

## INSTRUCTIONS

### Thank you for participating in this study!

Below, we provide more details about the experiment. Your webcam will have to stay on for the first part of the study. **Keep your face visible (on-frame) and avoid covering your face with your hands.** The experiment will proceed as follows:

1. Read task instructions in this survey. You will be presented with a discussion topic below. After submitting this survey, you should go back to the Zencastr platform.
2. You and another participant will engage in a discussion about the topic, until you reach an agreement.
3. Next, you will be asked to fill out a survey with some demographic information.
4. The researcher will then send you a link to a website, where you will be able to review your interaction with the other participant. You should read the instructions for that platform. The goal is to evaluate how the other participant was coming across as the interaction proceeded.
5. Finally, you will be asked to fill out a quick survey.

The estimated total time is 45 minutes. You will be compensated with \$14.

**Remember to keep your face visible (on-frame) and avoid covering your face with your hands during stage 2.**

Now, please **fully** read the instructions for the task on stage 2. **You don't have to memorize the enumerated reasons below, as they will be visible during the discussion.**

### Reasons for Poverty

You and the other participant must come to an agreement as to a rank of the **5 most relevant causes of poverty, in order of the accuracy** of each statement. The cause of poverty that is evaluated as being most accurate will be ranked as 1st, and the one that is evaluated as least accurate will be ranked as 5th.

- Poor people lack the ability to manage money.
- Poor people waste their money on inappropriate items.
- Poor people do not actively seek to improve their lives.
- Poor people lack talents and abilities.
- Poor people are exploited by the rich.
- The society lacks justice.
- Distribution of wealth in society is uneven.
- Poor people lack opportunities because they live in poor families.
- Poor people live in places where there are not many opportunities.
- Poor people have encountered personal misfortunes, which limit their opportunities.
- Poor people are discriminated against in society.
- Poor people have bad fate.
- Poor people lack luck.

You will have 10 minutes to reach an agreement. If you have any questions, please ask the researcher.

**Participant ID (given by researcher):**

**Profilic ID:**

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