

Appendix D Screenshots from the Primary RCT

Figure D1: Primary RCT Survey Instructions

Instructions

Welcome to the inaugural [REDACTED] job board. [REDACTED] is the largest science-based start-up mentorship program in the world. 26 start-ups in this year's cohort expressed interest in talking to [REDACTED] alumni interested in business development jobs. Through this system, we will forward your resume and information to start-ups of interest.

Clicking on company logos brings up brief descriptions written by each venture. After examining these companies, upload your resume in the form to the right, and list the 10 companies of greatest interest in your order of preference from most preferred ("1") on down. **If you do not see a form on the right side of this page to rank companies, please turn off your ad blocker or try with a different browser.**

To avoid inundating these start-ups with an excessive number of resumes, we have agreed to forward a limited number of resumes to each start-up. **It is in your interest to state your true preference ranking!** Specifically, the probability your information is sent to a given venture is strictly higher the higher you rank a venture. An **algorithm** by leading economists ensures that there is no benefit to manipulating your true preference about which ventures you would like to meet.

Figure D2: Screenshots from the Primary RCT (highlighting from the original)

The screenshot shows a user interface for a job matching service. At the top, there is a progress bar from 0% to 100%. Below it is a red **IMPORTANT NOTICE** message. A large input field is provided for entering a full name. A file upload area allows users to upload their resume in PDF or MS Word format. A dropdown menu is available for ranking companies. A consent checkbox is present at the bottom.

0% ————— 100%

IMPORTANT NOTICE: To participate in [REDACTED] job matching, you must include your full name, upload your resume, and rank at least one company. Ranking more companies increases your chances of receiving one or more successful matches, so we strongly recommend that you use all ten ranking options below to indicate your interest.

Please type your full name:

Please upload your resume in PDF or MS Word format.

Drop files or click here to upload

Please rank up to 10 companies in order of your interest. As described in detail in the job board instructions, the [REDACTED] will forward your resume to ventures on the basis of your preferences.

Please pick your 1st rank company

Please pick your 10th rank company

I consent to [REDACTED] forwarding my resume to start-ups with which I am matched, and to the use of my application data for anonymized [REDACTED] research purposes.

YES

NO

A-19

0% ————— 100%

Your response has been recorded.

The next 5 questions are optional and will not affect job matching. However, if you complete them, you may win up to \$250 and will inform [REDACTED] design of its Job Board.

What is your assessment of the **quality of the science/technology** in the below ventures, on a scale from 1 (lowest score) to 5 (highest score)?

NOTE: In this setting, the quality of the science is defined as your overall assessment of the quality of the underlying science and its potential for forming the basis of a commercial product.

(lowest score)				
1 2 3 4 5 (highest score)				
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



0% ————— 100%

What is your assessment of the **quality of the business model** for these company, on a scale of 1 (lowest score) to 5 (highest score)?

NOTE: In this setting, the business model may be defined broadly, as the overall quality and execution potential of the company's business strategy in building a scalable technology-based start-up.

(lowest score)				
1 2 3 4 5 (highest score)				
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>





PROBABILITY:

The below questions ask you to think about the **percent chance** that something will happen in the future.

The **percent chance** can be thought of as the number of chances out of 100. You can use any number between 0 and 100.

For example, numbers like:

2 and 5 percent may be “almost no chance”,

20 percent or so may mean “not much chance”,

a 45 or 55 percent chance may be a “pretty even chance”,

80 percent or so may mean a “very good chance”,

and a 95 or 98 percent chance may be “almost certain”

INCENTIVES ON PROBABILITY QUESTIONS:

As added encouragement on probability questions, five people who complete this survey will be chosen at random to be paid via a lottery system. For those chosen, payment will be \$0 or \$250.

Payment will be based on one of two questions below. This lottery system has been used to elicit people's probability beliefs in various contexts and is specially designed so that it's

mathematically optimal for you to state your true belief about the probability an event will occur.

For further detail, please see [here](#).

What is the probability that the firms below raise money at a valuation of at least CAD\$1,000,000 within 1 year of the time this information was prepared?

NOTE: A \$1,000,000 valuation is historically the absolute minimum valuation for a firm which raises a “seed” financing round. Seed financing is generally the first financing round with institutional rather than angel investors. The firm you are evaluating was randomly selected from a sample where historically similar firms have a 35% chance of reaching a \$1,000,000 valuation.



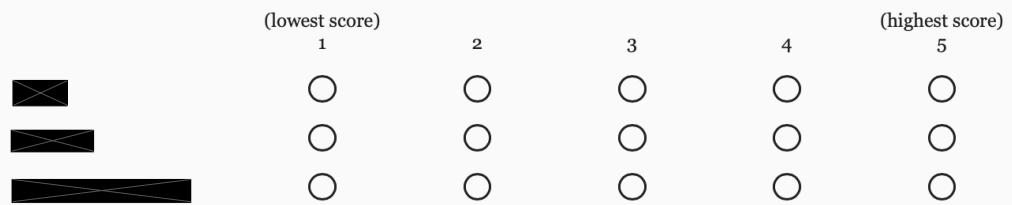
What is the probability that the firm in question has an initial public offering (IPO) or is acquired at CAD\$50,000,000 or more within 1 year of the time the information was prepared?



0% ————— 100%

On a scale from 1 (least interested) to 5 (most interested), how interested would you be in working at this firm?

NOTE: This question will not be used to match you to companies, which is based on your rankings; we are using this question for informational purposes only.



Appendix References

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