Preregistration

How to sway voters? Part 2

Ralf H. J. M. Kurvers[1], Uri Hertz[2], Bertrand Jayles[1], Bahador Bahrami[1,3]

[1] Max Planck Institute for Human Development (Berlin), Center for Adaptive Rationality

[2] University of Haifa, Department of Cognitive Sciences

[3] Ludwig-Maximilians Universität München, Faculty of Psychology and Educational Siences, General and Experimental Psychology

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Study Information

Research questions **RQ1:** Can a dishonest advisor succesfully draw the attention of a client when the experiment is incentivized?

Hypotheses **H1 (RQ1):** We expect that when incentivizing the experiment a dishonest advisor is better able to draw the attention of a client than an honest advisor.

Design Plan

Existing data **Registration prior to creation of data**. As of the date of submission of this research plan for preregistration, the data have not yet been collected, created or realized.

Study design

This preregistration is part 2 of the project "How to sway voters". Part 1 of this project can be found here and for full experimental details we will refer to this document. Data collection of part 1 has been finished, and in this part 2 we plan to investigate whether our main result (i.e., a dishonest advisor can draw the attention of a client better than an honest advisor) can also be replicated when we incentivize our participants for correct outcomes.

Compared to part 1, we will only use the environment with the highest level of uncertainty (i.e. treatment 1: 25% of trials with 90 balls of one colour, and 75% of trials with 50 balls of each colour.). All other procedures are identical to part 1, except that we will now incentivize participants based on correct outcomes in the trials. A correct outcome means that the colour of the selected advisor corresponds to the colour of the ball drawn at that trial. Each correct outcome will result in a bonus payment of 10 cents for the participants on top of the 3 dollar flat fee for participation.

In short, participants will again be confronted with an honest advisor (HA) and a dishonest advisor (DA) and in each trial make a decision which advisor to follow. The experiment will again run for 20 rounds.

Randomization

In our planned study, the **HA** and **DA** will appear either on the left or right side of the screen and this will be counterbalanced between participants. That is, approximately half of the participants will experience the HA on the left side, and the other half will experience the HA on the right side of the screen.

Data collection procedures

The data will be collected using an online study implemented in *javascript*. Participants will be recuited over *Amazon Mechinal Turk* (https://www.mturk.com/). The study will take approximately 10 minutes. Participants who complete the study receive 3 dollar compensation plus a bonus payment (range: 0 - 2 dollar) depending on the number of correct outcomes.

Sample size and stopping rule

We used the data collected in part 1 to determine the sample size. For each participant in treatment 1 in part 1, we calculated the average likelihood of choosing the dishonest advisor. From these values we calculated the effect size (Cohen's

d) using a two-sided t-test in R (cohensD function from the lsr package). Using the pwr.t.test function (from the pwr package) we determined the desired sample size given the Cohen's d value, a power of 0.9 and a significance level of 0.05. This resulted in a sample size of 45. We will stop data collection as soon as 45 participants succesfully completed the treatment. A successfull completion means that a participant started and finished the experiment. Participants who quit the experiment prior to completion will be excluded from the analysis.

Measured variables

The key variable of interest is the *choice* of the clients. Additionally, the following demographic variables will be elicited at the beginning of the study:

1. Age.
2. Gender: female, male, other, do not want to report.
3. Education: basic, high school, college, posgraduate.

Data exclusion

Participants who did not complete the entire experiment will be excluded from the analysis.