

IOWA STATE UNIVERSITY

Department of Economics

In this study, different workers will work on a task and you will be paid 1 cent for every 100 points that each worker score on that task. To motivate the effort from worker, you can reward a worker with extra 20 cents as a bonus. We will match you with approximately 40 workers. So if you choose to motivate the workers with extra 20 cents, you will spend \$8 for all the 40 workers. These \$8 will be paid by us. So all you have to decide is to whether you want to incentivise workers by paying them 20 cents each. If you choose not to reward the workers you won't be matched with any worker and there won't be additional variable amount for you however you will get to keep the \$8 which will be paid in 2 weeks.

Workers on average score more than 2000 points in the task that we give them, so if you decide to reward them you are very likely to earn more than \$8.

Do you want to reward each matched worker by paying him/her extra 20 cents?

- ☐ Yes
- ☐ No

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