



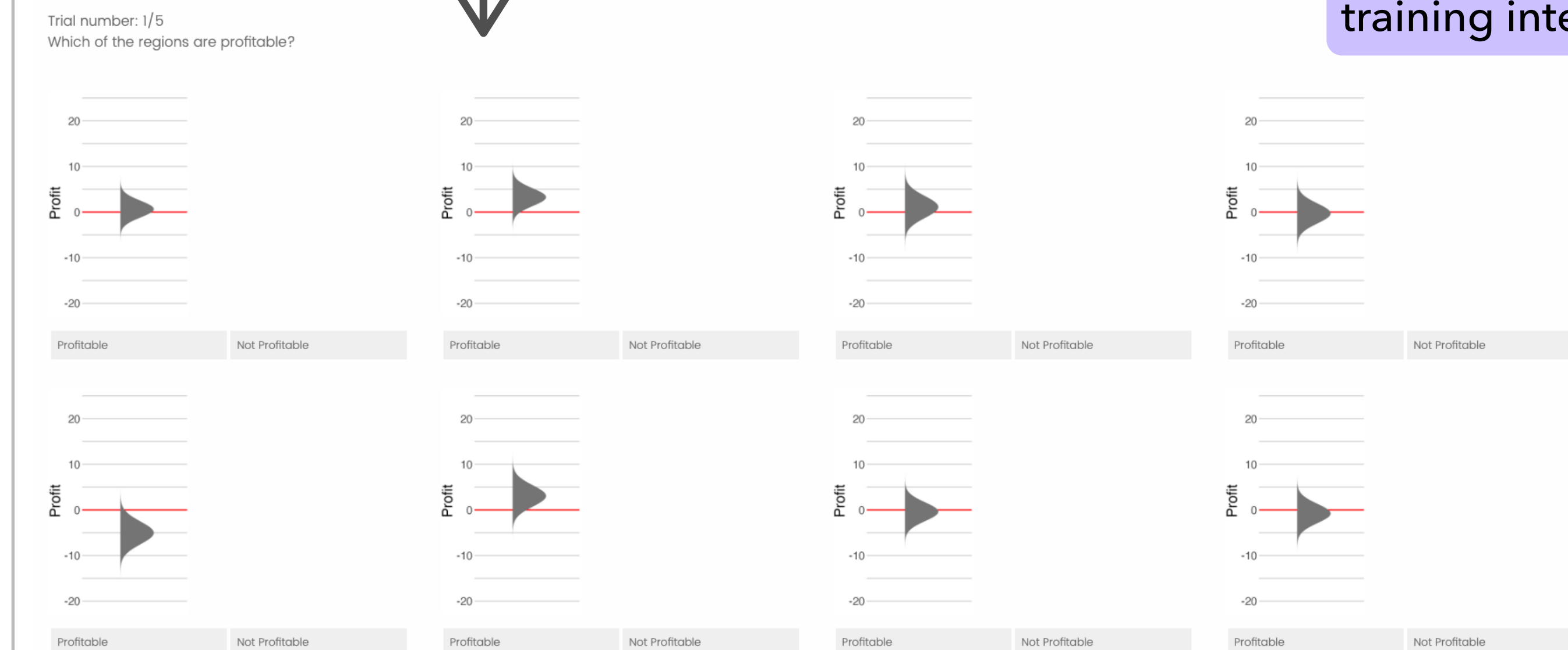
information sheet  
about the study

scenario and  
explanation of  
uncertainty  
representation

explanation of  
incentive structure

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.

example of  
training interface







feedback  
provided after  
each training trial

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.

review after the  
five training trials

- reminder of incentive structure

-  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.

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 <b>profitable</b>	Win 50 points	Lose 150 points
Mark a region as <b>not profitable</b>	Lose 40 points	Win 10 points

## Test (3 blocks x 10 trials each)

## End of survey