

# Goodman Senior Thesis

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## Start of Block: Informed Consent

### Q4 INFORMED CONSENT

#### **Title of the Research Study: Decision Making Study**

Principal Investigator: Professor Judd Kessler

Other Investigator/Point of Contact: Ben Goodman

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You are being asked to take part in a research study. This is not a form of treatment or therapy. It is not supposed to detect a disease or find something wrong. Your participation is voluntary which means you can choose whether or not to participate. If you decide to participate or not to participate there will be no loss of benefits to which you are otherwise entitled. Before you make a decision you will need to know the purpose of the study, the possible risks and benefits of being in the study and what you will have to do if decide to participate. A member of the research team is available by email to talk with you about the study if further questions exist.

Please ask the researcher to explain anything you do not understand, including any language contained in this form. If you decide to participate, you will be asked to continue with the study after reading this form and your continuation will indicate your consent.

#### **What is the purpose of the study?**

The purpose of the study is to learn about how people make decisions.

**Why was I asked to participate in the study?** You are being asked to join this study because you have volunteered to participate in the study for compensation.

**How long will I be in the study? How many other people will be in the study?** The study will take place over a period of several months. Each participant will be asked to spend up to 20

minutes making decisions for this study. You will be one of approximately 500 people in the study.

**Where will the study take place?** The study takes place virtually, with people like you participating via the Mechanical Turk platform.

**What will I be asked to do?** You will be shown a series of questions. You will be asked to answer the questions to the best of your ability.

**How will I benefit from the study?** You will not benefit directly from participating in this study except in monetary compensation, as described below.

**How will I be compensated for my participation?** You will be paid \$2 for your participation in the study. You have the potential to receive additional compensation, based on random chance and your answers to certain questions.

**What other choices do I have?** Your alternative to being in the study is to not be in the study.

**What happens if I do not choose to join the research study?** Nothing will happen if you opt out of this research study. Your participation is completely voluntary.

**How will confidentiality be maintained and my privacy be protected?** The research team will make every effort to keep all the information you tell us during the study strictly confidential, as required by law. The Institutional Review Board (IRB) at the University of Pennsylvania is responsible for protecting the rights and welfare of research volunteers like you. The IRB has access to this study's information.

**Who can I call with questions, complaints or if I'm concerned about my rights as a research subject?** If you have questions, concerns or complaints regarding your participation in this research study or if you have any questions about your rights as a research subject, you should speak with the Point of Contact listed above. If a member of the research team cannot be reached or you want to talk to someone other than those working on the study, you may contact the Office of Regulatory Affairs with any question, concerns or complaints at the University of Pennsylvania by calling (215) 898-2614. By continuing with this study, you are consenting to participate.

End of Block: Informed Consent

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Start of Block: Always a Winner, Non-ambiguous

Q1 Please select one of the two options below. At the end of the survey, there is a 10% chance that your choice will be carried out and you will receive that selected payout.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
- ☐ Investment Choice - Receipt of \$10 with 50% probability, receipt of \$12 with 50% probability (2)

End of Block: Always a Winner, Non-ambiguous

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Start of Block: Always a Winner, Ambiguous

Q6 Please select one of the two options below. At the end of the survey, there is a 10% chance that your choice will be carried out and you will receive that selected payout.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
- ☐ Investment Choice - You should know that the last 20 investment decisions yielded payouts of: \$11.16, \$10.93, \$10.87, \$11.10, \$11.15, \$10.93, \$11.34, \$11.14, \$10.59, \$10.08, \$10.79, \$11.77, \$11.35, \$10.79, \$10.97, \$11.41, \$11.02, \$10.66, \$11.01, \$11.21 (2)

End of Block: Always a Winner, Ambiguous

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Start of Block: Regular, Non-Ambiguous

Q7 Please select one of the two options below. At the end of the survey, there is a 10% chance that your choice will be carried out and you will receive that selected payout.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
- ☐ Investment Choice - You should know that the last 20 investment decisions yielded payouts of: \$9.45, \$10.47, \$8.69, \$10.95, \$10.95, \$11.79, \$11.74, \$11.81, \$10.58, \$11.54, \$12.26, \$12.29, \$8.93, \$12.21, \$11.33, \$11.25, \$11.22, \$8.99, \$11.84, \$8.92 (2)

End of Block: Regular, Non-Ambiguous

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Start of Block: Regular, Ambiguous

Q8 Please select one of the two options below. At the end of the survey, there is a 10% chance that your choice will be carried out and you will receive that selected payout.

- ☐ Wage Choice - Guaranteed Receipt of \$10.00 (1)
- ☐ Investment Choice - Receipt of \$9.00 with 50 percent probability, receipt of \$13.00 with 50 percent probability (2)

End of Block: Regular, Ambiguous

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Start of Block: Age, Education, Employment

Q9 How old are you?

- ☐ Under 18 (1)
  - ☐ 18 - 24 (2)
  - ☐ 25 - 34 (3)
  - ☐ 35 - 44 (4)
  - ☐ 45 - 54 (5)
  - ☐ 55 - 64 (6)
  - ☐ 65 - 74 (7)
  - ☐ 75 - 84 (8)
  - ☐ 85 or older (9)
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Q10

What is the highest level of school you have completed or the highest degree you have received?

- ☐ Less than high school degree (1)
  - ☐ High school graduate (high school diploma or equivalent including GED) (2)
  - ☐ Some college but no degree (3)
  - ☐ Associate or Technical degree in college (2-year) (4)
  - ☐ Bachelor's degree in college (4-year) (5)
  - ☐ Master's degree (6)
  - ☐ Doctoral degree (7)
  - ☐ Professional degree (JD, MD) (8)
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Q12

Which statement best describes your current employment status?

- ☐ Full-time employed (1)
- ☐ Part-time employed (2)
- ☐ Part-time looking for full-time (3)
- ☐ Not working and seeking employment (4)
- ☐ Retired (5)
- ☐ Not Working (disabled) (6)
- ☐ Prefer not to answer (7)

End of Block: Age, Education, Employment

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Start of Block: Gender, Wage, Industry

Q13 Please estimate your household's annual income (before taxes), and select the appropriate option below.

- ☐ Less than \$10,000 (1)
  - ☐ \$10,000 - \$19,999 (2)
  - ☐ \$20,000 - \$29,999 (3)
  - ☐ \$30,000 - \$39,999 (4)
  - ☐ \$40,000 - \$49,999 (5)
  - ☐ \$50,000 - \$59,999 (6)
  - ☐ \$60,000 - \$69,999 (7)
  - ☐ \$70,000 - \$79,999 (8)
  - ☐ \$80,000 - \$89,999 (9)
  - ☐ \$90,000 - \$99,999 (10)
  - ☐ \$100,000 - \$149,999 (11)
  - ☐ More than \$150,000 (12)
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Q17

Please indicate your occupation:

- ☐ Management, professional, and related (1)
  - ☐ Service (2)
  - ☐ Sales and office (3)
  - ☐ Farming, fishing, and forestry (4)
  - ☐ Construction, extraction, and maintenance (5)
  - ☐ Production, transportation, and material moving (6)
  - ☐ Government (7)
  - ☐ Retired (8)
  - ☐ Unemployed (9)
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Q14 What is your sex?

- ☐ Male (1)
- ☐ Female (2)

**End of Block: Gender, Wage, Industry**

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**Start of Block: Mechanical Turk Usage**

Q19 How often do you use Mechanical Turk each Week?

- ☐ Daily (1)
  - ☐ 4-6 times a week (2)
  - ☐ 2-3 times a week (3)
  - ☐ Once a week (4)
  - ☐ Once or twice a month (5)
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Q20 How long do you spend on Mechanical Turk on a day when you use the platform?

- ☐ Less than 30 minutes (1)
  - ☐ 30 - 60 Minutes (2)
  - ☐ 1 - 2 hours (3)
  - ☐ 3 - 4 hours (4)
  - ☐ 5 - 6 (5)
  - ☐ More than 7 hours (6)
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Q21 How does the money you earn from Mechanical Turk affect your lifestyle?

- ☐ Mechanical Turk money does not materially change my financial situation. (1)
  - ☐ Mechanical Turk money allows me to purchase nice goods which otherwise would be out of reach (2)
  - ☐ Mechanical Turk money is sometimes needed to make basic ends meet (3)
  - ☐ Mechanical Turk money is always needed to make basic ends meet (4)
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Q23 I am a citizen of:

- ☐ The United States (1)
- ☐ India (2)
- ☐ Canada (3)
- ☐ The United Kingdom (4)
- ☐ Another Country (5)

End of Block: Mechanical Turk Usage

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Start of Block: 10 winner

Q16 Your survey was selected to be a winner. As you selected the option to "work" at the beginning of the survey, you will receive a bonus payment of \$10.00 within the next few weeks to your Mechanical Turk account.

End of Block: 10 winner

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Start of Block: ambiguous winner

Q18 Your survey was selected to be a winner. As you selected the option to invest at the beginning of the survey, you will receive a bonus payment of within the next few weeks to your Mechanical Turk account.

End of Block: ambiguous winner

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Start of Block: No winner

Q17 Your survey was not selected to be a winner.

End of Block: No winner

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