

## Initial Demographics exclusion

Before we move on, please answer the following demographic questions:

Are you an American citizen?

- ☐ Yes
- ☐ No

What is your gender?

- ☐ Man
- ☐ Woman
- ☐  identify my gender as: \_\_\_\_\_ (please specify)

## MturkID

To receive your bonus payment, you must enter your Mechanical Turk ID into the box below and then click to continue.

Your WorkerID starts with the letter A and has 12-14 letters or numbers. It is not your email address.

To ensure accuracy, please copy and paste your WorkerID from Mturk. This makes sure that there are no mistakes. An example of a common mistake is that "0" (the number) is written instead of an "O" (the letter). Mistakes like that may significantly delay your bonus payment.

Enter your WorkerID here:

## Consent

<b>Project Title</b>	<b>Study on decision-making and performance</b>
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<b>Purpose of the Study</b>	<p>This research is being conducted by Keana Richards, Dr. Coren Apicella, and Dr. Gideon Nave at the University of Pennsylvania. We are inviting you to participate in this research project because you are in the Amazon Mechanical Turk participant pool and we value your responses. The purpose of this research project is to better understand decision-making.</p>
<b>Procedure</b>	<p>Depending on your responses, this survey will take about 10-15 minutes to complete, but can take longer based on your decisions. You will do various tasks and make decisions using your computer that will affect the amount of compensation you will earn. You will also be asked some demographic information about yourself. You will <u>not</u> be asked to provide identifying information on any of the survey questions.</p>
<b>Potential Risks and Discomforts</b>	<p>There are no known risks associated with participating in this research.</p>
<b>Potential Benefits</b>	<p>There are no direct benefits from participating in this research. We hope that, in the future, other people might benefit from this study through an improved understanding of decision-making.</p>
<b>Confidentiality</b>	<p>We will not collect any identifying information in connection with your data. All data will be stored on password-protected computers only accessible by the primary investigators. Data will only be identified by unique subject ID numbers. The number of research personnel involved will be kept to only the number necessary to conduct the study.</p> <p>Your MTurk identification is only collected for purposes of compensation and reimbursement. Such identification will be kept separate from any collected data.</p>

	<p>If we write a report or article about this research project, no individual responses will be included. Your identity will be protected to the maximum extent possible.</p>
Compensation	<p>You will receive \$2.50 upon completion of this study, in addition to your bonus earnings, which will be processed within a few business days after survey completion.</p>
Right to Withdraw and Questions	<p>Your participation in this research is completely voluntary. You may choose not to take part at all. If you decide to participate in this research, you may stop participating at any time. If you decide not to participate in this study or if you stop participating at any time, you will not be penalized or lose any benefits to which you otherwise qualify.</p> <p>If you decide to stop taking part in the study, or if you have questions, concerns, or complaints, please contact the primary investigator:</p> <p><b>Keana Richards</b>  Solomon Laboratories, 3720 Walnut Street Philadelphia PA, 443-341-7643, <a href="mailto:keanari@sas.upenn.edu">keanari@sas.upenn.edu</a></p>
Participant Rights	<p>If you have questions about your rights as a research participant, please contact:</p> <p><b>University of Pennsylvania</b>  Institutional Review Board Office  Telephone: 215-573-2540</p> <p>This research has been reviewed according to the University of Pennsylvania IRB procedures for research involving human subjects.</p>
Statement of	<p>By pushing the “&gt;&gt;” button below, you indicate that you are at least</p>

<b>Consent</b>	<b>18 years of age; are an American citizen; have read this consent form or have had it read to you; your questions have been answered to your satisfaction; and you voluntarily agree to participate in this research study. We advise you to print a copy of this consent form for your records. If you agree to participate, please push the “&gt;&gt;” button below.</b>
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Thank you for participating in our study. We estimate that this study will take about 10-15 minutes to complete. After you have finished, you will receive a completion code. Please return to the HIT on MTurk and enter the completion code in the space provided in order to receive your credit.

**This study does not use deception.** We promise that the information in this survey is truthful and accurate.

The decisions you make are real and any partner that you may interact with is real. We will always send you the money that you earn.

You will receive \$2.50 for completing the HIT.

You also have the opportunity to earn a BONUS payment. Your bonus payment is based on your decisions, your performance, and possibly others' performance. The additional money will be paid to you as a bonus through Amazon Mturk in the next few business days.

We will now go through the instructions. Please read them carefully. You are only eligible for a bonus payment if you adhere to the instructions.

Please click the next button to proceed.

## General Instructions

### Study Overview

1. You have 2 minutes to solve as many problems as you can and will be paid for your performance.

2. After the 2 minutes are up, you will automatically continue to the next page. That means that you do not need to keep time yourself but can concentrate on the task at hand.

As an example, if the following sequence appears on your screen:

8 x 4

You would enter "32" in the text box. Please press next to continue.

Please complete the following comprehension questions to make sure you understand the task.

What would you enter if the problem "4 x 12" appeared on the screen, as shown below?

4 x 12

The correct answer to the previous question was "48." To proceed you must answer a comprehension question correctly. What would you enter if the problem "2 x 1" appeared on the screen, as shown below?

2 x 1

The correct answer to the previous question was "2." To proceed you must answer a comprehension question correctly. What would you enter if the problem "6 x 11" appeared on the screen, as shown below?

6 x 11

## Payment scheme Instructions

For the upcoming multiplication task, you will be following a **Piece Rate Payment scheme**. You will receive **\$.10** for every problem solved correctly.

Example: if you complete 100 problems, you will earn a bonus of \$10.

For the upcoming multiplication task, you will be following a **Tournament Payment scheme**. Your performance will be evaluated relative to the performance of another randomly selected participant who is doing the same experiment as you with identical problems. If you correctly solve more problems than your opponent (i.e., win), you will receive **\$.20** for every problem solved correctly. However, if you do not solve more problems than your opponent (i.e., lose), you will receive no earnings, **\$0**, for this task. If there is a tie, one person will be randomly selected to receive payment for their performance.

Example: if you complete 100 problems, you will earn a bonus of \$20 so long as your opponent completes fewer than 100 problems. If your opponent completes more problems than you, you will receive a bonus of **\$0**.

### practice choice

**These page timer metrics will not be displayed to the recipient.**

First Click: *0 seconds*

Last Click: *0 seconds*

Page Submit: *0 seconds*

Click Count: *0 clicks*



You have the option to prepare for the task before you are paid for your performance. These preparation rounds will be 2 minutes each (like the task itself), and you will have the chance to enter preparation rounds up to 5 times. These preparation rounds are completely optional.

Would you like to prepare for the task?

- ☐ Yes
- ☐ No

unlimited practice

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds

Last Click: 0 seconds

Page Submit: 0 seconds

Click Count: 0 clicks

Feel free to use the multiplication table here to answer the following questions.

1	2	3	4	5	6	7	8	9	10	11	12
2	4	6	8	10	12	14	16	18	20	22	24
3	6	9	12	15	18	21	24	27	30	33	36
4	8	12	16	20	24	28	32	36	40	44	48
5	10	15	20	25	30	35	40	45	50	55	60
6	12	18	24	30	36	42	48	54	60	66	72
7	14	21	28	35	42	49	56	63	70	77	84
8	16	24	32	40	48	56	64	72	80	88	96
9	18	27	36	45	54	63	72	81	90	99	108
10	20	30	40	50	60	70	80	90	100	110	120
11	22	33	44	55	66	77	88	99	110	121	132
12	24	36	48	60	72	84	96	108	120	132	144

What is the answer to  $\{\text{Im}://\text{Field}/1\}$ ?

Ready

Get ready to complete the multiplication task. Press the next button to proceed.

Multiplication task

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds

Last Click: 0 seconds

Page Submit: *0 seconds*Click Count: *0 clicks*

Please enter your answers to the multiplication problems below as quickly as you can.

 $10 \times 8$  $12 \times 1$  $1 \times 10$  $3 \times 3$  $1 \times 9$  $1 \times 4$  $12 \times 6$



3 x 3

3 x 12

4 x 5

11 x 6

9 x 2

10 x 3

11 x 5

10 x 9

7 x 2

6 x 5

6 x 2

8 x 4

2 x 6

6 x 8

3 x 4

1 x 7

5 x 11

3 x 5

5 x 9

11 x 2

5 x 4

3 x 2

6 x 1

11 x 8

3 x 11

2 x 11

7 x 11

7 x 2

12 x 8

11 x 8

1 x 7

2 x 7

7 x 6

1 x 10

6 x 11

1 x 1

11 x 3

3 x 2

8 x 5

7 x 5

8 x 4

2 x 12

6 x 7

4 x 3

2 x 11

4 x 7

1 x 9

3 x 2

8 x 9

1 x 7

6 x 4

4 x 11

11 x 9

11 x 1

1 x 1

11 x 7

1 x 9

1 x 4

12 x 9

8 x 1

5 x 3

3 x 3

6 x 5

9 x 12

10 x 6

6 x 8

3 x 10

6 x 8



11 x 3

8 x 4

3 x 12

9 x 2

2 x 5

3 x 10

2 x 7

6 x 5

11 x 1

5 x 10

8 x 12

2 x 4

1 x 3

10 x 10

7 x 12

11 x 9

5 x 12

10 x 10

11 x 9

2 x 8

10 x 1

10 x 11

10 x 8

11 x 2

6 x 7

12 x 6

11 x 12

10 x 11

8 x 2

7 x 5

12 x 8

10 x 5

2 x 3

6 x 1

8 x 6

12 x 4

8 x 1

11 x 1

8 x 8

6 x 4

1 x 5

2 x 2

2 x 2

5 x 12

3 x 12

6 x 7

3 x 2

12 x 12

3 x 6

2 x 7

12 x 5

10 x 12

7 x 6

11 x 1

7 x 11

3 x 7

2 x 5

2 x 8

7 x 9

8 x 5

3 x 9

10 x 11

11 x 3

2 x 12

2 x 12

4 x 10

6 x 1

11 x 9

5 x 9

4 x 7

6 x 5

1 x 5

4 x 6

2 x 3

1 x 12

7 x 7

1 x 11

2 x 5

7 x 12

11 x 4

8 x 8

4 x 8

11 x 12

6 x 6

4 x 10

**Confidence/gender**

Your score for the task was: \${e://Field/taskscore}.



Before the survey ends, you have a final chance to earn additional money.

In this part we want you to make 4 guesses. One guess will be selected randomly and if the selected guess is correct, you will receive a bonus of \$.10.

As a reminder, your task score was **#{e://Field/taskscore}**. If my performance is compared to that of all participants that completed the task, I think my score was...

- ☐ Better than all other participants
- ☐ Better than 90% of participants
- ☐ Better than 80% of participants
- ☐ Better than 70% of participants
- ☐ Better than 60% of participants
- ☐ Better than 50% of participants
- ☐ Better than 40% of participants
- ☐ Better than 30% of participants
- ☐ Better than 20% of participants
- ☐ Better than 10% of participants
- ☐ Better than none of the other participants

Do you think men or women in this study correctly solved more multiplication problems on average?

- ☐ Men
- ☐ Women

Do you think men or women in this study spent more time practicing/studying before completing the multiplication task?

- ☐ Men
- ☐ Women

Do you think men or women in this study chose the tournament payment option more often?

- ☐ Men

☐ Women

## Demographics, risk, gender perceptions of practice

Please answer the following questions. You will then see the completion code on the screen.

How do you see yourself: Are you generally a person who is fully prepared to take risks or do you try to avoid taking risks?

0 (Not at all willing to take risks)	1	2	3	4	5	6	7	8	9	10 (Very willing to take risks)
<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"/>

On most tasks, do you think men or women generally prepare (i.e., practice and/or study) more?

- ☐ Men
- ☐ Women

What is your age (in years)?

What best describes your race/ethnicity? Please select all that apply.

- ☐ White/Caucasian
- ☐ Black/African-American
- ☐ Hispanic/Latino
- ☐ East Asian
- ☐ Middle Eastern
- ☐ Native American
- ☐ Pacific Islander
- ☐  Other (please specify)

What was your total income last year? Take into account all your sources of income, including scholarships, health benefits, fringe benefits, and others. Please note that this is your personal income, not the income of your household.

- ☐ Less than \$10,000
- ☐ \$10,000 to \$20,000
- ☐ \$20,000 to \$30,000
- ☐ \$30,000 to \$40,000
- ☐ \$40,000 to \$50,000
- ☐ \$50,000 to \$60,000
- ☐ \$60,000 to \$70,000
- ☐ \$70,000 to \$80,000
- ☐ \$80,000 to \$90,000
- ☐ \$90,000 to \$100,000
- ☐ \$100,000 to \$200,00
- ☐ Over \$200,000

What is your highest level of education completed?

- ☐ Less than a high school degree
- ☐ High School Diploma
- ☐ Vocational Training
- ☐ Some College
- ☐ Bachelor's Degree
- ☐ Graduate Degree

Was anything unclear in the instructions or survey questions? (Optional)

## Final Code

Thank you for your participation! Please click the next button, where you will be provided a code to enter into Amazon Mechanical Turk to be paid for your participation.

We will calculate and pay bonuses within the next few days.

Powered by Qualtrics











