

Instructions

Welcome! Please read the following instructions very carefully.

In this study, you and another participant have been matched together to form a two-member team - think of yourself as the worker and your team member as your boss. You, as worker, will work on a button-pressing task (to be described below) for upto 10 minutes. Both you and your boss will earn \$1 simply for participating in this study. You may each earn additional bonus amounts based on the decisions you and your boss take. Your respective earnings will be transferred to your accounts within 24 hours.

Once you start working on the button-pressing task, your team will earn \$0.10 for every 100 points you score. However, before you start the task, your boss will decide and announce how he/she will split the \$0.10 between you and him/her. Your share (out of \$0.10) will be your bonus rate for working on the task. Of course, the bigger the bonus rate your boss chooses for you, the less his/her own bonus will be.

Specifically, your boss must select a bonus rate of either 0, 3, 6 or 9 cents for every 100 points scored by you. For example, if your boss chose 3 cents per 100 points for you, he/she will keep 7 cents for himself/herself.

The point at which your boss decided the bonus rate for you, he/she did not know anything about your identity. He/she will observe the points scored by you once you have finished working on the task.

To summarize, your boss has selected a bonus rate of either 0, 3, 6 or 9 cents for every 100 points scored by you on a button-pressing task. On the next screen, you will see the bonus rate selected and you will then work on the task for upto 10 minutes. Bonus payments will be determined once you have finished working on the task.

Description of the Task:

The object of the task is to alternately press the "a" and "b" buttons on the keyboard as quickly as possible for 10 minutes. Every time you successfully press the "a" and then the "b" button, you will receive a point. Note that points will only be rewarded when you alternate button pushes: just pressing the "a" or the "b" button without alternating between the two will not result in points. Buttons must be pressed by hand only (key-bindings or automated button-pushing programs/scripts cannot be used) or the task will not be approved. Feel free to score as many points as you can.

Below is an example of how the task will work. Try pressing "a" and "b" alternately to score points. Below we have limited the maximum number of points you can score to 30 as this is just practice, but the actual task will not have a point limit. In the actual task, you will have 10 minutes to score as many points as you can. You may stop anytime before the 10-minute mark is up. Of course, the longer you work on the task, the more points you will score.

Press 'a' then 'b'

Points: 0

Make sure you understand the instructions before proceeding. The next screen will ask you questions to test your understanding of the experiment.

Next

Control Questions

[View Instructions](#)

Answer the following questions correctly before you can proceed with the experiment. Feel free to refer again to the instructions by clicking the button above.

MTurk Worker ID:

1. What are you supposed to do in this experiment?

- ☒ Work on a task for 10 minutes.
- ☐ Select a bonus rate for a team-member/worker who will work on a task.
- ☐ Select a bonus rate and work on a task.

2. Who selects the bonus rate for you?

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3. Your boss selects a bonus rate for you from among 4 different choices. What is the lowest bonus rate (in cents per 100 points) that he/she can select?

4. Similarly, what is the maximum bonus rate (in cents per 100 points)?

5. The more points you score, the higher is your and your boss's earnings for any positive bonus rate:

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6. Higher bonus rate for you means lower bonus rate for your boss.

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[Next](#)

Bonus Rate

Just for a moment, imagine yourself as the boss. What bonus rate do you think you would choose for your worker?

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Before you see the bonus rate chosen by your boss, please select your best guess of what your boss would have chosen. This will not have any affect on the rate which has already been chosen by your boss. **You will be paid extra 5 cents if your guess is correct.:**

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View the selected bonus rate

Bonus Rate

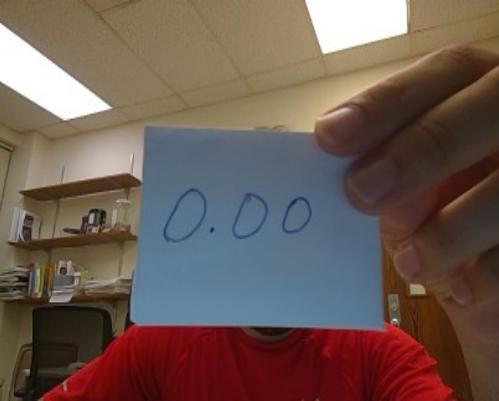
Just for a moment, imagine yourself as the boss. What bonus rate do you think you would choose for your worker?:

\$0.06

Before you see the bonus rate chosen by your boss, please select your best guess of what your boss would have chosen. This will not have any affect on the rate which has already been chosen by your boss. You will be paid extra 5 cents if your guess is correct.

\$0.00

Your boss has chosen a bonus of **\$0.00 per 100 points** for you;



This picture will only be visible in the race salient treatment. Baseline treatment won't have any picture.

Bonus per 100 points (Picture by your boss)

Next

Bonus Rate

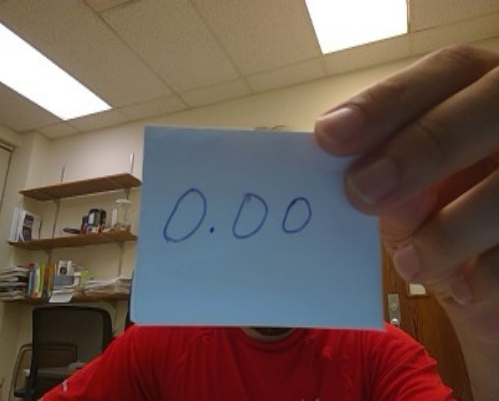
Just for a moment, imagine yourself as the boss. What bonus rate do you think you would choose for your worker?:

\$0.06

Before you see the bonus rate chosen by your boss, please select your best guess of what your boss would have chosen. This will not have any affect on the rate which has already been chosen by your boss. You will be paid extra 5 cents if your guess is correct.

\$0.00

Your boss has chosen a bonus of **\$0.00 per 100 points** for you;



Bonus per 100 points (Picture by your boss)

Now, when you are ready click next to start working on the button-pressing task for next 10 minutes. You are free to score as many points as you can. The timer will start when you click the button below.

Start the button-pressing task

Task

Time left to complete this page: **9:50**

Press 'a' then 'b'

Points: 19

Your bonus payout: \$1 + 0

Your boss's bonus payout: \$1 + 0.02

Your boss has chosen a bonus of \$0.00/100 points for you and \$0.10/100 points for himself/herself.

Next

Fair Bonus

What, in your opinion, would have been a fair bonus rate for you/worker?

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Next

Feedback

Thank you for participating in this experiment, Here is the summary of what happened in the experiment.

Bonus rate = \$0.00 per 100 points scored

Points = 19

Your bonus payout = \$1.05

Your boss's bonus payout = \$1.02

Please note that any bonus payment must be approved before they are given. Your bonus amount (if any) will be paid in 24 hours.

Did you have any questions, concerns or comments about this study? If so, enter them here.:

On the next screen, you will be given a survey code that you must enter into the textbox on Mechanical Turk to get paid.

Next

Survey Code

Your survey completion code is **0mkmhwas**

Above is a unique code that is tied to the completion of your specific survey. Please enter this code into the textbox on Mechanical Turk to get approved for this task and receive compensation.