

## Consent

We invite you to take part in this study, which is part of a larger program of research being carried out under the supervision of Professor Leif Nelson, who is a faculty member in the Haas School of Business at UC Berkeley.

As a participant in this research, you will be asked to complete the attached online survey, which contains a short questionnaire.

You will complete this survey at home, on your own computer

Although this research has no direct benefits for you, the findings from it may benefit scientific knowledge.

This study presents minimal risk to you. In the event of an unanticipated breach of confidentiality, you would be exposed to a loss of privacy; however, we are taking measures to minimize such a risk. Your responses will be kept as confidential as possible and all data will be stored on password protected computers and on encrypted hard drives.

Your responses will be retained indefinitely. Your name and other identifying information will not be used in any publications of this research.

If you have any questions about your rights or treatment as a participant in this research project, please contact the University of California at Berkeley's Committee for the Protection of Human Subjects at 510-642-7461 or email [subjects@berkeley.edu](mailto:subjects@berkeley.edu).

If you agree to participate in this study, select yes below to enter the survey.

Do you consent to participate in this study?

☐ Yes

☐ No

## video

Please watch the brief introductory video below and proceed to the survey.

## **Good - Alex**

Alex is 35 years old with a good job. Alex also donates all of his money that is not used for rent, groceries, and a bus pass, to charity. Alex only owns a few pairs of clothes and shoes, and lives a very frugal lifestyle. This is so he can have more money to donate to charity.

Alex has been behaving like this for as long as he can remember. Never keeping any money for himself, and donating all of his possessions to different charities. It was just discovered that Alex has a brain tumor. The doctors believe the tumor has been there since Alex was a young child.

The doctors go in and remove the tumor. Afterwards, Alex no longer has any interest in donating to charity, and instead spends his money on himself. The doctors say the tumor was making him behave that way.

How responsible is Alex for his charitable donations?

Please use the following scale:

1= not responsible at all; 2 = only a little responsible; 3 = somewhat responsible; 4 = responsible; 5 = very responsible.

1 2 3 4 5  
Not responsible at all ☐ ☐ ☐ ☐ ☐ Very responsible

Who is the "real" Alex?

- ☐ The one who was donating to charity.
- ☐ Both the one who was donating to charity and the one who doesn't want to anymore.
- ☐ The one who no longer wants to donate to charity.

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How much do you agree with the following statement? The tumor brought out the good in Alex.

1 2 3 4 5 6 7  
Strongly agree ☐ ☐ ☐ ☐ ☐ ☐ ☐ Strongly disagree

## Good - Mark

Mark is 35 years old with a good job. Mark also donates all of his money that is not used for rent, groceries, and a bus pass, to charity. Mark only owns a few pairs of clothes and shoes, and lives a very frugal lifestyle. This is so he can have more money to donate to charity.

Mark has been behaving like this for as long as he can remember. Never keeping any money for himself, and donating all of his possessions to different charities. It was just discovered that Mark has a brain tumor.

The doctors believe the tumor has been there since Mark was a young child. The doctors go in and remove the tumor. Afterwards, Mark no longer has any interest in donating to charity, and instead spends his money on himself. The doctors say the tumor was making him behave that way.

How responsible is Mark for his charitable donations?

Please use the following scale:

1= not responsible at all; 2 = only a little responsible; 3 = somewhat responsible; 4 = responsible; 5 = very responsible.

1

2

3

4

5

Not responsible at all

☐

☐

☐

☐

☐

Very responsible

Who is the "real" Mark?

- ☐ The one who was donating to charity.
- ☐ Both the one who was donating to charity and the one who doesn't want to anymore.
- ☐ The one who no longer wants to donate to charity.

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How much do you agree with the following statement? The tumor brought out the good in Mark.

1

2

3

4

5

6

7

Strongly agree

☐

☐

☐

☐

☐

☐

☐

Strongly disagree

**Bad Alex**

Alex is 35 years old with a good job. Alex also habitually shoplifts from stores. Alex has been behaving like this for as long as he can remember; shoplifting from stores.

It was just discovered that Alex has a brain tumor. The doctors believe the tumor has been there since Alex was a young child.

The doctors go in and remove the tumor. Afterwards, Alex no longer shoplifts. The doctors say the tumor was making him behave that way.

How responsible is Alex for his shoplifting?

Please use the following scale:

1= not responsible at all; 2 = only a little responsible; 3 = somewhat responsible; 4 = responsible; 5 = very responsible.

	1	2	3	4	5	
Not responsible at all	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Very responsible

Who is the "real" Alex?

- ☐ The one who was shoplifting.
- ☐ Both the one who was shoplifting and the one who is not anymore.
- ☐ The one who is not shoplifting anymore.

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How much do you agree with the following statement? The tumor brought out the bad in Alex.

	1	2	3	4	5	6	7	
Strongly agree	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Strongly disagree

**Bad Mark**

Mark is 35 years old with a good job. Mark also habitually shoplifts from stores. Mark has been behaving like this for as long as he can remember; shoplifting from stores.

It was just discovered that Mark has a brain tumor. The doctors believe the tumor has been there since Mark was a young child.

The doctors go in and remove the tumor. Afterwards, Mark no longer shoplifts. The doctors say the tumor was making him behave that way.

How responsible is Mark for his shoplifting?

Please use the following scale:

1= not responsible at all; 2 = only a little responsible; 3 = somewhat responsible; 4 = responsible; 5 = very responsible.

1 2 3 4 5

Not responsible at all ☐ ☐ ☐ ☐ ☐ Very responsible

## Who is the "real" Mark?

- ☐ The one who was shoplifting.
- ☐ Both the one who was shoplifting and the one who is not anymore.
- ☐ The one who is not shoplifting anymore.

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How much do you agree with the following statement? The tumor brought out the bad in Mark.

Strongly agree      1   2   3   4   5   6   7      Strongly disagree

CRT

Please answer the following question:

If it takes 5 machines 5 minutes to make 5 widgets, how long would it take 100 machines to make 100 widgets? \_\_\_\_\_ minutes.

Type your answer into the box below. Only type in a number, do not type the word "minutes."

Post

Which behavior would you say is more uncommon?

- ☐ Chronically shop lifting is more uncommon.
- ☐ Chronically giving virtually all one’s earnings and possessions away to charity is more uncommon.
- ☐ The two behaviors are equally uncommon.

hexaco

On this page you will find a series of statements about you. Please read each statement and decide how much you agree or disagree with that statement. Then indicate your response in the space next to the statement using the following scale:

1 = strongly disagree; 2 = disagree; 3 = neutral (neither agree nor disagree); 4 = agree; 5 = strongly agree

	1: strongly disagree	2: disagree	3: neutral	4: agree	5: strongly agree
For this statement, to make sure you're paying attention, please select 1: strongly disagree.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I sometimes feel that I am a worthless person	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	1: strongly disagree	2: disagree	3: neutral	4: agree	5: strongly agree
I tend to feel quite self-conscious when speaking in front of a group of people	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I rarely express my opinions in group meetings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## cynicism

Please indicate to what extent you agree or disagree with the following statements

1 = strongly disagree; 5 = strongly agree

	1: strongly disagree	2: disagree	3: neutral	4: agree	5: strongly agree
Most people would cheat on their income tax if they had a chance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For this statement, to make sure you're paying attention, please select 5: strongly agree.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
When the chips are down, most people would behave dishonestly.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
If most people could get into a movie without paying and be sure that they would not be seen, they would do it.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The average person is conceited.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Most people would tell a lie if they could gain by it.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Most people are honest because they are afraid of getting caught.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



