

# **Experimental Instruction Appendix for “Why Do We Procrastinate: Present Bias and Optimism”**

## **I Lab-Based Experiment Instructions**

This appendix includes a representative portion of the instructions and surveys for the lab-based experiment. Because the survey presentation varied from subject to subject (due to them receiving a different treatment, having different choices randomly selected to be implemented, etc.), we print the survey instrument directly from Qualtrics. Thus, the surveys rely on Qualtrics’ internal logic and referencing system. Subjects only see one version of any question, and any reference fields would be replaced with the information which was appropriate for that subject. The full set of surveys is omitted for space reasons and because they do not differ significantly from the materials provided here. They will be provided by the authors upon request.

Appendix I.1 provides the introductory script with the associated presentation that was read to subjects. Appendix I.2 provides the survey that subjects completed at the introductory session.

Appendix I.3 provides the morning survey that subjects completed on Monday of the second week of the experiment. The survey given on Monday of the first week looked identical except for the treatment, which was omitted. The survey given on every other morning looked identical except that it did not include the treatment, the commitment demand elicitation, or the allocation decision.

Appendix I.3 provides the evening survey and first task that subjects completed on Monday of the second week of the experiment. The evening survey subjects completed on Monday of the first week of the experiment looked identical. The evening survey subjects completed on Wednesday of both weeks looked identical except that it did not include the allocation decision.

## I.1 Introductory Script and Slides

### Time Use Study Script

Hello everyone, my name is Zachary. Thank you for your participation in this study about sleep and time use.

#### Slide

This study requires participation over two weeks. To participate, you must be willing to:

- wear the Fitbit wristband on Sunday, Monday, Tuesday, and Wednesday nights of this coming week,
- to complete a series of 8 surveys on Monday through Thursday morning of the next two weeks,
- to complete a series of 4 tasks on Monday and Wednesday evenings of the next two weeks,
- to return the Fitbit wristband to the economics department on Thursday or Friday of next week, and
- to pick up your payment on Thursday or Friday of the second week.

Surveys and tasks will be completed online, and the link will be sent to you when it is time to complete the survey.

#### Slide

This is a picture of the Fitbit wristband that you will be required to wear to bed Sunday through Thursday of this coming week. You should only wear it when you're in bed, not during daytime hours. If the band gets wet, dry it off. You are required to return the band to the Economics Department on Thursday or Friday of next week, between the hours of 8AM and 6PM.

### Slide

The tasks you must complete in the evenings consist of moving sliders to a predetermined level, which is given to the left of the slider. You will be unable to move on until you match each slider to the given level. While the morning surveys can be completed on a phone or tablet, it is recommended that you complete these tasks on a computer. You'll complete several example tasks during the initial survey at the end of this session to see what they're like.

### Slide

Participation in the study requires completing the surveys and tasks at particular times. Morning surveys must be completed before noon, and evening tasks must be completed between 9PM and 2AM. Furthermore, the Fitbit wristband must be returned during business hours on Thursday or Friday next week, and the final payment must be picked up on Thursday or Friday in two weeks. If you are unable to complete

the requirements of this study, you are free to leave at this point, as payments will be forfeit if the requirements are not met.

### Slide

You have been given a consent form that describes your rights. Please look it over now while we prepare the remainder of this session. If you have questions, please raise your hand and I'll come address them. We'll pick up the forms before continuing.

### Unplug projector and prepare survey

You may open your computers now. The link for the initial survey should now have been sent to the email address you gave us, although it may take a few minutes to arrive. Please log in to your email account and follow the directions. When you have completed the initial survey, you may come to me to receive your Fitbit wristband.

### Give band and payment

Here is your sleep tracker. Remember to wear it when you sleep Sunday night through Wednesday night. Your first survey will arrive on Monday morning.

## Time Use Study

- Wear the Fitbit wristband on Sunday, Monday, Tuesday, and Wednesday nights of the first week
- Complete eight morning surveys, and 4 sets of evening tasks, all of which will be emailed to you
- Return the Fitbit wristband and pick up \$10 payment at the economics department on Thursday or Friday of the first week
- Pick up your \$30 payment from the economics department on Thursday or Friday of the second week

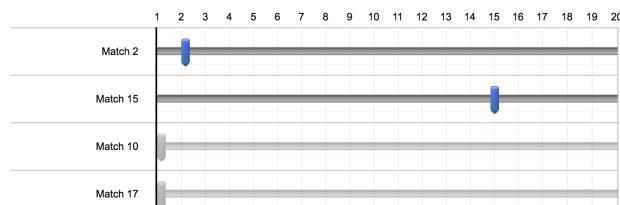


- Wear the band on Sunday, Monday, Tuesday, and Wednesday nights of the first week, *only when you are in bed*
- Return them to the economics department next Thursday or Friday



- You'll be asked to move sliders to a particular level

Task 1



## Timing

To participate in the study, you must be able to do all of the following:

- eight surveys completed at home, lasting 5-10 minutes, **to be completed before noon** on Monday-Thursday of next week and the week after
- four surveys completed at home, lasting 15-20 minutes, **to be completed between 9PM and 2AM** on Monday and Wednesday night of next week and the week after
- return the Fitbit wristband during business hours (8AM to 6PM) on Thursday June 1st or Friday June 2nd.
- pick up your payment during business hours (8AM to 6PM) on Thursday June 8th or Friday June 9th.

## Informed Consent

- You received a consent form after you entered that describes your rights as a subject. Please read it.
- If you would no longer like to be part of this study, you are free to leave at this point.

## I.2 Introductory Survey

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### Intro Survey

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First Click: **0 seconds**

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Welcome to the experiment. Before explaining what will be happening for the rest of the experiment, please answer this short survey about yourself and your sleep and work habits.

What is your first name?

What is your last name?

What is your email address?

What is your phone number?

What is your PID?

What is your college major?

If you do not have a college major, write "undeclared".

What is your current GPA?

What is your gender?

If you do not wish to provide gender information, you may leave this question blank.

What is your current age?

Are you employed?

- Yes  
 No

If you are employed, what is your hourly wage?  
If you are not employed, please leave blank.

How many hours per day did you usually spend studying last quarter?

Would you say that you tend to procrastinate?

- Yes  
 No

How much do you generally sleep on weekdays?

How much do you generally sleep on weekends?

How many hours would you like to sleep per night?

Please choose the response that best represents about how many nights per week, on average, you had trouble sleeping last quarter.

- 0  
 1  
 2  
 3  
 4  
 5  
 6  
 7

How many hours do you feel like you would need to sleep every night for 1 week to feel completely rested?

What is your usual bedtime on weekdays?

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|                 | Hour                             | Minute                           | AM/ PM                           |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Weekday Bedtime | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

What is your usual bedtime on weekends?

|                 | Hour                             | Minute                           | AM/ PM                           |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Weekend Bedtime | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

What time do you usually wake up on weekdays?

|                 | Hour                             | Minute                           | AM/ PM                           |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Weekday wake-up | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

What time do you usually wake up on weekends?

|                 | Hour                             | Minute                           | AM/ PM                           |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Weekend wake-up | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

Do you live in UC San Diego on-campus housing?

- Yes  
 No

Please select your residence hall from the following list

What is the name of the neighborhood where you live?

From the following items, select any that you generally keep in the room where you most often sleep.

- Television  
 Desktop computer  
 Video game console  
 iPad or other tablet  
 Laptop computer

Do you take naps?

- Yes  
 No

If you take naps, how long do you usually nap?  
If you do not usually take naps, please leave blank.

How often do you wake up and feel like you wish you had gone to bed earlier?

- Never
- Rarely
- 1-2 times per week
- 3-4 times per week
- 5-6 times per week
- Every day

How often do work or studying make it hard to go to bed when you'd like?

- Never
- Rarely
- 1-2 times per week
- 3-4 times per week
- 5-6 times per week
- Every day

## Personality

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Here are a few more questions about your attitude and behavior. Please be as honest and accurate as you can throughout. Try not to let your response to one statement influence your responses to other statements. There are no "correct" or "incorrect" answers. Answer according to your own feelings, rather than how you think "most people" would answer.

In uncertain times, I usually expect the best.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly Disagree

It's easy for me to relax.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

If something can go wrong for me, it will.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

I'm always optimistic about my future.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

I enjoy my friends a lot.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

It's important for me to keep busy.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

I hardly ever expect things to go my way.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

I don't get upset too easily.

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
-

## I.3 Week 2 Monday Morning Survey

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### Default Question Block

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First Click: **0 seconds**

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Hi! This is a quick survey to better understand your daily sleep habits. Most of the questions ask you about your sleep last night. Please answer them as honestly as possible. You'll make decisions about tonight's tasks on the next page. Thanks!

How long did you study yesterday (in hours)?

Note: Study time does not include class time.

I want to ask you about how you spent your time yesterday. For each hour of the day, please select the activities you did.

|                       | Sleeping                 | Socializing              | Class                    | Studying                 | Exercising               | Working at a job         | Watching TV              | Other                    |
|-----------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 12:00 a.m. (Midnight) | <input type="checkbox"/> |
| 1:00 a.m.             | <input type="checkbox"/> |
| 2:00 a.m.             | <input type="checkbox"/> |
| 3:00 a.m.             | <input type="checkbox"/> |
| 4:00 a.m.             | <input type="checkbox"/> |
| 5:00 a.m.             | <input type="checkbox"/> |
| 6:00 a.m.             | <input type="checkbox"/> |
| 7:00 a.m.             | <input type="checkbox"/> |
| 8:00 a.m.             | <input type="checkbox"/> |
| 9:00 a.m.             | <input type="checkbox"/> |
| 10:00 a.m.            | <input type="checkbox"/> |
| 11:00 a.m.            | <input type="checkbox"/> |
| 12:00 p.m. (noon)     | <input type="checkbox"/> |
| 1:00 p.m.             | <input type="checkbox"/> |
| 2:00 p.m.             | <input type="checkbox"/> |
| 3:00 p.m.             | <input type="checkbox"/> |
| 4:00 p.m.             | <input type="checkbox"/> |
| 5:00 p.m.             | <input type="checkbox"/> |
| 6:00 p.m.             | <input type="checkbox"/> |
| 7:00 p.m.             | <input type="checkbox"/> |
| 8:00 p.m.             | <input type="checkbox"/> |
| 9:00 p.m.             | <input type="checkbox"/> |
| 10:00 p.m.            | <input type="checkbox"/> |
| 11:00 p.m.            | <input type="checkbox"/> |

What time do you plan on turning off the light to go to sleep tonight?

|                 | Hour                             | Minute                           | AM/PM                            |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Planned bedtime | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

Which of the following did you do in the hour before you went to bed (select all that apply)?

- Watch TV
- Play video or computer games
- Use a computer or smart phone (other than for games)
- Exercise
- Read a book or non-backlit e-reader
- Other:

What time did you turn off the light intending to go to sleep last night?

|                      | Hour                             | Minute                           | AM/PM                            |
|----------------------|----------------------------------|----------------------------------|----------------------------------|
| Light off last night | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

How long did it take you to fall asleep last night (in minutes)?

How many times did you wake up last night?

What time did you wake up this morning (for the last time)?

|                           | Hour                             | Minute                           | AM/PM                            |
|---------------------------|----------------------------------|----------------------------------|----------------------------------|
| Wake-up time this morning | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

What time did you get out of bed this morning (for the last time)?

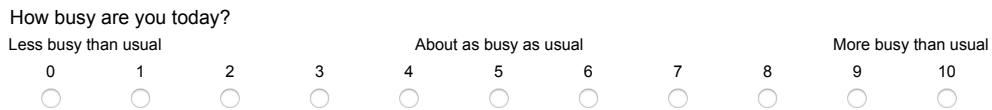
|                         | Hour                             | Minute                           | AM/PM                            |
|-------------------------|----------------------------------|----------------------------------|----------------------------------|
| Out of bed this morning | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

How well do you feel like you slept last night?

|                  |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                 |
|------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------|
| Slept very badly | 0                     | 1                     | 2                     | 3                     | 4                     | 5                     | 6                     | 7                     | 8                     | 9                     | 10                    | Slept very well |
|                  | <input type="radio"/> |                 |

How tired did you feel today?

|                  |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                 |
|------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------|
| Not tired at all | 0                     | 1                     | 2                     | 3                     | 4                     | 5                     | 6                     | 7                     | 8                     | 9                     | 10                    | Extremely tired |
|                  | <input type="radio"/> |                 |

**Block 3****Choosing the Implemented Allocation**

Last week, on Monday morning you said you'd do  $+\$e://Field/Extra11$  tasks on Monday evening and  $+10-\$e://Field/Extra11$  tasks on Wednesday. When you were asked in the evening, you decided to do  $+\$e://Field/Extra12$  on Monday, and  $+10-\$e://Field/Extra12$  on Wednesday. **Thus, you moved {Invalid Expression}  $-\$e://Field/Extra12)^2$  task from Wednesday to Monday.**

Also, on average you predicted that your bedtime would be  $\$e://Field/PredictedBedtime$ , and your actual average bedtime was  $\$e://Field/ActualBedtime$ , so you missed your predicted bedtime by about  $\$e://Field/DifferenceBedtime$  minutes.

Why might someone's choices and predictions change throughout the day?

**Choosing the Implemented Allocation**

Last week, on Monday morning you said you'd do  $+\$e://Field/Extra11$  tasks on Monday evening and  $+10-\$e://Field/Extra11$  tasks on Wednesday. When you were asked in the evening, you decided to do  $+\$e://Field/Extra12$  on Monday, and  $+10-\$e://Field/Extra12$  on Wednesday. **Thus, you moved {Invalid Expression}  $-\$e://Field/Extra12)^2$  tasks from Wednesday to Monday.**

Also, on average you predicted that your bedtime would be  $\$e://Field/PredictedBedtime$ , and your actual average bedtime was  $\$e://Field/ActualBedtime$ , so you missed your predicted bedtime by about  $\$e://Field/DifferenceBedtime$  minutes.

Why might someone's choices and predictions change throughout the day?

**Choosing the Implemented Allocation**

Last week, on Monday morning you said you'd do  $+\$e://Field/Extra11$  tasks on Monday evening and  $+10-\$e://Field/Extra11$  tasks on Wednesday. When you were asked in the evening, you decided to do  $+\$e://Field/Extra12$  on Monday, and  $+10-\$e://Field/Extra12$  on Wednesday. **Thus, you moved {Invalid Expression}  $-\$e://Field/Extra12)^2$  task from Monday to Wednesday.**

Also, on average you predicted that your bedtime would be  $\$e://Field/PredictedBedtime$ , and your actual average bedtime was  $\$e://Field/ActualBedtime$ , so you missed your predicted bedtime by about  $\$e://Field/DifferenceBedtime$  minutes.

Why might someone's choices and predictions change throughout the day?

**Choosing the Implemented Allocation**

Last week, on Monday morning you said you'd do  $+\$e://Field/Extra11$  tasks on Monday evening and  $+10-\$e://Field/Extra11$  tasks on Wednesday. When you were asked in the evening, you decided to do  $+\$e://Field/Extra12$  on Monday, and  $+10-\$e://Field/Extra12$  on Wednesday. **Thus, you moved {Invalid Expression}  $-\$e://Field/Extra12)^2$  tasks from Monday to Wednesday.**

Also, on average you predicted that your bedtime would be \${e://Field/PredictedBedtime}, and your actual average bedtime was \${e://Field/ActualBedtime}, so you missed your predicted bedtime by about \${e://Field/DifferenceBedtime} minutes.

Why might someone's choices and predictions change throughout the day?

## Choosing the Implemented Allocation

Last week, on Monday morning you said you'd do +\${e://Field/Extra11} tasks on Monday evening and +10-\${e://Field/Extra11} tasks on Wednesday. When you were asked in the evening, you decided to do +\${e://Field/Extra12} on Monday, and +10-\${e://Field/Extra12} on Wednesday. **Thus, your choices did not change.**

Also, on average you predicted that your bedtime would be \${e://Field/PredictedBedtime}, and your actual average bedtime was \${e://Field/ActualBedtime}, so you missed your predicted bedtime by about \${e://Field/DifferenceBedtime} minutes.

Why might someone's choices and predictions change throughout the day?

### Commitment

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## Choosing the Implemented Allocation

Here is a series of choices that can affect the probability that the morning allocation will be the one that is chosen. To affect the probability, you may have to agree to do more baseline tasks. **You will never have to do tasks in the morning - these decisions just affect which allocation is implemented.**

This decision will measure the strength of your preference for which decision is implemented.

We'll randomly select which one of these decisions we implement. When you make these decisions, **treat every decision as if it is the one that counts because each decision is the one that could be implemented.**

16 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



14 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



12 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented

11 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



9 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



8 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



6 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



4 mandatory tasks each night, 4 out of 5 chance of morning allocation being implemented



10 mandatory tasks each night, 1 out of 5 chance of morning allocation being implemented



### Allocation Decision

We've randomly selected out of the previous choices, and you'll complete 10 mandatory tasks each night with a 1 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 16 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 14 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 12 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 11 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 10 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 9 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 8 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 6 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 4 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

## I.4 Week 2 Monday Evening Survey

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### Default Question Block

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

First Click: **0 seconds**

Last Click: **0 seconds**

Page Submit: **0 seconds**

Click Count: **0 clicks**

Hi! This is a quick survey to better understand your daily sleep habits. Most of the questions ask you about your sleep last night. Please answer them as honestly as possible. You'll make decisions about tonight's tasks on the next page. Thanks!

How long did you study today (in hours)?

Note: Study time does not include class time.

What time do you plan on turning off the light to go to sleep tonight?

|                 | Hour                             | Minute                           | AM/PM                            |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Planned bedtime | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

What time do you plan on waking up tomorrow?

|                 | Hour                             | Minute                           | AM/PM                            |
|-----------------|----------------------------------|----------------------------------|----------------------------------|
| Planned wake-up | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

What time do you plan on getting out of bed tomorrow?

|                    | Hour                             | Minute                           | AM/PM                            |
|--------------------|----------------------------------|----------------------------------|----------------------------------|
| Getting out of bed | <input type="button" value="▼"/> | <input type="button" value="▼"/> | <input type="button" value="▼"/> |

How tired did you feel today?

Extremely tired



Not tired at all

How busy were you today?

Less busy than usual



More busy than usual

### Allocation Decision

We've randomly selected out of the previous choices, and you'll complete 10 mandatory tasks each night with a 1 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 16 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 14 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 12 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 11 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 10 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 9 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 8 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 6 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

We've randomly selected out of the previous choices, and you'll complete 4 mandatory tasks each night with a 4 out of 5 chance that your morning allocation will be the one that is implemented. There are 10 extra tasks to allocate between the nights. How many tasks would you like to do tonight?

### Tasks 1-10

## Completing Tasks

We've randomly selected that your **morning allocation** be the one implemented, so **tonight you will complete \${e://Field/Tasks21} tasks**, and Wednesday you will complete \${e://Field/Tasks22} tasks.

You may complete tonight's tasks below.

## Completing Tasks

We've randomly selected that your **evening allocation** be the one implemented, so **tonight you will complete \${e://Field/Tasks21} tasks**, and Wednesday you will complete \${e://Field/Tasks22} tasks.

You may complete tonight's tasks below.

### Task 1

| 1        | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
|----------|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|
| Match 2  |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 15 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 10 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 17 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 19 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 11 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 9  |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 13 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 12 |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |

|          |  |
|----------|--|
| Match 6  |  |
| Match 3  |  |
| Match 20 |  |
| Match 16 |  |
| Match 4  |  |
| Match 7  |  |
| Match 5  |  |
| Match 18 |  |
| Match 8  |  |
| Match 14 |  |

**Task 2**

|          | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
|----------|---|---|---|---|---|---|---|---|---|----|----|----|----|----|----|----|----|----|----|----|
| Match 14 |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 4  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 5  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 8  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 17 |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |
| Match 7  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |

## **II Online Experiment Instructions**

This appendix contains the survey instrument for the online experiment. Because the survey presentation varied from subject to subject (due to them receiving a different treatment, being randomized into different incentives, having different contest outcomes, etc.), we print the survey instrument directly from Qualtrics. Thus, the surveys rely on Qualtrics' internal logic and referencing system. Subjects only see one version of any question, and any reference fields would be replaced with the information which was appropriate for that subject. We also remove pages that contain nothing but sliders in Surveys 2-5.

## II.1 Survey 1



### Basic Instructions

What is your Prolific ID? Please know that this response should auto-fill with the correct ID

Warning: If your Prolific ID is not entered correctly, you will not have access to the other parts of the study and you will not receive payment.

\${e://Field/PROLIFIC\_PID}

Thank you for agreeing to participate in the study. This study is about decision-making.

This is the first of **five parts** in this study. You will earn money based on the choices you make and the activities you complete throughout the study. Your submissions will be approved if you complete **all five parts of the study**.

The second, third, fourth, and fifth parts of this study will also be completed through Prolific. We expect that those who participate in the study will receive at least \$10 per hour on average *for every part* completed. You will also earn *bonus payments* for completing

experimental tasks.

The link below will allow you to download an information sheet about the study. Please read the information sheet.

### Participant Information Sheet

Please refer to the calendar below to see when each part of the study must be completed. The second part of the study must be completed on Monday or Tuesday of next week. The third part of the study must be completed on Thursday or Friday of next week. The fourth part must be completed on Monday or Tuesday of the week after next. The fifth and final part must be completed on Thursday or Friday of the week after next. Subject to completion, **all submissions and bonuses will be approved on Saturday the week after next.**

Once you understand the conditions of participation, please respond to the consent form on the next page.

|                 | Sunday | Monday   | Tuesday | Wednesday | Thursday  | Friday                                 | Saturday |
|-----------------|--------|--|---------|-----------|---|--|----------|
| This Week       |        |  |         |           | Part 1: Introduction  |  |          |
| Next Week       |        | Part 2:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 3 |         |           | Part 3:<br>1. Choose tasks for Part 3<br>2. Complete Part 3 tasks |  |          |
| Week After Next |        | Part 4:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 5 |         |           | Part 5:<br>1. Choose tasks for Part 5<br>2. Complete Part 5 tasks | Submissions approved and payments sent |          |

Current Part  
Future Parts

## **Consent**

### **Consent Statement:**

I consent to participate in this research project. It has been explained to me that the purpose of this research is to investigate decision-making. I have also been provided with a written project information sheet in a language that I can understand.

The possible risks of participating in this research have been explained to my satisfaction. I understand that in this research I will be required to complete five separate surveys, including this one, over the next two weeks.

I understand that my participation is voluntary and I am free to withdraw from this research anytime without needing to provide any explanation, and I would not receive any penalty or bias as a result of my withdrawal. Should I decide to withdraw, I understand that my data will be destroyed and will not be used in the research.

I understand that data collected for this research will be stored in a secure online database, and only the survey company and the researchers listed on the Participant Information Sheet will have access to the data. I consent for my data to be used in future research that is an extension of or related to this project.

I understand that this research adheres to the Guidelines of the ethical review process of The University of Queensland and the

National Statement on Ethical Conduct in Human Research. I have been provided with contact details of the researcher, as well as UQ Ethics Coordinator.

- I agree with the above statements and consent to participate in this research.
- I do not consent to participate in this research.

## Demographic Questions

What is the highest level of school you have completed or the highest degree you have received?

- Less than high school degree
- High school graduate (high school diploma or equivalent including GED)
- Some college but no degree
- Associate degree in college (2-year)
- Bachelor's degree in college (4-year)
- Master's degree
- Doctoral degree
- Professional degree (JD, MD)

Are you employed as a manager?

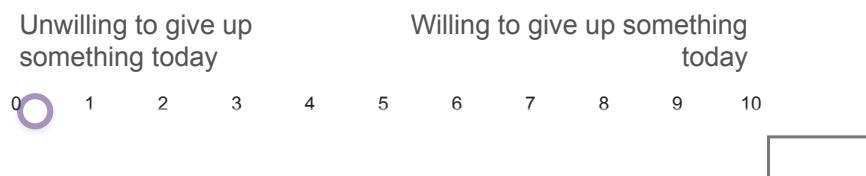
- I am employed as a manager.
- I am employed, but not as a manager.
- I am not employed.

In general, how willing or unwilling you are to take risks. Please use a scale from 0 to 10, where 0 means "completely unwilling to take

risks” and a 10 means you are “very willing to take risks”.



How willing are you to give up something that is beneficial for you today in order to benefit more from that in the future? Please use a scale from 0 to 10, where 0 means “completely unwilling to give up something today” and a 10 means you are “very willing give up something today”.



### Block 3

## Earning Money

During the study, you will be paid in two ways.

First, you will receive the normal Prolific payment for completing all of the five study surveys. You are completing the first survey now! Participants will receive \$10/hour on average for completing the surveys.

Second, you will receive *bonus payments* for completing tasks. Each task involves moving a number of sliders to a predetermined point. There will be two kinds of tasks: each “easy” task will involve moving a set of 20 sliders to predetermined points, while each “hard” task will involve moving a set of 30 sliders to predetermined points. The bonus will be paid for each set of sliders (20 for easy sets, 30 for hard sets) that you do, and you will make choices about how many tasks to complete at a variety of different wage rates.

Please complete the following 4 sets of sliders to familiarize yourself with the process. You will first complete 2 “easy” sets of sliders and then 2 “hard” sets of sliders.

### Easy Task Block

Easy set 1: Match each of the 20 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|          |                       |  |
|----------|-----------------------|--|
| Match 1  | <input type="radio"/> |  |
| Match 16 | <input type="radio"/> |  |
| Match 20 | <input type="radio"/> |  |
| Match 18 | <input type="radio"/> |  |
| Match 19 | <input type="radio"/> |  |
| Match 10 | <input type="radio"/> |  |

|          |                       |                      |
|----------|-----------------------|----------------------|
| Match 15 | <input type="radio"/> | <input type="text"/> |
| Match 12 | <input type="radio"/> | <input type="text"/> |
| Match 13 | <input type="radio"/> | <input type="text"/> |
| Match 14 | <input type="radio"/> | <input type="text"/> |
| Match 3  | <input type="radio"/> | <input type="text"/> |
| Match 17 | <input type="radio"/> | <input type="text"/> |
| Match 2  | <input type="radio"/> | <input type="text"/> |
| Match 5  | <input type="radio"/> | <input type="text"/> |
| Match 9  | <input type="radio"/> | <input type="text"/> |
| Match 8  | <input type="radio"/> | <input type="text"/> |
| Match 7  | <input type="radio"/> | <input type="text"/> |
| Match 11 | <input type="radio"/> | <input type="text"/> |
| Match 6  | <input type="radio"/> | <input type="text"/> |
| Match 4  | <input type="radio"/> | <input type="text"/> |

## Block 5

Easy set 2: Match each of the 20 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|          |  |
|----------|--|
|          |  |
| Match 12 |  |
| Match 6  |  |
| Match 7  |  |
| Match 11 |  |
| Match 5  |  |
| Match 19 |  |
| Match 9  |  |
| Match 1  |  |
| Match 15 |  |
| Match 16 |  |
| Match 13 |  |
| Match 20 |  |
| Match 17 |  |
| Match 10 |  |
| Match 18 |  |
| Match 4  |  |
| Match 2  |  |
| Match 3  |  |
| Match 14 |  |
| Match 8  |  |

## Hard Task Block

Hard set 1: Match each of the 30 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|          |                      |
|----------|----------------------|
| Match 3  | <input type="text"/> |
| Match 30 | <input type="text"/> |
| Match 18 | <input type="text"/> |
| Match 27 | <input type="text"/> |
| Match 8  | <input type="text"/> |
| Match 2  | <input type="text"/> |
| Match 15 | <input type="text"/> |
| Match 25 | <input type="text"/> |
| Match 16 | <input type="text"/> |
| Match 20 | <input type="text"/> |
| Match 4  | <input type="text"/> |
| Match 21 | <input type="text"/> |
| Match 23 | <input type="text"/> |
| Match 9  | <input type="text"/> |

|          |   |  |
|----------|---|--|
| Match 12 | ○ |  |
| Match 5  | ○ |  |
| Match 13 | ○ |  |
| Match 28 | ○ |  |
| Match 17 | ○ |  |
| Match 22 | ○ |  |
| Match 7  | ○ |  |
| Match 6  | ○ |  |
| Match 24 | ○ |  |
| Match 1  | ○ |  |
| Match 10 | ○ |  |
| Match 11 | ○ |  |
| Match 14 | ○ |  |
| Match 29 | ○ |  |
| Match 19 | ○ |  |
| Match 26 | ○ |  |

## Block 7

Hard set 2: Match each of the 30 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|                       |          |                      |
|-----------------------|----------|----------------------|
| <input type="radio"/> | Match 5  | <input type="text"/> |
| <input type="radio"/> | Match 18 | <input type="text"/> |
| <input type="radio"/> | Match 8  | <input type="text"/> |
| <input type="radio"/> | Match 28 | <input type="text"/> |
| <input type="radio"/> | Match 11 | <input type="text"/> |
| <input type="radio"/> | Match 25 | <input type="text"/> |
| <input type="radio"/> | Match 22 | <input type="text"/> |
| <input type="radio"/> | Match 15 | <input type="text"/> |
| <input type="radio"/> | Match 10 | <input type="text"/> |
| <input type="radio"/> | Match 6  | <input type="text"/> |
| <input type="radio"/> | Match 4  | <input type="text"/> |
| <input type="radio"/> | Match 12 | <input type="text"/> |
| <input type="radio"/> | Match 29 | <input type="text"/> |
| <input type="radio"/> | Match 24 | <input type="text"/> |
| <input type="radio"/> | Match 13 | <input type="text"/> |
| <input type="radio"/> | Match 27 | <input type="text"/> |
| <input type="radio"/> | Match 16 | <input type="text"/> |

|          |                      |
|----------|----------------------|
| Match 2  | <input type="text"/> |
| Match 3  | <input type="text"/> |
| Match 1  | <input type="text"/> |
| Match 17 | <input type="text"/> |
| Match 14 | <input type="text"/> |
| Match 30 | <input type="text"/> |
| Match 19 | <input type="text"/> |
| Match 20 | <input type="text"/> |
| Match 7  | <input type="text"/> |
| Match 21 | <input type="text"/> |
| Match 23 | <input type="text"/> |
| Match 26 | <input type="text"/> |
| Match 9  | <input type="text"/> |

### Allocation & Commitment Explanation

## Earning Bonus Payments

You will complete sets of sliders for bonus payments in the third and fifth parts of this study. We will ask you how many sets of sliders you would like to complete for three different payment rates (\$0.06 per

set, \$0.12 per set, or \$0.18 per set of sliders). An example of what this choice will look like can be found below.

EXAMPLE SLIDER CHOICE QUESTION (your choice here will not count):

How many sets of sliders would you like to complete if the sets are hard? Please choose a number between 0 and 19 for each payment rate. Remember: you are paid per set of sliders, not per slider!

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

As an example, if you choose to do 5 sets of sliders at a payment rate of \$0.12 per set, then you would receive a bonus payment of \$0.60.

You will be asked two times to say how many sliders you would like to complete. In both the second and third parts of the study, we will ask you how many sets of sliders you would like to complete in the

third part. In other words, in the second part of the study, you will make an initial decision. Then in the third part, you will have a chance to make a different decision, if you wish, before actually completing the sets of sliders.

Similarly, in both the fourth and fifth parts of the study, we will also ask you how many sets of sliders you would like to complete in the fifth part.

Because we will ask you twice about how many sets of sliders you would like to complete for payment, we will randomly select which choice will count. For instance, the number of sets of sliders you complete in the third part could be determined by your choice in the second part with 1 out of 5 chance and your choice in the third part with 4 out of 5 chance.

In addition, we will allow you to choose the likelihood that each choice is the one that counts (potentially) at the cost of doing a few more easy sets of sliders. For instance, we will ask you questions like “would you rather complete 1 easy set of sliders now with 4 out of 5 chance of today’s choices being the ones that count or would you like to complete 3 easy sets of sliders now and have 1 out of 5 chance of today’s choices being the ones that count.”

Let's review these instructions on the next page.

## Rules Quiz

Please answer the following questions to make sure that you understand the process.

You can review the instructions that you received earlier at this link: [Instructions from Survey 1](#)

How many parts are there in the study, counting this one?

- 2
- 3
- 4
- 5

Recall that some sets of sliders will be “easy” and some will be “hard”. How many individual sliders are there in an “easy” set? Your answer should be a number between 1 and 100.

In which parts of the study will we ask you how many sets of sliders you want to complete in the third part of the study? Check all boxes that apply.

- Part 1
- Part 2
- Part 3
- Part 4

Part 5

Imagine that in Part 2 you made the choices that you see in the first picture, while in Part 3 you made the choices in the second picture. What is the minimum number of sets of sliders that it is possible you will complete in Part 3? Your answer should be a number between 1 and 100.

Part 2 choices:

|                       |    |
|-----------------------|----|
| \$0.06/set of sliders | 13 |
| \$0.12/set of sliders | 10 |
| \$0.18/set of sliders | 15 |

Part 3 choices:

|                       |    |
|-----------------------|----|
| \$0.06/set of sliders | 5  |
| \$0.12/set of sliders | 12 |
| \$0.18/set of sliders | 20 |

Input your answer here:

Imagine that in Part 4 you make the choice that you see below and it ends up being a choice that counts. What is the likelihood that the number of tasks you choose to complete in Part 5 ends up being the one that counts?



- 1 out of 5
- 2 out of 5
- 3 out of 5
- 4 out of 5

## Calendar Reminder

Thank you for completing this part of the study. Remember that there are 4 more parts of the study, and you must complete them all for your submissions to be approved. The next part of the study will appear on your Prolific dashboard on Monday and you will be required to complete that part by Tuesday night. The calendar below shows the schedule for all parts of the study.

**Please don't forget to click the arrow at the bottom to finalize this part of the survey. Not doing this could delay your payment or even result in being dropped from the experiment.**

|                 | Sunday | Monday   | Tuesday | Wednesday | Thursday  | Friday | Saturday                               |
|-----------------|--------|--|---------|-----------|---|--------|--|
| This Week       |        |  |         |           | Part 1: Introduction  |        |  |
| Next Week       |        | Part 2:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 3 |         |           | Part 3:<br>1. Choose tasks for Part 3<br>2. Complete Part 3 tasks |        |  |
| Week After Next |        | Part 4:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 5 |         |           | Part 5:<br>1. Choose tasks for Part 5<br>2. Complete Part 5 tasks |        | Submissions approved and payments sent |

Current Part  
Future Parts

Powered by Qualtrics

## **Quiz 1 Block**

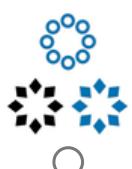
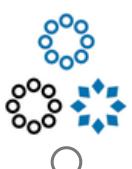
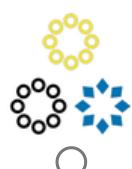
Thank you for logging in to complete the second part of the study!

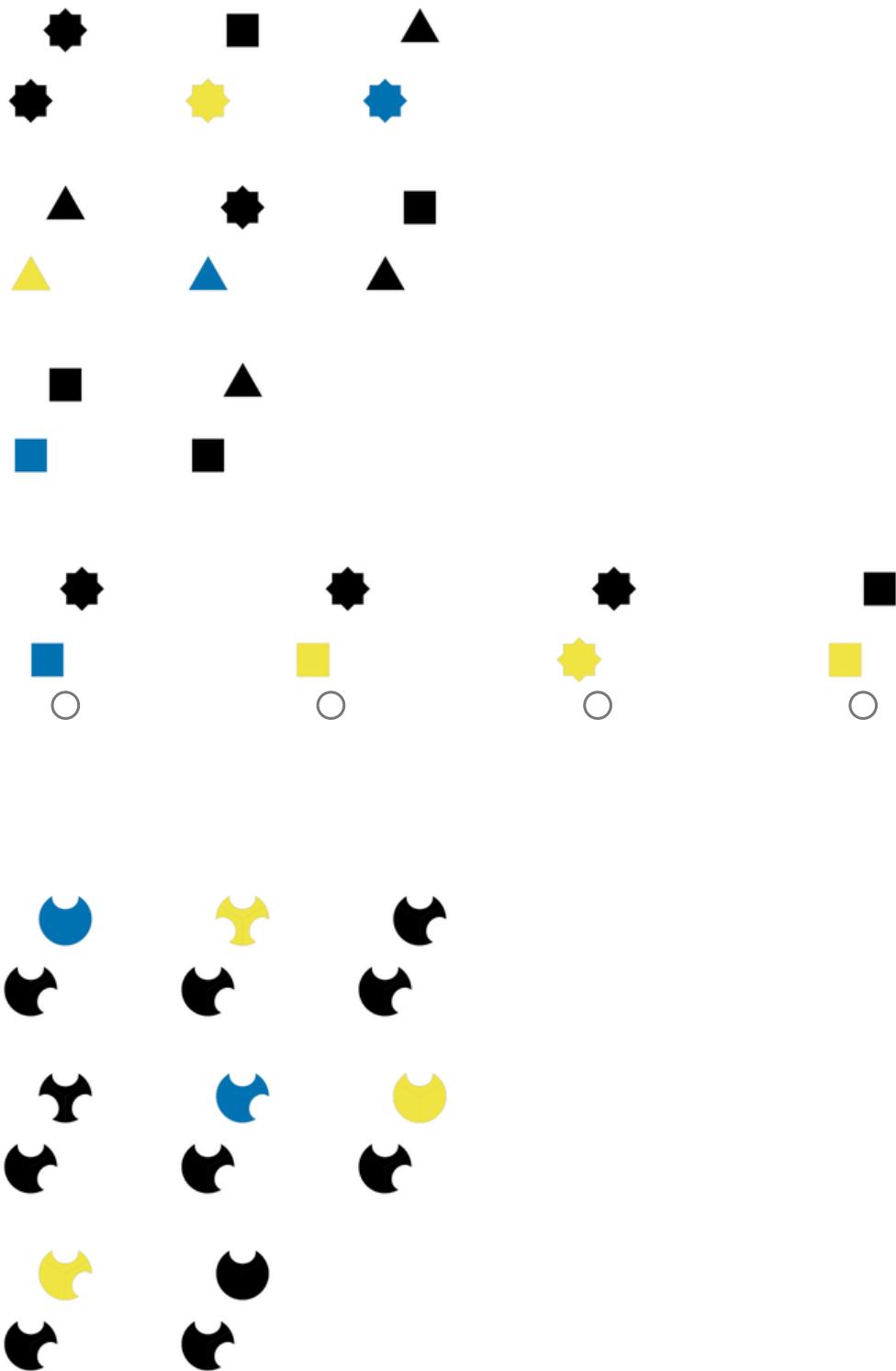
Before continuing with the study, you will compete in a contest against one other player that you are randomly matched with. The outcome of this contest will determine the difficulty of the sets of sliders that you will be asked to complete in the next part of the study. If you win the contest, you will need to complete “easy” sets that involve 20 sliders each. If you lose the contest, you will need to complete “hard” sets that will involve 30 sliders each. The payment that you receive for completing each set of sliders will be the same whether they are easy or hard.

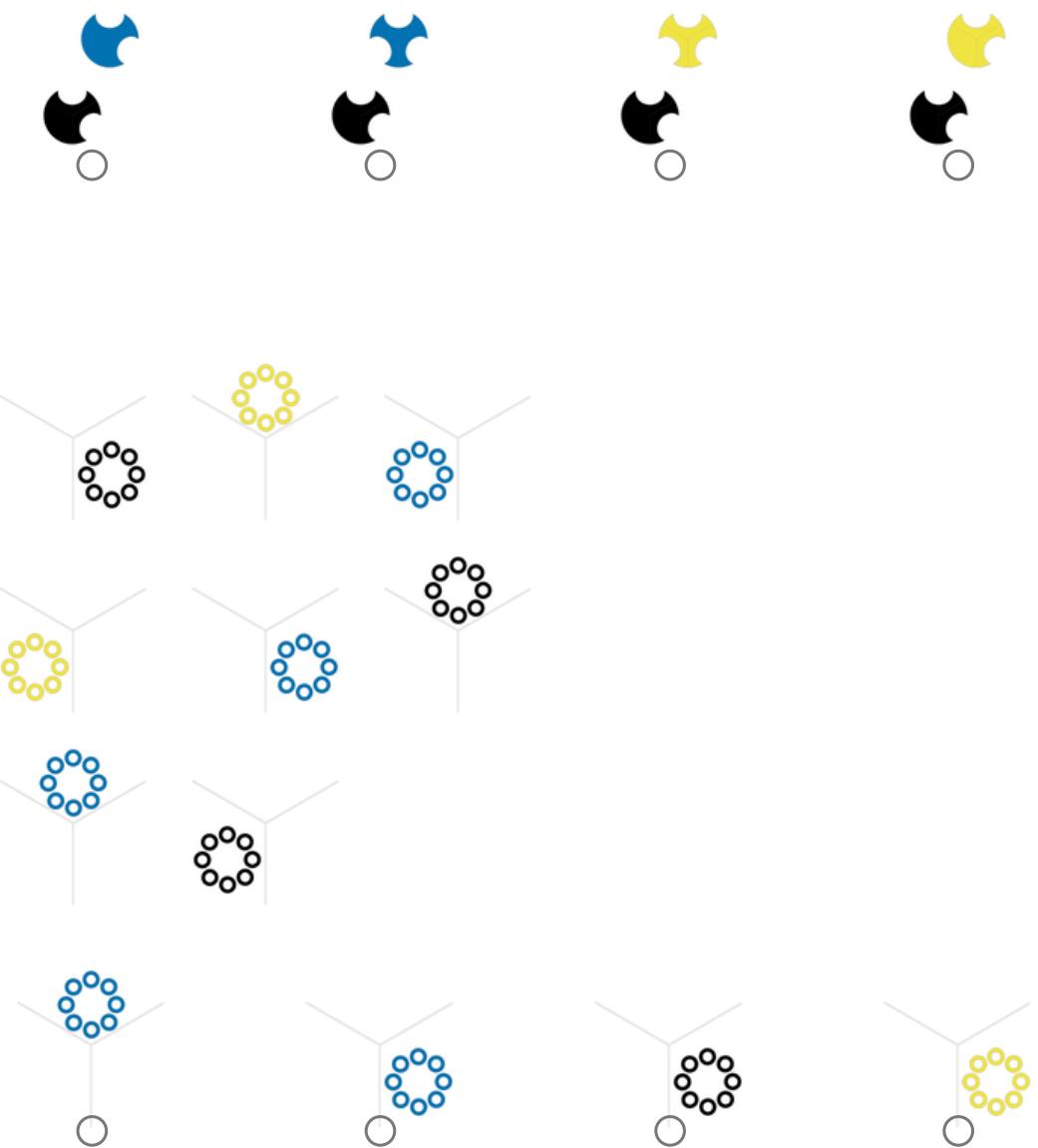
The contest will involve an IQ quiz with 10 questions. In each question you will see eight images with a missing slot for a ninth. You will choose the best fit from among the four options that you are given.

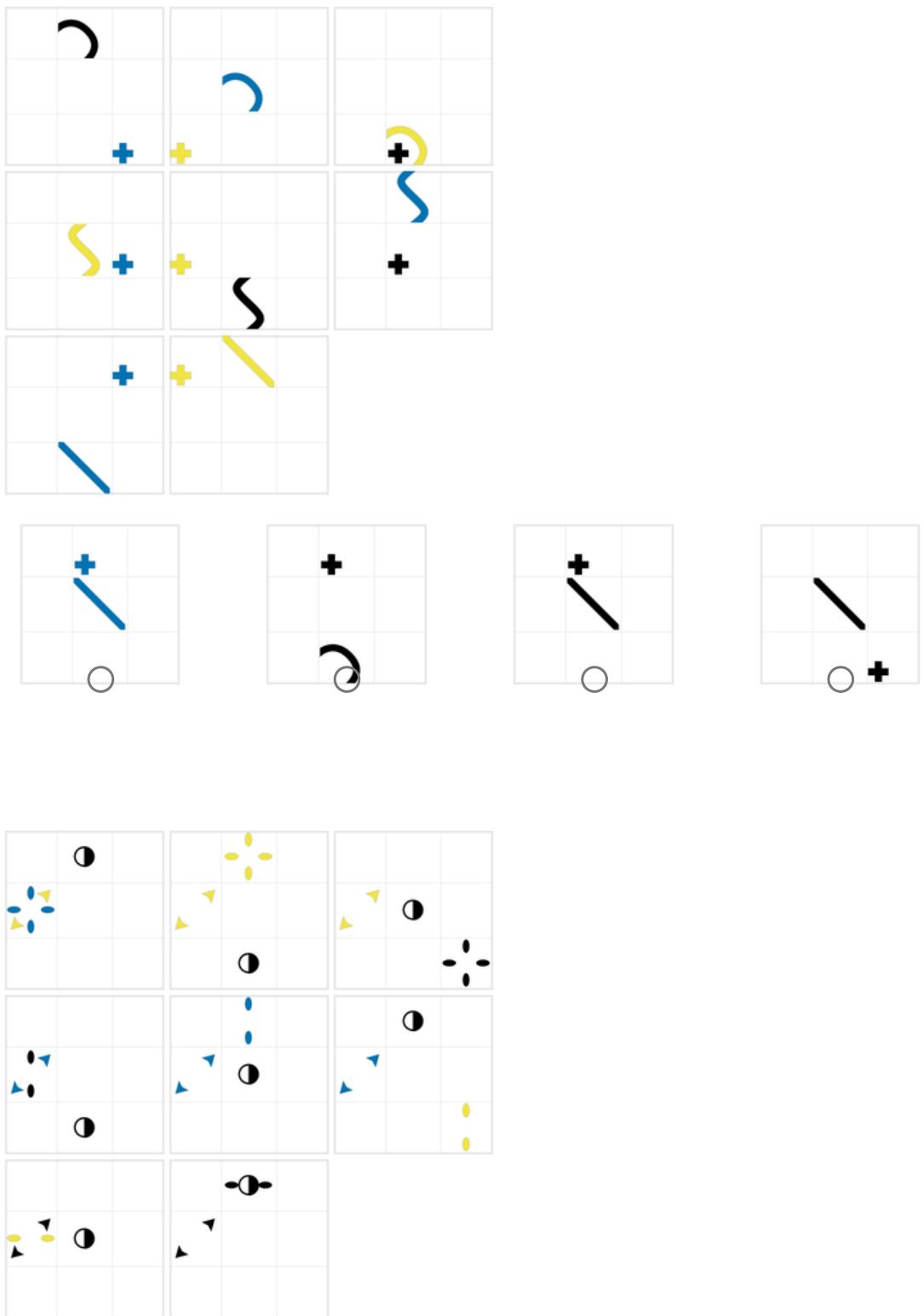
We will count the number of correct answers you and your opponent give. You will win the contest if you have a higher score than the person you are matched with. If you have the same score as the person you are matched with, the winner will be chosen randomly.

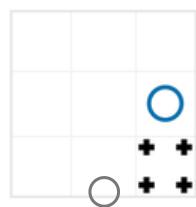
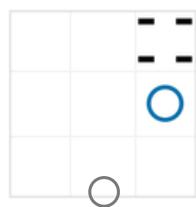
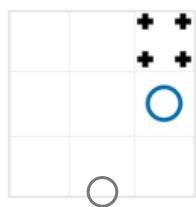
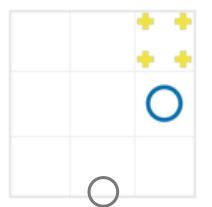
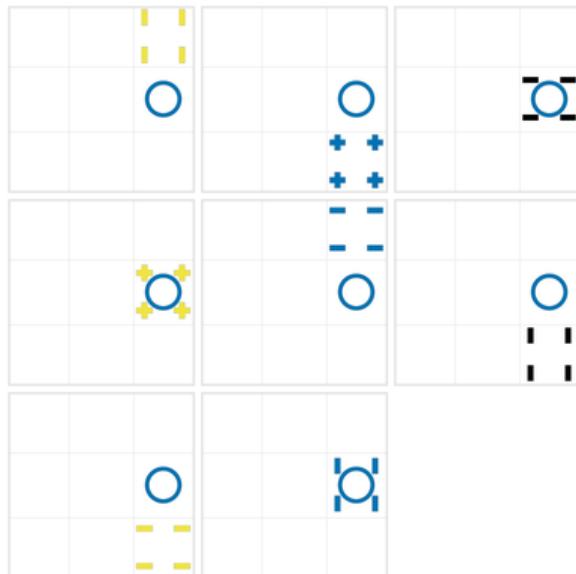
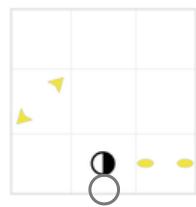
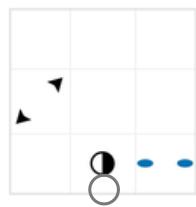
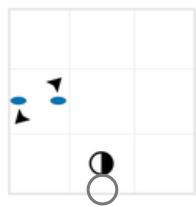
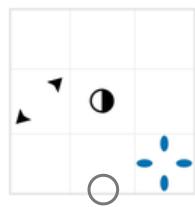
Please choose the best fit among the four options below for each question:

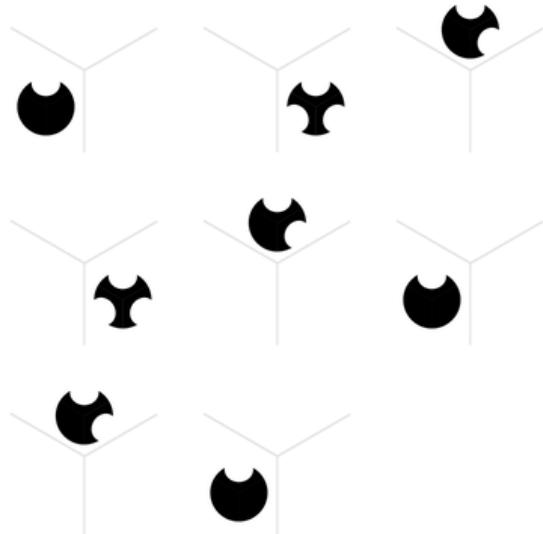
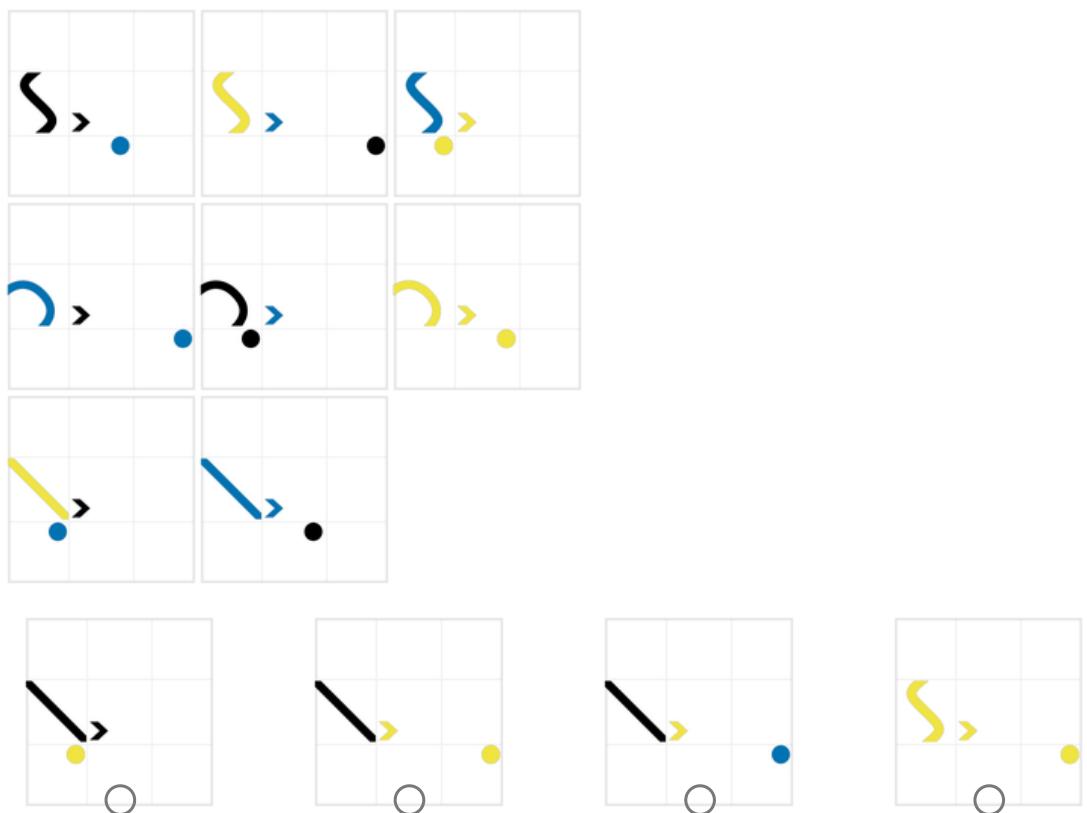


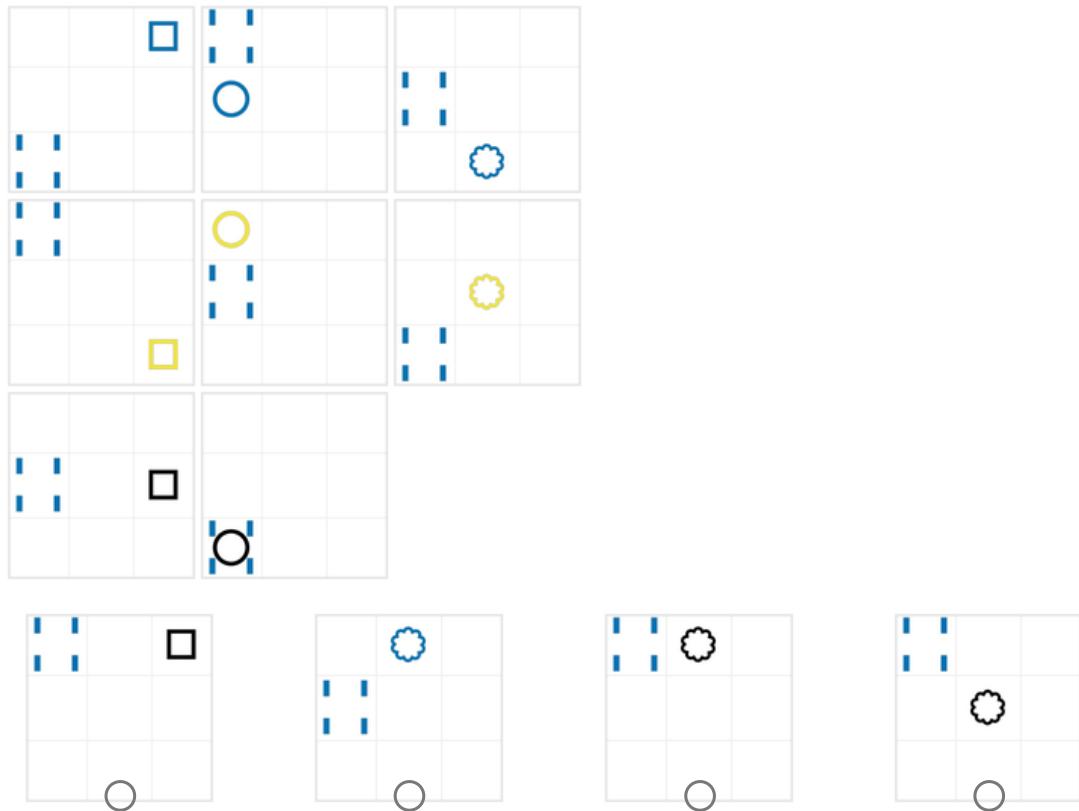












### Quiz 1 Beliefs

As a reminder, you will win the contest if you have a higher score than the person you are matched with. If you have the same score as the person you are matched with, the winner will be chosen randomly.

**What do you think are the chances, out of 100, that you will win the contest?** You can write down any number from 0 to 100 out of 100.

### **Commitment Choice**

You will have the opportunity to complete sets of sliders for payment in the third part of the study. We will ask you how many sets you want to complete for various payment rates both in the second part of the study (this part) and in the third part of the study. However, only one of these choices will be the one that counts.

Now, you will make a series of choices that allow you to affect the chance that your choices in this part of the study are the ones that count. These choices will involve extra sets of easy sliders. By choosing more or fewer easy sliders, you will change the probability that your choices in this part of the study are the ones that count.

**This decision will measure the strength of your preference for which choices count.**

We will randomly select which one of these choices will be the one that counts. When you make these decisions, treat every decision as if it is the one that counts because each decision could count.

Choose either the left or right option from each pair of options below.

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

1 easy set of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of  
today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

2 easy sets of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of  
today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

3 easy sets of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of  
today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

4 easy sets of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of  
today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**      **Make the next survey's choices more likely:**

5 easy set of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of  
today's choices being the ones that count      today's choices being the ones that count

## Task Allocation

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line, you chose "\${q://QID28/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line, you chose "\${q://QID29/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line, you chose "\${q://QID30/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line, you chose "\${q://QID31/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line, you chose "\${q://QID32/ChoiceGroup/SelectedChoices}."

In the third part of the study, you will be asked to complete a number of slider tasks. Each set of sliders will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in the third part of the study for different potential payment rates. Furthermore, you must choose how many sets of sliders you would like to complete if the sets of sliders are easy (20 sliders each), hard (30 sliders each), or without knowing whether they are easy or hard.

One choice will be randomly selected to be the one that counts. Recall that there is a 1 out of 5 chance of today's choices being the ones that count and 4 out of 5 chance of the next survey's choices being the ones that count. Because any choice can be selected, it is

in your interest to make every choice as if it will be the one that counts.

In the third part of the study, you will be asked to complete a number of slider tasks. Each set of sliders will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in the third part of the study for different potential payment rates. Furthermore, you must choose how many sets of sliders you would like to complete if the sets of sliders are easy (20 sliders each), hard (30 sliders each), or without knowing whether they are easy or hard.

One choice will be randomly selected to be the one that counts. Recall that there is a 4 out of 5 chance of today's choices being the ones that count and 1 out of 5 chance of the next survey's choices being the ones that count. Because any choice can be selected, it is in your interest to make every choice as if it will be the one that counts.

How many sets of sliders would you like to complete if you win the contest (so the sets are easy)? Please choose a number between 0 and 19 for each payment rate. Because this choice will only count if

you win the contest, the choice that is best for you **should not** depend on whether you think you will win.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

How many sets of sliders would you like to complete if you **lose** the contest (so **the sets are hard**)? Please choose a number between 0 and 19 for each payment rate. Because this choice will only count if you lose the contest, the choice that is best for you **should not** depend on whether you think you will win.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

How many sets of sliders would you like to complete **without knowing** whether you won the contest (so **the sets may be easy or hard**)? Please choose a number between 0 and 19 for each

payment rate. The choice that is best for you **should** depend on whether you think you will win the contest.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

## Commitment Payment Tasks

Recall that you chose "\${q://QID28/ChoiceGroup/SelectedChoices}." So you will complete \${e://Field/Task\_Price\_Commitment\_1} set(s) of sliders now.

Recall that you chose "\${q://QID29/ChoiceGroup/SelectedChoices}." So you will complete \${e://Field/Task\_Price\_Commitment\_1} set(s) of sliders now.

Recall that you chose "\${q://QID30/ChoiceGroup/SelectedChoices}." So you will complete \${e://Field/Task\_Price\_Commitment\_1} set(s) of sliders now.

Recall that you chose "\${q://QID31/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_1} set(s)  
of sliders now.

Recall that you chose "\${q://QID32/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_1} set(s)  
of sliders now.

## Easy Block 1

Set 1 of \${e://Field/Task\_Price\_Commitment\_1}: match each of the  
20 sliders to the amount written on the left. You will not be able to  
continue until all sliders are matched correctly.

|          |                       |                      |
|----------|-----------------------|----------------------|
| Match 18 | <input type="radio"/> | <input type="text"/> |
| Match 5  | <input type="radio"/> | <input type="text"/> |
| Match 9  | <input type="radio"/> | <input type="text"/> |
| Match 8  | <input type="radio"/> | <input type="text"/> |
| Match 11 | <input type="radio"/> | <input type="text"/> |
| Match 15 | <input type="radio"/> | <input type="text"/> |

## Goodbye

Thank you for completing this part of the study. Remember that there are 3 more parts of the study, and you must complete them all for your submissions to be approved. The next part of the study will appear on your Prolific dashboard on Thursday and you will be required to complete that part by Friday night.

**Please don't forget to click the arrow at the bottom to finalize this part of the survey. Not doing this could delay your payment or even result in being dropped from the experiment.**

|                 | Sunday | Monday   | Tuesday | Wednesday | Thursday  | Friday                                 | Saturday |
|-----------------|--------|--|---------|-----------|---|--|----------|
| This Week       |        |  |         |           | Part 1: Introduction  |  |          |
| Next Week       |        | Part 2:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 3 |         |           | Part 3:<br>1. Choose tasks for Part 3<br>2. Complete Part 3 tasks |  |          |
| Week After Next |        | Part 4:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 5 |         |           | Part 5:<br>1. Choose tasks for Part 5<br>2. Complete Part 5 tasks | Submissions approved and payments sent |          |

Completed Parts  
Current Part  
Future Parts

## II.3 Survey 3



### Task Allocation

Thank you for logging in to complete the third part of the study!

In this part of the study, you will be asked to complete a number of slider tasks. Each slider task will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in this part of the study for different potential payment rates. You must choose how many sets of sliders you would like to complete without knowing whether they are easy or hard. We will then tell you whether you won the contest and again ask you how many sets of sliders you would like to complete.

One choice will be randomly selected to be the one that counts. Recall that there is a 1 out of 5 chance of the last survey's choices being the ones that count and 4 out of 5 chance of today's choices being the ones that count. Because any choice can be selected, **it is in your interest to make every choice as if it will be the one that counts.**

In this part of the study, you will be asked to complete a number of slider tasks. Each slider task will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in this part of the study for different potential payment rates. You must choose how many sets of sliders you would like to complete without knowing whether they are easy or hard. We will then tell you whether you won the contest and again ask you how many sets of sliders you would like to complete.

One choice will be randomly selected to be the one that counts. Recall that there is a 4 out of 5 chance of the last survey's choices being the ones that count and 1 out of 5 chance of today's choices being the ones that count. Because any choice can be selected, it is in your interest to make every choice as if it will be the one that counts.

How many sets of sliders would you like to complete without knowing whether you won the contest (so the sets may be easy or hard)? Please choose a number between 0 and 19 for each payment rate. The choice that is best for you should depend on whether you think you will win the contest.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

## Contest Outcome

We can now reveal that you won the contest.

We can now reveal that you lost the contest.

Now that you know that you have won the contest (so the sets are easy), how many sets of sliders would you like to complete? Please choose a number between 0 and 19 for each payment rate.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

Now that you know that you have lost the contest (so the sets are hard), how many sets of sliders would you like to complete? Please choose a number between 0 and 19 for each payment rate.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

## Allocation Information

We randomly selected among the potential payment rates, and the rate that will count for you will be \$0.06/set of sliders.

We randomly selected among the potential payment rates, and the rate that will count for you will be \$0.12/set of sliders.

We randomly selected among the potential payment rates, and the rate that will count for you will be \$0.18/set of sliders.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_1\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Easy\_1\_10} sets of sliders if you won the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_1\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Easy\_1\_10} sets of sliders knowing you won the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_1\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Easy\_1\_20} sets of sliders if you won the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_1\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Easy\_1\_20} sets of sliders knowing you won the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_1\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Easy\_1\_30} sets of sliders if you won the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_1\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Easy\_1\_30} sets of sliders knowing you won the contest.

In the second part of the study, you indicated that you would do \${e://Field/All\_Com\_Unc\_1\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Hard\_1\_10} sets of sliders if you lost the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_1\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Hard\_1\_10} sets of sliders knowing you lost the contest.

In the second part of the study, you indicated that you would do \${e://Field/All\_Com\_Unc\_1\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Hard\_1\_20} sets of sliders if you lost the contest. Earlier in this part of the study, you indicated that you would

do \${e://Field/All\_Uncom\_Unc\_1\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Hard\_1\_20} sets of sliders knowing you lost the contest.

In the second part of the study, you indicated that you would do \${e://Field/All\_Com\_Unc\_1\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Hard\_1\_30} sets of sliders if you lost the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_1\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Hard\_1\_30} sets of sliders knowing you lost the contest.

We have randomly selected among these four options and today you will complete \${e://Field/All Implemented\_1} sets of sliders.

### Prolific Completion Code

Before completing the sets of sliders that you agreed to, please go to Prolific and type in the completion code CG0QV8IB. You must type in this code before starting with the sliders so that you do not

time out of the study. **It is important that you enter the code now because you will likely time out of the Prolific study if you do not.**

Please remember that you **must** complete the sets of sliders that you agreed to today in order to continue with the study and have your submissions approved.

**If you fail to enter the Prolific code now or you do not return and complete the sliders, you will not receive payment for any of the surveys you have completed as part of this study.**

Please go to Prolific and type in the completion code CG0QV8IB. After typing in the code, please return to this survey and complete it.

You **must** complete the survey in order to continue with the study and have your submissions approved.

**If you fail to enter the Prolific code now or you do not return and complete the survey, you will not receive payment for any of the studies you have completed as part of this survey.**

Please confirm that you have typed the completion code into Prolific.

- Yes, I have typed the completion code into Prolific.
- No, I have not typed the completion code into Prolific yet.

## Easy1

Easy set 1 of \${e://Field/All\_Implemented\_1}: Match each of the 20 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|          |                       |                      |
|----------|-----------------------|----------------------|
| Match 5  | <input type="radio"/> | <input type="text"/> |
| Match 12 | <input type="radio"/> | <input type="text"/> |
| Match 8  | <input type="radio"/> | <input type="text"/> |
| Match 11 | <input type="radio"/> | <input type="text"/> |
| Match 14 | <input type="radio"/> | <input type="text"/> |
| Match 16 | <input type="radio"/> | <input type="text"/> |
| Match 20 | <input type="radio"/> | <input type="text"/> |
| Match 13 | <input type="radio"/> | <input type="text"/> |
| Match 1  | <input type="radio"/> | <input type="text"/> |
| Match 4  | <input type="radio"/> | <input type="text"/> |
| Match 9  | <input type="radio"/> | <input type="text"/> |
| Match 3  | <input type="radio"/> | <input type="text"/> |
| Match 2  | <input type="radio"/> | <input type="text"/> |
| Match 7  | <input type="radio"/> | <input type="text"/> |

|          |                       |                      |
|----------|-----------------------|----------------------|
| Match 20 | <input type="radio"/> | <input type="text"/> |
| Match 5  | <input type="radio"/> | <input type="text"/> |
| Match 14 | <input type="radio"/> | <input type="text"/> |
| Match 15 | <input type="radio"/> | <input type="text"/> |
| Match 8  | <input type="radio"/> | <input type="text"/> |
| Match 12 | <input type="radio"/> | <input type="text"/> |
| Match 28 | <input type="radio"/> | <input type="text"/> |
| Match 16 | <input type="radio"/> | <input type="text"/> |
| Match 4  | <input type="radio"/> | <input type="text"/> |
| Match 2  | <input type="radio"/> | <input type="text"/> |
| Match 29 | <input type="radio"/> | <input type="text"/> |
| Match 23 | <input type="radio"/> | <input type="text"/> |
| Match 21 | <input type="radio"/> | <input type="text"/> |
| Match 19 | <input type="radio"/> | <input type="text"/> |

### Block 43

Thank you for completing this part of the study. Remember that there are 2 more parts of the study, and you must complete them all for your submissions to be approved. The next part of the study will

appear on your Prolific dashboard on Monday and you will be required to complete that part by Tuesday night.

**Please don't forget to click the arrow at the bottom to finalize this part of the survey. Not doing this could delay your payment or even result in being dropped from the experiment.**

|                 | Sunday | Monday   | Tuesday | Wednesday | Thursday  | Friday                                 | Saturday |
|-----------------|--------|--|---------|-----------|---|--|----------|
| This Week       |        |  |         |           | Part 1: Introduction  |  |          |
| Next Week       |        | Part 2:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 3 |         |           | Part 3:<br>1. Choose tasks for Part 3<br>2. Complete Part 3 tasks |  |          |
| Week After Next |        | Part 4:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 5 |         |           | Part 5:<br>1. Choose tasks for Part 5<br>2. Complete Part 5 tasks | Submissions approved and payments sent |          |

Completed Parts  
Current Part  
Future Parts

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## **Quiz 2 Block**

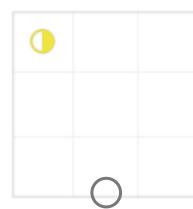
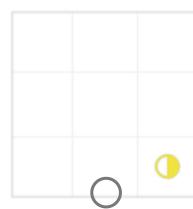
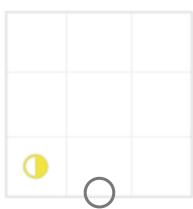
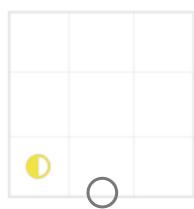
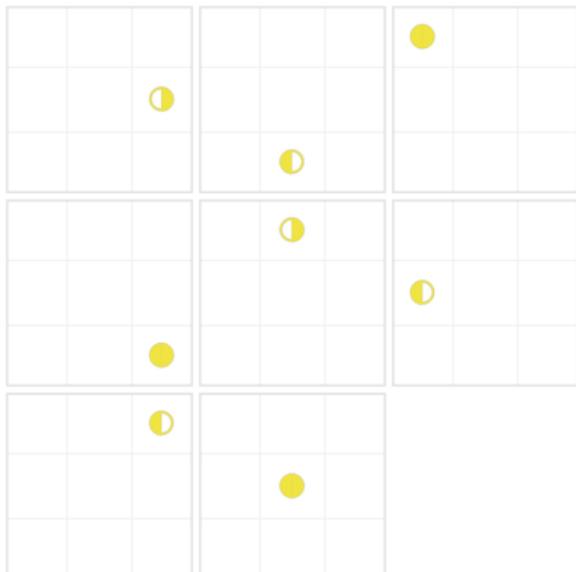
Thank you for logging in to complete the fourth part of the study!

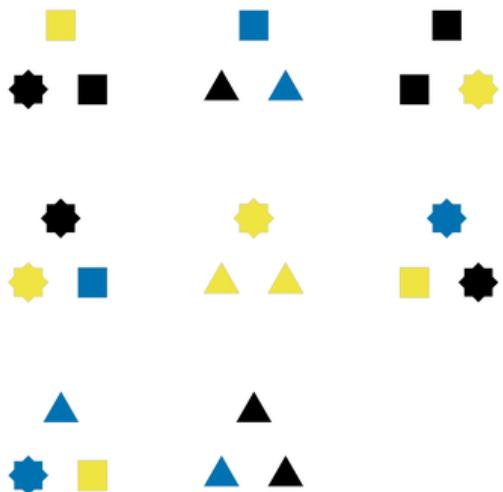
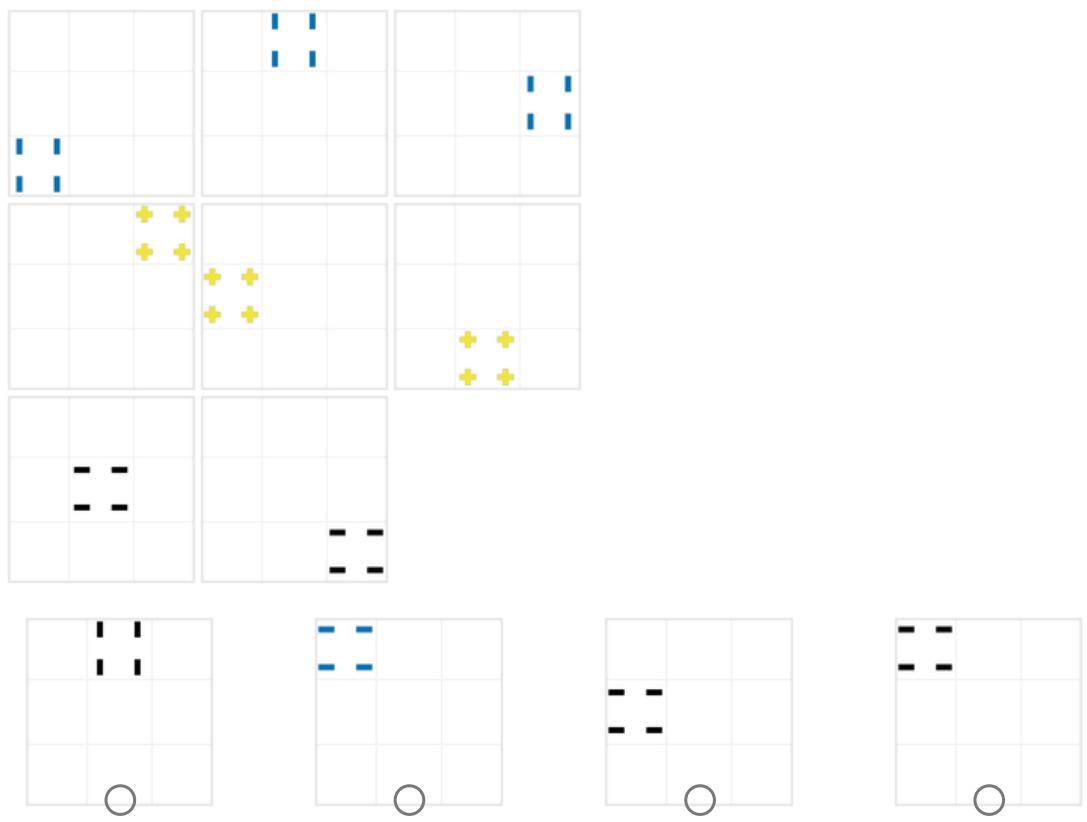
Before continuing with the study, you will compete in a contest against one other player that you are randomly matched with. The outcome of this contest will determine the difficulty of the sets of sliders that you will be asked to complete in the next part of the study. If you win the contest, you will need to complete “easy” sets that involve 20 sliders each. If you lose the contest, you will need to complete “hard” sets that will involve 30 sliders each. The payment that you receive for completing each set of sliders will be the same whether they are easy or hard.

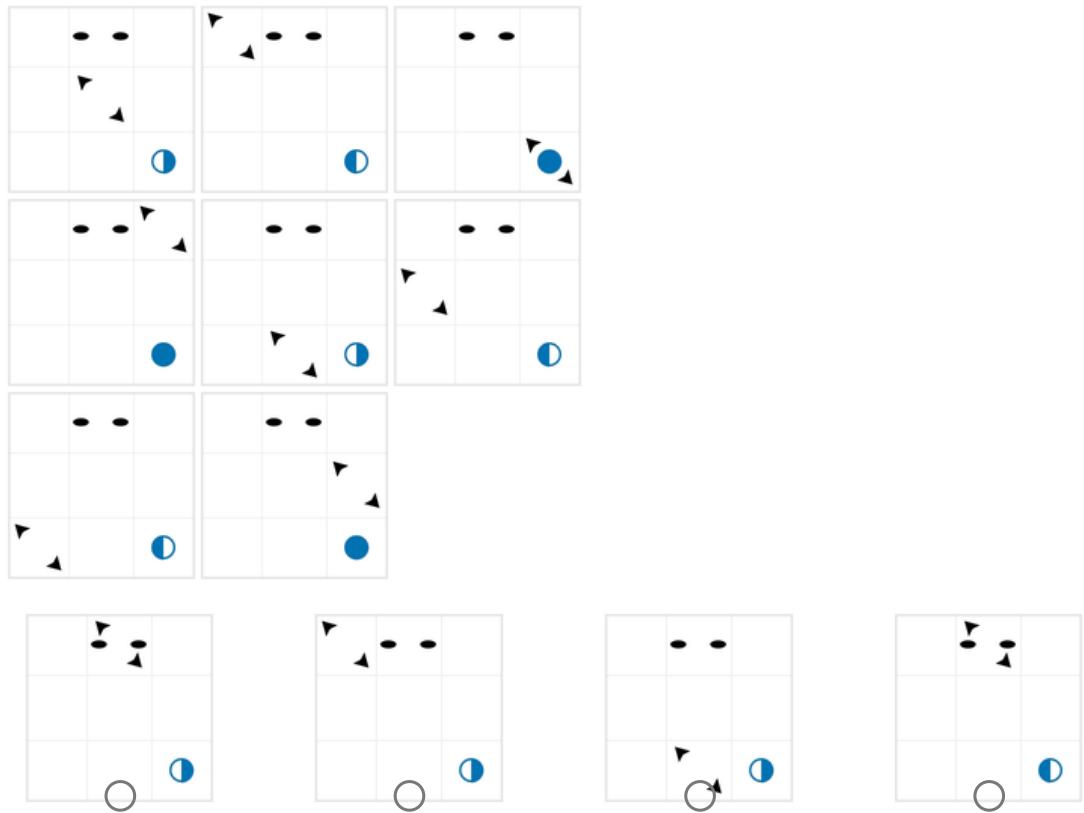
The contest will involve an IQ quiz with 10 questions. The quiz is similar to the quiz from the second part of the study, but the questions are different. In each question you will see eight images with a missing slot for a ninth. You will choose the best fit from among the four options that you are given.

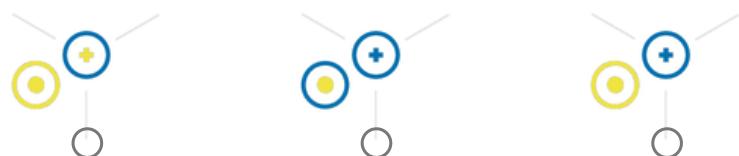
We will count the number of correct answers you and your opponent give. You will win the contest if you have a higher score than the person you are matched with. If you have the same score as the person you are matched with, the winner will be chosen randomly.

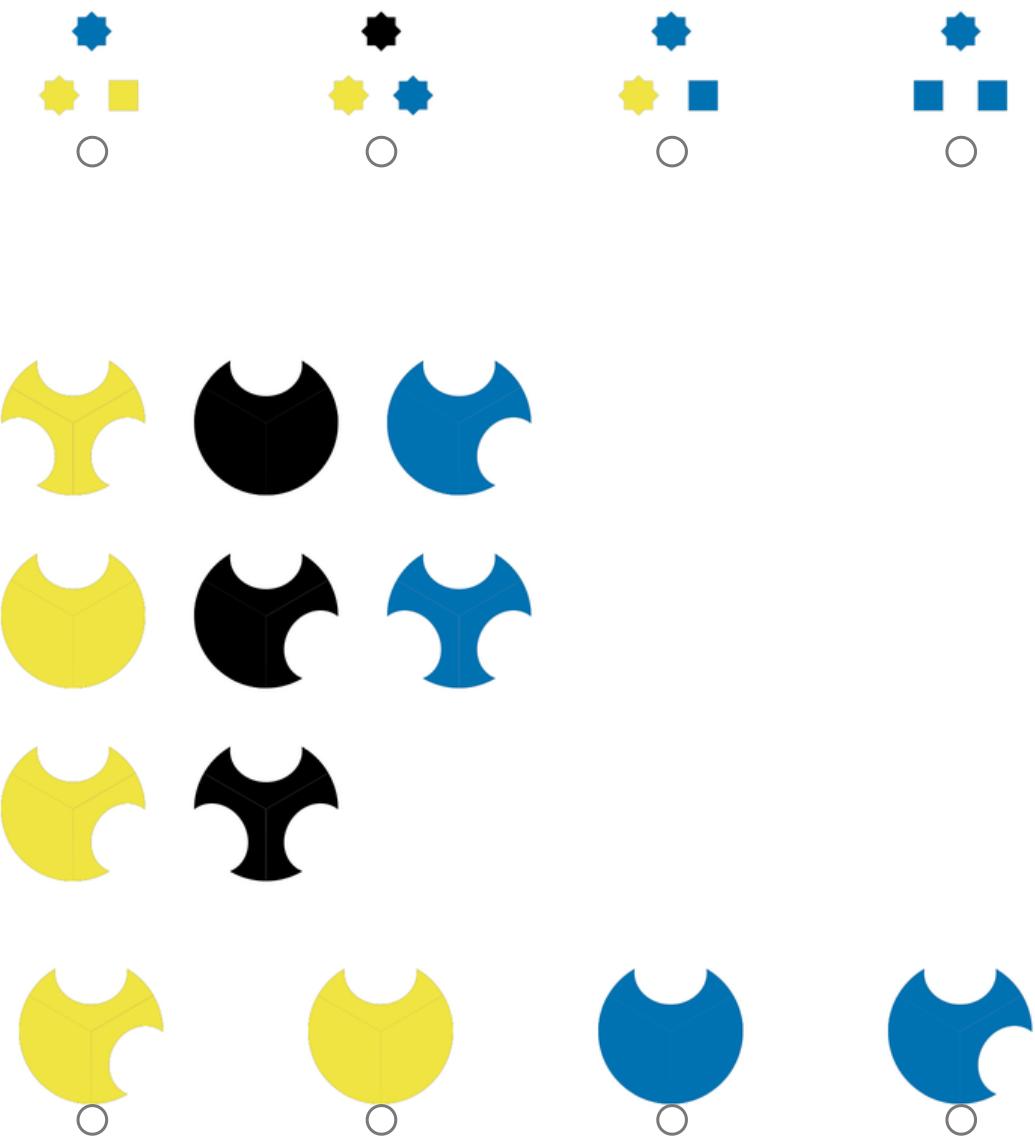
Please choose the best fit among the four options below for each question:

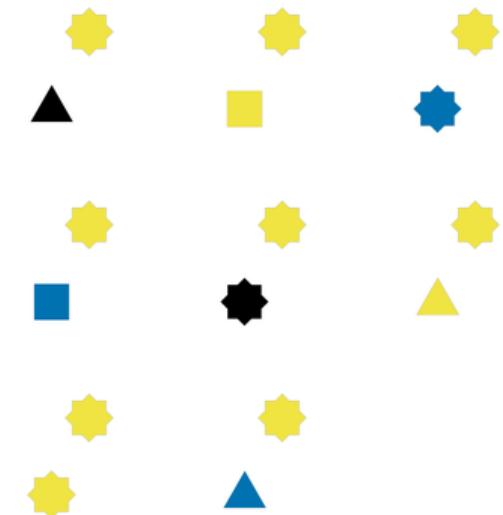


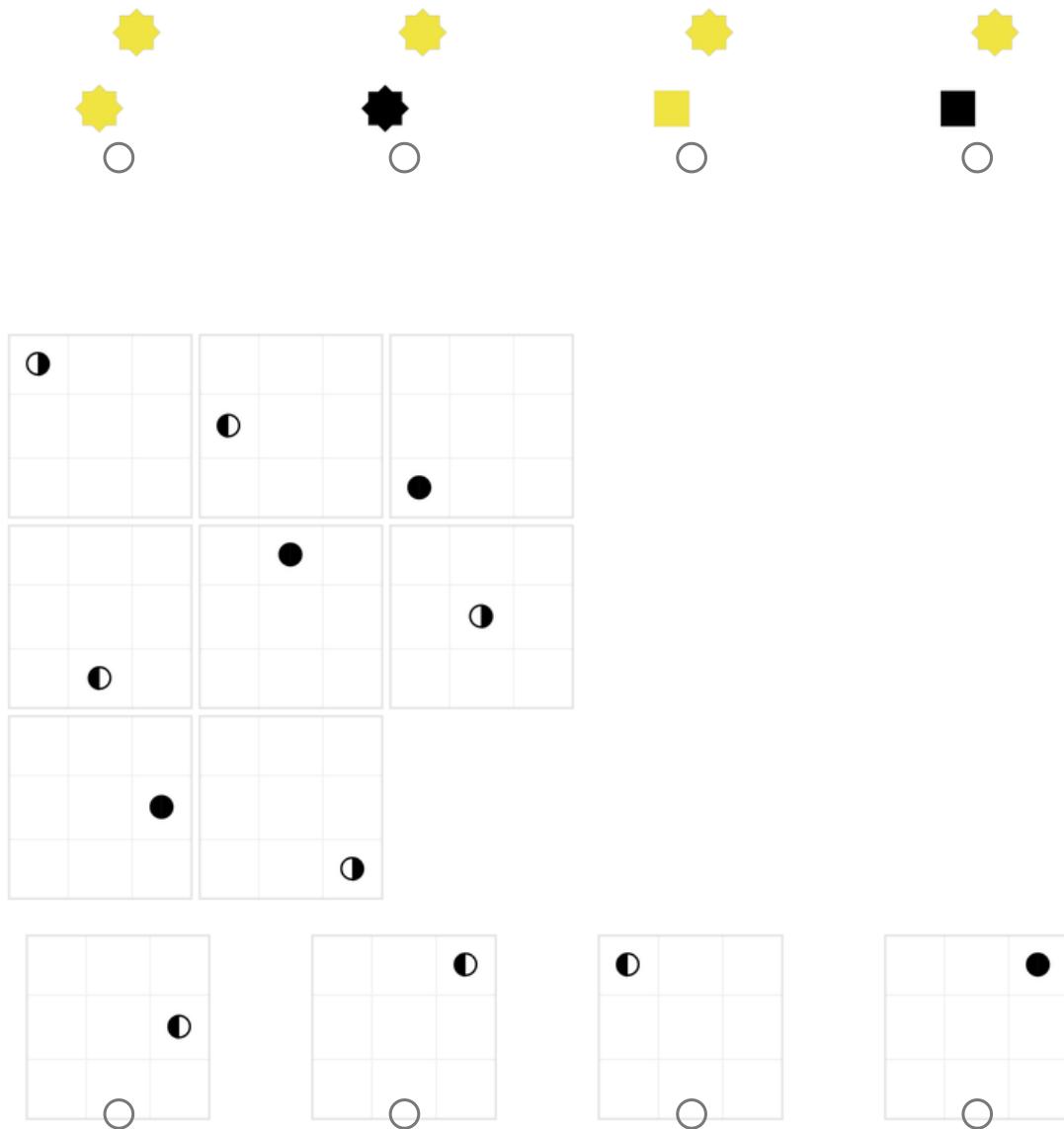












### Contest Beliefs: Control and Task Info Treatment

As a reminder, you will win the contest if you have a higher score than the person you are matched with. If you have the same score as the person you are matched with, the winner will be chosen randomly.

**What do you think are the chances, out of 100, that you will win the contest?** You can write down any number from 0 to 100 out of 100.

### **Contest Signal Treatment**

We already told you that you won the contest from Part 2 of the study. Please confirm that you understand this information

- I won the contest from the previous study.
- I did not win the contest from the previous study.

We already told you that you did not win the contest from Part 2 of the study. Please confirm that you understand this information

- I won the contest from the previous study.
- I did not win the contest from the previous study.

We also matched you with two other randomly drawn participants from the previous study, and **you lost against both of them**. Please confirm that you understand this information.

- I won against 0 out of 2 other randomly drawn participants.
- I won against 1 out of 2 other randomly drawn participants.
- I won against 2 out of 2 other randomly drawn participants.

We also matched you with two other randomly drawn participants from the previous study, and **you won against one of them**. Please confirm that you understand this information.

- I won against 0 out of 2 other randomly drawn participants.
- I won against 1 out of 2 other randomly drawn participants.
- I won against 2 out of 2 other randomly drawn participants.

We also matched you with two other randomly drawn participants from the previous study, and **you won against both of them**. Please confirm that you understand this information.

- I won against 0 out of 2 other randomly drawn participants.
- I won against 1 out of 2 other randomly drawn participants.
- I won against 2 out of 2 other randomly drawn participants.

As a reminder, you will win the contest if you have a higher score than the person you are matched with. If you have the same score as the person you are matched with, the winner will be chosen randomly.

**What do you think are the chances, out of 100, that you will win the contest?** You can write down any number from 0 to 100 out of 100.

## Task Info Treatment

In Session 2, for a payment rate of \$0.06 per set and knowing the sets would be easy, you agreed to complete \${e://Field/All\_Com\_Easy\_1\_10} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Easy\_1\_10} sets.

In Session 2, for a payment rate of \$0.12 per set and knowing the sets would be easy, you agreed to complete \${e://Field/All\_Com\_Easy\_1\_20} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Easy\_1\_20} sets.

In Session 2, for a payment rate of \$0.18 per set and knowing the sets would be easy, you agreed to complete \${e://Field/All\_Com\_Easy\_1\_30} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Easy\_1\_30} sets.

In Session 2, for a payment rate of \$0.06 per set and knowing the sets would be hard, you agreed to complete \${e://Field/All\_Com\_Hard\_1\_10} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Hard\_1\_10} sets.

In Session 2, for a payment rate of \$0.12 per set and knowing the sets would be hard, you agreed to complete \${e://Field/All\_Com\_Hard\_1\_20} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Hard\_1\_20} sets.

In Session 2, for a payment rate of \$0.18 per set and not knowing whether the sets would be easy or hard, you agreed to complete \${e://Field/All\_Com\_Unc\_1\_30} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Unc\_1\_30} sets.

In Session 2, for a payment rate of \$0.06 per set and not knowing whether the sets would be easy or hard, you agreed to complete \${e://Field/All\_Com\_Unc\_1\_10} sets. In Session 3, in the

same setting, you agreed to complete \${e://Field/All\_Uncom\_Unc\_1\_10} sets.

In Session 2, for a payment rate of \$0.12 per set and not knowing whether the sets would be easy or hard, you agreed to complete \${e://Field/All\_Com\_Unc\_1\_20} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Unc\_1\_20} sets.

In Session 2, for a payment rate of \$0.18 per set and not knowing whether the sets would be easy or hard, you agreed to complete \${e://Field/All\_Com\_Unc\_1\_30} sets. In Session 3, in the same setting, you agreed to complete \${e://Field/All\_Uncom\_Unc\_1\_30} sets.

So, **the amount of sets you chose in Session 2 is lower than the amount you chose in Session 3.** Please confirm you understand this information.

- The amount of sets I chose in Session 2 is higher than the amount I chose in Session 3.
- The amount of sets I chose in Session 2 is the same as the amount I chose in Session 3.
- The amount of sets I chose in Session 2 is lower than the amount I chose in Session 3.

So, the amount of sets you chose in Session 2 is the same as the amount you chose in Session 3. Please confirm you understand this information.

- The amount of sets I chose in Session 2 is higher than the amount I chose in Session 3.
- The amount of sets I chose in Session 2 is the same as the amount I chose in Session 3.
- The amount of sets I chose in Session 2 is lower than the amount I chose in Session 3.

So, the amount of sets you chose in Session 2 is higher than the amount you chose in Session 3. Please confirm you understand this information.

- The amount of sets I chose in Session 2 is higher than the amount I chose in Session 3.
- The amount of sets I chose in Session 2 is the same as the amount I chose in Session 3.
- The amount of sets I chose in Session 2 is lower than the amount I chose in Session 3.

Why might someone's choices change over time?

### Commitment Choice 2

You will have the opportunity to complete sets of sliders for payment in fifth part of the study. We will ask you how many sets of sliders you want to complete for various payment rates both in the fourth part of the study (this part) and in the fifth part of the study. However, only one of these choices will be the one that counts.

Now, you will make a series of choices that allow you to affect the chance that your choices in this part of the study are the ones that count. These choices will involve extra sets of easy sliders. By choosing more or fewer easy sliders, you will change the probability that your choices in this part of the study are the ones that count.

This decision will measure the strength of your preference for which choices count.

We will randomly select which one of these choices will be the one that counts. When you make these decisions, treat every decision as if it is the one that counts because each decision could count.

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

1 easy set of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of today's choices being the ones that count      today's choices being the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

2 easy sets of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

3 easy sets of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

4 easy sets of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of today's choices being  the ones that count      today's choices being  the ones that count

**Make this survey's choices more likely:**    **Make the next survey's choices more likely:**

5 easy set of sliders today, 4 out of 5 chance of 3 easy sets of sliders today, 1 out of 5 chance of today's choices being  the ones that count      today's choices being  the ones that count

## Task Allocation 2

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line

you chose "\${q://QID28/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line you chose "\${q://QID29/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line you chose "\${q://QID30/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line you chose "\${q://QID31/ChoiceGroup/SelectedChoices}."

We randomly selected one of the lines from the previous page, and your choice from that line will count. In the randomly selected line you chose "\${q://QID32/ChoiceGroup/SelectedChoices}."

In the fifth part of the study, you will be asked to complete a number of slider tasks. Each slider task will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in the fifth part of the study for different potential payment rates. Furthermore, you must choose how many sets of sliders you would like to complete if the sets of sliders are easy (20 sliders each), hard (30 sliders each), or without knowing whether they are easy or hard.

One choice will be randomly selected to be the one that counts. Recall that there is a 1 out of 5 chance of today's choices being the ones that count and 4 out of 5 chance of the next survey's choices being the ones that count. Because any choice can be selected, **it is in your interest to make every choice as if it will be the one that counts.**

In the fifth part of the study, you will be asked to complete a number of slider tasks. Each slider task will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in the fifth part of the study for different potential payment rates. Furthermore, you must choose how many sets of sliders you would like to complete if the sets of sliders are easy (20 sliders

each), hard (30 sliders each), or without knowing whether they are easy or hard.

One choice will be randomly selected to be the one that counts. Recall that there is a 4 out of 5 chance of today's choices being the ones that count and 1 out of 5 chance of the next survey's choices being the ones that count. Because any choice can be selected, **it is in your interest to make every choice as if it will be the one that counts.**

How many sets of sliders would you like to complete if you **win** the contest (so **the sets are easy**)? Please choose a number between 0 and 19 for each payment rate. Because this choice will only count if you win the contest, the choice that is best for you **should not** depend on whether you think you will win.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

How many sets of sliders would you like to complete if you **lose** the contest (so **the sets are hard**)? Please choose a number between 0 and 19 for each payment rate. Because this choice will only count if

you lose the contest, the choice that is best for you should not depend on whether you think you will win.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

How many sets of sliders would you like to complete without knowing whether you won the contest (so the sets may be easy or hard)? Please choose a number between 0 and 19 for each payment rate. The choice that is best for you should depend on whether you think you will win the contest.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

## Commitment Payment Tasks

Recall that you chose "\${q://QID28/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_2} set of  
sliders now.

Recall that you chose "\${q://QID29/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_2} set of  
sliders now.

Recall that you chose "\${q://QID30/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_2} set of  
sliders now.

Recall that you chose "\${q://QID31/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_2} set of  
sliders now.

Recall that you chose "\${q://QID32/ChoiceGroup/SelectedChoices}."  
So you will complete \${e://Field/Task\_Price\_Commitment\_2} set of  
sliders now.

## Easy Block 1

Set 1 of \${e://Field/Task\_Price\_Commitment\_2}: match each of the 20 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|          |                       |                      |
|----------|-----------------------|----------------------|
| Match 17 | <input type="radio"/> | <input type="text"/> |
| Match 10 | <input type="radio"/> | <input type="text"/> |
| Match 7  | <input type="radio"/> | <input type="text"/> |
| Match 18 | <input type="radio"/> | <input type="text"/> |
| Match 4  | <input type="radio"/> | <input type="text"/> |
| Match 15 | <input type="radio"/> | <input type="text"/> |
| Match 5  | <input type="radio"/> | <input type="text"/> |
| Match 14 | <input type="radio"/> | <input type="text"/> |
| Match 16 | <input type="radio"/> | <input type="text"/> |
| Match 1  | <input type="radio"/> | <input type="text"/> |
| Match 20 | <input type="radio"/> | <input type="text"/> |
| Match 12 | <input type="radio"/> | <input type="text"/> |
| Match 11 | <input type="radio"/> | <input type="text"/> |
| Match 19 | <input type="radio"/> | <input type="text"/> |

|          |  |
|----------|--|
|          |  |
| Match 17 |  |
| Match 15 |  |
| Match 20 |  |
| Match 8  |  |
| Match 16 |  |
| Match 18 |  |
| Match 1  |  |
| Match 11 |  |
| Match 3  |  |
| Match 7  |  |
| Match 2  |  |
| Match 9  |  |
| Match 13 |  |

## Goodbye

Thank you for completing this part of the study. Remember that there is 1 more part of the study, and you must complete it for your submissions to be approved. The next part of the study will appear on your Prolific dashboard on Thursday and you will be required to complete that part by Friday night.

**Please don't forget to click the arrow at the bottom to finalize this part of the survey. Not doing this could delay your payment or even result in being dropped from the experiment.**

|                 | Sunday | Monday   | Tuesday | Wednesday | Thursday  | Friday                                 | Saturday |
|-----------------|--------|--|---------|-----------|---|--|----------|
| This Week       |        |  |         |           | Part 1: Introduction  |  |          |
| Next Week       |        | Part 2:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 3 |         |           | Part 3:<br>1. Choose tasks for Part 3<br>2. Complete Part 3 tasks |  |          |
| Week After Next |        | Part 4:<br>1. Complete IQ quiz<br>2. Choose tasks for Part 5 |         |           | Part 5:<br>1. Choose tasks for Part 5<br>2. Complete Part 5 tasks | Submissions approved and payments sent |          |

Completed Parts  
Current Part  
Future Parts

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## Task Allocation

Thank you for logging in to complete the fifth and final part of the study!

In this part of the study, you will be asked to complete a number of slider tasks. Each slider task will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in this part of the study for different potential payment rates. You must choose how many sets of sliders you would like to complete without knowing whether they are easy or hard. We will then tell you whether you won the contest and again ask you how many sets of sliders you would like to complete.

One choice will be randomly selected to be the one that counts. Recall that there is a 1 out of 5 chance of the last survey's choices being the ones that count and 4 out of 5 chance of today's choices being the ones that count. Because any choice can be selected, **it is**

in your interest to make every choice as if it will be the one that counts.

In this part of the study, you will be asked to complete a number of slider tasks. Each slider task will contain either 20 sliders (if you win the contest) or 30 sliders (if you lose the contest). You will be paid for each set of sliders that you complete.

We would like to know how many sets of sliders you would like to complete in this part of the study for different potential payment rates. You must choose how many sets of sliders you would like to complete without knowing whether they are easy or hard. We will then tell you whether you won the contest and again ask you how many sets of sliders you would like to complete.

One choice will be randomly selected to be the one that counts. Recall that there is a 4 out of 5 chance of the last survey's choices being the ones that count and 1 out of 5 chance of today's choices being the ones that count. Because any choice can be selected, it is in your interest to make every choice as if it will be the one that counts.

How many sets of sliders would you like to complete without knowing whether you won the contest (so the sets may be easy or hard)? Please choose a number between 0 and 19 for each

payment rate. The choice that is best for you **should** depend on whether you think you will win the contest.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

## Contest Outcome

We can now reveal that **you won the contest.**

We can now reveal that **you lost the contest.**

Now that you know that you have won the contest (so **the sets are easy**), how many sets of sliders would you like to complete? Please choose a number between 0 and 19 for each payment rate.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

Now that you know that you have lost the contest (so the sets are hard), how many sets of sliders would you like to complete? Please choose a number between 0 and 19 for each payment rate.

\$0.06/set of sliders

\$0.12/set of sliders

\$0.18/set of sliders

## Allocation Information

We randomly selected among the potential payment rates, and the rate that will count for you will be \$0.06/set of sliders.

We randomly selected among the potential payment rates, and the rate that will count for you will be \$0.12/set of sliders.

We randomly selected among the potential payment rates, and the rate that will count for you will be \$0.18/set of sliders.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_2\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Easy\_2\_10} sets of sliders if you won the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_2\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Easy\_2\_10} sets of sliders knowing you won the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_2\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Easy\_2\_20} sets of sliders if you won the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_2\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Easy\_2\_20} sets of sliders knowing you won the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_2\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Easy\_2\_30} sets of sliders if you won the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_2\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Easy\_2\_30} sets of sliders knowing you won the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_2\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Hard\_2\_10} sets of sliders if you lost the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_2\_10} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Hard\_2\_10} sets of sliders knowing you lost the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_2\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Hard\_2\_20} sets of sliders if you lost the contest. Earlier in this part of the study, you indicated that you

would do \${e://Field/All\_Uncom\_Unc\_2\_20} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Hard\_2\_20} sets of sliders knowing you lost the contest.

In the second part of the study, for the payment rate that counts, you indicated that you would do \${e://Field/All\_Com\_Unc\_2\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Com\_Hard\_2\_30} sets of sliders if you lost the contest. Earlier in this part of the study, you indicated that you would do \${e://Field/All\_Uncom\_Unc\_2\_30} sets of sliders without knowing the outcome of the contest, and that you would do \${e://Field/All\_Uncom\_Hard\_2\_30} sets of sliders knowing you lost the contest.

We have randomly selected among these four options and today you will complete \${e://Field/All Implemented\_2} sets of sliders.

### Prolific Completion Code

Before completing the sets of sliders that you agreed to, please go to Prolific and type in the completion code CP8TQ9VA. **You must type in this code before starting with the sliders so that you do**

not time out of the study. It is important that you enter the code now because you will likely time out of the Prolific study if you do not.

Please remember that you **must** complete the sets of sliders that you agreed to today in order to continue with the study and have your submissions approved.

**If you fail to enter the Prolific code now or you do not return and complete the sliders, you will not receive payment for any of the surveys you have completed as part of this study.**

Please go to Prolific and type in the completion code CP8TQ9VA. After typing in the code, please return to this survey and complete it.

You **must** complete the survey in order to continue with the study and have your submissions approved.

**If you fail to enter the Prolific code now or you do not return and complete the survey, you will not receive payment for any of the studies you have completed as part of this survey.**

Please confirm that you have typed the completion code into Prolific.

- Yes, I have typed the completion code into Prolific.
- No, I have not typed the completion code into Prolific yet.

## Easy1

Easy set 1 of \${e://Field/All\_Implemented\_2}: Match each of the 20 sliders to the amount written on the left. You will not be able to continue until all sliders are matched correctly.

|          |                       |                      |
|----------|-----------------------|----------------------|
| Match 10 | <input type="radio"/> | <input type="text"/> |
| Match 19 | <input type="radio"/> | <input type="text"/> |
| Match 17 | <input type="radio"/> | <input type="text"/> |
| Match 12 | <input type="radio"/> | <input type="text"/> |
| Match 20 | <input type="radio"/> | <input type="text"/> |
| Match 11 | <input type="radio"/> | <input type="text"/> |
| Match 13 | <input type="radio"/> | <input type="text"/> |
| Match 9  | <input type="radio"/> | <input type="text"/> |
| Match 15 | <input type="radio"/> | <input type="text"/> |
| Match 16 | <input type="radio"/> | <input type="text"/> |
| Match 1  | <input type="radio"/> | <input type="text"/> |
| Match 14 | <input type="radio"/> | <input type="text"/> |
| Match 2  | <input type="radio"/> | <input type="text"/> |
| Match 6  | <input type="radio"/> | <input type="text"/> |

|          |   |  |
|----------|---|--|
|          |   |  |
| Match 19 | ○ |  |
| Match 20 | ○ |  |
| Match 25 | ○ |  |
| Match 5  | ○ |  |
| Match 7  | ○ |  |
| Match 11 | ○ |  |
| Match 27 | ○ |  |
| Match 15 | ○ |  |
| Match 17 | ○ |  |
| Match 9  | ○ |  |
| Match 16 | ○ |  |
| Match 6  | ○ |  |
| Match 2  | ○ |  |
| Match 26 | ○ |  |

**Goodbye**

That was the final part of the study. Thank you for completing all parts.

**Please don't forget to click the arrow at the bottom to finalize  
this part of the survey. Not doing this could delay your payment  
or even result in being dropped from the experiment.**

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