“Exploring the Impact of Cognitive Uncertainty on Nudge Effectiveness: The Case of Anchoring”

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The sample consists of 4 files:

- 01_Data
- 02_Code_sample
- 03_Graphs
- 04_Writing_sample

01_Data

Experiment design

The data is generated experimentally. After seeing a series of 6 numbers the participants had to input their best guess of the population mean. Then they elicited their confidence in the decision. There were in total 4 trials that varied on the population mean and Standard Deviation of the generated numbers.

Dependent variable:

- Absolute_Deviation_Mean_X (where X could be 400,80,100,300) – measures the absolute deviation of the imputed value from the true population mean.
- Deviation - measures the directed deviation from the true population mean

Independent variable:

- Confidence – confidence elicitation (ranging from 0% to 100%; 10% increments)
- Group – binary variable (Treatment or control)
- Condition – Low standard deviation or high standard deviation conditions

After the 4 trials were finished the following demographic data was collected and used as controls:

- Income – ranges
- Education
- Gender
- Age – continuous

Dataset:

- *Data_v1*
- *Data_v2*

These are the same datasets just rearranged to conduct easier analysis

02_Code_sample

- *2.1_Checks and balances (sample)* - Conducting checks and balances of the data before the primary analysis
- *2.2_H1 and H2 analysis* – After conducting the necessary checks, this code tests H1 and H2
- *2.3_H1 and H2 visualisation* – Code for visualising the H1 and H2 analysis results.
- *2.4_H3 and H4 analysis (regression)* – Testing the last 2 hypotheses

In order to replicate the results, the codes should be executed in numerical order (from 2.1 to 2.4)

03_Graphs

- The output of the *2.3_H1 and H2 visualisation* code saved in png format

04_Writing_sample

The paper for which the analysis was done. To check the replicability of the code results please refer to the following segments:

- *Balancing Checks* (*page 13)*
- *H1 and H2: Hypotheses from the Initial Paper (page 14 and 15)*
- *Main analysis (page 18)*

For the detail explanations of the entire regression model specification and its variables please refer to *Regression model (page 16 and 17).*