

Instructions

Welcome! Please read the following instructions very carefully.

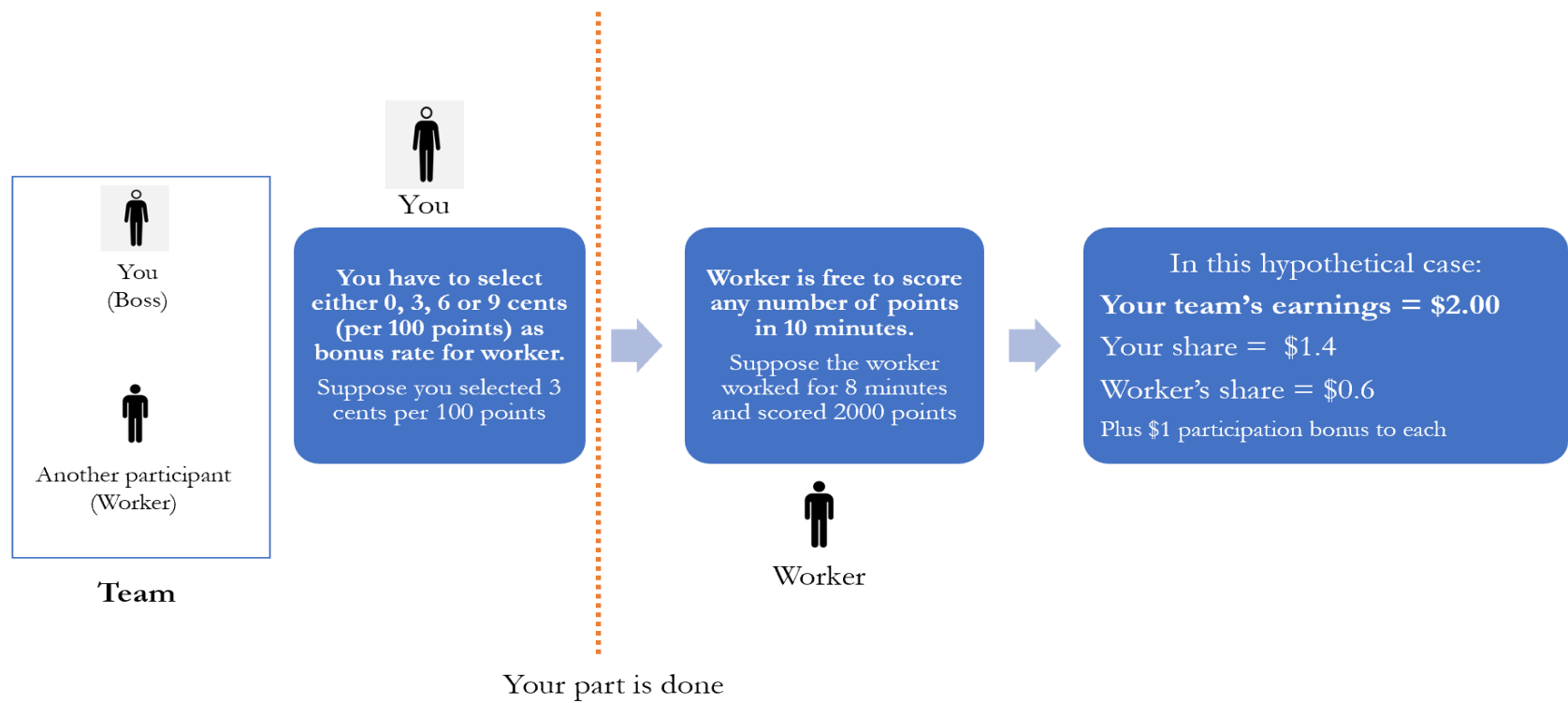
In this study, you and another participant have been matched together to form a two-member team - think of yourself as the boss and your team member as the worker. Your team member/worker will work on a button-pressing task (to be described on the next page) for upto 10 minutes. Each of you will earn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

Once the button-pressing task begins, your team will earn \$0.10 for every 100 points your worker will score. However, before the worker starts the task, you have to decide how much of these \$0.10 you want to split between yourself and your worker. The amount you select for the worker will serve as his/her bonus rate for the task. Specifically, out of the 10 cents per 100 points that your team will receive, you can choose to give 0, 3, 6 or 9 cents to your worker, keeping the rest for yourself. Of course, the bigger the bonus rate you choose for your worker, the less your own bonus will be. On the other hand, you would want to try and incentivize your worker to score as many points as possible.

Your worker will not know anything about your identity and will only see the bonus rate selected by you before starting to work on the task.

To summarize, all you will need to do is select a bonus rate for your worker who will observe what you have chosen before starting work on the button-pressing task. Bonus payments will be determined once your worker has finished working on the task.

Here is one EXAMPLE of what can happen in the experiment.



Here is an illustrative calculator for practice which you can use to calculate hypothetical earned bonuses. To do that, first select a bonus rate for the worker (0, 3, 6 or 9 cents per 100 points). Next enter the number of points you **imagine** the worker will score. The calculator will show you the earned bonus amounts for you and your worker. Of course, these bonuses are hypothetical since you don't know how many points the worker will actually score. This calculator will remain accessible to you at the time you will be making your decision about the bonuses.

Bonus Calculator

Bonus rate for worker (per 100 points scored)	\$ <div>Select here ▼</div>
Your bonus rate (per 100 points scored)	\$ Auto Calculated
Points scored by worker	Your guess
Your bonus amount	\$Auto Calculated
Worker's bonus amount	\$Auto Calculated

On the next screen, you will see a description of the button-pressing task that the worker will be working on. You can always access these instructions by clicking "View Instructions" in the next pages.

Click next to continue.

Description of Button-Pressing Task

[View Instructions](#)

Here is the description of the button-pressing task that your worker will see. On the next screen, you will get a chance to familiarize yourself with the same task but only for a limited time of 30 seconds.

Description of the Task for Worker:

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 score a point. Note that points will only be scored 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.

[Start the practice button-pressing task](#)

Task

Time left to complete this page: **0:28**

Press 'a' then 'b'

Points: 0

Next

Control Questions

[View Instructions](#)

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

MTurk Worker ID:

dfdfd

1. As the boss, 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. As a boss you will be selecting a bonus rate for your worker from among 4 different options. What is the lowest bonus rate (in cents per 100 points) that you can select?

0

3. Similarly, what is the maximum bonus rate (in cents per 100 points) that you can select for your worker ?

9

4. The more points your worker scores, the higher is your and your worker's earning for any positive bonus rate you chose.

True ▼

5. Higher bonus rate for your worker means lower bonus rate for you.

True ▼

The next screen will ask you to select a bonus rate for your team member. Click next when you are ready.

[Next](#)

Select bonus rate

[View Instructions](#)

As explained before, your team will earn \$0.10 for every 100 points scored by your worker. You, **as boss**, can choose to transfer either \$0.00, \$0.03, \$0.06 or \$0.09 to your worker. Please choose how much you want to transfer. Feel free to use the calculator given below.

-----▼

How many points do you expect your worker to score in 10 minutes? You will be paid extra 5 cents if your guess is within the range of 100 points of the actual points scored.

Bonus Calculator

Bonus rate for worker (per 100 points scored)	\$ <div>Select here ▼</div>
Your bonus rate (per 100 points scored)	\$Auto Calculated
Points scored by worker	Your guess
Your bonus amount	\$Auto Calculated
Worker's bonus amount	\$Auto Calculated

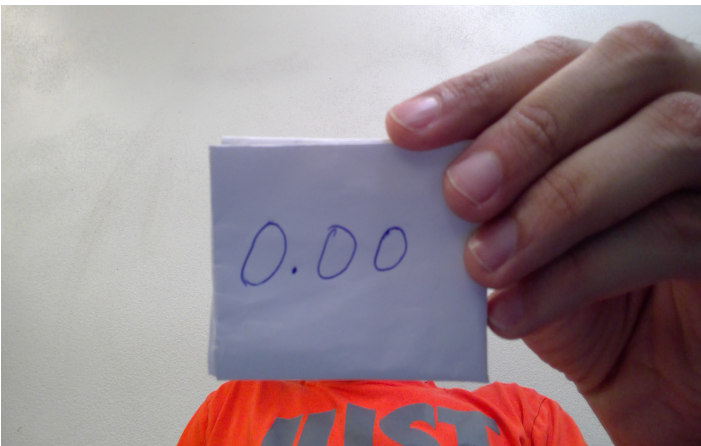
[Next](#)

Take a photograph

You selected \$0.03 per 100 points for your worker. Write this amount on a small (Post-it) piece of paper and take a picture of it using your webcam as shown below in the sample picture. Make sure you follow these guidelines when taking a photo. **Your HIT may not be approved if one or more of these guidelines are not followed.** This photo may be shown to your worker before he/she starts the task.

- 1. The written amount must be clearly visible.
- 2. Your face (or face of any other person) must NOT be visible.
- 3. Try to avoid showing any jewelry/watches/tattoos/markings etc.
- 4. You MUST show part of your hand.
- 5. Use a plain background, if possible.
- 6. Do NOT write anything on the paper other than the amount you choose to transfer to your worker.

Here is a sample picture for a hypothetical choice of \$0.00.



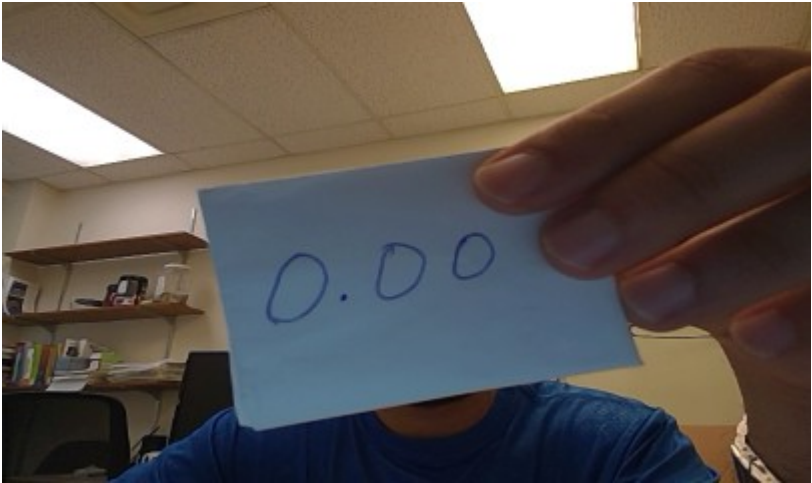
Sample Picture \$0.00

Click "Take Photo" to take a picture. If the picture shown on the right/below appears to you to not meet one or more of the above guidelines, you may retake the photo by clicking "Take Photo" again. Only click Next once you are satisfied with the picture. **Remember your HIT may not be approved if one or more of the above guidelines are not followed.**



Take photo!

Next



Feedback

Thank you for participating in this experiment, your bonus amount will be determined after your worker has finished working on the task. Your bonus amount (if any) will be paid in 24 hours. Please note that any bonus payment must be approved before they are given.

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 **9fqyet0b**

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.