

## Appendix 1a. Original Prospect Theory items to be replicated

*Note that the values in the original paper denoted Israeli pounds, Kahneman and Tversky state that the median monthly income for a family at the time of writing was about 3000 Israeli pounds. We use that as a reference so that the values hold the same relation to the median incomes in the countries we are testing (see Appendix 3).*

1. Which option do you prefer?
  - a. A 33% chance at 2500, a 66% chance at 2400, or a 1% chance of 0
  - b. Guaranteed 2400
2. Which option do you prefer?
  - a. 33% chance of 2500 (67% chance of 0)
  - b. A 34% chance of 2400 (66% chance of 0)
3. Which option do you prefer?
  - a. An 80% chance of 4000 (20% chance of 0)
  - b. 100% guarantee of 3000
4. Which option do you prefer?
  - a. An 20% chance of 4000 (25% chance of 0)
  - b. 25% chance of 3000 (75% chance of 0)
5. Which option do you prefer?
  - a. A 45% chance of 6000 (55% chance of 0)
  - b. 90% chance of 3000 (10% chance of 0)
6. Which option do you prefer?
  - a. A 0.1% chance of 6000 (99.9% chance of 0)
  - b. 0.2% chance of 3000 (99.8% chance of 0)
7. Which option do you prefer?
  - a. A 80% chance of losing 4000 (20% chance of losing 0)
  - b. A 100% guarantee of losing 3000
8. Which option do you prefer?
  - a. A 20% chance of losing 4000 (80% chance of losing 0)
  - b. A 25% chance of losing 3000 (75% chance of losing 0)
9. Which option do you prefer?
  - a. A 45% chance of losing 6000 (55% chance of losing 0)
  - b. A 90% chance of losing 3000 (10% chance of losing 0)
10. Which option do you prefer?
  - a. A 0.1% chance of losing 6000 (A 99.9% chance of losing 0)
  - b. A 0.2% chance of losing 3000 (A 99.8% chance of losing 0)
11. Imagine you are playing a game with two levels, but you have to make a choice about the second level before you know the outcome of the first. At the first level, there is a 75% chance that the game will end without you winning anything, and a 25% chance that you will advance to the second level. What would you choose in the second level?
  - a. An 80% chance of 4000 (20% chance of 0)
  - b. A 100% guarantee of 3000
12. Imagine we gave you 1000 right now to play a game. Which option would you prefer?

- a. A 50% chance to gain an additional 1000 (50% chance of gaining 0 beyond what you already have)
  - b. A 100% guarantee of gaining an additional 500
- 13. Imagine we gave you 2000 right now to play a game. Which option would you prefer?
  - a. A 50% chance you will lose 1000 (50% chance of losing 0)
  - b. A 100% chance you will lose 500
- 14. Which option do you prefer?
  - a. A 25% chance of 6000 (75% chance of 0)
  - b. A 25% chance of 4000 (75% chance of 2000)
- 15. Which option do you prefer?
  - a. A 25% chance of losing 6000 (75% chance of losing nothing)
  - b. A 25% chance of losing 4000 (75% chance of losing 2000)
- 16. Which option do you prefer?
  - a. A 0.1% chance at 5000 (99.9% chance of 0)
  - b. A 100% guarantee of 5
- 17. Which option do you prefer?
  - a. A 0.1% chance of losing 5000 (99.9% chance of losing nothing)
  - b. A 100% guarantee of losing 5

**Attention item** (Sixth item for all participants; Not randomised with other items)

- 18. Do not choose either option, just proceed to the next question.
  - a. 100% chance of 10,000
  - b. 99% chance of losing 5,000