

Ethnicity and Time Discounting

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Study 1

Methods

- N=195 Asians, 205 Caucasians from US & UK (Prolific)
- Ethnicity importance measurement:
 - Explicit (Reed II, 2004)
 - How much my ethnic group describes me
 - How much I identify with my ethnic group
 - How much I admire my ethnic group
 - How important my ethnic group is to my identity
 - Indirect – causal centrality of ethnicity (Chen, Urminsky & Bartels 2016)
- Patience measurement:
 - 46 choices between smaller-sooner (SS) and larger-later (LL) options (e.g., \$3 today vs. \$ 3.50 in 1 week)
 - Consequential: Five participants won bonus of their selected options

Results

- Higher ethnicity importance relates to less patient choices (Caucasian, $r = .18$, $p = .010$; Asian, $r = .145$, $p = .043$)

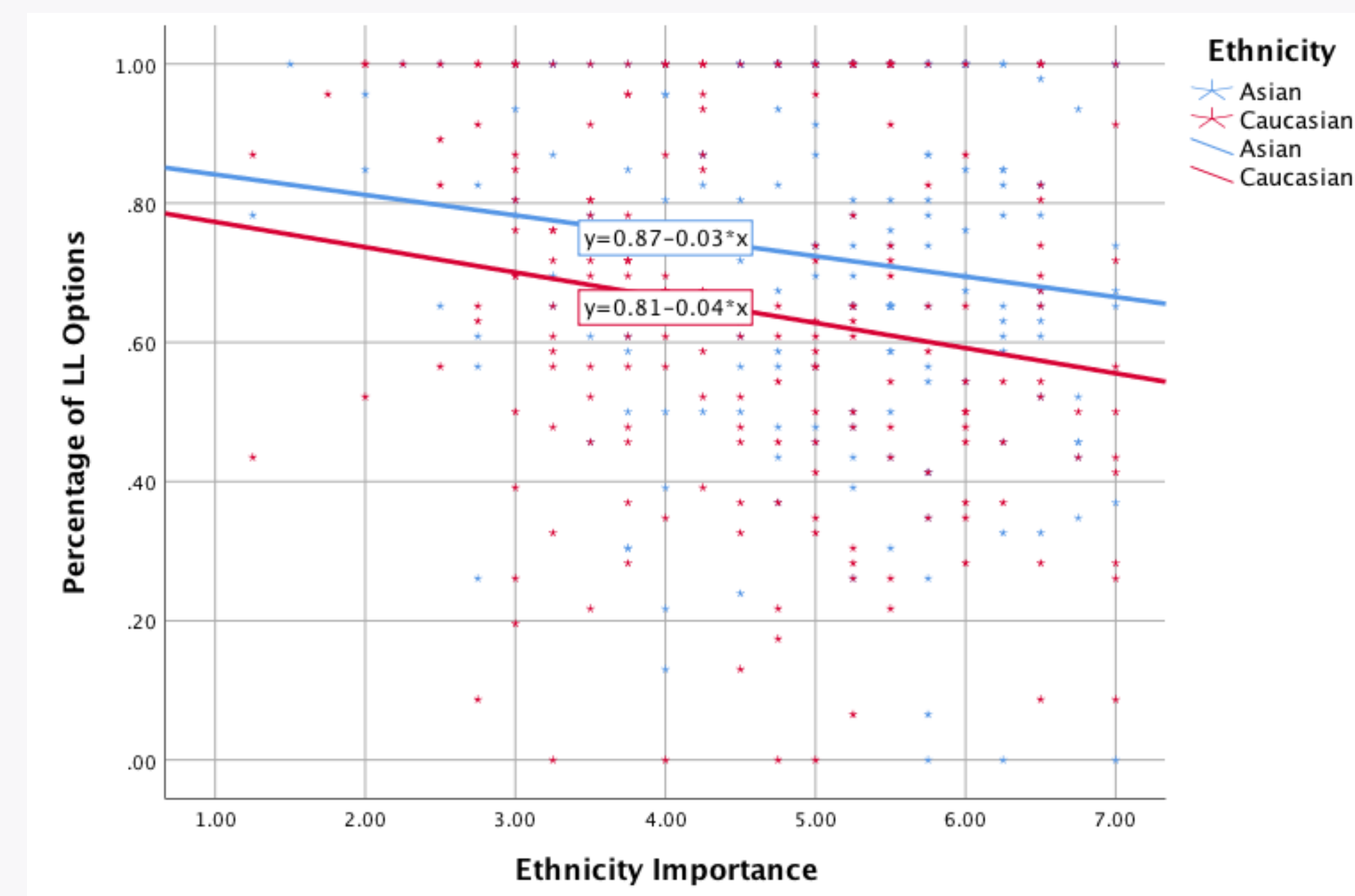


Figure 1. Predictions of the percentage of larger-later (LL) options by ethnicity importance

- Replicates for indirect measurement
- Robust to salience manipulation

Study 2

- N = 407 US, M-Turk
- Explicit measure of ethnicity importance
- Replication: Higher ethnicity importance relates to less patience ($r = -.110$, $p = .026$)

Why does this occur?

- Results *not* explained by education or income differences

Table 1. Regression Results for Study 2: Prediction of the proportion of larger-later (LL) Options by ethnicity importance, education, and income level

	Unstandardized B	Standardized Beta	t	Sig.
(Constant)	1.595		32.277	.000
Ethnicity importance	-.015	-.117	-2.360	.019
Education	.003	.041	.796	.427
Income	.009	.078	1.531	.127

DV: proportion of larger-later (LL) Options

- What other factors could explain the relationship between ethnicity importance and impatience?

References:

Chen, S. Y., Urminsky, O., & Bartels, D. M. (2016). Beliefs about the causal structure of the self-concept determine which changes disrupt personal identity. *Psychological Science*, 27(10), 1398-1406.

Reed, A. (2004). Activating the self-importance of consumer selves: Exploring identity salience effects on judgments. *Journal of consumer research*, 31(2), 286-295.

People who see their ethnicity as more important are more present-focused and make less patient financial choices.

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(code can be read by the camera app on your phone)



Present Focus mediates the relationship between Ethnicity Importance & Impatience
Present-Hedonistic and Present-Fatalistic subscales in Zimbardo Time Perspective Inventory (ZTPI)

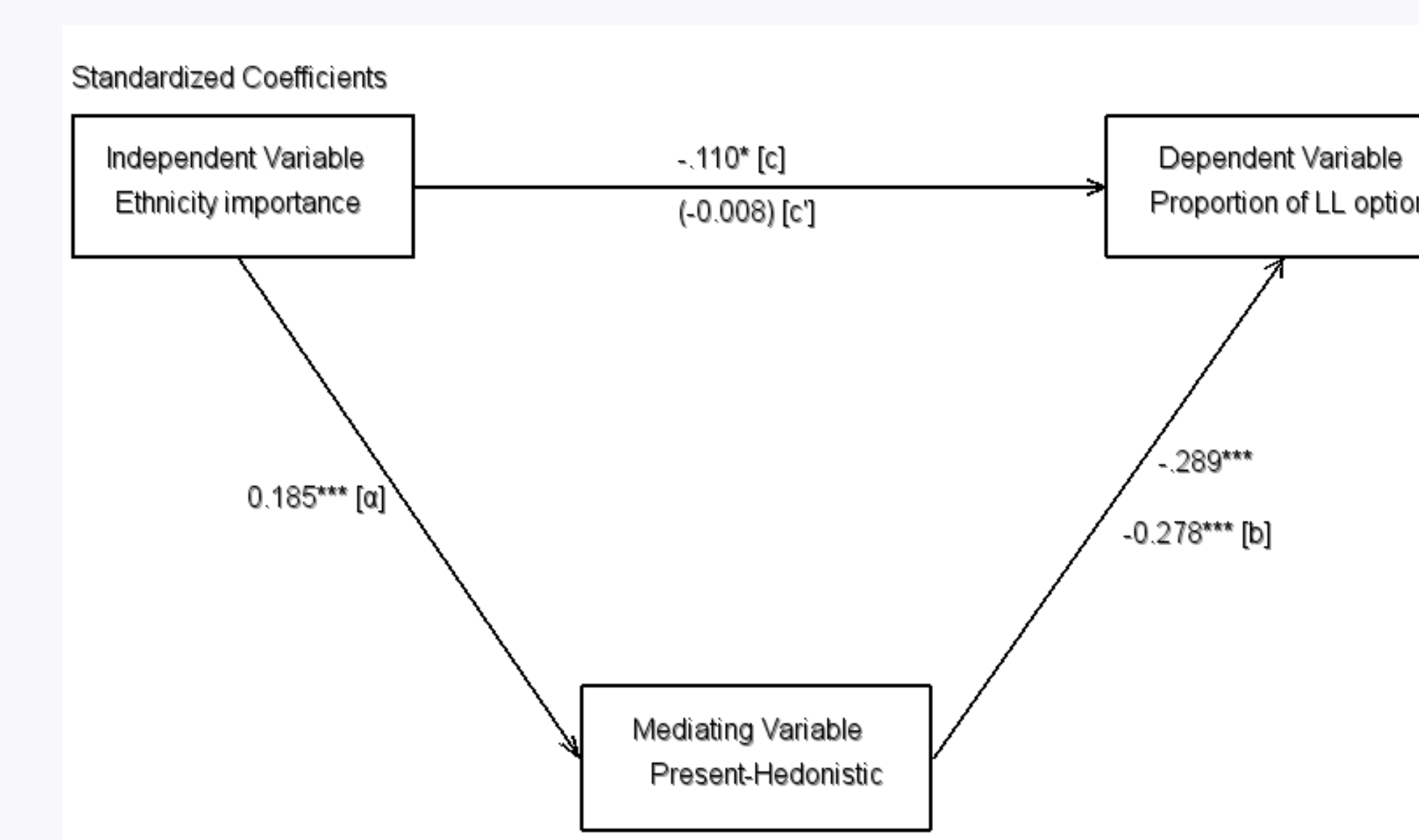


Figure 2. Relationship between ethnicity importance and proportion of LL options as mediated by Present-Hedonistic subscale in ZTPI.

* $p < .05$; *** $p < .001$.

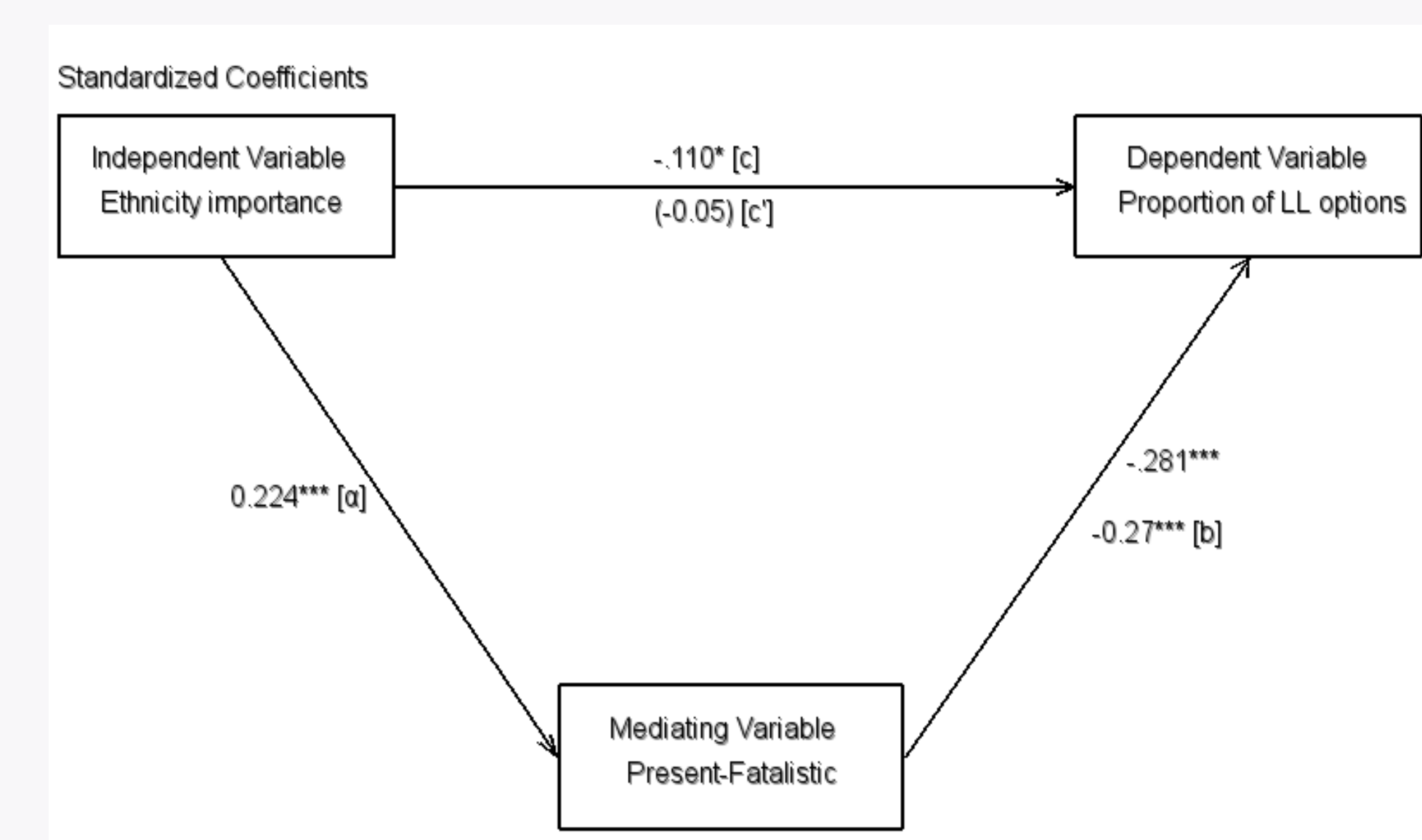


Figure 3. Relationship between ethnicity importance and proportion of LL options as mediated by Present-Fatalistic subscale in ZTPI.

* $p < .05$; *** $p < .001$.