

IOWA STATE UNIVERSITY

Department of Economics

Your ID: 96

Gender you closely identify with:

- ☐ Male
- ☐ Female
- ☐ Prefer not to answer
- ☐ Other

Race you closely identify with:

- ☐ American Indian or Alaskan Native
- ☐ Asian
- ☐ Black or African American
- ☐ Hispanic or Latino
- ☐ Native Hawaiian or other Pacific Islander
- ☐ White or Caucasian
- ☐ Prefer not to answer
- ☐ Other

Age (in years):

- ☐ Under 18
- ☐ 18 - 24
- ☐ 25 - 34
- ☐ 35 - 44
- ☐ 45 - 54
- ☐ 55 - 64
- ☐ 65 or older
- ☐ Prefer not to answer

Highest education level reached:

- ☐ Less than high school
- ☐ High school or equivalent
- ☐ Vocational / Technical School
- ☐ Some college
- ☐ College graduate
- ☐ Master's degree
- ☐ Professional degree
- ☐ Doctoral degree
- ☐ Prefer not to answer
- ☐ Other



Powered by Qualtrics

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

The above question will only be asked in the 3 reciprocity treatments.

→

Powered by Qualtrics

IOWA STATE UNIVERSITY

Department of Economics

Before we record a video of you demonstrating a task, please familiarize yourself with the script that you will be reading for the video. Here is the script in italics.

For the purposes of this study, I am your boss and you will be working for me.

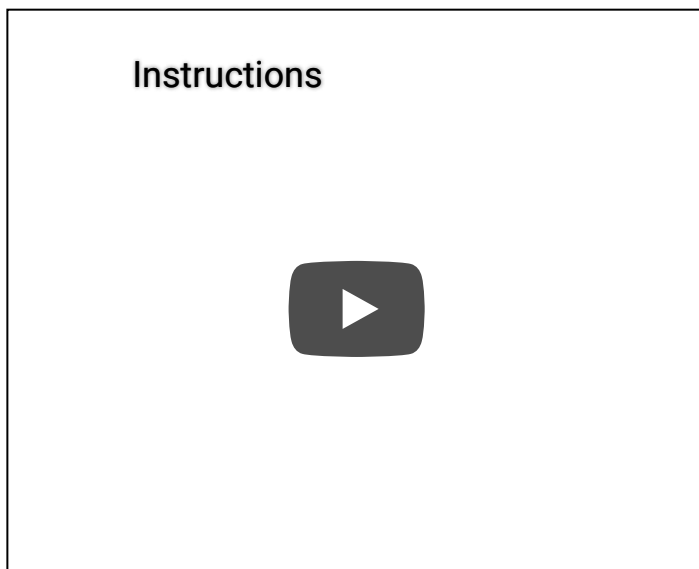
On the next page, you will play a simple button-pressing task. The object of the task is to alternately press the `a' and `b' buttons on your keyboard as quickly as possible for ten-minutes. Every time you successfully press the `a' and then the `b' button, you will receive a point. Note that points will only be rewarded when you alternate button pushes: just pressing the `a' or `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 task will not be approved.

Feel free to score as many points as you can.

As a bonus, I, your boss, will be paid 1 cent for every 100 points that you score.

Here is an example video



The example video will be customized for each treatment.

IOWA STATE UNIVERSITY

Department of Economics

Timing

These page timer metrics will not be displayed to the recipient.

First Click	4.642 seconds
Last Click	7.248 seconds
Page Submit	0 seconds
Click Count	3 clicks

Please ask the lab in-charge to record the video.

ID: **90**

Treatment Status: **Altruism-White**

Click next when the recording is complete.



Powered by Qualtrics

IOWA STATE UNIVERSITY

Department of Economics

Thank you for participating in this study.

Please collect your payment before you leave the lab and sign the payment receipt. You will be sent an email to collect your variable amount, if any, in about 2 weeks. Please bring your ID number when you come to collect the variable amount.

Your ID is: 90

Powered by Qualtrics