

# perceiving\_inequality\_mturk

## Survey Flow

Standard: Consent (1 Question)

Branch: New Branch

If

If Welcome! You have been asked to complete this survey as part of a research project led by Mat... I do not consent, I do not wish to participate Is Selected

**EndSurvey: Advanced**

Standard: Restriction Verifications (2 Questions)

Branch: New Branch

If

If What is your current age? Younger than 21 Is Selected  
Or What is your current age? 30 or older Is Selected  
Or What is the highest level of education you have completed? Less than high school Is Selected  
Or What is the highest level of education you have completed? High school graduate Is Selected  
Or What is the highest level of education you have completed? Some college Is Selected  
Or What is the highest level of education you have completed? Associate's degree Is Selected

**EndSurvey: Advanced**

Standard: Before Experiment (8 Questions)

Standard: Experiment (6 Questions)

BlockRandomizer: 1 - Evenly Present Elements

Block: Control (2 Questions)

Block: Treatment (2 Questions)

Block: After Experiment (3 Questions)

Standard: Closing demographics (9 Questions)

Page Break

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## Start of Block: Consent

Q14

Welcome!

You have been asked to complete this survey as part of a research project led by Matthew Lawrence, Assistant Professor of Sociology at Middlebury College. The research project examines how career interests during college are associated with beliefs about salaries and income. Your responses are entirely voluntary, and you may refuse to complete any part or all of this survey. This survey is designed to be anonymous, meaning that there should be no way to connect your responses with you. Toward that end, please do not sign your name to the survey or include any information in your responses that makes it easy to identify you.

Note that Amazon will maintain a record of your participation, and its use of this information is governed by the privacy agreement that you signed with Amazon. For more information, please refer to Amazon's MTurk privacy notice available at <https://www.mturk.com/mturk/privacynotice>.

By completing and submitting the survey, you affirm that you give your consent for Professor Matthew Lawrence to use your answers in this research. You also affirm that you meet the qualifications for participation in this survey: you are between the ages of 21 and 29 and received an undergraduate bachelor's degree from a college or university in the United States. Additionally, you affirm that you will not be compensated for your participation unless you meet the qualifications outlined above and correctly answer any questions included to check the attention you give to the survey questions.

If you have any questions about this research before or after you complete the survey, please contact Matthew Lawrence by email ([lawrence@middlebury.edu](mailto:lawrence@middlebury.edu)) or phone (802-443-5182). If you have any concerns or questions about your rights as a participant in this research, please contact the Chair of the Middlebury College Institutional Review Board, Michael Sheridan, at 802-443-5582 or [IRB@middlebury.edu](mailto:IRB@middlebury.edu).

- ☐ I consent, begin the study (1)
- ☐ I do not consent, I do not wish to participate (2)

## End of Block: Consent

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## Start of Block: Restriction Verifications

Q15 What is your current age?

- ☐ Younger than 21 (1)
  - ☐ 21 (2)
  - ☐ 22 (3)
  - ☐ 23 (4)
  - ☐ 24 (5)
  - ☐ 25 (6)
  - ☐ 26 (7)
  - ☐ 27 (8)
  - ☐ 28 (9)
  - ☐ 29 (10)
  - ☐ 30 or older (11)
- 

Q16 What is the highest level of education you have completed?

- ☐ Less than high school (1)
- ☐ High school graduate (2)
- ☐ Some college (3)
- ☐ Associate's degree (4)
- ☐ Bachelor's degree (5)
- ☐ Professional degree (6)
- ☐ Doctorate (7)

## End of Block: Restriction Verifications

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### Start of Block: Before Experiment

Q17 How would you describe the college or university from which you received your undergraduate degree?

- ☐ Public university (1)
  - ☐ Public liberal arts college (2)
  - ☐ Private university (3)
  - ☐ Private liberal arts college (4)
- 

Q19 Select the option that best describes the major in which you received your primary undergraduate degree.

▼ Arts (1) ... Other (9)

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Q6 When you were deciding to go to college, how important to you was each of the following?

	Not important (1)	Somewhat important (2)	Very important (3)
To be able to get a better job (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To gain a general education and appreciation of ideas (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To make me a more cultured person (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To be able to make more money (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To learn more about things that interest me (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To get training for a specific career (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To prepare myself for graduate or professional school (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
To please my family (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Q4 When you were an undergraduate student, how important were the following considerations when you thought about your career path after college?

	Not important (1)	Somewhat important (2)	Very important (3)	Essential (4)
Working for social change (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
High income potential (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Social recognition or status (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Stable, secure future (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Creativity and initiative (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Expression of personal values (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Availability of jobs (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Leadership potential (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Work/life balance (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to pay off debt (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Connection to college major (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q38 When you were an undergraduate student, who had the most influence on your thinking about the career(s) you would want to pursue after graduating from college?

- ☐ Parents (1)
  - ☐ Professor (2)
  - ☐ Friends (3)
  - ☐ Career counselor (4)
  - ☐ Employer (5)
  - ☐ Other family members (6)
  - ☐ Coach (7)
  - ☐ Yourself (8)
-

Q41 Which of the following did you experience as an undergraduate? (Mark all that apply.)

- ☐ Joined a fraternity or sorority or similar type of social house (1)
  - ☐ Joined a pre-professional or departmental club (2)
  - ☐ Held a full-time job (approximately 35 hours a week) while taking classes (3)
  - ☐ Attended a racial/cultural awareness workshop (4)
  - ☐ Had a roommate of a different race/ethnicity (5)
  - ☐ Lived on campus (6)
  - ☐ Lived off campus (7)
  - ☐ Played club, intramural, or recreational sports (8)
  - ☐ Played intercollegiate athletics (e.g., NCAA or NAIA-sponsored) (9)
  - ☐ Held a leadership position in an organization (10)
  - ☐ Voted in a national, state, or local election (11)
  - ☐ Participated in a paid internship (12)
  - ☐ Participated in an unpaid internship (13)
  - ☐ Participated in study abroad (14)
  - ☐ Participated in leadership training (15)
  - ☐ Participated in student government (16)
  - ☐ Participated in an ethnic/racial student organization (17)
-





Q5 To what extent do you agree or disagree with the following statements?

	Strongly disagree (1)	Disagree (2)	Neutral (3)	Agree (4)	Strongly agree (5)
In the United States today, people have the same chances to enter university, regardless of their gender, ethnicity, or social background. (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In the United States today, people have the same chances to achieve economic success after graduating from university, regardless of their gender, ethnicity, or social background. (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The chief benefit of a college education is that it increases one's earning power. (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Taxpayer money should be used to make public colleges free for students	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

from low- and middle-income families. (4)

Students like me at the college where I received my undergraduate degree have a good chance of improving our standard of living. (5)

For a society to be fair, differences in people's standards of living should be small. (6)

It is the responsibility of the government to reduce the differences in income between people with high incomes and those with low incomes. (7)



Q3 How important do you think each of these factors is for getting ahead in life?

	Not very important (1)	Fairly important (2)	Very important (3)	Essential (4)
Hard work (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Having a good education (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ambition (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Natural ability (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Knowing the right people (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Having well- educated parents (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Coming from a wealthy family (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
A person's race (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>






End of Block: Before Experiment

Start of Block: Experiment



Q21 What is your best estimate of the average annual salary for an entry-level full-time employee in the United States between the ages of 21-29 working in each of the following jobs? Drag the slider to the point indicating the dollar amount of your best estimate.


0    40000    80000    120000    160000    200000

Electrical engineer ()	
Reporter at a local newspaper ()	
Investment banker ()	
Janitor at an office building ()	
Geology research associate ()	

Q14 You estimated that the average annual salary for an entry-level electrical engineer is  $\$ \{Q21/ChoiceNumericEntryValue/1\}$ .

What percentage of full-time workers in the United States between the ages of 21 and 29 do you think have salaries lower than that amount? For example, if you think thirty percent of salaries of lower than your estimated salary for this job, drag the bar to the marker for 30.


0 10 20 30 40 50 60 70 80 90 100

Electrical engineer (1)	
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Q23 You estimated that the average annual salary for an entry-level reporter at a local newspaper is  $\$ \{Q21/ChoiceNumericEntryValue/2\}$ .

What percentage of full-time workers in the United States between the ages of 21 and 29 do you think have salaries lower than that amount? For example, if you think thirty percent of salaries of lower than your estimated salary for this job, drag the bar to the marker for 30.

0 10 20 30 40 50 60 70 80 90 100


Reporter at a local newspaper (1)	
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Q24 You estimated that the average annual salary for an entry-level investment banker is  $\$ \{Q21/ChoiceNumericEntryValue/3\}$ .

What percentage of full-time workers in the United States between the ages of 21 and 29 do you think have salaries lower than that amount? For example, if you think thirty percent of salaries of lower than your estimated salary for this job, drag the bar to the marker for 30.

0 10 20 30 40 50 60 70 80 90 100


Investment banker (1)	
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Q25 You estimated that the average annual salary for an entry-level janitor at an office building is  $\$ \{Q21/ChoiceNumericEntryValue/4\}$ .

What percentage of full-time workers in the United States between the ages of 21 and 29 do you think have salaries lower than that amount? For example, if you think thirty percent of salaries of lower than your estimated salary for this job, drag the bar to the marker for 30.

0 10 20 30 40 50 60 70 80 90 100

Janitor at an office building (1)	
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Q26 You estimated that the average annual salary for an entry-level geology research associate is  $\$ \{Q21/ChoiceNumericEntryValue/5\}$ .

What percentage of full-time workers in the United States between the ages of 21 and 29 do you think have salaries lower than that amount? For example, if you think thirty percent of salaries of lower than your estimated salary for this job, drag the bar to the marker for 30.

0 10 20 30 40 50 60 70 80 90 100

Geology research associate (1)	
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End of Block: Experiment

Start of Block: Control

Q28

You estimated that the average annual salary for an entry-level janitor at an office building is  $\$Q21/ChoiceNumericEntryValue/4$  and you estimated that  $\$Q25/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

You estimated that the average annual salary for an entry-level reporter at a local newspaper is  $\$Q21/ChoiceNumericEntryValue/2$  and you estimated that  $\$Q23/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

You estimated that the average annual salary for an entry-level geology research associate is  $\$Q21/ChoiceNumericEntryValue/5$  and you estimated that  $\$Q26/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

You estimated that the average annual salary for an entry-level electrical engineer is  $\$Q21/ChoiceNumericEntryValue/1$  and you estimated that  $\$Q14/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

You estimated that the average annual salary for an entry-level investment banker is  $\$Q21/ChoiceNumericEntryValue/3$  and you estimated that  $\$Q24/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.



Q31 Write a word or phrase you think of when you imagine someone who works in the job listed below:

☐ Entry-level electrical engineer (1)

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☐ Entry-level reporter at a local newspaper (2)

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☐ Entry-level investment banker (3)

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☐ Entry-level janitor at an office building (4)

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☐ Entry-level geology research associate (5)

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End of Block: Control

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Start of Block: Treatment

Q43

You estimated that the average annual salary for an entry-level janitor at an office building is  $\$Q21/ChoiceNumericEntryValue/4$  and you estimated that  $\$Q25/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

***The most recent studies suggest that the average annual salary for an entry-level janitor at an office building is \$22,303, and approximately 25 percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than amount.***

You estimated that the average annual salary for an entry-level reporter at a local newspaper is  $\$Q21/ChoiceNumericEntryValue/2$  and you estimated that  $\$Q23/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

***The most recent studies suggest that the average annual salary for an entry-level reporter at a local newspaper is \$35,231, and approximately 55 percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than amount.***



You estimated that the average annual salary for an entry-level geology research associate is  $\$Q21/ChoiceNumericEntryValue/5$  and you estimated that  $Q26/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

***The most recent studies suggest that the average annual salary for an entry-level janitor at an office building is \$52,576, and approximately 75 percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than amount.***

You estimated that the average annual salary for an entry-level electrical engineer is  $\$Q21/ChoiceNumericEntryValue/1$  and you estimated that  $Q14/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

***The most recent studies suggest that the average annual salary for an entry-level electrical engineer is \$73,493, and approximately 90 percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than amount.***

You estimated that the average annual salary for an entry-level investment banker is  $\$Q21/ChoiceNumericEntryValue/3$  and you estimated that  $Q24/ChoiceNumericEntryValue/1$  percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than that amount.

***The most recent studies suggest that the average annual salary for an entry-level investment banker is \$98,349, and approximately 95 percent of full-time workers in the United States between the ages of 21 and 29 have salaries lower than amount.***



Q44 Write a word or phrase you think of when you imagine someone who works in the job listed below:

☐ Entry-level electrical engineer (1)

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☐ Entry-level reporter at a local newspaper (2)

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☐ Entry-level investment banker (3)

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☐ Entry-level janitor at an office building (4)

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☐ Entry-level geology research associate (5)

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End of Block: Treatment

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Start of Block: After Experiment

Q1 To what extent do you agree or disagree with the following statements?

	Strongly disagree (1)	Disagree (2)	Neutral (3)	Agree (4)	Strongly agree (5)
Differences in income in America are too large (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Inequality continues to exist because it benefits the rich and powerful (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Large differences in income are necessary for America's prosperity (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Wealthy people should pay a larger share of taxes than they do now (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Everyone has a fair shot at wealth and happiness (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Q2 Would you say most graduates from your undergraduate college or university earned much less or much more than they deserved in their first full-time job after graduating?

- ☐ Much less than they deserve (1)
  - ☐ Less than they deserve (2)
  - ☐ What they deserve (3)
  - ☐ More than they deserve (4)
  - ☐ Much more than they deserve (5)
- 

Q33 Which of the following do you believe the government should do to help the poor? Check all that apply.

- ☐ Give them money (1)
- ☐ Give them food (2)
- ☐ Help them find a job (3)
- ☐ Expand student loan programs to increase participation in higher education (4)
- ☐ None of the above because people should help themselves (5)

End of Block: After Experiment

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Start of Block: Closing demographics

Q17 Are you currently employed?

- ☐ Yes, and working part-time (less than 35 hours a week in one or more jobs) (1)
  - ☐ Yes, and working full-time (35 or more hours a week in one or more jobs) (2)
  - ☐ No, and not looking for work (3)
  - ☐ No, and looking for work (4)
- 

Q8 What is your primary activity currently?

- ☐ Work full-time (1)
  - ☐ Work part-time (2)
  - ☐ Attend graduate/professional school full-time (3)
  - ☐ Attend graduate/professional school part-time (4)
  - ☐ Complete additional undergraduate coursework/Post-baccalaureate program (5)
  - ☐ Participate in an organization like the Peace Corps, AmeriCorps/VISTA, or Teach for America (6)
  - ☐ Serve in the Armed Forces (7)
  - ☐ Travel (8)
  - ☐ Perform volunteer work (9)
  - ☐ Stay at home to be with or start a family (10)
-

Q34 What is your current gender identity?

- ☐ Male (1)
- ☐ Female (2)
- ☐ Other (3)
- 

Q36 Are you: (Mark all that apply)

- ☐ White/Caucasian (1)
- ☐ Black or African American (2)
- ☐ American Indian / Alaska Native (3)
- ☐ Asian (4)
- ☐ Mexican American/Chicana/o/x (5)
- ☐ Other Latina/o/x (6)
-

Q42

What is your best estimate of your parents'/guardians' total income during your last year of high school? Consider income from all sources before taxes.

- ☐ Less than \$15,000 (1)
  - ☐ \$15,000 - \$24,999 (2)
  - ☐ \$25,000 - \$29,999 (3)
  - ☐ \$30,000 - \$59,999 (4)
  - ☐ \$60,000 - \$74,999 (5)
  - ☐ \$75,000 - \$99,999 (6)
  - ☐ \$100,000 - \$124,999 (7)
  - ☐ \$125,000 - \$149,999 (8)
  - ☐ \$150,000 - \$199,999 (9)
  - ☐ \$200,000 - \$249,999 (10)
  - ☐ \$250,000 - \$499,999 (11)
  - ☐ \$500,000 or higher (12)
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Q39 When you were an undergraduate student, did you know two or more students at your college or university from families much poorer than your own?

- ☐ No (1)
  - ☐ Yes (2)
  - ☐ Unsure (3)
-

Q40 When you were an undergraduate student, did you know two or more students at your college or university from families much richer than your own?

- ☐ No (1)
- ☐ Yes (2)
- ☐ Unsure (3)
- 

Q45 What is the highest level of formal education obtained by your parents/guardians?

	Parent 1	Parent 2
	Answer 1 (1)	Answer 1 (1)
Less than high school (1)	<input type="radio"/>	<input type="radio"/>
Some high school (2)	<input type="radio"/>	<input type="radio"/>
High school graduate/GED (3)	<input type="radio"/>	<input type="radio"/>
Postsecondary school other than college (4)	<input type="radio"/>	<input type="radio"/>
Some college (5)	<input type="radio"/>	<input type="radio"/>
College degree (6)	<input type="radio"/>	<input type="radio"/>
Some graduate school (7)	<input type="radio"/>	<input type="radio"/>
Graduate degree (8)	<input type="radio"/>	<input type="radio"/>
Unsure (9)	<input type="radio"/>	<input type="radio"/>

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Q37 Earlier in this survey you were asked to estimate the average annual salaries of five jobs. What was one of the jobs you were asked about?

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End of Block: Closing demographics

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