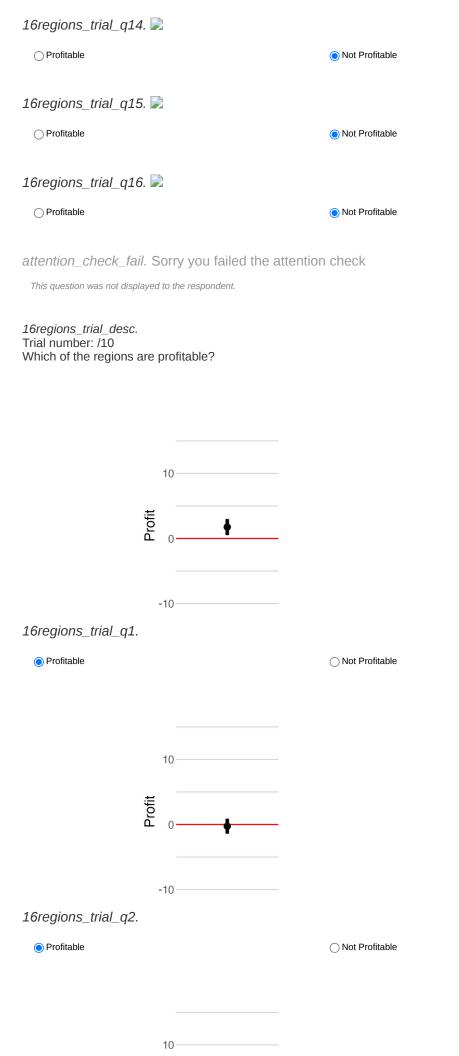


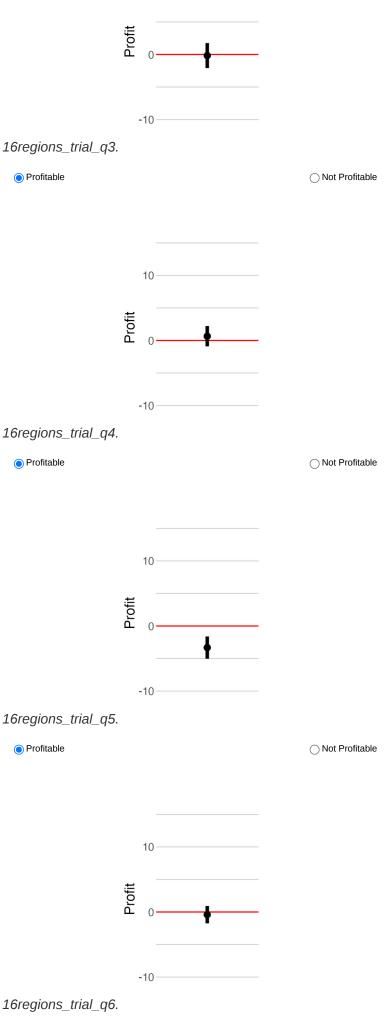






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16regions_trial_q9.		
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	Profit	
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16ragions trial a10		
16regions_trial_q10.		
Profitable		Not Profitable
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	Profit	
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16regions_trial_q11.		
○ Profitable		Not Profitable
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	Profit	
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16regions_trial_q12.		
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16regions_trial_q13.		
	MET AL	
○ Profitable		Not Profitable





16regions_trial_q6.

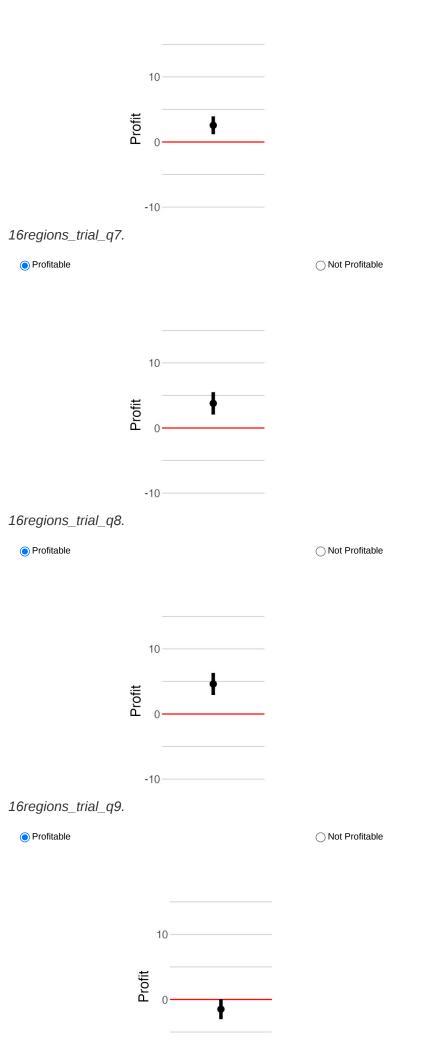
Profitable

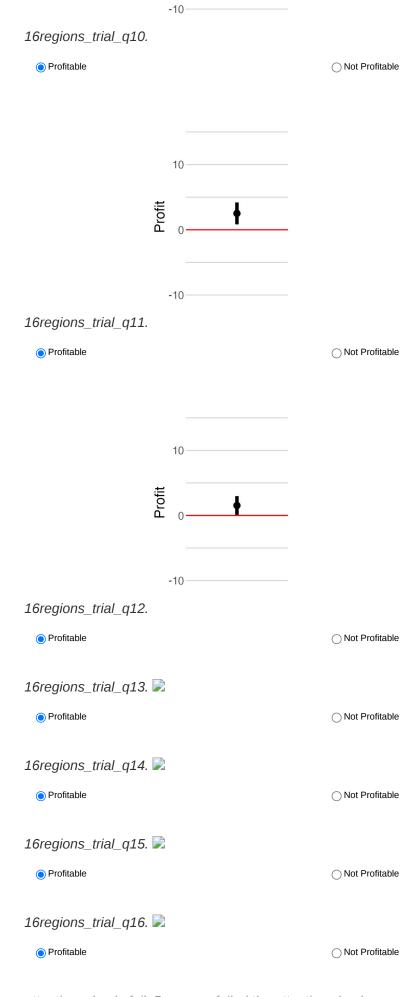
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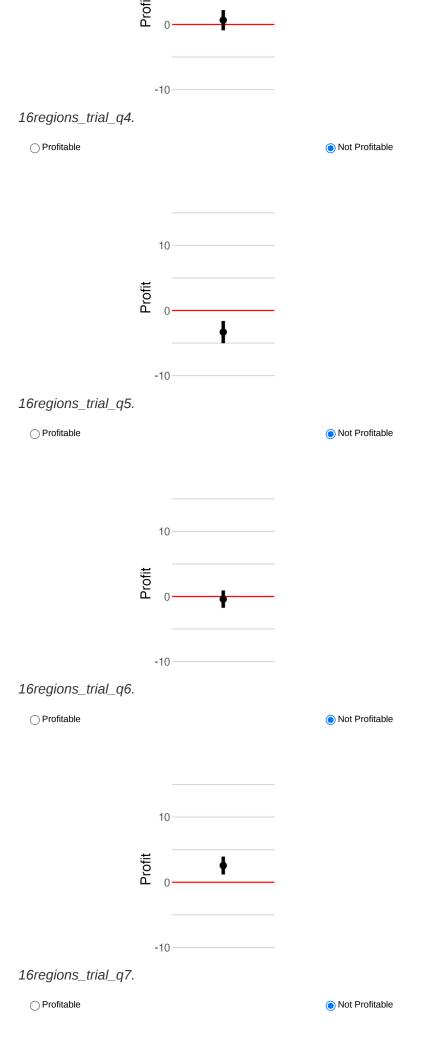
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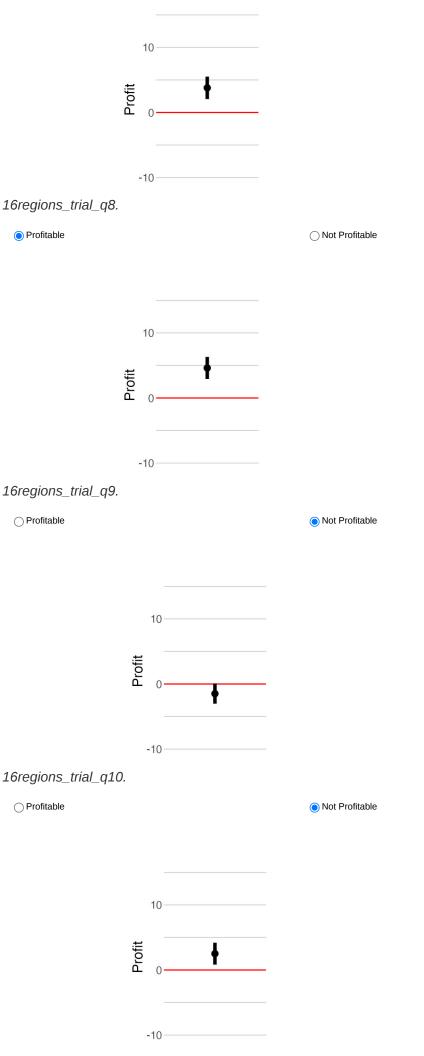
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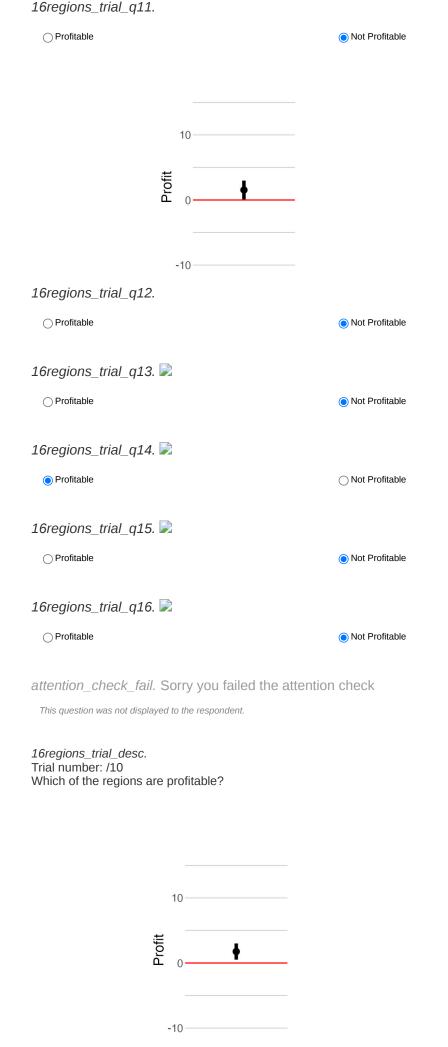


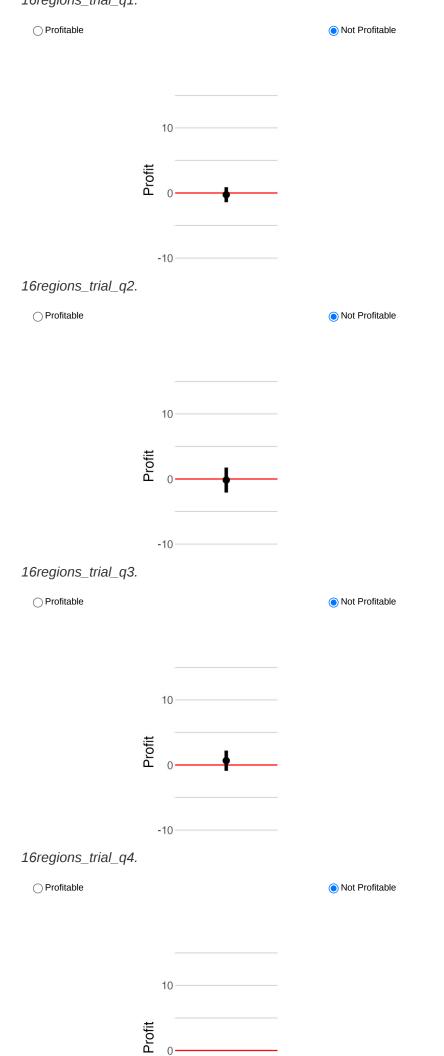


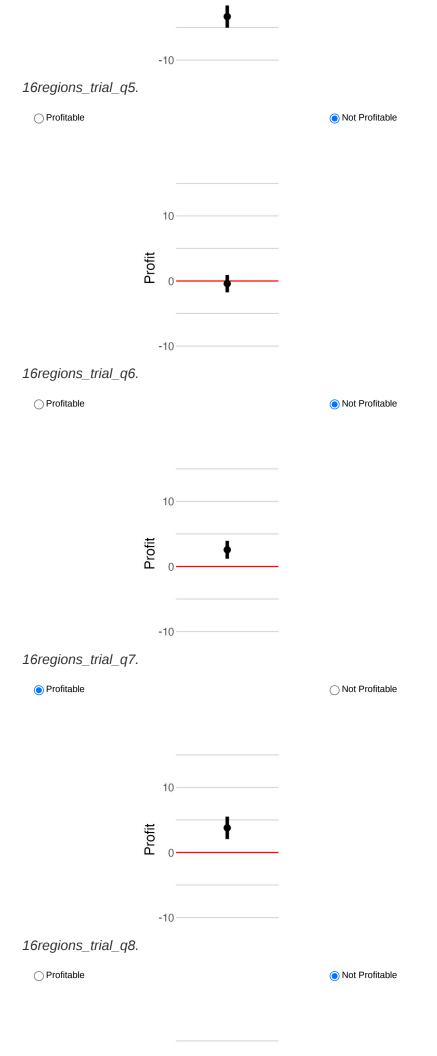
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Trial number: /10
Which of the regions are profitable? 10 --10 16regions_trial_q1. OProfitable Not Profitable 16regions_trial_q2. OProfitable Not Profitable -10 16regions_trial_q3. Profitable Not Profitable 10-

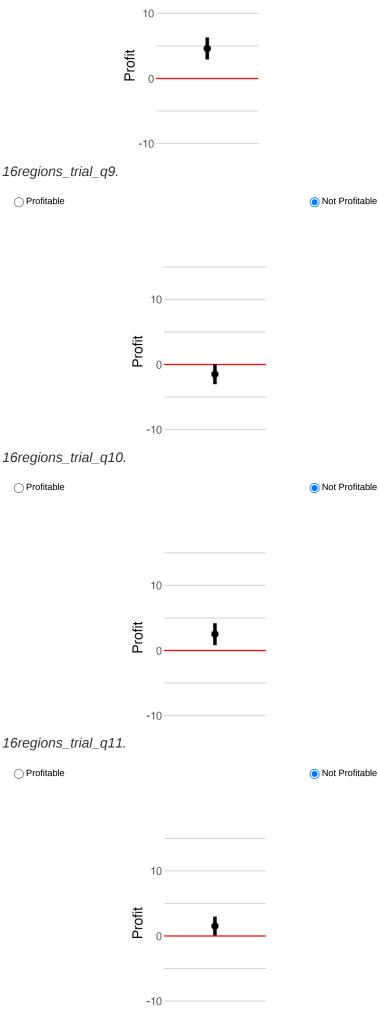


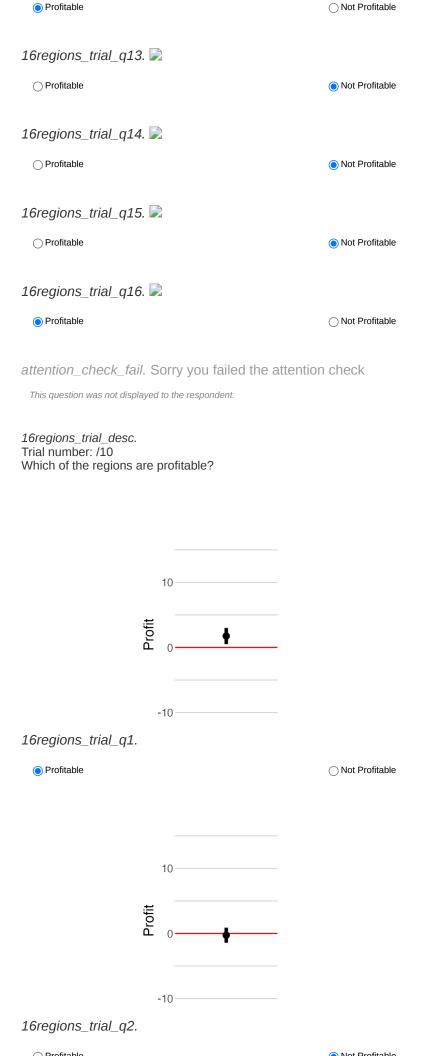


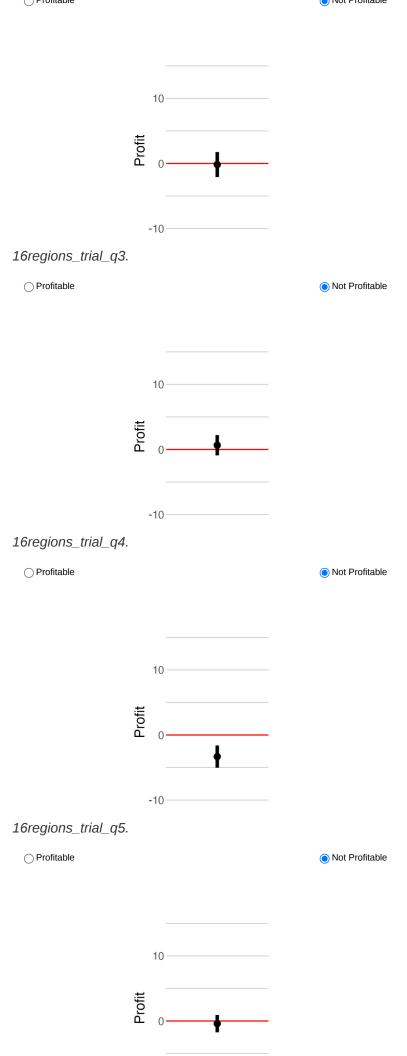






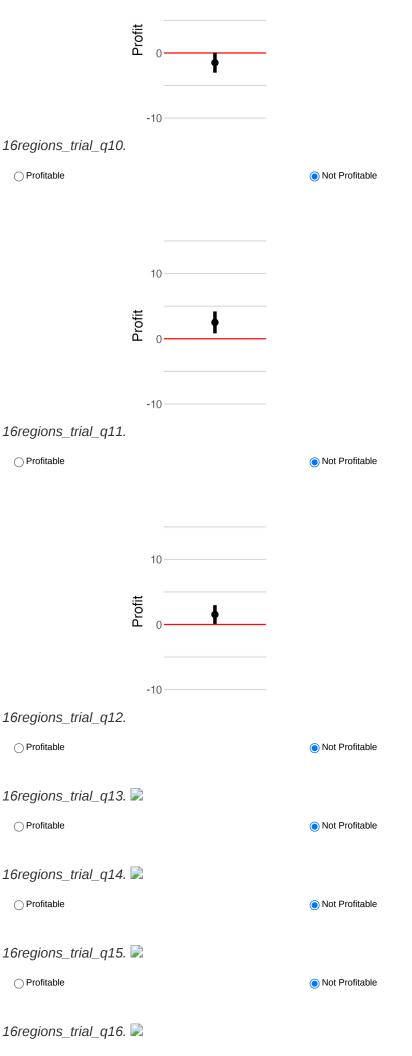


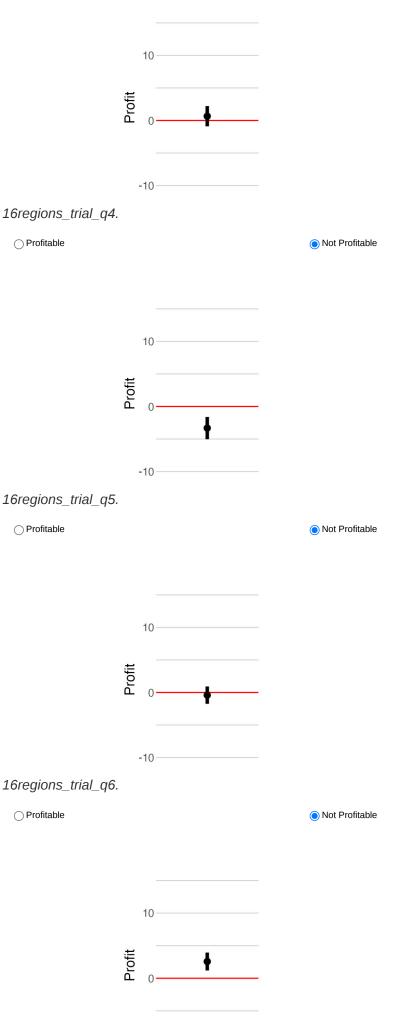




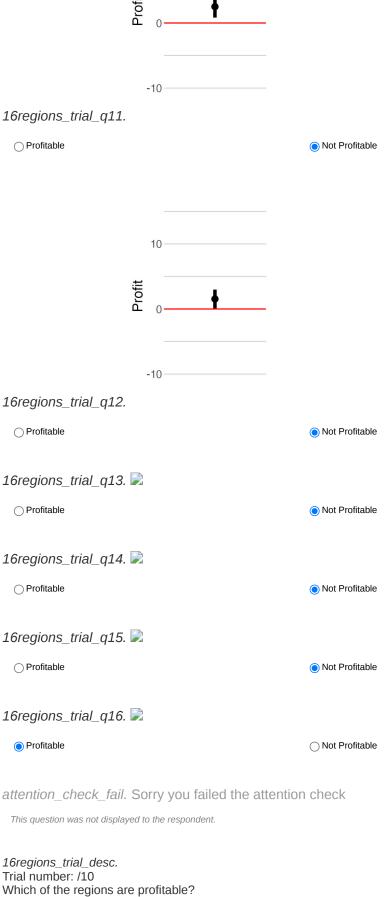
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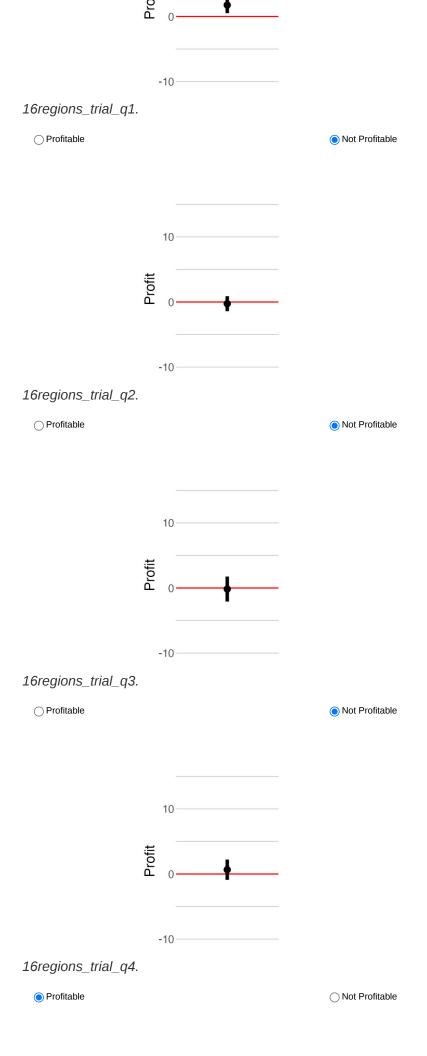


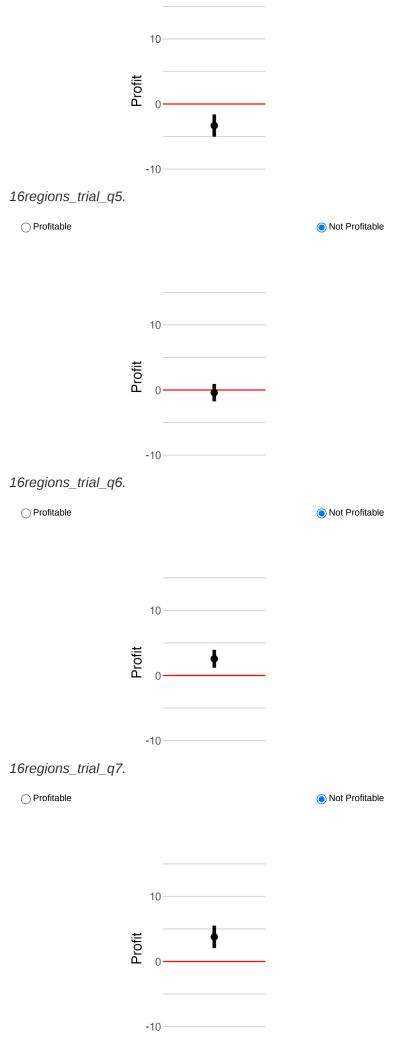


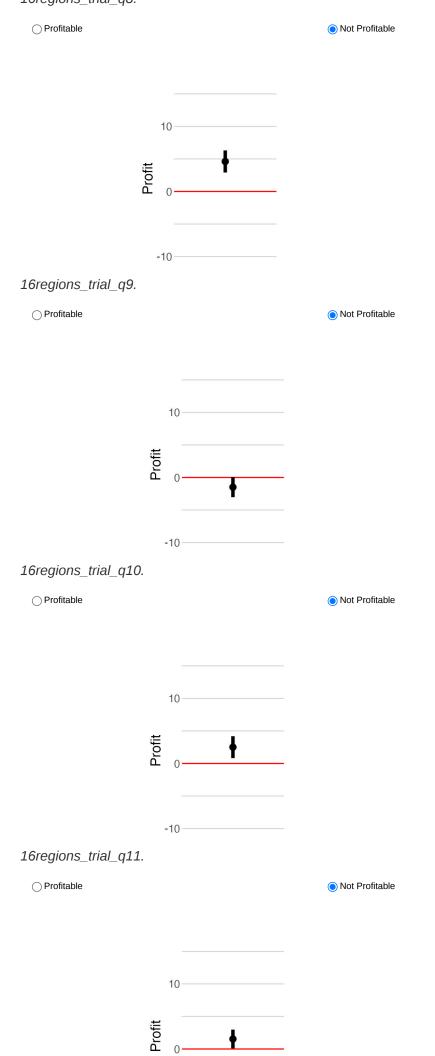
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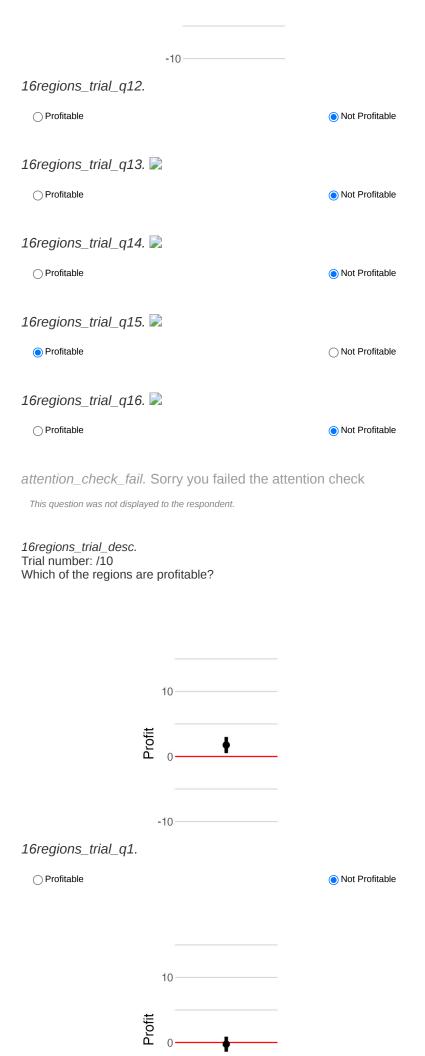


16regions_trial_desc.

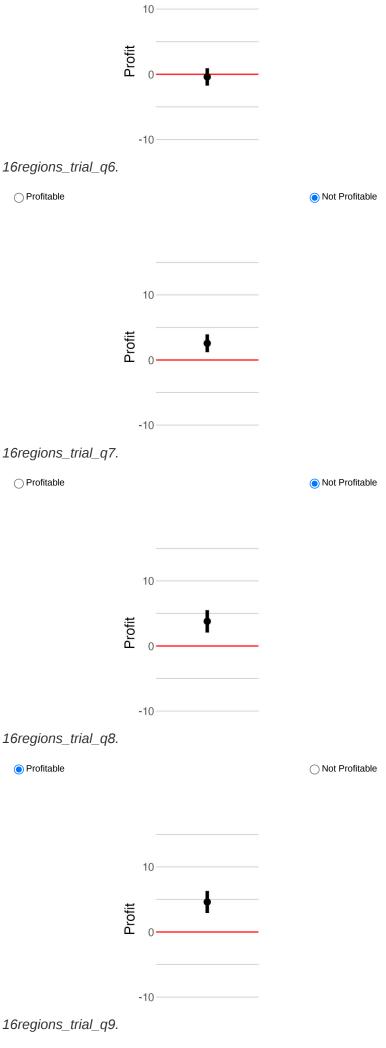


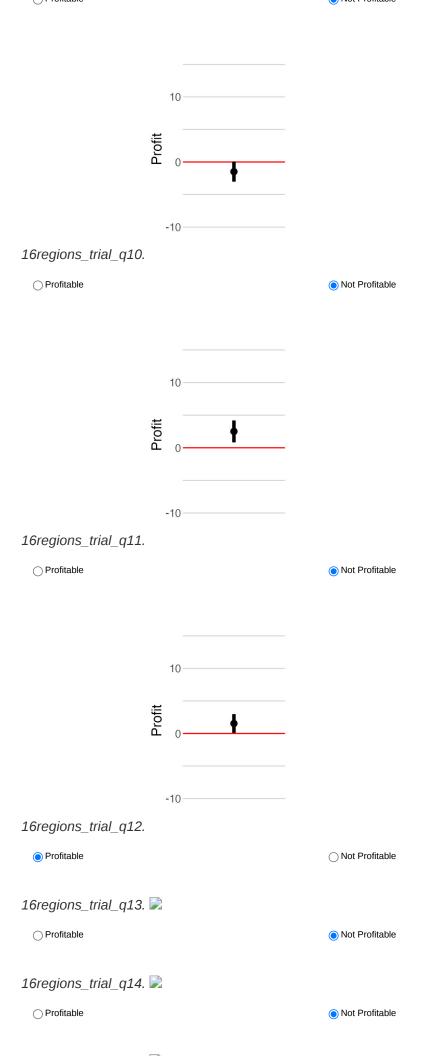


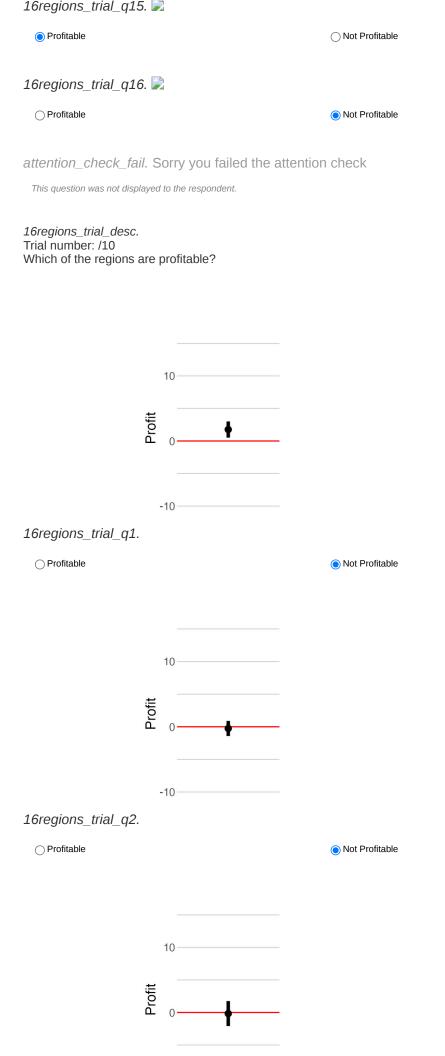


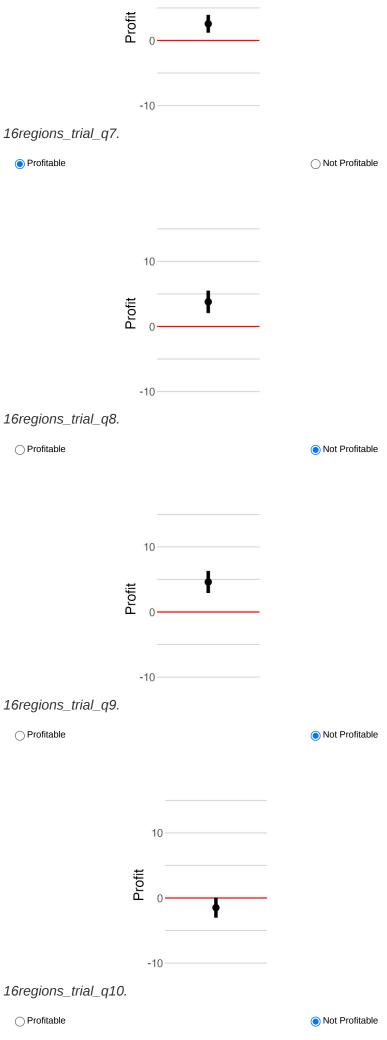


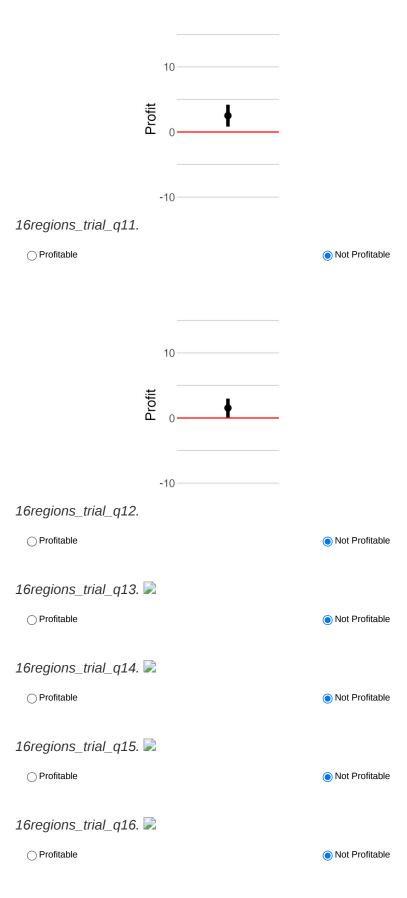
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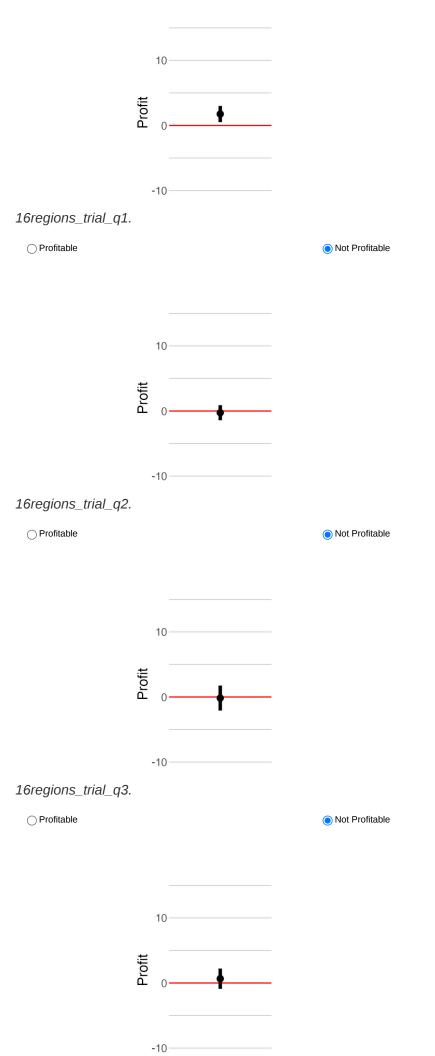


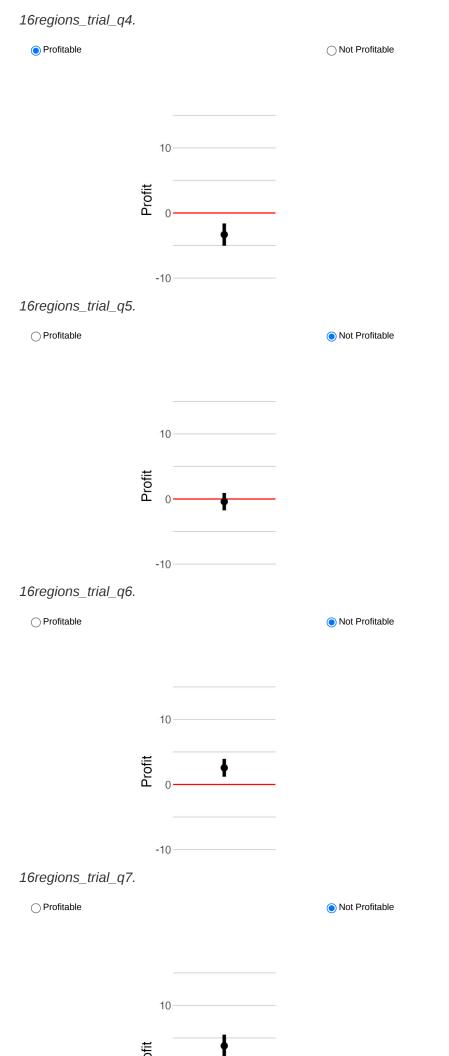


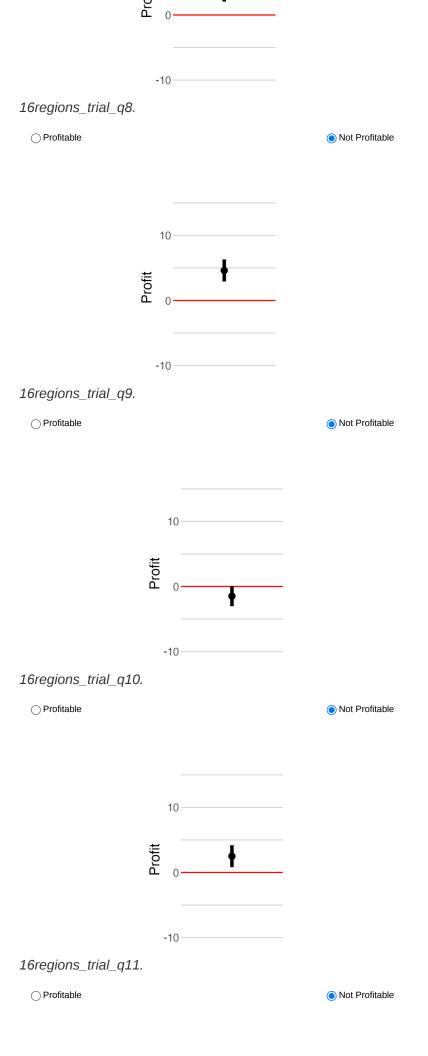


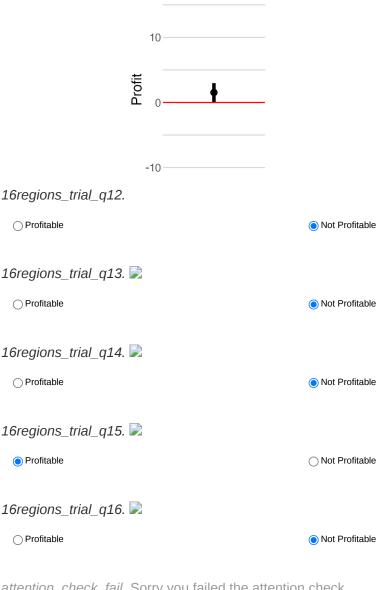
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Q271. Test

nregions_intro.

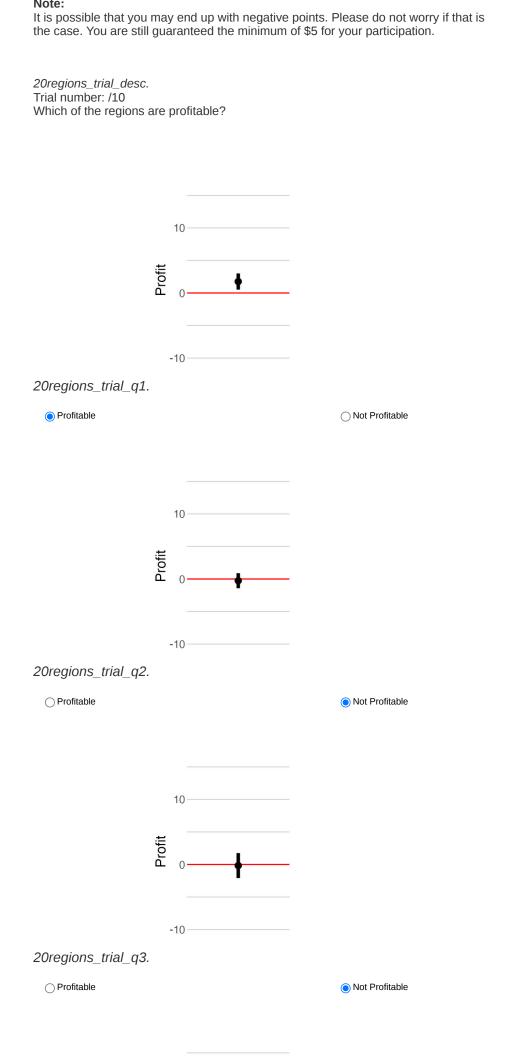
On the next page you will be presented with the data for 12 regions (i.e. you will be presented with 12 graphs at the same time).

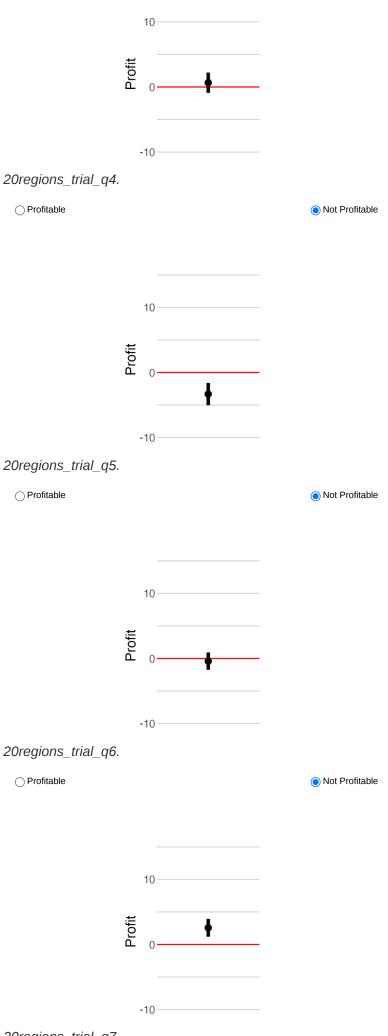
Recap: how your job performance is evaluated

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.
- X 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.
- X 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.

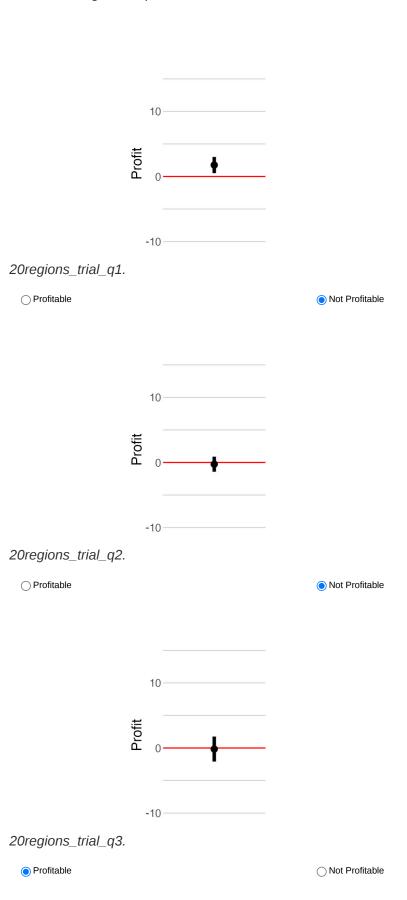
	region profit > 0	region profit < 0
Mark a region as profitable	Win 50 points	Lose 150 points
Mark a region as not profitable	Lose 40 points	Win 10 points

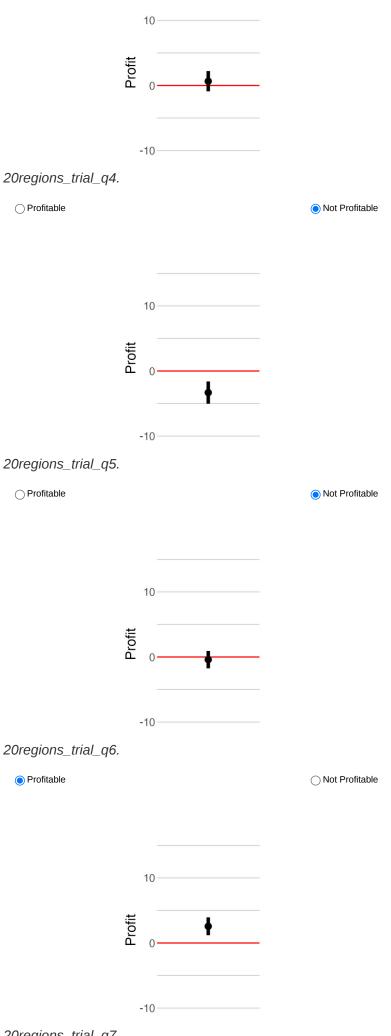




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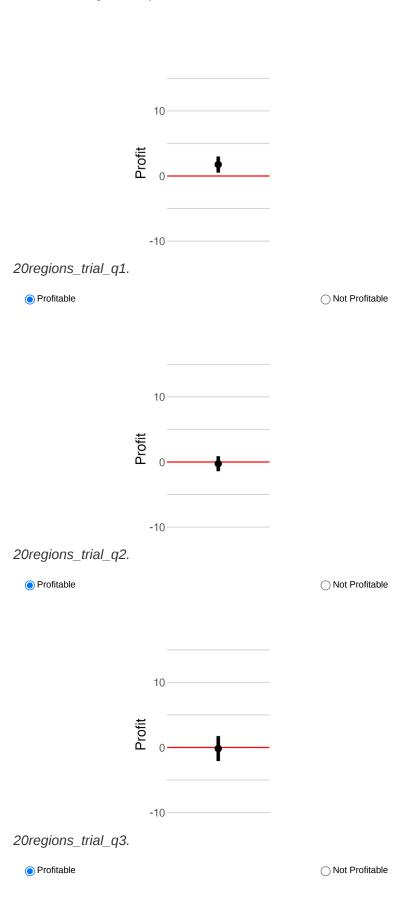
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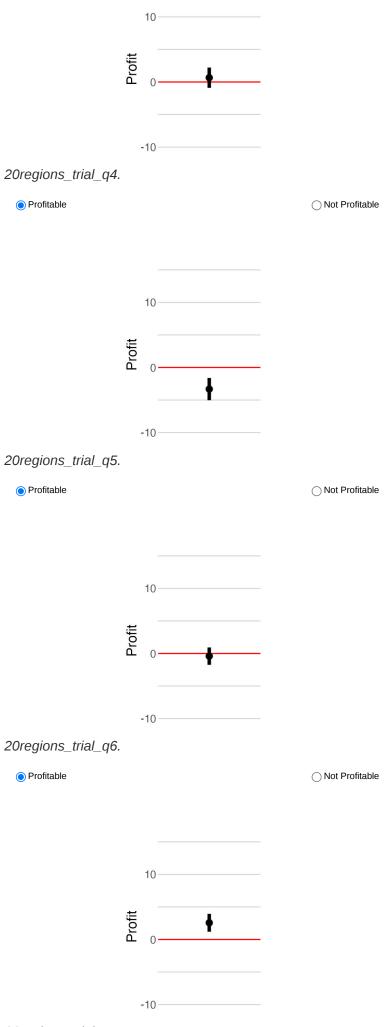




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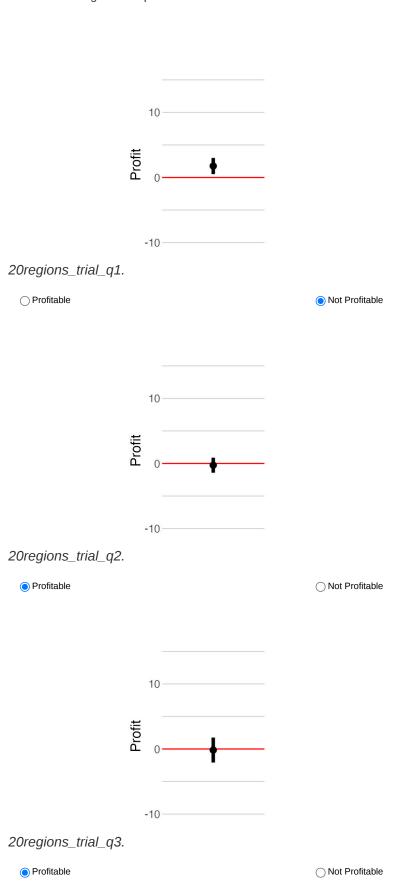
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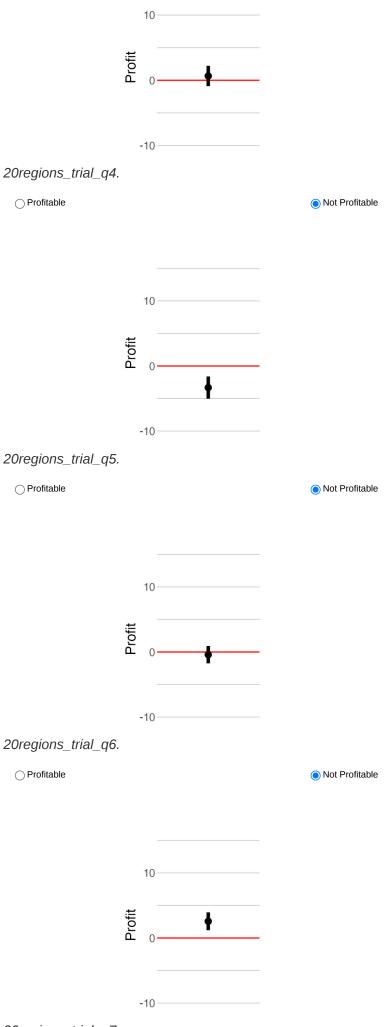




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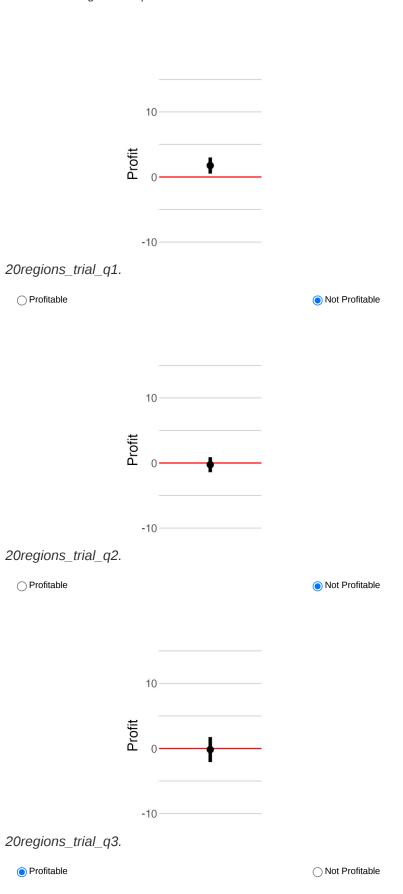


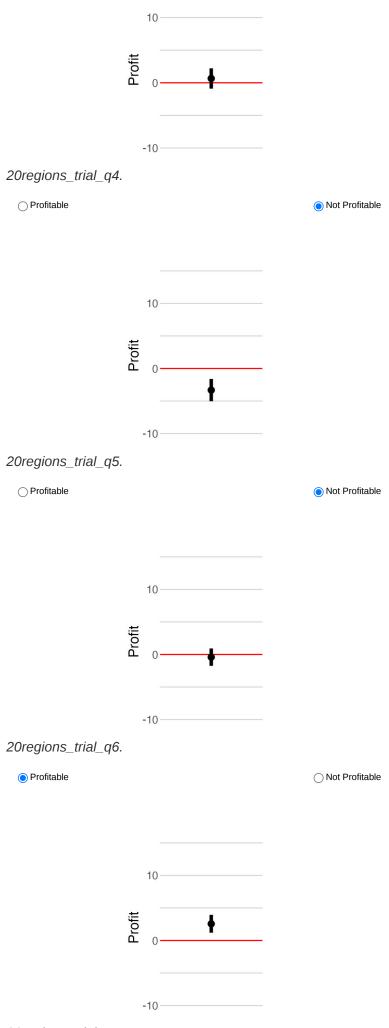


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Which of the regions are profitable?





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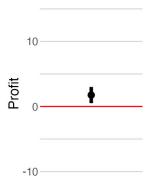
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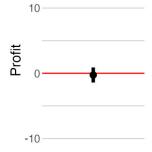
20regions_trial_desc.

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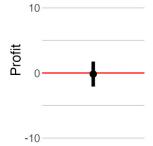
Which of the regions are profitable?



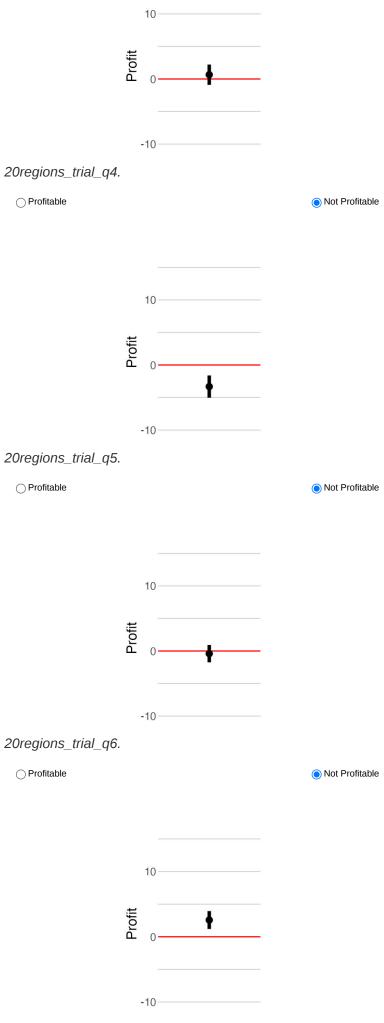
20regions_trial_q1.



20regions_trial_q2.

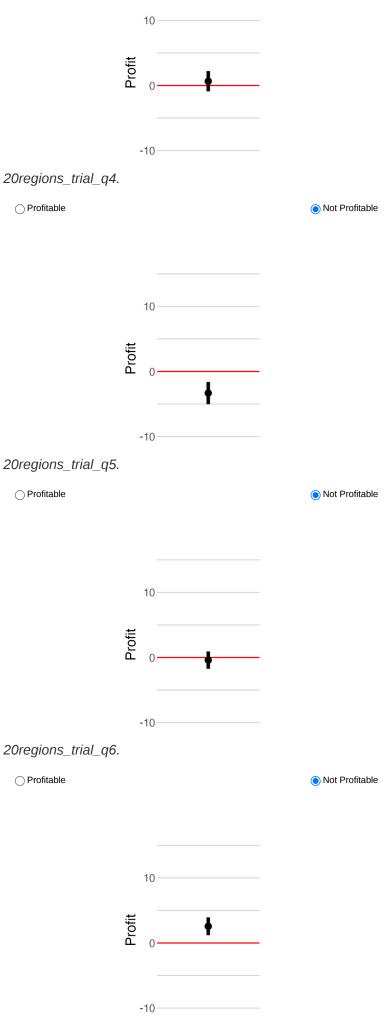


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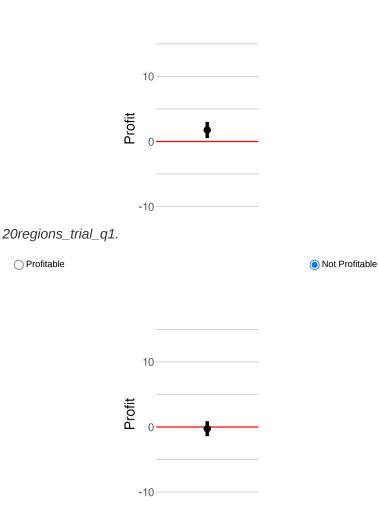


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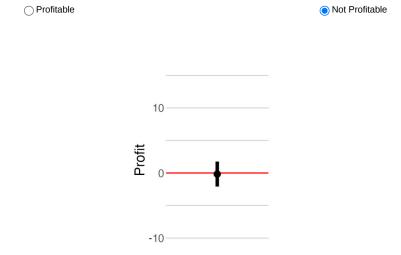
20regions_trial_desc. Trial number: /10

Which of the regions are profitable?

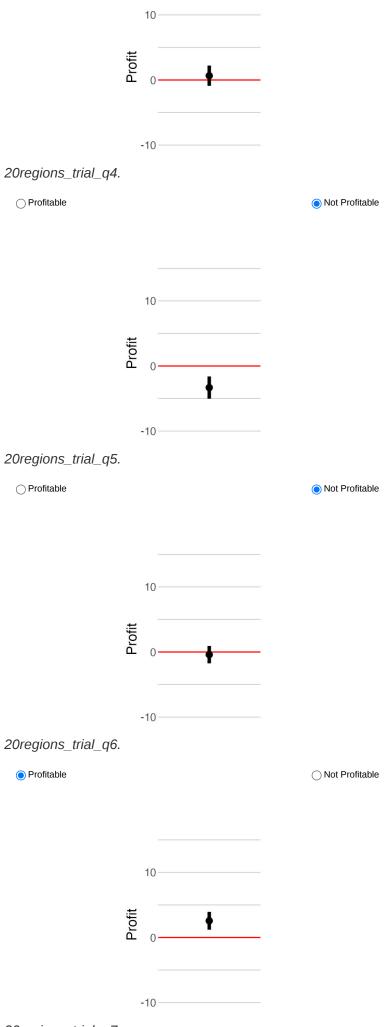


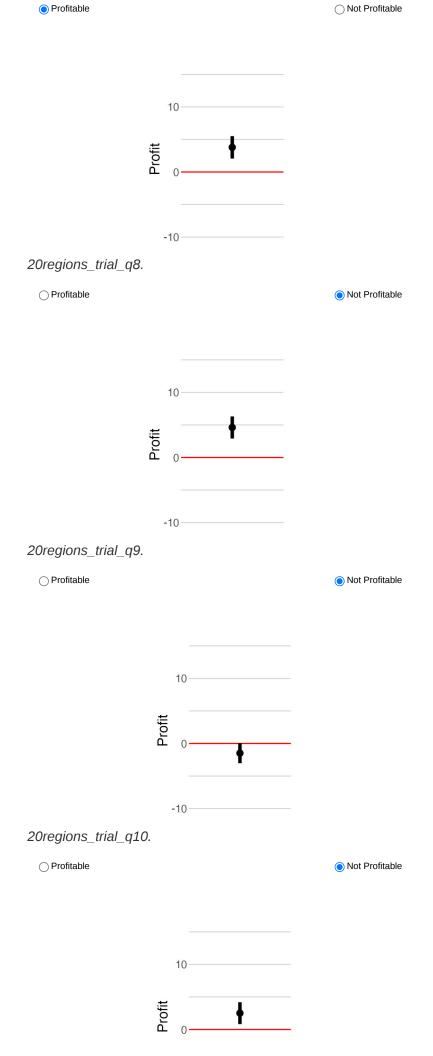
20regions_trial_q2.

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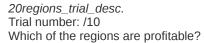


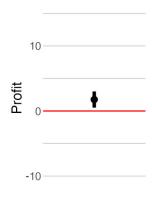
20regions_trial_q3.





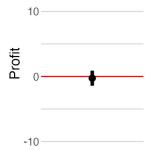
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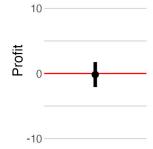
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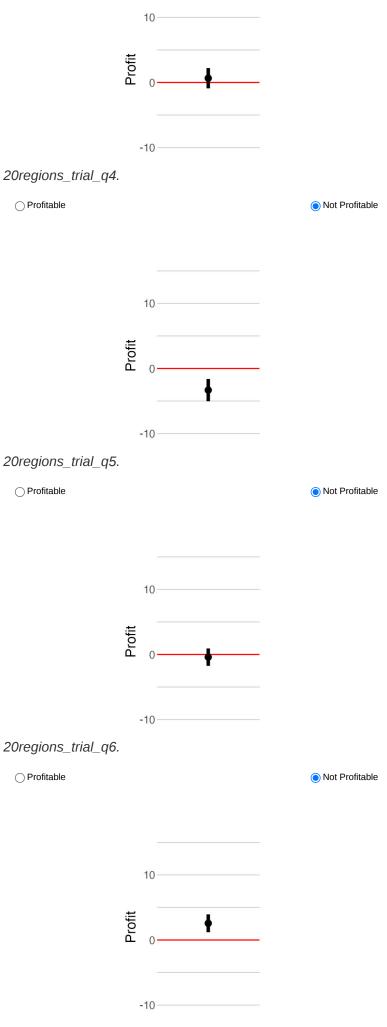


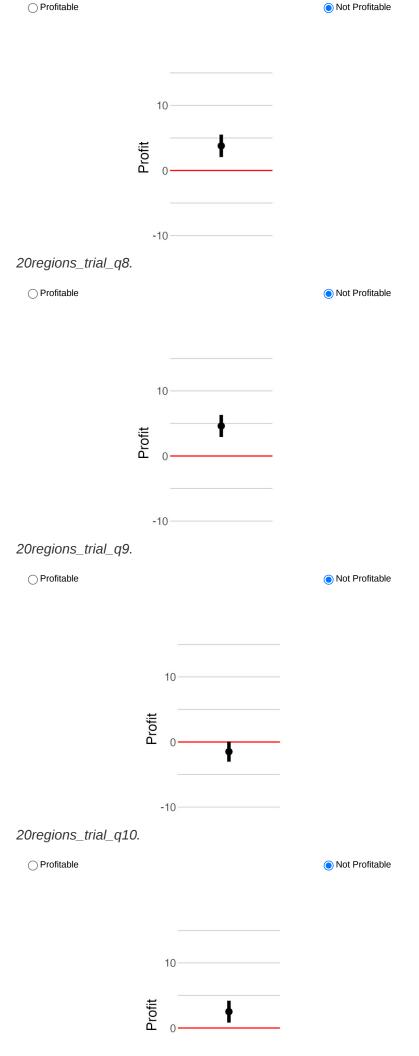
20regions_trial_q2.





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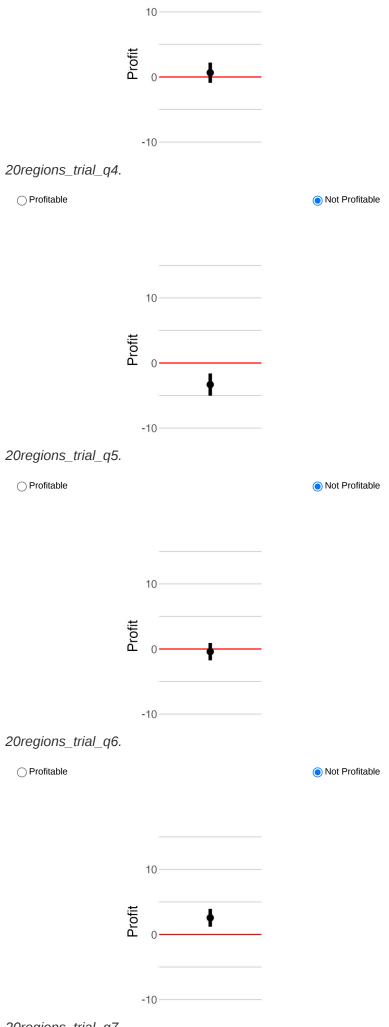


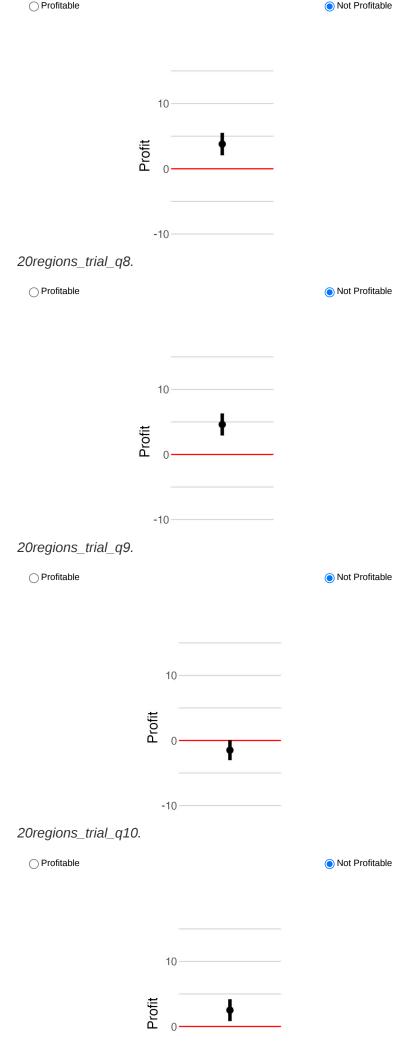
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Trial number: /10 Which of the regions are profitable? 10 — -10 -20regions_trial_q1. Profitable O Not Profitable 20regions_trial_q2. \bigcirc Profitable Not Profitable

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20regions_trial_q3.



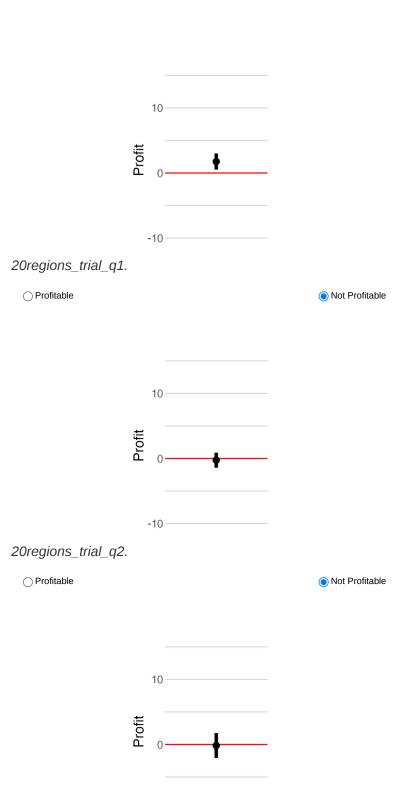


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20regions_trial_desc.
Trial number: /10

Which of the regions are profitable?

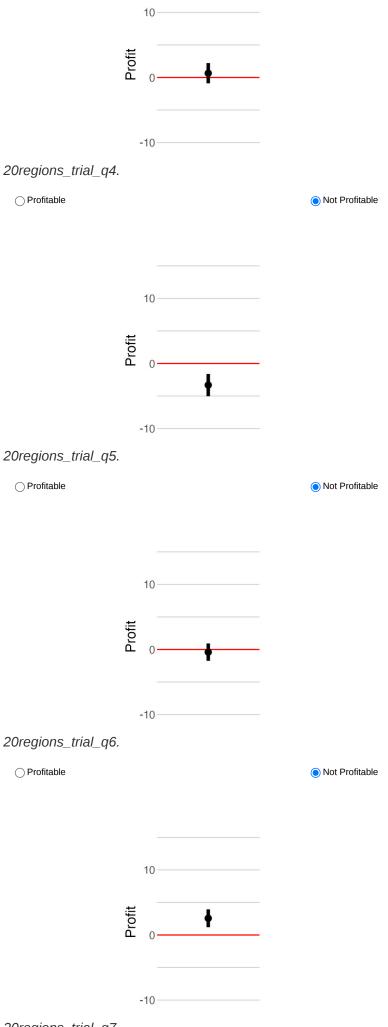


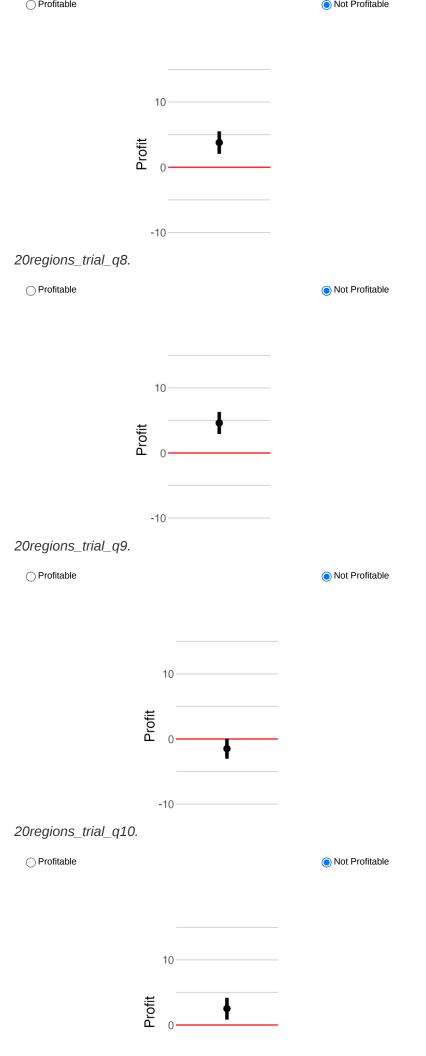
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This question was not displayed to the respondent.

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 img_path: attention: OK **seed:** 63 attention_index: 2 $\pmb{\text{trial_index_map:}}\ [10,\!2,\!0,\!8,\!1,\!7,\!5,\!4,\!9,\!3,\!6]$ block_order: 201612 total_trial: 30 cummu_pay: 1390 PROLIFIC_PID: **STUDY_ID:** 64ef548eaec6c296c7302023 **SESSION_ID:** 64ef7e0e135e5e9c913acf6a COMP_CODE: CDK4LRCQ vis: ci-50 nregions: 12 TotalTrials: 10