

# ONLINE APPENDIX

## Appendix A Additional Results

Table A.1: Descriptive Statistics: Online subjects (Prolific + TSE) with number of correct answers  $\leq 11$

Variable	Obs.	Mean	Median	Std. Dev.	Min	Max
$Pr(A \text{ perceived predictive}   \text{ predictable})$	39	0.76	0.80	0.19	0.40	1
$Pr(A \text{ perceived useless}   \text{ i.i.d})$	39	0.25	0.20	0.19	0	0.7
Predict	39	0.76	0.75	0.18	0.35	1
Forecast (in %)	780	13.2	9	15.8	-25	100
Forecast Distance (in %)	780	13.0	8.6	14.2	0.0	95.3
Invest (in ECU)	780	40.2	33.5	33.0	0	100
Predict=1						
Forecast (in %)	590	13.5	9	15.8	-25	100
Upper prob. (in %)	568	27.6	20	26.5	0	100
Lower prob. (in %)	568	22.0	12	23.1	0	100
Forecast Distance (in %)	590	12.9	8.5	14.3	0.1	95.3
Invest (in ECU)	590	43.2	40	33.0	0	100
Predict=0						
Forecast (in %)	190	12.4	9.5	15.8	-15	100
Upper prob. (in %)	172	19.4	10	20.9	0	90
Lower prob. (in %)	172	24.6	12	27.2	0	100
Forecast Distance (in %)	190	13.3	9.0	14.1	0.0	87.5
Invest (in ECU)	190	30.6	20	31.2	0	100

NOTE: “Predict” is a dummy equal to one if the subject perceives “Variable A” is useful to predict returns. ““Variable A” is revealed predictive” and ““Variable A” is revealed not predictive” correspond to treatments where subjects are told explicitly if “Variable A” is useful or not.

Table A.2: Forecast and Investments: Online subjects (Prolific + TSE) with number of correct answers  $\leq 11$

Dep Variable	Forecast						Investments		
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
a(t)	0.65 (0.49)	0.64 (0.42)	0.69 (0.41)						
a(t) $\times$ Predict	-0.54 (0.51)	-0.51 (0.44)	-0.59 (0.43)						
r(t)			0.12 (0.10)	0.08 (0.09)	0.08 (0.09)				
r(t) $\times$ Predict			-0.05 (0.10)	-0.00 (0.12)	-0.00 (0.11)				
Forecast						-0.05 (0.13)	0.31 (0.24)	0.33 (0.24)	
Forecast $\times$ Predict						0.15 (0.15)	0.13 (0.11)	0.15 (0.14)	
Predict	4.19 (3.67)	3.86 (2.55)	4.51* (2.55)	1.18 (2.28)	0.83 (0.78)	1.01 (1.06)	10.71* (5.69)	4.96 (3.11)	4.33 (3.03)
N	780	780	780	780	780	780	780	780	780
R <sup>2</sup>	0.01	0.63	0.64	0.00	0.63	0.64	0.03	0.55	0.57
Individual FE	No	Yes	Yes	No	Yes	Yes	No	Yes	Yes
Round FE	No	No	Yes	No	No	Yes	No	No	Yes

NOTE: This table reports the results of OLS regressions. The dependent variable is the forecast of next period returns in percentage points, and the endowment invested in the risky asset in ECU respectivelly. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. a(t) denotes the last realization of “Variable A”. r(t) denotes the last realization of “Index Return”. “Forecast” is the forecast of next period returns in percentage points. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denote significance at 10%, 5% and 1% level, respectively.

Table A.3: Demographic characteristics of Prolific subjects

Variable	Obs.	Mean	Median	Std. Dev.	Min	Max
<i>Age</i>	56	39.1	38	11.9	19	71
<i>FinLit (# of correct answer)</i>	57	2.4	3	0.9	0	3
<i>Female</i>	26/56					
<i>Education</i>						
High School Degree/GED or less	16/56					
Two or four-year college degree	28/56					
Master's degree or above	12/56					
<i>Annual income</i>						
Less than \$50,000	20/57					
From \$50,000 to \$110,000	26/57					
Above \$110,000	11/57					

Table A.4: Forecast and Investment, Gender

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.44*** (0.07)	0.03 (0.10)				
a(t) × Female	-0.13* (0.07)	-0.07 (0.14)				
r(t)		-0.06 (0.04)	0.14*** (0.04)			
r(t) × Female			0.12** (0.05)	0.05 (0.06)		
Forecast					2.07*** (0.18)	1.81*** (0.22)
Forecast × Female					-0.71** (0.30)	-0.67* (0.33)
Forecast × Predict						0.34* (0.19)
Forecast × Predict × Female						0.11 (0.28)
Predict						5.12** (1.90)
Predict × Female						-1.21 (2.75)
N	1,865	1,475	1,865	1,475	3,340	3,340
R <sup>2</sup>	0.16	0.27	0.14	0.30	0.58	0.59
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “Female” is a dummy equal to one if the subject is a woman. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.5: Forecast and Investment, High versus Low Risk Investment

Dep Variable	Forecast			Investment	
	(1)	(2)	(3)	(4)	(5)
a(t)	0.38*** (0.07)	-0.11 (0.07)			
a(t) × High Investments	-0.02 (0.09)	0.27** (0.12)			
r(t)		-0.01 (0.04)	0.20*** (0.05)		
r(t) × High Investments		0.02 (0.06)	-0.06 (0.07)		
Forecast				1.74*** (0.18)	1.41*** (0.19)
Forecast × High Investments				-0.13 (0.36)	-0.07 (0.36)
Forecast × Predict					0.48** (0.20)
Forecast × Predict × High Investments					0.01 (0.28)
Predict					5.03*** (1.03)
Predict × High Investments					-1.65 (1.94)
N	1,888	1,492	1,888	1,492	3,380
R <sup>2</sup>	0.16	0.27	0.13	0.30	0.58
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All
Individual FE	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “High  $\theta$ ” is a dummy equal to one if the subject takes larger or equal risk investments, on average, than the median, for the same wave and the same round-type, in both types of rounds. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.6: Forecast and Investment, High versus Low Ability

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.32*** (0.08)	0.02 (0.13)				
a(t) × High Ability	0.10 (0.10)	-0.02 (0.15)				
r(t)		0.04 (0.04)	0.17** (0.06)			
r(t) × High Ability			-0.09* (0.05)	0.01 (0.07)		
Forecast					1.47*** (0.26)	1.17*** (0.26)
Forecast × High Ability					0.45 (0.30)	0.47 (0.32)
Forecast × Predict						0.53** (0.19)
Forecast × Predict × High Ability						-0.10 (0.27)
Predict						2.63* (1.36)
Predict × High Ability						2.89 (1.70)
N	1,888	1,492	1,888	1,492	3,380	3,380
R <sup>2</sup>	0.16	0.27	0.14	0.30	0.58	0.59
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “High Ability” is a dummy equal to one if the subject is better or equal to the median, in the same wave, in identifying when “Variable A” is useful or not, as measured by  $Pr(A \text{ perceived predictive} | \text{predictable}) + Pr(A \text{ perceived useless} | \text{i.i.d.})$ . Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.7: Forecast and Investment, Age

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.38*** (0.09)	0.33 (0.20)				
a(t) × Young	-0.06 (0.12)	-0.39 (0.28)				
r(t)		-0.06 (0.07)	-0.02 (0.10)			
r(t) × Young		0.10 (0.09)	0.26* (0.12)			
Forecast				1.09** (0.46)	1.05** (0.45)	
Forecast × Young				0.13 (0.56)	-0.10 (0.57)	
Forecast × Predict				0.00 (0.08)		
Forecast × Predict × Young				0.51 (0.32)		
Predict				9.04*** (2.36)		
Predict × Young				-4.85* (2.42)		
N	660	480	660	480	1,140	1,140
R <sup>2</sup>	0.20	0.38	0.18	0.40	0.59	0.60
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “Young” is a dummy equal to one if the subject is younger or of same age as the median of 38 years old. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave four of the experiment implementation (Prolific online, July 2023).

Table A.8: Forecast and Investment, Income

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.32*** (0.11)	0.06 (0.23)				
a(t) × High Income	0.05 (0.06)	0.05 (0.25)				
r(t)		0.02 (0.07)	0.15 (0.11)			
r(t) × High Income		-0.05 (0.09)	-0.06 (0.15)			
Forecast				1.80*** (0.39)	1.79*** (0.48)	
Forecast × High Income				-0.87* (0.47)	-0.98* (0.52)	
Forecast × Predict					0.01 (0.49)	
Forecast × Predict × High Income					0.17 (0.58)	
Predict					3.88 (3.44)	
Predict × High Income					5.11 (4.97)	
N	649	471	649	471	1,120	1,120
R <sup>2</sup>	0.20	0.38	0.18	0.39	0.59	0.61
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “High Income” is a dummy equal to one if the subject has income above or equal to \$50,000 per year. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave four of the experiment implementation (Prolific online, July 2023).

Table A.9: Forecast and Investment, Education

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.23 (0.16)	0.23 (0.18)				
a(t) × High Education	0.20 (0.12)	-0.20 (0.21)				
r(t)		-0.02 (0.08)	0.16 (0.10)			
r(t) × High Education		0.02 (0.10)	-0.09 (0.14)			
Forecast				1.52*** (0.28)	1.37*** (0.42)	
Forecast × High Education				-0.55 (0.42)	-0.49 (0.47)	
Forecast × Predict					0.18 (0.41)	
Forecast × Predict × High Education					0.01 (0.47)	
Predict					5.39 (3.29)	
Predict × High Education					2.17 (4.85)	
N	649	471	649	471	1,120	1,120
R <sup>2</sup>	0.20	0.38	0.18	0.39	0.59	0.60
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “High Education” is a dummy equal to one if the subject has a 4-year college degree or above. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave four of the experiment implementation (Prolific online, July 2023).

Table A.10: Forecast and Investment, High Financial Literacy

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.40** (0.16)	0.03 (0.32)				
a(t) × High Fin. Literacy	-0.08 (0.17)	0.13 (0.38)				
r(t)		0.07 (0.08)	0.08 (0.14)			
r(t) × High Fin. Literacy		-0.13 (0.10)	0.05 (0.16)			
Forecast				0.61** (0.25)	0.57** (0.22)	
Forecast × High Fin. Literacy					1.25*** (0.38)	1.20*** (0.40)
Forecast × Predict						0.15 (0.16)
Forecast × Predict × High Fin. Literacy						-0.09 (0.31)
Predict						8.19*** (2.62)
Predict × High Fin. Literacy						-2.99 (4.09)
N	660	480	660	480	1,140	1,140
R <sup>2</sup>	0.20	0.38	0.18	0.39	0.61	0.62
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “High Fin. Literacy” is a dummy equal to one if the subject has correct answers on all three financial literacy questions. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave four of the experiment implementation (Prolific online, July 2023).

Table A.11: Forecast and Investment, Grades

Dep Variable	Forecast			Investment	
	(1)	(2)	(3)	(4)	(5)
a(t)	0.38*** (0.09)	-0.05 (0.11)			
a(t) × High Grades	-0.05 (0.15)	-0.03 (0.14)			
r(t)		0.02 (0.05)	0.20*** (0.07)		
r(t) × High Grades		0.01 (0.07)	-0.01 (0.09)		
Forecast				1.69*** (0.26)	1.32*** (0.32)
Forecast × High Grades				0.99** (0.35)	1.13** (0.48)
Forecast × Predict					0.67 (0.43)
Forecast × Predict × High Grades					-0.33 (0.52)
Predict					2.72 (2.67)
Predict × High Grades					1.95 (3.02)
N	959	801	959	801	1,760
R <sup>2</sup>	0.15	0.16	0.13	0.22	0.60
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All
Individual FE	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “High Grades” is a dummy equal to one if the subject has average grades at or above her/his cohort’s median in TSE Master’s program. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. Because grading was affected by the COVID period, these results are specific to TSE students in the lab implementation (TSE lab, January 2019, 2020).

Table A.12: Forecast and Investment, Fast versus Slow

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.46*** (0.10)	-0.08 (0.12)				
a(t) × Slow	-0.20 (0.16)	0.03 (0.16)				
r(t)			0.01 (0.03)	0.23*** (0.05)		
r(t) × Slow			0.03 (0.06)	-0.05 (0.07)		
Forecast					2.38*** (0.32)	1.70*** (0.41)
Forecast × Slow					-0.44 (0.38)	0.18 (0.45)
Forecast × Predict						1.20** (0.44)
Forecast × Predict × Slow						-1.12** (0.53)
Predict						0.21 (2.51)
Predict × Slow						5.17 (3.16)
N	959	801	959	801	1,760	1,760
R <sup>2</sup>	0.15	0.16	0.13	0.22	0.59	0.60
Sample	Predict = 1	Predict = 0	Predict = 1	Predict = 0	All	All
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “Slow” is a dummy equal to one if the subject is as slow or slower, on average, than the median seconds in answering each round’s questions. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. Because the time spent on the experiment may be affected by external constraints for online subjects, we report these results solely for the lab implementation (TSE lab, January 2019, 2020).

Table A.13: Subjects Characteristics – Correlation Matrix

	High Investments	Fast	High Ability	Female	High Grades	Young	High Educ.	High Income	High Fin. Lit.
High Investments	1.00								
Fast	0.04	1.00							
High Ability	-0.05	-0.07	1.00						
Female	0.13	0.06	0.10	1.00					
High Grades	0.15	-0.32	0.09	0.05	1.00				
Young	-0.08	-0.09	-0.06	-0.06	-0.06	1.00			
High Educ.	0.04	-0.07	-0.06	-0.06	-0.06	-0.25	1.00		
High Income	-0.14	0.04	-0.24	-0.24	-0.24	-0.01	0.43	1.00	
High Fin. Lit.	0.14	0.12	-0.35	-0.35	-0.35	-0.08	0.18	0.27	1.00

NOTE: This table reports the correlations between the characteristics dummies: “High  $\theta$ ” is a dummy equal to one if the subject takes larger risk investments, on average, than the median; “Fast” is a dummy equal to one if the subject is faster, on average, than the median of 61 seconds in answering each round’s questions, which we apply only to the TSE lab implementations; “High Ability” is a dummy equal to one if the subject is better than the median in identifying when “Variable A” is useful or not; “High Grades” is a dummy equal to one if the subject has average grades above her/his cohort’s median in TSE Master’s program; “Female” is a dummy equal to one if the subject is a woman. The variables “Young”, “High income”, “High educ.” and “High FinLit” only apply to Prolific subjects. “Young” is a dummy equal to one if the subject’s age is less than the median of all Prolific subjects. “High Educ.” is a dummy equal to one if the subject has a 4-year college degree. “High Income” is dummy equal to one if the subject has annual income above \$50,000. “High Fin. Lit.” is a dummy equal to one if the subjects answer correctly three financial literacy questions.

Table A.14: Forecast and Investment, Long Horizon

Dep Variable	Forecast (5)			Investment (5)		
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	-0.07 (0.10)	-0.08 (0.09)				
a(t) × Predict	0.05 (0.11)	0.09 (0.09)				
r(t)		0.07** (0.03)	0.08*** (0.03)			
r(t) × Predict			-0.03 (0.05)	-0.06 (0.05)		
Forecast (5)				0.74** (0.27)	1.39** (0.50)	
Forecast (5) × Predict					-0.90 (0.61)	
Predict	1.03 (0.62)	0.81* (0.46)	1.33** (0.58)	1.48** (0.53)		7.20 (4.48)
N	1,080	1,080	1,080	1,080	1,080	1,080
R <sup>2</sup>	0.01	0.15	0.01	0.16	0.51	0.52
Individual FE	No	Yes	No	Yes	Yes	Yes
Round FE	No	Yes	No	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the forecast of the average returns over the next five periods, in percentage points. In columns (5)-(6), the dependent variable is the ECU investment in the risky asset for the next five periods. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. a(t) denotes the last realization of “Variable A”. r(t) denotes the last realization of “Index Return”. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave one of the experiment implementation (TSE lab, January 2019).

Table A.15: Forecast and Investment, Revealed Predictability

Dep Variable	Forecast			Investment	
	(1)	(2)	(3)	(4)	(5)
a(t)	0.11 (0.10)	0.10 (0.11)			
a(t) × R.Predictive	0.24** (0.10)	0.24** (0.10)			
r(t)		0.21*** (0.04)	0.22*** (0.04)		
r(t) × R.Predictive		-0.33*** (0.06)	-0.38*** (0.05)		
Forecast				2.49*** (0.27)	2.11*** (0.29)
Forecast × R.Predictive					0.83** (0.33)
R.Predictive	-1.19 (1.07)	-1.25 (0.95)	1.34** (0.58)	1.49** (0.53)	-0.32 (3.23)
N	920	920	920	920	920
R <sup>2</sup>	0.01	0.16	0.06	0.21	0.62
Individual FE	No	Yes	No	Yes	Yes
Round FE	No	Yes	No	Yes	Yes

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “R.Predictive”, for “revealed predictive”, is a dummy equal to one when subjects are told, before they form their forecasts and investments, that “Variable A” is useful to predict returns. a(t) denotes the last realization of “Variable A”. r(t) denotes the last realization of “Index Return”. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave two and three of the experiment implementation (TSE lab, January 2020 and TSE online, 2021).

Table A.16: Forecast and Investment, Revealed Model

Dep Variable	Forecast				Investment	
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	-0.04 (0.15)	-0.04 (0.19)				
a(t) × Predict	0.62*** (0.18)	0.64** (0.23)				
r(t)		0.01 (0.09)	-0.01 (0.11)			
r(t) × Predict		-0.06 (0.10)	-0.04 (0.11)			
Forecast				3.10*** (0.34)	2.59*** (0.79)	
Forecast × Predict					0.71 (0.70)	
Predict	-3.03** (1.06)	-2.50 (1.55)	1.20 (0.72)	1.94** (0.83)		1.95 (5.21)
N	238	238	238	238	240	238
R <sup>2</sup>	0.10	0.28	0.01	0.19	0.72	0.73
Individual FE	No	Yes	No	Yes	Yes	Yes
Round FE	No	Yes	No	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions for our third wave of experiment (March 2021). In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(6), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. a(t) denotes the last realization of “Variable A”. r(t) denotes the last realization of “Index Return”. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively. These results were obtained during wave three of the experiment implementation (TSE online, March 2021).

Table A.17: Forecast and Investment, Learning

Dep Variable	Forecast		Investment	
	(1)	(2)	(3)	(4)
a(t)	0.00 (0.08)			
a(t) × Late Rounds	0.02 (0.08)			
a(t) × Predict	0.27*** (0.08)			
a(t) × Predict × Late Rounds	0.18** (0.08)			
r(t)		0.21*** (0.05)		
r(t) × Late Rounds		-0.05 (0.05)		
r(t) × Predict		-0.18*** (0.06)		
r(t) × Predict × Late Rounds		0.00 (0.06)		
Forecast			1.50*** (0.18)	1.25*** (0.24)
Forecast × Late Rounds			0.33 (0.29)	0.24 (0.35)
Forecast × Predict			0.42* (0.23)	
Forecast × Predict × Late Rounds			0.15 (0.26)	
Predict	-0.94* (0.48)	1.74*** (0.40)		4.15*** (0.87)
Late Rounds	-0.58 (0.61)	0.35 (0.32)	6.20*** (1.98)	6.11*** (1.86)
N	3,380	3,380	3,380	3,380
R <sup>2</sup>	0.15	0.16	0.57	0.58
Individual FE	Yes	Yes	Yes	Yes
Round FE	No	No	No	No

NOTE: This table reports the results of OLS regressions. In columns (1)-(3), the dependent variable is the next-period forecast of returns, in percentage points. In columns (4)-(5), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “Late Rounds” is a dummy equal to one for rounds 11-20, the second half of the baseline treatment. a(t) denotes the last realization of “Variable A”. r(t) denotes the last realization of “Index Return”. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.18: Forecasts – Time Series Information other than  $\{a_t, r_t\}$ 

Dep Variable	Forecast					
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.37*** (0.06)	0.39*** (0.09)	0.44*** (0.08)			
a(t-1)		-0.42*** (0.06)	-0.41*** (0.05)			
a(t-2)			-0.21*** (0.07)	-0.19** (0.07)		
$\bar{a}$			17.94 (24.28)	11.11 (24.97)		
r(t)				0.17*** (0.03)	0.18*** (0.03)	0.18*** (0.04)
r(t-1)					0.08* (0.04)	0.09** (0.04)
r(t-2)					0.03 (0.02)	0.03 (0.02)
$\bar{r}$					40.63*** (9.81)	41.35*** (11.81)
N	1,888	1,888	1,888	1,492	1,492	1,492
$R^2$	0.16	0.09	0.22	0.30	0.05	0.31
Adj. $R^2$	0.07	0.09	0.14	0.20	0.05	0.21
Sample	Predict=1			Predict=0		
Individual & Round FE	Yes	No	Yes	Yes	No	Yes

NOTE: The dependent variable is the next-period forecast of returns, in percentage points. Columns (1)-(2) are restricted to rounds perceived as predictable by “Variable A”. Columns (3)-(4) are restricted to rounds perceived as unpredictable by “Variable A”.  $a_t, a_{t-1}, a_{t-2}$  and  $r_t, r_{t-1}, r_{t-2}$  are the last three realizations of “Variable A” and “Index Return” in the current round;  $\bar{a}$  and  $\bar{r}$  are their average values in the current round’s full time series. “Predict” is a dummy equal to one if the subject declares that “Variable A” is useful to predict returns. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.19: Forecast, Past Rounds Returns

Dep Variable	Forecast						
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
$a_1(t)$	-0.00 (0.06)		-0.00 (0.06)				0.03 (0.06)
$a_1(t) \times \text{Predict}$	-0.05 (0.08)		-0.06 (0.08)				-0.01 (0.09)
$r_1(t + 1)$		0.04* (0.02)	0.04* (0.02)				0.02 (0.03)
$r_1(t + 1) \times \text{Predict}$		-0.04 (0.03)	-0.04 (0.03)				-0.04 (0.03)
$\overline{a_1(t)}$			-0.19 (0.18)		-0.19 (0.17)	-0.23 (0.18)	
$\overline{a_1(t)} \times \text{Predict}$			-0.32 (0.20)		-0.31 (0.20)	-0.31 (0.23)	
$\overline{r_1(t + 1)}$				0.14*** (0.04)	0.14*** (0.04)	0.11* (0.06)	
$\overline{r_1(t + 1)} \times \text{Predict}$				-0.07 (0.06)	-0.09 (0.07)	-0.05 (0.08)	
Predict	1.70** (0.61)	1.66*** (0.40)	2.01*** (0.64)	3.31** (1.32)	1.85*** (0.52)	3.81** (1.52)	3.82** (1.51)
Round number	0.04 (0.02)	0.04 (0.02)	0.04 (0.02)	0.04 (0.02)	0.03 (0.02)	0.04 (0.02)	0.04 (0.02)
N	3,211	3,211	3,211	3,211	3,211	3,211	3,211
$R^2$	0.15	0.15	0.15	0.15	0.15	0.15	0.15
Individual FE	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Round FE	No	No	No	No	No	No	No

NOTE: This table reports the results of OLS regressions. The dependent variable is the forecast of next period returns in percentage points in any given round  $k > 1$ . “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns in round  $k$ .  $a_{-1}(t)$  and  $r_{-1}(t + 1)$  denote the final realization of “Variable A” and of “Index Returns” in the previous round  $k - 1$ .  $\overline{a_{-1}(t)}$  and  $\overline{r_{-1}(t + 1)}$  denote the average of all final realizations of “Variable A” and of “Index Returns” in rounds 1 to  $k - 1$ . The “Round number” variable is added to detect possible trends. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denote significance at 10%, 5% and 1% level, respectively.

Table A.20: Forecast and Investment, Anchoring

Dep Variable	Forecast				Investment			
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Past Forecast	0.14 (0.15)	-0.01 (0.08)	0.13 (0.12)	0.00 (0.07)		-0.83*** (0.17)	-0.24*** (0.07)	
Past Forecast × Predict	-0.06 (0.11)	-0.05 (0.07)	-0.05 (0.09)	-0.05 (0.06)		0.04 (0.18)	-0.01 (0.10)	
Past Error		0.17* (0.09)	0.10* (0.05)			0.34** (0.14)	0.17* (0.08)	
Past Error × Predict		-0.13* (0.07)	-0.10** (0.04)			-0.08 (0.19)	-0.17 (0.12)	
Past Investment		-0.02 (0.01)	-0.02** (0.01)	0.44*** (0.04)	0.02 (0.04)	0.51*** (0.04)	0.05 (0.04)	
Past Investment × Predict		0.01 (0.01)	0.01 (0.01)	0.06* (0.03)	0.03 (0.03)	0.07** (0.03)	0.04 (0.03)	
Past Profit		0.05 (0.05)	0.03 (0.05)			-0.05 (0.18)	-0.08 (0.18)	
Past Profit × Predict		-0.03 (0.06)	-0.02 (0.06)			-0.14 (0.24)	-0.14 (0.23)	
Predict	1.80** (0.71)	1.67*** (0.53)	2.29** (0.87)	2.11*** (0.68)	6.77*** (2.04)	8.20*** (1.64)	6.81** (2.73)	9.58*** (2.26)
Round number	0.04* (0.02)	0.04 (0.03)	0.04* (0.02)	0.05 (0.03)	0.38*** (0.04)	0.80*** (0.11)	0.33*** (0.04)	0.78*** (0.10)
N	3,211	3,211	3,211	3,211	3,211	3,211	3,211	3,211
R <sup>2</sup>	0.02	0.15	0.04	0.16	0.24	0.48	0.27	0.48
Individual FE	No	Yes	No	Yes	No	Yes	No	Yes
Round FE	No	No	No	No	No	No	No	No

NOTE: This table reports the results of OLS regressions. In columns (1)-(4), the dependent variable is the next-period forecast of returns, in percentage points. In columns (5)-(8), the dependent variable is the ECU next-period investment in the risky asset. “Predict” is a dummy equal to one if the subject declares “Variable A” is useful to predict returns. “Past Forecast”, “Past Error”, “Past Investment” and “Past Profit” are, respectively, the next-period forecast of returns, the error between the realized next-period return and the forecast, the ECU next-period investment in the risky asset, and the ECU profit made on the risk investment in the preceding round. The “Round number” variable is added to detect possible trends. Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.21: Information and Investment – Outside Forecasts

Dep Variable	Investment “Noise”					
	(1)	(2)	(3)	(4)	(5)	(6)
a(t)	0.43*** (0.15)	0.40* (0.22)	0.39 (0.23)	0.31** (0.14)	0.34** (0.14)	0.40** (0.16)
r(t)	-0.05 (0.09)	-0.07 (0.08)	-0.12 (0.08)	0.08 (0.09)	0.04 (0.08)	0.06 (0.05)
N	1,888	1,888	1,888	1,492	1,492	1,492
R <sup>2</sup>	0.00	0.00	0.01	0.00	0.00	0.00
Adj. R <sup>2</sup>	0.00	-0.09	-0.10	-0.00	-0.13	-0.14
Sample	Predict=1			Predict=0		
Individual FE	No	Yes	Yes	No	Yes	Yes
Round FE	No	No	Yes	No	No	Yes

NOTE: This table reports the results of OLS regressions. The dependent variable is the residual of the regression of ECU next-period investment in the risky asset on subjects' stated forecasts.  $a_t$  is the last realization of "Variable A" and  $r_t$  the last realization of "Index return". Columns (1)-(3) are restricted to rounds perceived as predictable by "Variable A". Columns (4)-(6) are restricted to rounds perceived as unpredictable by "Variable A". Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table A.22: Investment and Information

Dep Variable	Investment							Forecast	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
r(t)	0.13 (0.08)	0.13* (0.07)	0.12 (0.07)					0.24*** (0.04)	0.17*** (0.03)
a(t)				0.86*** (0.13)	0.86*** (0.16)	0.88*** (0.16)	1.06*** (0.18)	0.37*** (0.06)	
N	3,380	3,380	3,380	3,380	3,380	3,380	3,380	1,888	1,492
R <sup>2</sup>	0.00	0.43	0.46	0.01	0.44	0.47	0.47	0.16	0.30
Adj. R <sup>2</sup>	0.00	0.40	0.43	0.01	0.41	0.43	0.44	0.07	0.20
Sample	All	All	All	All	All	All	All	Predict = 1	Predict = 0
Individual FE	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
Round FE	No	No	Yes	No	No	Yes	Yes	Yes	Yes

NOTE: The dependent variable is the ECU next-period investment in the risky asset in column (1) - (7) and the stated forecast in column (8) and (9).  $r_t$  is the last realization of "Index Return".  $a_t$  is the last realization of "Variable A". Two-way clustered standard errors (round and individual levels) are in parenthesis. \*, \*\* and \*\*\* denote significance at 10%, 5% and 1% level, respectively.

## Appendix B Return Process

### Case with Predictable Returns.

We simulate predictable annual returns according to the VAR process:

$$r_{1,t+1}^p = \alpha x_{1,t} + \varepsilon_{1,t+1}, \quad (\text{B.1})$$

$$x_{1,t+1} = \beta x_{1,t} + \delta_{1,t+1},$$

where  $r_{1,t}^p$  is the demeaned annual excess log return and  $x_{1,t}$  is a state variable, estimated from the demeaned annual log dividend yield. The two shocks  $\varepsilon_1$  and  $\delta_1$  follow normal distributions with mean 0 and standard deviation  $\sigma(\varepsilon_1)$  and  $\sigma(\delta_1)$  respectively, and have correlation  $\rho_{\varepsilon,\delta}$ . We use the estimated parameters from [Cochrane \(2009\)](#) on US equity (CRSP, 1927-1998):  $\alpha = 0.16$ ,  $\beta = 0.92$ ,  $\sigma(\delta_1) = 15.2\%$ ,  $\sigma(\varepsilon_1) = 19.2\%$ ,  $\rho_{\varepsilon,\delta} = -0.72$ .

The returns in the predictable process (2) displayed to subjects in the experiment correspond to a compounded 5-year average of returns simulated from annual process (B.1) above. For any simulated series from process (B.1) of length  $5 \times T$ :  $\{x_{1,1}, x_{1,2}, \dots, x_{1,5 \times T}\}$  and  $\{r_{1,2}^p, r_{1,3}^p, \dots, r_{1,5 \times T+1}^p\}$ , we extract the returns  $\{r_2^p, r_3^p, \dots, r_{T+1}^p\}$  where  $r_2^p = \mu + \frac{r_{1,2}^p + r_{1,3}^p + r_{1,4}^p + r_{1,5}^p + r_{1,6}^p}{5}$ ;  $r_3^p = \mu + \frac{r_{1,7}^p + r_{1,8}^p + r_{1,9}^p + r_{1,10}^p + r_{1,11}^p}{5}$ ; ...;  $r_{T+1}^p = \mu + \frac{r_{1,5T-4}^p + r_{1,5T-2}^p + r_{1,5T-1}^p + r_{1,5T}^p + r_{1,5T+1}^p}{5}$ , where  $\mu = 6.07\%$  (again from [Cochrane \(2009\)](#)).

Iterating from  $r_{1,t+1}^p$ , we obtain

$$\begin{aligned} r_{t+1}^p &= \underbrace{\mu + \frac{1}{5} \alpha \frac{1-\beta^5}{1-\beta} x_{1,t}}_{\text{expected return } a_t} \\ &\quad + \underbrace{\frac{1}{5} \left[ \alpha \frac{1-\beta^{5-1}}{1-\beta} \delta_{1,t+1} + \alpha \frac{1-\beta^{5-2}}{1-\beta} \delta_{1,t+2} + \dots + \alpha \delta_{1,t+5-1} + \sum_{i=1}^5 \varepsilon_{1,t+1} \right]}_{\text{shock } \varepsilon_{t+1}^p} \end{aligned}$$

corresponding to the predictable returns process (2).

From a simulated series from process (B.1):  $\{r_{1,2}^p, r_{1,3}^p, \dots, r_{1,5 \times T+1}^p\}$  and  $\{x_{1,1}, x_{1,2}, \dots, x_{1,5 \times T}\}$ , we also extract the conditional expectations  $\{a_1, a_2, \dots, a_T\}$  for the predictable returns  $\{r_2^p, r_3^p, \dots, r_{T+1}^p\}$  where  $a_1 = \mu + \frac{1}{5} \alpha \frac{1-\beta^5}{1-\beta} x_{1,1}$ ;  $a_2 = \mu + \frac{1}{5} \alpha \frac{1-\beta^5}{1-\beta} x_{1,6}$ ; ...;  $a_T = \mu + \frac{1}{5} \alpha \frac{1-\beta^5}{1-\beta} x_{1,5T-4}$ , where

$\mu = 6.07\%$  as above. The predictive variable  $a$  thus constructed is such that  $(a - \mu)$  follows an AR(1) process with persistence  $\beta^5$ .

### Case with i.i.d. returns.

We simulate i.i.d. annual returns according to process:

$$r_{1,t+1} = \mu + e_{1,t+1}, \quad (\text{B.2})$$

where  $\mu = 6.07\%$  as in (B.1) and  $e_1 \sim N(0, \sigma^2(e_1))$ . We set  $\sigma(e_1) = 20.18\%$  so that the unconditional variance is the same as for  $r_{1,t+1}^p$  in (B.1). The returns in i.i.d. process (1), displayed to subjects in the experiment, correspond to a compounded 5-year average of returns simulated from annual process (B.2).

### Conditional Variance of Returns.

Let  $r_{N,t}$  be the  $N$ -year demeaned average return in the i.i.d. case

$$r_{N,t} = \frac{r_{1,t} + r_{1,t+1} + \dots + r_{1,t+N}}{N}.$$

The conditional variance (equal to the unconditional variance) of  $Nr_{N,t}$  is

$$\text{Var}_t(Nr_{N,t+1}) = N\sigma^2(e_1). \quad (\text{B.3})$$

Let  $r_{N,t}^p$  be the  $N$ -year demeaned average return in the predictable case:

$$r_{N,t}^p = \frac{r_{1,t}^p + r_{1,t+1}^p + \dots + r_{1,t+N}^p}{N},$$

such that:

$$Nr_{N,t+1}^p = \underbrace{\alpha \frac{1 - \beta^N}{1 - \beta} x_{1,t}}_{\text{expected return } Nx_{N,t}} + \underbrace{(\alpha \sum_{i=1}^{N-1} \frac{1 - \beta^i}{1 - \beta} \delta_{1,t+i} + \sum_{i=1}^N \varepsilon_{1,t+i})}_{\text{shock } N\varepsilon_{t+1}^p},$$

with conditional variance:

$$\begin{aligned} Var_t(Nr_{N,t+1}^p) &= N\sigma^2(\varepsilon_1) + \alpha^2\sigma^2(\delta_1) \sum_{i=1}^{N-1} \left(\frac{1-\beta^i}{1-\beta}\right)^2 \\ &\quad + 2\alpha\rho_{\varepsilon,\delta}\sigma(\varepsilon_1)\sigma(\delta_1) \sum_{i=1}^{N-1} \frac{1-\beta^i}{1-\beta}. \end{aligned}$$

Given our estimated parameters, the negative term in  $\rho_{\varepsilon,\delta}$  dominates the positive term in  $\alpha^2$ , so that  $Var_t(r_{N,t+1}^p) < Var_t(r_{N,t+1})$ , for  $N$  sufficiently low. For our experiment, we are interested in  $N = 5$  for the one-period returns and  $N = 25$  for the five-period averages, for which we have

$$Var_t(r_{5,t+1}^p) = 0.67Var_t(r_{5,t+1}); Var_t(r_{25,t+1}^p) = 0.61Var_t(r_{25,t+1}).$$

## Appendix C Experimental Protocol

### Appendix C.1 Baseline treatment

The experiment starts with the instruction page (Figure C.1), then an example page (Figure 1), followed by 20 rounds of Question Page / Result Page (Figures C.2 and C.3)<sup>48</sup>. Each round corresponds to a new simulation of returns, 10 rounds for the i.i.d. process (1) and 10 rounds for the predictable process (2). Subjects “play” the 20 rounds in a randomized order.

For the predictable rounds, we obtain the simulated returns of process (2) via a simulation of length 225 of the VAR process (B.1), averaged over 5-year periods to obtain 45 points for the expected return process  $r_{t+1}^p$  and 45 points for the conditional expectations  $a_t$ . We repeat this procedure to get 1,000 simulations, among which we choose the 10 simulations that have a statistical correlation between the simulated returns  $r_{t+1}^p$  and the conditional expectations  $a_t$  closest to 0.57, the theoretical correlation between the returns process and the predictive variable  $a$ .

For the i.i.d. rounds, we obtain the simulated returns of process (1) via a simulation of length 225 of the annual i.i.d. process (B.2), averaged over 5-year periods to obtain 45 points for the expected return process  $r_{t+1}$ . In addition, and independently, we add a simulation of length 225 of the state variable  $x_{1,t}$  from VAR process (B.1) to obtain 45 points with same distribution as the variable  $a_t$  in the predictable rounds. We repeat this procedure to get 1,000 simulations, among which we choose the 10 simulations that have a statistical correlation between the simulated returns  $r_{t+1}$  and the variable  $a_t$  closest to 0, the theoretical correlation between the returns process and the variable  $a$  in the i.i.d. case.

We verify for each of the 20 rounds displayed to our subjects, the statistical regressions of the returns  $r_t$  on the variable  $a_{t-1}$ , and on past returns  $r_{t-1}$ . The results are displayed in Online Appendix Table C.1. In all rounds, the graph displayed in the Question page shows the first 40 points for the returns  $r_t$ , from  $t = -40$  to  $t = -1$  in red, and the first 41 points for variable  $a_{t-1}$ , from  $t = -40$  to  $t = 0$  in blue (shifted so that  $r_t$  and  $a_{t-1}$  are one above the other); with  $a_{-1}$ ,

<sup>48</sup>Figure C.1, C.2 and C.3 correspond to the first wave of our experiment implementation, in the TSE Lab (January 2019).

the best predictor for next-period returns  $r_0$  displayed as a fat yellow dot at  $t = 0$ . Descriptive statistics for the 20 rounds are provided in Online Appendix Table C.2.

## Appendix C.2 Additional questions/treatments

The instruction page in Figure C.1, as well as the Question Page / Result Page in Figures C.2 and C.3 add to the baseline treatment the solicitation of 5-period ahead forecasts and investments.

In another implementation of our experiment, we asked subjects to provide, instead, their 80% confidence intervals via the two questions of Figure C.4. In yet another implementation, we asked subjects to provide their upper and lower bound probabilities via the two questions of Figure C.5.

In a separate treatment, subjects were asked to play another 20 rounds after they had completed the baseline treatment, where we revealed in the first 10 rounds that “Variable A” was predictive and in the last 10 rounds that it was useless to predict returns. We used exactly the same 10 predictive and 10 i.i.d rounds as in the baseline treatment, each set in a new randomized order, to ensure subjects’ answers can be compared across treatments.

Finally, in another treatment, subjects were asked to play another 10 rounds, after they had completed the baseline treatment. Before they had to choose their forecasts and investments in the new treatment, we revealed the simulation processes (1) and (2). The 10 rounds simulations were chosen randomly from the 20 rounds of the baseline treatment, 5 from i.i.d simulations, 5 from predictable simulations. The order of the 10 rounds was random across subjects.

## Appendix C.3 Prolific: demographics, individual characteristics

For the online implementation of our experiment, we recruited subjects from Prolific.

To make sure these subjects understood and were paying attention to the experiment, they were asked two comprehension and two attention questions, standard to online experiments on such platforms (Figure C.6).

At the end of the experiment, we asked subjects to answer demographics questions on their gender, age, income, and education. In addition, we asked three questions related to their financial literacy. The Prolific survey questions, including financial literacy, are provided in Figure C.7.

Table C.1: Regression Coefficients of  $r_t$  on  $a_{t-1}$  and  $r_{t-1}$ .

Graph no.	Predictable	$a(t-1)$	p-value	R-squared	$r(t-1)$	p-value	R-squared
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1	No	0.07	0.79	0	-0.13	0.45	0.02
2	No	-0.05	0.88	0	-0.01	0.96	0.00
3	No	0.09	0.78	0	0.16	0.34	0.02
4	No	-0.02	0.95	0	0.02	0.89	0.00
5	No	-0.27	0.4	0.02	0.13	0.44	0.02
6	No	-0.12	0.58	0.01	0.58	0.6	0.01
7	No	-0.02	0.94	0	-0.1	0.52	0.01
8	No	-0.05	0.91	0	-0.3	0.06	0.09
9	No	0.01	0.96	0	-0.34	0.04	0.11
10	No	-0.01	0.98	0	-0.04	0.81	0.00
11	Yes	1.17	0	0.34	0.21	0.21	0.04
12	Yes	1.53	0	0.38	-0.07	0.67	0.01
13	Yes	1.19	0	0.38	0	0.99	0.00
14	Yes	1	0	0.36	0.03	0.87	0.00
15	Yes	0.96	0	0.33	0.07	0.64	0.01
16	Yes	0.99	0	0.32	0.04	0.79	0.00
17	Yes	1.11	0	0.4	0	0.99	0.00
18	Yes	1.09	0	0.35	0.14	0.4	0.02
19	Yes	1.06	0	0.35	-0.11	0.5	0.01
20	Yes	0.85	0	0.32	-0.14	0.39	0.02

NOTE: This table reports the results of OLS regressions. The dependent variable is the returns  $r_t$  either for the i.i.d process (1) or the predictable process (2). Columns (3), (4) and (5) report the coefficient, p-value and  $R^2$  of the regression on  $a_{t-1}$ . Column (6), (7) and (8) report the coefficient, p-value and  $R^2$  of the regression on  $r_{t-1}$ .

Table C.2: Descriptive Statistics

Variable	Obs.	Mean	Median	Std. Dev.	Min	Max
$a(t)$	20	6.04	5.48	3.32	2.06	12.17
$r(t)$	20	3.16	2.95	8.90	-11.79	19.04
$r(t+1)$	20	6.62	5.94	8.45	-7.75	30.92
“Variable A” predictive						
$a(t)$	10	5.99	5.36	3.40	2.11	11.88
$r(t)$	10	4.82	3.82	8.15	-11.79	16.76
$r(t+1)$	10	4.93	3.78	4.13	-0.19	11.34
“Variable A” useless						
$a(t)$	10	6.08	5.70	3.42	2.06	12.17
$r(t)$	10	1.49	-2.44	9.73	-10.51	19.04
$r(t+1)$	10	8.31	6.72	11.29	-7.75	30.92

NOTE: This table reports the statistics for the last realizations of “Variable A” and of “Index Return”,  $a(t)$  and  $r(t)$ , that subjects observe, each round, in the “Question page”.

## Instruction

At the beginning of each round, you will be shown a graph of the past realizations of *the returns of an index*. You will also see the past realizations of a second variable (*Variable A*) in the same graph. In some rounds, *Variable A* is useful for predicting *the index returns*. In other rounds, the two variables are independent and *Variable A* cannot be used to predict *the index returns*.

### Your task:

For each round, you will be endowed with 100 ECUs. Your task in each round includes 3 parts:

- Decide whether *variable A* is useful to forecast the index returns.
- Make forecasts on the *index returns* at different horizons.
- Choose how much of the 100 ECU you own to invest in the index. You will have to make two choices. One choice refers to an investment over one period, the other to an investment over five periods.

There are 20 rounds in this experiment. Every round is independent.

In all rounds, the average value of *returns* is 6.07%.

After each round, you will be shown information related to the realization of *the index returns* and whether *Variable A* was useful or not to make forecasts on *the index returns*. You will also be informed about the precision of your forecasts and about the total wealth you earn in that round.

### How payoff is computed?

Your final payoff comprises of three parts:

(1) *Usefulness of variable A*: You will receive 5 ECU for every correct answer.

(2) *Forecast*: You will receive 10 ECU for every precise forecast. A forecast is considered precise if it lies between -1% and +1% of the realization.

(3) *Investment*:

Your final wealth in a given round is computed both for the one-period and the five-period horizon.

It is computed as: The value of your investment in *the index* over one period or five periods; plus the ECUs you did not invest, which stay unchanged.

At the end of the experiment, we will randomly choose one round and an investment horizon in order to compute the final payoff.

Your final payoff in ECU is the sum of payoff (1) and (2) for the *entire 20 rounds* and payoff (3) of *one randomly chosen round and horizon*.

Your final payoff in EUR is the final payoff in ECU divided by 20. This final payoff will be paid to you in cash at a future class.

If you have questions, please raise your hand and we will come to assist you.

Next

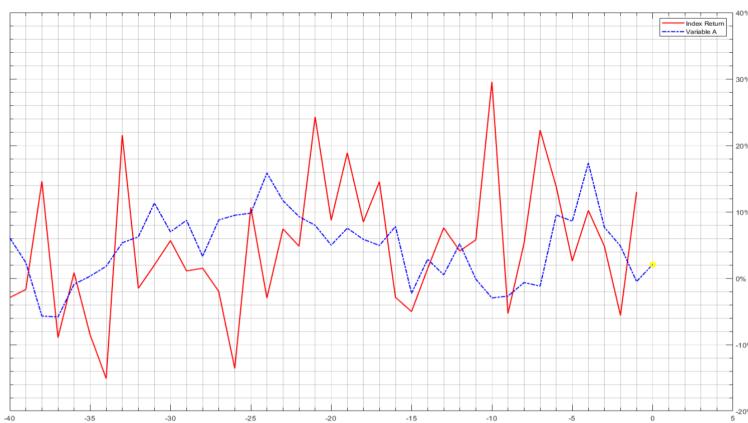
Figure C.1: **Instruction page:** This page is provided to subjects before they start playing the investment game and provides instructions.

[See General Instruction](#)

[See Examples](#)

### Round 1: Forecasting and Investing

Below is the realization of *the index returns* and *Variable A* for the last 40 periods. You are at date 0, today.



You are endowed with 100 ECUs.

Your forecast (in percentage):

What is your forecast of *the index return* over the next period?

Investment amount (in ECU):

If your investment is for 1 period, how many of your 100 ECU do you want to invest in *the stock index*?

Your forecast (in percentage):

What is your forecast of the average 1-period returns over the next 5 periods?

Investment amount (in ECU):

If your investment is for 5 periods, how many of your 100 ECU do you want to invest in *the index*?

Yes

No

In this graph, do you think *Variable A* (blue line) is useful to predict *the index returns* (red line)?

[Next](#)

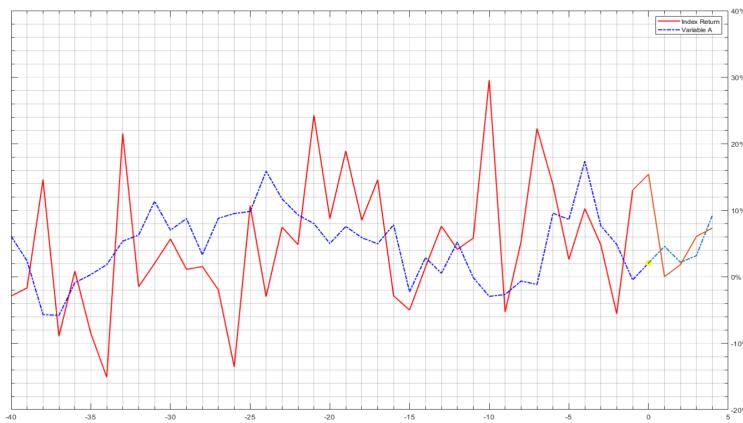
Figure C.2: **Question page:** Example of the question page where subjects write their answers on.

[See General Instruction](#)

[See Examples](#)

### Round 1: Realization

The graph below shows the realizations of the *index returns* for the next 5 periods.  
In this round, *Variable A* was **not useful** to predict the *index returns*.



### Forecasting and investment result

HORIZON: 1 PERIOD

Description	Index Return (Next period)	Forecast result	Value before realization	Value after realization
Investment in the index	15.39 %	imprecise	50	58.32
Total Wealth	---	---	100	108.32

HORIZON: 5 PERIODS

Description	Index Return (average over 5 periods)	Forecast result	Value before realization	Value after realization
Investment in the index	6.11 %	precise	50	67.86
Total Wealth	---	---	100	117.86

Click the "Next Button" to go to the next round.

[Next](#)

Figure C.3: **Answer page:** Example of the answer page where subjects are told the realization of “Index returns”, and how well they did this round.

What is your forecast of *the index return* over the next period?  %

There is **1 in 10** chance that the actual index return of the next period will be **below**:  %

There is **1 in 10** chance that the actual index return of the next period will be **above**:  %

Figure C.4: **Confidence Intervals:** We elicit subjects' confidence intervals via the questions above.

What is the probability that the index return is higher than 15%?  %

What is the probability that the index return is lower than -3%?  %

Figure C.5: **Upper and Lower Bound probabilities:** We elicit subjects' upper and lower Bound probabilities via the questions above.

**Question 1:** When is your market forecast rewarded as precise?

- When it's equal to the realized market return
- When it's less than 0.5% away from the realized market return
- When it's less than 1% away from the realized market return

**Question 2:** Your investment choices matter because:

- You will be paid only if you have an average positive return on your investment account
- You will receive your investment profit in all rounds in addition to your participation fee
- You will receive your investment profit in one randomly chosen round in addition to your participation fee

## Attention Question

When asked for favorite shape, you must select "Triangle".

Based on the text you read above, what is the shape that you have been asked to select?

- Circle
- Square
- Rectangle
- Triangle
- Hexagon
- Oval

## Attention Question

Please select "very often" to show that you pay attention to this question.

- Never
- Occasionally
- Often
- Very often
- Always

**Figure C.6: Comprehension and attention:** We verify subjects' comprehension and attention to the game via the questions above.

## Survey Questions

**Question 1:** What is your gender?

- Male
- Female
- Other

**Question 2:** In what year were you born?

**Question 3:** Which category best describes your highest level of education?

- Eighth Grade or less
- Some High School
- High School Degree/GED
- Some College
- 2-year College Degree
- 4-year College Degree
- Master's Degree
- Doctoral Degree/Professional Degree (JD, MD, MBA)

**Question 4:** What was your TOTAL household income, before taxes, last year?

- \$0 - \$9,999
- \$10,000 - \$14,999
- \$15,000 - \$19,999
- \$20,000 - \$29,999
- \$30,000 - \$39,999
- \$40,000 - \$49,999
- \$50,000 - \$69,999
- \$70,000 - \$89,999
- \$90,000 - \$109,999
- \$110,000 - \$149,999
- \$150,000 - \$199,999
- \$200,000+

**Question 5:** Suppose you had \$100 in a savings account and the interest rate was 2% per year. After 5 years, how much do you think you would have in the account if you left the money to grow?

- More than \$110
- Exactly \$110
- Less than \$110
- Do not know/ refuse to answer

**Question 6:** Imagine that the interest rate on your savings account was 1% per year and inflation was 2% per year. After 1 year, would you be able to buy:

- More than today with the money in this account
- Exactly the same as today with the money in this account
- Less than today with the money in this account
- Do not know/ refuse to answer

**Question 7:** Do you think that the following statement is true or false?

"Buying a single company stock usually provides a safer return than a stock mutual fund."

- True
- False
- Do not know/ refuse to answer

[Next](#)

**Figure C.7: Survey page:** The questions above allow us to obtain demographics information from online subjects.

## Appendix D Models

### Appendix D.1 Forecast Model

In the model described in Section 4.1, subjects want to use expectation model  $\mathbb{E}^u(r_{t+1})$  when “Variable A” is useless, and expectation model  $\mathbb{E}^p(r_{t+1})$  when “Variable A” is predictive, s.t.:

$$\begin{cases} \mathbb{E}_t^u(r_{t+1}) = \lambda_u r_t + (1 - \lambda_u) \bar{\mu}, \\ \mathbb{E}_t^p(r_{t+1}) = \lambda_p a_t + (1 - \lambda_p) \bar{\mu} \end{cases},$$

where  $r_t$  is the last realization of “Index Return”,  $a_t$  is the last realization of “Variable A”, and  $\bar{\mu} = \mathbb{E}(r_{t+1})$  is the unconditional subjective expectation.

Because subjects take their risks of mistake when identifying “Variable A” as useful or not, their forecasts follow:

$$\begin{cases} \mathbb{E}(r_{t+1} | A \text{ perceived useless}) = \pi_u \mathbb{E}^u(r_{t+1}) + (1 - \pi_u) \mathbb{E}^p(r_{t+1}), \\ \mathbb{E}(r_{t+1} | A \text{ perceived predictive}) = \pi_p \mathbb{E}^p(r_{t+1}) + (1 - \pi_p) \mathbb{E}^u(r_{t+1}) \end{cases},$$

where the weights  $\pi_u$  and  $\pi_p$  correspond to the probabilities that a given subject assigns to the fact that “Variable A” is indeed useless or predictive, conditional on the fact that she perceives it as such.

Given these assumptions, forecasts are given by:

$$\begin{aligned} F_{i,k} &= \alpha_1^m + \alpha_2^m \text{Predict}_{i,k} + \beta_1^m a_{t,k} + \beta_2^m a_{t,k} \times \text{Predict}_{i,k} \\ &\quad + \delta_1^m r_{t,k} + \delta_2^m r_{t,k} \times \text{Predict}_{i,k}, \end{aligned}$$

where  $F_{i,k}$  is the forecast of subject  $i$  for next-period returns in round  $k$ ;  $\text{Predict}_{i,k}$  is a dummy taking value 1 if subject  $i$  perceives “Variable A” as useful to predict returns in round  $k$  and taking value 0 otherwise;  $a_{t,k}$  and  $r_{t,k}$  are the last realizations of “Variable A” and “Index Return” in round

$k$ . The coefficients  $\{\alpha_1^m, \alpha_2^m, \beta_1^m, \beta_2^m, \delta_1^m, \delta_2^m\}$  are fully determined by parameters  $\{\bar{\mu}, \lambda_u, \lambda_p, \pi_u, \pi_p\}$ :

$$\left\{ \begin{array}{lcl} \alpha_1^m & = & (\pi_u(1 - \lambda_u) + (1 - \pi_u)(1 - \lambda_p))\bar{\mu} \\ \alpha_1^m + \alpha_2^m & = & (\pi_p(1 - \lambda_p) + (1 - \pi_p)(1 - \lambda_u))\bar{\mu} \\ \beta_1^m & = & (1 - \pi_u)\lambda_p \\ \beta_1^m + \beta_2^m & = & \pi_p\lambda_p \\ \delta_1^m & = & \pi_u\lambda_u \\ \delta_1^m + \delta_2^m & = & (1 - \pi_p)\lambda_u \end{array} \right.$$

As described in Section 4.1, we set  $\bar{\mu} = \mu = 6.07\%$  the true statistical average and  $\lambda_u = 0.32$  as in Landier, Ma, and Thesmar (2019); Afrouzi et al. (2023). We assume that subjects do not overestimate nor underestimate on average their ability to correctly detect whether or not “Variable A” is predictive: we set  $\pi_u, \pi_p$  as the true posterior probabilities

$$\pi_p = \Pr(\text{predictable} \mid A \text{ perceived predictive})$$

$$\pi_u = \Pr(\text{i.i.d} \mid A \text{ perceived useless}),$$

which we observe in the data for each individual subject.

To set  $\lambda_p$ , we assume that subjects have no systematic bias, i.e., they do not overestimate nor underestimate on average the value of the loadings of  $\{r_{t+1}\}$  on  $\{a_t\}$ , and take into account their risk of mistakes in identifying “Variable A” as predictive.

Let  $\lambda_p^p$  and  $\lambda_p^u$  be the estimated loadings of  $\{r_{t+1}\}$  on  $\{a_t\}$  in rounds perceived as predictable and as useless, respectively. The unbiased estimates of  $\lambda_p^p$  and  $\lambda_p^u$  are:

$$\left\{ \begin{array}{lcl} \lambda_p^p & = & \frac{\bar{\pi}_p \times 1 + (1 - \bar{\pi}_p) \times 0}{\bar{\pi}_p + (1 - \bar{\pi}_p)} \\ \lambda_p^u & = & \frac{\bar{\pi}_u \times 0 + (1 - \bar{\pi}_p) \times 1}{\bar{\pi}_u + (1 - \bar{\pi}_p)} \end{array} \right.$$

where  $\bar{\pi}_p = \Pr(A \text{ perceived predictive} \mid \text{predictable})$  is the true fraction of predictable graphs

perceived as such and  $\bar{\pi}_u = \Pr(A \text{ perceived useless} \mid \text{i.i.d})$  is the true fraction of i.i.d. graphs perceived as such, i.e.,  $\pi_p = \frac{\bar{\pi}_p}{\bar{\pi}_p + (1 - \bar{\pi}_u)}$  and  $\pi_u = \frac{\bar{\pi}_u}{\bar{\pi}_u + (1 - \bar{\pi}_p)}$ .

Taking into account their probability of mistakes in identifying “Variable A” as predictive corresponds to setting parameter  $\lambda_p$  to:

$$\lambda_p = \frac{\pi_p \lambda_p^p + (1 - \pi_u) \lambda_p^u}{\pi_p + (1 - \pi_u)},$$

such that we obtain:

$$\lambda_p = \frac{\pi_p^2 + (1 - \pi_u)^2}{\pi_p + (1 - \pi_u)}.$$

The forecast model of Section 4.1 is *entirely* specified by setting parameters  $\{\mu, \lambda_u, \pi_u, \pi_p\}$ .

## Appendix D.2 Investment Model

In Section 3.3, we show that subjects rely on their own forecasts differently across rounds, with a more limited “trust” accorded to extrapolative belief variations. We verify whether formalizing such a notion may be achieved via ambiguity averse agents, as in the classic Ellsberg Paradox (Ellsberg, 1961). Extending the classical Merton-Samuelson model of Equation (13) to allow for ambiguous returns predictability, in the one-period static case of our experiment, i) lowers the average risk investment, for a given level of return volatility; and ii) leads to a lower pass-through to investment from positive predictive signals than from negative ones, the well-known “worst case scenario” over-weighting specific to such models.<sup>49</sup> Both the decrease in the average risk taking and the asymmetry in the impact of “good” versus “bad” signals are amplified by greater ambiguity.

In our estimates, however, we do not find evidence of a systematically higher pass-through from forecasts to investment decisions when subjects receive “bad” versus “good” predictive signals, in either round type (Online Appendix Tables D.1 and D.2). Moreover, as shown in Section 4.3, our subjects’ average investments are consistent with the classical Merton-Samuelson model: they do

---

<sup>49</sup>See, e.g., the theoretical results of Chen, Ju, and Miao (2014) who derive optimal risk taking decisions under ambiguous returns predictability in a dynamic framework.

not reflect potential differences in model uncertainty across round types.

Models in which our subjects would view their own forecasts as noisier, and hence riskier, in rounds without a predictive “Variable A” can be rejected for the same reason. If greater noise risk were perceived when subjects extrapolate from past returns, it would depress average portfolio investments in these rounds, and the difference in risk taking across round types would no longer match the return variances unbiased estimates of Equation (12), under  $\mathbb{E}(Var_t^u(r_{t+1})) = \sigma^2$  and  $\mathbb{E}(Var^p(r_{t+1})) = \sigma_p^2$ .

Finally, though measurement errors play an important role, as evidenced by the differential impact of the “instrumented forecasts” of Equation 5 relative to the outright forecasts of Equation (4) in rounds where “Variable A” is perceived as useful, they cannot explain why forecasts “instrumented” by “Variable A” signals, in rounds where they are perceived as predictive, are treated differently from forecasts “instrumented” by extrapolation elsewhere, our core investment result.

Table D.1: Ambiguity aversion – Asymmetry test I

Dep Variable	Investment			
	(1)	(2)	(3)	(4)
Forecast	1.62*** (0.19)	2.00*** (0.15)	1.41*** (0.22)	1.43*** (0.23)
N	1,018	866	447	1,029
R <sup>2</sup>	0.70	0.65	0.75	0.65
Sample	Predict = 1 Below = 0	Predict = 1 Below = 1	Predict = 0 Below = 0	Predict = 0 Below = 1
Subject FE	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. The dependent variable is the ECU next-period investment in the risky asset. “Forecast” is the forecast of next period returns in percentage points. “Predict” is a dummy equal to one if the subject declares that “Variable A” is useful to predict returns. “Below” in the column (1), (2) take value of 1 if  $a_t$  is equal or below the true mean 6.07% and 0 otherwise. “Below” in the column (3), (4) take value of 1 if  $r_t$  is equal or below the true mean 6.07% and 0 otherwise. Clustered standard errors (round level) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.

Table D.2: Ambiguity aversion – Asymmetry test II

Dep Variable	Investment			
	(1)	(2)	(3)	(4)
Forecast	1.49*** (0.28)	1.94*** (0.13)	1.48*** (0.15)	1.29*** (0.22)
N	743	1,142	603	874
R <sup>2</sup>	0.72	0.63	0.73	0.66
Sample	Predict = 1 Below = 0	Predict = 1 Below = 1	Predict = 0 Below = 0	Predict = 0 Below = 1
Subject FE	Yes	Yes	Yes	Yes
Round FE	Yes	Yes	Yes	Yes

NOTE: This table reports the results of OLS regressions. The dependent variable is the ECU next-period investment in the risky asset. “Forecast” is the forecast of next period returns in percentage points. “Predict” is a dummy equal to one if the subject declares that “Variable A” is useful to predict returns. “Below” in the column (1), (2) take value of 1 if  $a_t$  is equal or below the average realization of “Variable A” in the same round and 0 otherwise. “Below” in the column (3), (4) take value of 1 if  $r_t$  is equal or below the average realization of “Index Return” in the same round and 0 otherwise. Clustered standard errors (round level) are in parenthesis. \*, \*\* and \*\*\* denotes significance at 10%, 5% and 1% level, respectively.