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**General instructions**

**[Page 0]**

Thank you for participating. Please do not start until instructed.

**[Page 1]**

Thank you for participating. It is important that during this experiment you do not talk or make any noise that might disrupt others around you. If you have any questions, please raise your hand and the experimenter will answer your questions individually.

Your main task today is to complete set of questions and solve arithmetic problems. For showing up in time you will be paid 10 yuan. In addition, you will earn money depending on your decisions and performance. Please fill in the information and continue.

Student ID: *(type)*

Priming instrument

**[Page 2]**

Please answer the following questions.

1. How often do you watch television shows? (Drop down)
2. How often do you attend movies? (Drop down)
3. How often do you listen to music? (Drop down)
4. How often do you eat outside of campus? (Drop down)

(Drop down choices)

everyday

4-5 times a week

2-3 times a week

a few times a month

a few times a year

rarely if ever

Task instructions

**[Page 3]**

In this experiment, you will be asked to add up sets of five double-digit integers such as the following:

50 + 24 + 39 + 86 + 21 =

The first round is a warm-up round for you to get familiar with the task while the rest of the rounds will be experimental rounds which will be used to calculate your earnings.

You are not allowed to use a calculator, but may write numbers down on scratch paper provided by us. The numbers are randomly drawn.

Your task in each round is to solve as many problems as you can within the time limit. Your earnings will depend on the number of correct problems and/or the specific compensation method applied to each experimental rounds.

At the end of the session one of the experimental rounds will be selected at random for payment.

Please make sure that you completely understand the instructions for the experiment. Once again, remember not to make any noise that might disturb others around you. If you have any questions, raise your hand and we will answer your questions individually.

Warm-up round

**[Page 4]**

Now you will begin your warm-up round. You will have two minutes. Please use the keyboard to type in your answer into the box. When the time is up, the game will end automatically and you will be directed to the next page, which will show the number of problems you solved correctly.

*(Warm-up Round)*

**[Page 5]**

You solved (\_\_\_\_) questions correctly.

Round 1

**[Page 6]**

Round 1 will last 5 minutes. You are currently matched with 3 other participants at random. Please decide which one of the two following compensation methods you would like to use for calculating your earnings:

Method A:

You will earn 1 yuan for each problem you solve correctly. Thus, your total earnings for this round will be: 1 yuan x the number of problems solved correctly.

Method B:

Your payment will depend on your performance relative to that of the other three participants you are grouped with. If the number of problems you solve correctly is higher than that of the other three participants, you will earn 4 yuan for each correctly solved problem.

Thus, if your performance is better than the other three participants in your group, your total earnings for this round will be: 4 yuan x the number of problems you solve correctly.

However, if your performance is ranked second, third, or fourth among the participants, you will earn 0 yuan regardless of the number of problems you solve correctly. If there are ties, the winner will be determined randomly from among those who are tied for the best performance

Please select your payment method for this round:

I would like to adopt *(choose Method A or Method B)*

**[Participant wait page]**

**[Page 7]**

Now you will begin Round 1. You will have 5 minutes.

*(Round 1)*

**[Page 8]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Round 2

**[Page 9]**

Round 2 will last 5 minutes. You are currently matched with 3 other participants at random. For this round, Method A will be used for calculating your earnings.

Method A:

You will earn 1 yuan for each problem you solve correctly. Thus, your total earnings for this round will be: 1 yuan x the number of problems solved correctly.

**[Page 10]**

Now you will begin Round 2. You will have 5 minutes.

*(Round 2)*

**[Page 11]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Round 3

**[Page 12]**

Round 3 will last 5 minutes. You are currently matched with 3 other participants at random. For this round, Method B will be used for calculating your earnings.

Method B:

Your payment will depend on your performance relative to that of the other three participants you are grouped with. If the number of problems you solve correctly is higher than that of the other three participants, you will earn 4 yuan for each correctly solved problem.

Thus, if your performance is better than the other three participants in your group, your total earnings for this round will be: 4 yuan x the number of problems you solve correctly.

However, if your performance is ranked second, third, or fourth among the participants, you will earn 0 yuan regardless of the number of problems you solve correctly. If there are ties, the winner will be determined randomly from among those who are tied for the best performance

**[Page 13]**

Now you will begin Round 3. You will have 5 minutes.

*(Round 3)*

**[Page 14]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Round 4

**[Page 15]**

Round 4 will last 5 minutes. You are currently matched with 3 other participants at random. For this round, please decide which one of the two following compensation methods you would like to use for calculating your earnings:

Method A:

You will earn 1 yuan for each problem you solve correctly. Thus, your total earnings for this round will be: 1 yuan x the number of problems solved correctly.

Method B:

Your payment will depend on your performance relative to that of the other three participants you are grouped with. If the number of problems you solve correctly is higher than that of the other three participants, you will earn 4 yuan for each correctly solved problem.

Thus, if your performance is better than the other three participants in your group, your total earnings for this round will be: 4 yuan x the number of problems you solve correctly.

However, if your performance is ranked second, third, or fourth among the participants, you will earn 0 yuan regardless of the number of problems you solve correctly. If there are ties, the winner will be determined randomly from among those who are tied for the best performance

Please select your payment method for this round:

I would like to adopt *(choose Method A or Method B)*

**[Participant wait page]**

**[Page 16]**

Now you will begin Round 4. You will have 5 minutes.

*(Round 4)*

**[Page 17]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Round 5

**[Page 18]**

Round 5 will last 5 minutes. For this round, please decide which one of the two following compensation methods you would like to use for calculating your earnings:

Method A:

You will earn 1 yuan for each problem you solve correctly. Thus, your total earnings for this round will be: 1 yuan x the number of problems solved correctly.

Method C:

There will be a 25% chance that you will earn 4 yuan for each problem you solved correctly: 4 yuan x number of problems solved correctly. There will be a 75% chance that you will earn 0 regardless of the number of problems you solved correctly. The decision will be drawn at random and will be shown at the end of the session.

Please select your payment method for this round:

I would like to adopt *(choose Method A or Method C)*

**[Participant wait page]**

**[Page 19]**

Now you will begin Round 5. You will have 5 minutes.

*(Round 5)*

**[Page 20]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Round 6

**[Page 21]**

Round 6 will last 5 minutes. For this round, you are matched with three other participants seating in your row. Please decide which one of the two following compensation methods you would like to use for calculating your earnings:

Method A:

You will earn 1 yuan for each problem you solve correctly. Thus, your total earnings for this round will be: 1 yuan x the number of problems solved correctly.

Method B:

Your payment will depend on your performance relative to that of the other three participants you are grouped with. If the number of problems you solve correctly is higher than that of the other three participants, you will earn 4 yuan for each correctly solved problem. Thus, if your performance is better than the other three participants in your group, your total earnings for this round will be: 4 yuan x the number of problems you solve correctly. However, if your performance is ranked second, third, or fourth among the participants, you will earn 0 yuan regardless of the number of problems you solve correctly. If there are ties, the winner will be determined randomly from among those who are tied for the best performance

Please select your payment method for this round:

I would like to adopt *(choose Method A or Method B)*

**[Participant wait page]**

**[Page 22]**

Now you will begin Round 6. You will have 5 minutes.

*(Round 6)*

**[Page 23]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Round 7

**[Page 21]**

Round 6 will last 5 minutes. For this round, you are randomly matched with three other participants of your sex. For example, if you are male, you are grouped with three other male participants. Please decide which one of the two following compensation methods you would like to use for calculating your earnings:

Method A:

You will earn 1 yuan for each problem you solve correctly. Thus, your total earnings for this round will be: 1 yuan x the number of problems solved correctly.

Method B:

Your payment will depend on your performance relative to that of the other three participants you are grouped with. If the number of problems you solve correctly is higher than that of the other three participants, you will earn 4 yuan for each correctly solved problem. Thus, if your performance is better than the other three participants in your group, your total earnings for this round will be: 4 yuan x the number of problems you solve correctly. However, if your performance is ranked second, third, or fourth among the participants, you will earn 0 yuan regardless of the number of problems you solve correctly. If there are ties, the winner will be determined randomly from among those who are tied for the best performance

Please select your payment method for this round:

I would like to adopt *(choose Method A or Method B)*

**[Participant wait page]**

**[Page 22]**

Now you will begin Round 7. You will have 5 minutes.

*(Round 6)*

**[Page 23]**

You solved (\_\_\_\_) questions correctly.

Please guess your rank in this round *(choose First, Second, Third, Fourth)*

If this round is chosen for the payment, and you have guessed your rank correctly, you will earn additional 4 yuan.

Questionnaire

[to be sent separately]

Last page

Thank you for participating in today’s experiment. Please remain seated until your number is called. Then take your number card and proceed to the cashier.

Results needed for payment calculation

For each round,

* + - Method chosen
    - Number of questions solved correctly
    - Rank guessed
    - Actual rank within the group

Results that need to be kept track of

Student ID

All the questionnaire answers

For each round,

* + - Method chosen
    - Number of questions solved correctly
    - Rank guessed
    - Actual rank within the group