SUPPORTING INFORMATION FOR

“HEURISTICS AND BIASES, RATIONAL CHOICE,

AND SANCTION PERCEPTIONS”[[1]](#footnote-2)\*

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APPENDIX A. QUESTION WORDING FOR SURVEY A

**Table A.1. Anchoring by Priming—Experimental Manipulation and Survey Item Measuring Perceived Apprehension Risk**

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| Experimental Manipulation | |  | |
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| “Recent research on decision making shows that choices are affected by context. To help us understand how people make decisions, we are interested in information about you. Specifically, we are interested in whether you actually take the time to read directions. To show that you have read the instructions, please ignore the question below about how often you go out to eat and instead select the OTHER option, and then type [20, 80].  How often do you GO OUT TO EAT?” (Response options = Almost never, rarely, occasionally, often, almost always, other [please specify]). | | | |
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| Risk Perception | |  | |
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| “Suppose that you drive to a new restaurant. When you go to leave the parking lot, you accidentally hit another car, badly damaging its back end. There are a few people in the parking lot, but none are close by.  If you decided to just DRIVE AWAY without taking any other action, what is the PERCENT CHANCE that you would be CAUGHT by the POLICE?” | | | |
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**Table A.2. Affect Heuristic—Experimental Manipulation and Survey Items Measuring Perceived Risk and Benefit**

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| Experimental Manipulation | |  | |
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| *Negative Information:* “A new study shows that texting while driving is now a leading cause of death for American teenagers. Does this surprise you?” (Response options = yes, no).  *Neutral Information:* “A new study shows that the majority of cell phone users send and receive text messages, and they do so many times each day. Does this surprise you?” (Response options = yes, no).  *Positive Information:* “A new study shows that couples who text each other regularly throughout the day are more likely to stay together. Does this surprise you?” (Response options = yes, no). | | | |
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| Perceived Benefits | |  | |
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| “How MUCH does texting while driving BENEFIT DRIVERS by allowing them to communicate with their friends and family members while they are on the road?” (Response options = a great deal, a good amount, only some, very little, or none). | | | |
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| Risk Perception | | | |
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| “If you were texting while driving on the highway, in a state where it is illegal, what is the PERCENT CHANCE that you would be PULLED OVER by the POLICE?” | | | |
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**Table A.3. Availability Heuristic—Experimental Manipulation and Survey Items Measuring Perceived Risk**

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| Experimental Manipulation for DUI | |  | |
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| *Avoidance Prime:* “Do you know anyone who has driven after drinking enough alcohol to feel drunk and gotten away with it?” (Response options = yes, no).  *Punishment Prime:* “Do you know anyone who has received a DUI or DWI ticket for driving after drinking enough alcohol to feel drunk?” (Response options = yes, no). | | | |
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| Risk Perception for DUI | |  | |
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| “Suppose YOU drove by yourself one evening to meet some friends at a LOCAL BAR. By the end  of the evening, you’ve had ENOUGH DRINKS that you are sure your blood alcohol is ABOVE THE  LEGAL LIMIT for driving. Suppose also that you live about 10 miles away.  If you drove home under the circumstances described above, what is the PERCENT CHANCE that you would be PULLED OVER and ARRESTED by the POLICE?” | | | |
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| Experimental Manipulation for Speeding | | | |
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| *Avoidance Prime:* “Do you know anyone who always SPEEDS when driving?” (Response options = yes, no).  *Punishment Prime:* “In the past year, have you seen a police officer pull someone over for SPEEDING?” (Response options = yes, no). | | | |
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| Risk Perception for Speeding | | | |
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| “Imagine that you are running late for work. Your job is 30 minutes away from your home. You own a small black car, and you drive yourself to work. Most of your trip is on the highway.  If you decided to drive 10 miles OVER THE SPEED LIMIT on the highway, what is the PERCENT CHANCE that you would be PULLED OVER by the POLICE?” | | | |
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**Table A.4. Fallacies in Probabilistic Reasoning—Experimental Manipulation**

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| Experimental Manipulation for DUI | |  | |
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| *Group 1:* “Please think about drivers in your city/town. If a typical driver decided to drive drunk on a Saturday night, what is the PERCENT CHANCE that he or she would be ARRESTED by the POLICE?”  *Group 2:* “Please think about drivers in your city/town. If a typical driver decided to drive drunk on a Saturday night, what is the PERCENT CHANCE that he or she would run a STOP SIGN, and be ARRESTED by the POLICE?”  *Group 3:* “Please think about drivers in your city/town. If a typical driver decided to drive drunk on a Saturday night, what is the PERCENT CHANCE that he or she would run a STOP SIGN, cause a CAR ACCIDENT, and be ARRESTED by the POLICE?” | | | |
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| Experimental Manipulation for Theft | |  | |
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| *Group 1:* “Suppose that a man in your city/town STEALS a purse out of the open window of a parked car at 11 o’clock at night. The purse contains an iPhone and $100 in cash. What is the PERCENT CHANCE that he would GET CAUGHT?”  *Group 2:* “Suppose that a man in your city/town STEALS a purse out of the open window of a parked car at 11 o’clock at night. The purse contains an iPhone and $100 in cash. What is the PERCENT CHANCE that the police would be able to track the iPhone using GPS, and he would GET CAUGHT?” | | | |
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**Table A.5. Intensity Matching—Experimental Manipulation and Survey Items Measuring Comparative Perceived Risk**

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| Comparative Questions | |  | |
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| *Introductory Text:* “We are interested in how you think the context of a situation affects arrest risk. These next few questions ask you to evaluate how the arrest risk for three different crimes changes from one situation to another.”  *Question #1:* “DAY vs. NIGHT: Suppose a man burglarized an empty house in your neighborhood during the DAY. How much more likely is it that this man will be CAUGHT, compared to if he had burglarized the empty house at NIGHT?  *Question #2:* “STRANGER vs. FRIEND: Suppose that a woman bought cocaine from a DRUG DEALER on a STREET CORNER in your city/town. How much more likely is it that this woman will be caught, compared to if she had bought cocaine from a FRIEND at his HOUSE?”  *Question #3:* “BANK vs. STORE: Suppose that a man robbed a BANK in your city/town. How much more likely is it that this man will be caught, compared to if he had robbed a CONVENIENCE STORE?” | | | |
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| Experimental Manipulation | |  | |
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| *Low Scale:* “No more likely, twice as likely, 3 times as likely, 4 times as likely, 5 times as likely or more”  *High Scale:* “No more likely, 2 to 5 times as likely, 6 to 10 times as likely, 11 to 19 times as likely, 20 times as likely or more” | | | |
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APPENDIX B. QUESTION WORDING FOR SURVEY B

**Table B.1. Anchoring by Adjustment—Experimental Manipulation and Survey Item Measuring Perceived Apprehension Risk**

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| Experimental Manipulation | |  | |
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| “Suppose that you drive to a new restaurant. When you go to leave the parking lot, you accidentally hit another car, badly damaging its back end. There are a few people in the parking lot, but none are close by.  If you decided to just DRIVE AWAY without taking any other action, do you think your PERCENT CHANCE of getting CAUGHT by the POLICE would be higher than [19%, 79%], or lower than [19%, 79%]?” (Response options = higher, lower). | | | |
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| Risk Perception | |  | |
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| “Now thinking about the last question, what specifically is the PERCENT CHANCE that you would be CAUGHT by the POLICE if you drove away?” | | | |
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1. \* Published in *Criminology*, volume 55, issue 1, 2017. [↑](#footnote-ref-2)