Experiment instructions: *Contest treatment*

Comprehension questions

- This study contains comprehension questions to make sure you understand the instructions
- Please pay attention and follow the instructions during the entire study
- **If you answer 3 or more comprehension questions incorrectly, your session will end, you will not be allowed to continue the study, and you will receive only a partial payment of $1**

Next

The study

- Today's study consists of the **Main Study** and an **Extra Part**
- We will explain to you the Main Study now
- We will explain the Extra Part after you finish the Main Study

Previous Next

No deception

- This study involves no deception
- This means that all instructions you receive in this study are **true and accurate,** as required by Stanford University's Ethical Review Board

Previous Next

Main Study

- The instructions explain how your choices influence your earnings
- Any earnings you make in the Main Study will be paid to you in addition to your guaranteed payment of $2.50 for completing the study

Previous Next

```
01000000101101011100110111100010001101100000001001
00010001101111011101001101111110111110010101110001
00110110100000111110001110000010101011111011110110
01100001011000010100101010011010101110011000000101
01010000011111100100010001110100000100010011011000
01011111100011010000011000000000111111110111000011
```

The task

- In the Main Study, your task is to count the number of ones (1) in a table of randomly generated zeros (0) and ones (1), similar to the example above
- You have **2 minutes** to give your answer
- You receive $1 if your answer is correct and $0 if your answer is incorrect
- When doing the task, the page automatically advances after **2 minutes**, so you must make sure to enter your answer in the corresponding box before the time is over

Previous Next

Practice round

- Before you start your task, you will complete one practice round of counting the number of ones (1) in a table of randomly generated zeros (0) and ones (1), to familiarize yourself with the task
- The practice round does not affect your earnings in any way. It is only for practice
- The practice round will start after you answer the following comprehension questions

Previous Next

Comprehension Questions

This study involves no deception, which means that all instructions you receive in this study are true and accurate.

- ○ True
- ○ False

Consider the following table, which is smaller than the table you will see in the actual task, and is shown here only to make sure you understand the task:

```
0010011
1000100
```

How many ones (1) are in the table?

- ○ 3
- ○ 4
- ○ 5
- ○ 6

Your task is to count the number of ones (1) in a table. You receive $1 if your answer is correct and $0 if your answer is incorrect.

- ○ True
- ○ False

Submit your answers

Practice round

- You are ready to begin the practice round
- This round does not affect your earnings in any way
- It serves only to familiarize yourself with the task of counting ones (1) in a table of randomly generated zeros (0) and ones (1)

Start the practice round

Time left to complete this page: **1:51**

Practice round

```
0100000010110101110011011110001000110110000000001001
0001000110111101110100110111111011111001010111000 1
0011011010000011111000111000001010101111101111011 0
0110000101100001010010101001101010111001100000010 1
0101000001111110010001000111010000010001001101100 0
0101111110001101000001100000000011111111011100001 1
```

How many ones (1) are in the table?

Your answer will be automatically submitted when the time expires.

Continue with instructions

- The practice round is over
- You are now ready to continue with the instructions

Continue with the instructions

Previous participant

- We conducted a previous study with participants from Prolific
- You have been randomly matched to a participant from the previous study, whom we refer to as the "previous participant" in the instructions to you
- In their Main Study, the previous participant's task was exactly as yours: they had 2 minutes to count the number of ones (1) in a table of randomly generated zeros (0) and ones (1)
- When doing the task, the previous participant saw exactly the same table you will see when you do your task

Previous Next

Previous participant's earnings

- The previous participant received **$1** if their answer was correct and **$0** if their answer was incorrect

Previous Next

Mistake

- When determining the previous participant's earnings, the computer sometimes made a mistake at random in the following way
  - If the previous participant's answer was correct, the computer never made a mistake and gave the participant **$1** in earnings
  - But, if the previous participant's answer was incorrect, then:
    - With 50 percent chance, the computer gave the participant **$0** in earnings
    - With 50 percent chance, the computer made a mistake and gave the participant **$1** in earnings even though their answer was incorrect

Previous Next

Information to the previous participant

- The previous participant was informed that there might be a mistake in their earnings as explained in the previous page
- At the end of the study, the previous participant was informed of their earnings in the task as determined by the computer
- But, the previous participant was not informed of whether their answer was correct or whether the computer had made a mistake when determining their earnings

Previous Next

Payment to the previous participant

- The previous participant has not yet been paid their earnings in the study
- The previous participant has only been paid their guaranteed payment for completing the study
- The previous participant was informed that they would be randomly matched to a participant
- The previous participant was informed that their final payment depended on the decision of the participant they are matched to

Previous Next

Comprehension Questions

You have been randomly matched to a participant from a previous session.

- ○ True
- ○ False

When doing their task, the previous participant ...

- ○ saw a different table from the one you will see when you do your task
- ○ saw exactly the same table you will see when you do your task

If the previous participant's answer was correct, ...

- ○ The computer never made a mistake and gave the previous participant $1
- ○ The computer could have made a mistake and give the previous participant $0

If the previous participant's answer was incorrect, ...

- ○ The computer never made a mistake and gave the previous participant $0
- ○ With a 50 percent chance the computer gave the previous participant $0, and with a 50 percent chance the computer made a mistake and gave the previous participant $1

At the end of the study, the previous participant was informed of their earnings in the task, but not of whether their answer was correct or whether the computer made a mistake when determining their earnings.

- ○ True
- ○ False

Submit your answers

Your task

- Your task is to count the number of ones (1) in a table of randomly generated zeros (0) and ones (1)
- You will see the same table the previous participant saw
- You have **2 minutes** to give your answer

Previous Next

Your decision

- Before you start the task, you have to choose between two options:
  - Option **A**: not to look for a mistake in the previous participant's earnings
  - Option **B**: look for a mistake in the previous participant's earnings

Previous Next

Option A

- If you choose not to look for a mistake in the previous participant's earnings (Option **A**), then:
  - You receive $1 if your answer is correct and $0 if your answer is incorrect
  - The previous participant's earnings remain unchanged, regardless of whether there was a mistake in their earnings

Previous Next

Option B

- If you choose to look for a mistake in the previous participant's earnings (Option **B**), then:
  - You receive $1 if your answer is correct and $0 if your answer is incorrect
  - In addition, if your answer is correct, and the previous participant's answer was incorrect but the computer made a mistake and gave them $1, then $1 is taken away from the participant's earnings

Previous Next

Option B

- In other words, if you choose to look for a mistake in the previous participant's earnings (Option **B**) and your answer is correct, then:
  - If the previous participant's answer was correct, the previous participant's earnings remain unchanged
  - If the previous participant's answer was incorrect and they received $0, the previous participant's earnings remain unchanged
  - If the previous participant's answer was incorrect but the computer made a mistake and they received $1, then $1 is taken away from the previous participant's earnings

Previous Next

Information to previous participant

- If you choose to look for a mistake in the previous participant's earnings, and your answer is correct and the previous participant's answer was incorrect but they received $1, we will send the previous participant a message notifying them that their answer was found to be incorrect based on your choice and that $1 is being taken away from their earnings

Previous Next

Payments

- You will be paid your earnings in the Main Study
- The previous participant will be paid their earnings, minus $1 if you choose to look for a mistake in their earnings and there was a mistake

Previous Next

Comprehension Questions

If you choose not to look for a mistake in the previous participant's earnings (Option **A**), then:

- ○ $1 is taken away from the previous participant's earnings
- ○ the previous participant's earnings remain unchanged, regardless of whether there was a mistake in their earnings

If you choose to look for a mistake in the previous participant's earnings (Option **B**), and your answer is correct and the previous participant's answer was incorrect but they received $1, then:

- ○ $1 is taken away from the previous participant's earnings
- ○ the previous participant's earnings remain unchanged, regardless of whether there was a mistake in their earnings

If you choose to look for a mistake in the previous participant's earnings (Option **B**), and your answer is correct and the previous participant's answer was incorrect but they received $1, we will notify the previous participant that their answer was found to be incorrect based on your choice and that $1 is being taken away from their earnings.

- ○ True
- ○ False

Submit your answers

Ready to start

- You are ready to start the task

Previous | Click to see a summary of the instructions

Summary of instructions

The task

- Your task is to count the number of ones (1) in a table of randomly generated zeros (0) and ones (1)

Your earnings

- If your answer is correct, you receive $1
- If your answer is incorrect, you receive $0

Previous participant

- You have been randomly matched to a participant from a previous session
- The previous participant's task was to count the number of ones (1) in the same table you will see
- If their answer was correct, the previous participant received $1
- If their answer was incorrect, then:
  - With 50 percent chance the computer gave them $0
  - With 50 percent chance the computer made a mistake and gave them $1
- The previous participant was informed of their earnings, but not of whether there was any mistake when determining their earnings

Your decision

- Before you start the task, you choose whether to look for a mistake in the previous participant's earnings
  - If you choose not to look for a mistake, the previous participant's earnings remain unchanged regardless of whether there was a mistake in their earnings
  - If you choose to look for a mistake, and your answer is correct and the previous participant's answer was incorrect but they received $1, then $1 is taken away from the previous participant's earnings
  - In that case the previous participant will be notified that their answer was found to be incorrect based on your choice and that $1 is being taken away from their earnings

Click to proceed

Your decision

Do you want to look for a mistake in the previous participant's earnings?

- Option A: No
- Option B: Yes

Submit your decision

Your decision has been recorded.

Before you start the task, please answer the following 2 questions.

Question 1

- We are interested in knowing what you think is the chance that you will answer the task correctly
- Please answer this question by indicating a number between 0 and 100 percent (included)
- 0 percent means you are entirely sure you will answer the task incorrectly
- 100 percent means you are entirely sure you will answer the task correctly
- You can indicate any whole number between 0 and 100 (0, 1, 2, ..., 98, 99, 100)
- The greater you think is the chance you will answer the task correctly, the greater should be the number you indicate

What do you think is the chance you will answer the task correctly? Please indicate a number between 0 and 100 percent (included).

Submit your answer and go to Question 2

Question 2

- Recall that you are matched to a previous participant who counted the number of ones (1) in a table of randomly generated zeros (0) and ones (1)
- Other participants completed the same previous study, including counting the number of ones (1) in that same table
- At the end of the previous study, we randomly chose 20 participants other than the participant you are matched to
- For this question, you are asked to guess how many of those 20 participants gave the correct answer when counting the number of ones (1) in the table
- You receive an extra **$1** in the Main Study if your guess is correct, and **$0** if your guess is incorrect
- These extra earnings are in addition to your earnings from the task you will do

We randomly chose 20 participants of the previous study excluding the participant you are matched to. How many of those 20 participants do you think gave the correct answer when counting the number of ones (1) in the previous study?

You receive an extra **$1** if your guess is correct

Submit your answer and go to the task

Your task

You are ready to start the task.

Click to start the task

Time left to complete this page: **1:55**

Your task

```
10111110011110001000010101100100001111100110011001
11001011001000010101000011011100000101110011101001
11101011001011001110110010111110000101000101111110
11011101100001000000111001110110100001111100000101
01001101011100110101000000101111111101111010011010
11000100011000110110110100011110001011100011101000
```

How many ones (1) are in the table?

Your answer will be automatically submitted when the time expires.

End of Main Study

- The task is over
- You have now finished the **Main Study** and are ready to go to the **Extra Part**

Click to go to the Extra Part

Extra Part

- For the Extra Part, your task is to count the number of ones (1) in another table of randomly generated zeros (0) and ones (1)
- You have **2 minutes** to give your answer
- You receive **$1** if your answer is correct and **$0** if your answer is incorrect
- This payment is in addition to your guaranteed payment of $2.50 for completing the study and your corresponding payment in the Main Study

Previous Next

Your task

You are ready to start the task.

Click to start the task

Time left to complete this page: **1:55**

Your task

```
10111111010100011100101010101100010011010000101011
00011000100100010101110001110100111101011010110110
10100000001100100100001010011000000111001110111010
01100100111001100111010111100101011000110010010001
11011001111101010101101110010001001001010110010110
00010100100001000001111111100001010010010001010100
```

How many ones (1) are in the table?

Your answer will be automatically submitted when the time expires.

Experiment instructions: *Deduct-a-$1 treatment*

Comprehension questions

- This study contains comprehension questions to make sure you understand the instructions
- Please pay attention and follow the instructions during the entire study
- **If you answer 3 or more comprehension questions incorrectly, your session will end, you will not be allowed to continue the study, and you will receive only a partial payment of $0.50**

Next

No deception

- This study involves no deception
- This means that all instructions you receive in this study are **true and accurate,** as required by Stanford University's Ethical Review Board

Previous Next

The study

- In this study you are randomly matched to another participant from Prolific, whom we refer to as the "other participant" in the instructions to you
- In this study you make one decision
- Your decision influences your earnings and the earnings of the other participant
- The other participant does not make any decision, and therefore cannot influence your earnings or their own earnings in this study

Previous Next

Payments

- Any earnings you make in this study will be paid to you in addition to your guaranteed payment of $1.25 for completing the study
- Any earnings the other participant makes in this study will be paid to them in addition to their guaranteed payment of $1.25 for completing the study

Previous Next

Comprehension Questions

This study involves no deception, which means that all instructions you receive in this study are true and accurate.

- ○ True
- ○ False

In this study you make one decision, and your decision influences your earnings and the earnings of the other participant.

- ○ True
- ○ False

Submit your answers

Your color

- The computer will randomly assign you a color
  - With **50** percent chance it will assign you the color green
  - With **50** percent chance it will assign you the color black

Previous Next

The other participant's color

- The computer will randomly assign the other participant a color
  - With **50** percent chance it will assign the other participant the color yellow
  - With **25** percent chance it will assign the other participant the color blue
  - With **25** percent chance it will assign the other participant the color red

Previous Next

Comprehension Questions

The color assigned to you will be:

- green with 10 percent chance and black with 90 percent chance
- green with 50 percent chance and black with 50 percent chance

The color assigned to the other participant will be:

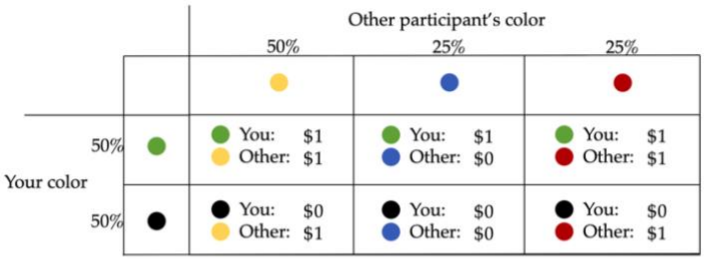
- yellow with 50 percent chance, blue with 25 percent chance, and red with 25 percent chance
- yellow with 10 percent chance, blue with 30 percent chance, and red with 60 percent chance

Submit your answers

Payments

- Your payment and the other participant's payment in this study depend on the colors assigned to each, and on the decision you make
- For your decision, you have to choose between two options: Option **A** and Option **B**

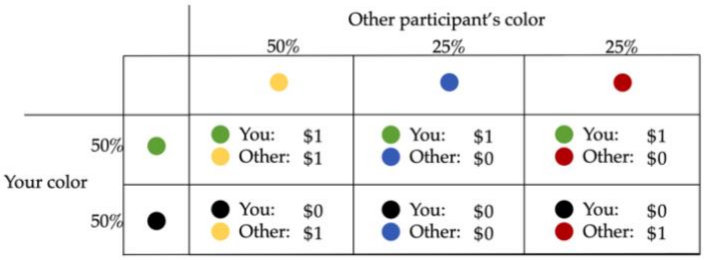
Previous Next



Option A

- If you choose Option **A**, payments depend on your color and the other participant's color as shown in the table above
- In the table, **"You"** is the payment you receive and **"Other"** is the payment the other participant receives
- For example, if your color is green and the other participant's color is yellow, your payment is **$1** and the other participant's payment is **$1**
- The numbers with **"%"** are the chance each color is chosen, as explained before
  - Your color is green with 50 percent chance and black with 50 percent chance
  - The other participant's color is yellow with 50 percent chance, blue with 25 percent chance, and red with 25 percent chance

Previous Next

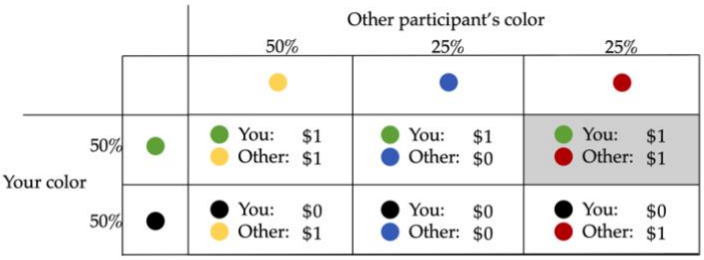


Option B

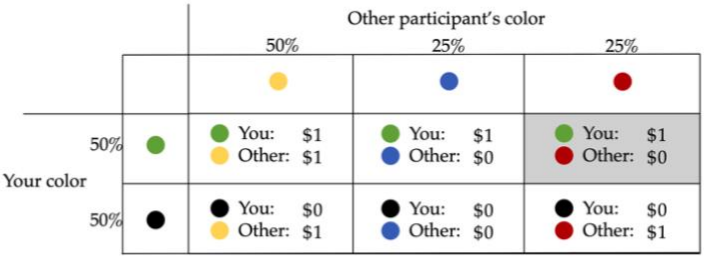
- If you choose Option **B**, payments depend on your color and the other participant's color as shown in the table above
- The next page explains the difference between Option **A** and Option **B**

Previous Next

Option A



Option B

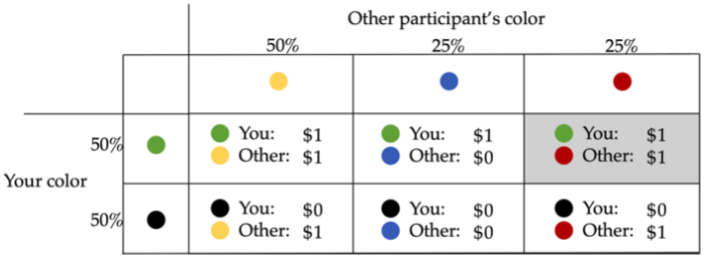


Difference between Options A and B

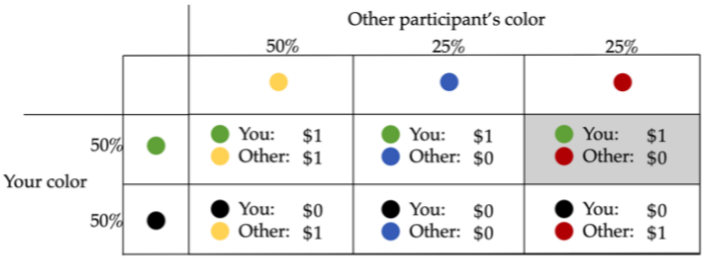
- The only difference between Option **A** and Option **B** is the payments if your color is green and the other participant's color is red
- The difference between Option **A** and Option **B** is highlighted in gray in the tables above
- If your color is green and the other participant's color is red, the difference is:
  - Option **A**: you receive **$1** and the other participant receives **$1**
  - Option **B**: you receive **$1** and the other participant receives **$0**

Previous Next

Option A



Option B



Information

- After you make your decision and the computer assigns colors, the study ends
- At the end of the study, you will be informed only of your own payment
- The other participant will be informed only of their own payment

Previous Next

Comprehension Questions

The difference between Option A and Option B is:

- ○ The payments if your color is green and the other participant's color is red change between Option A and Option B, as highlighted in gray on the tables
- ○ The chance of being assigned a particular color changes between Option A and Option B

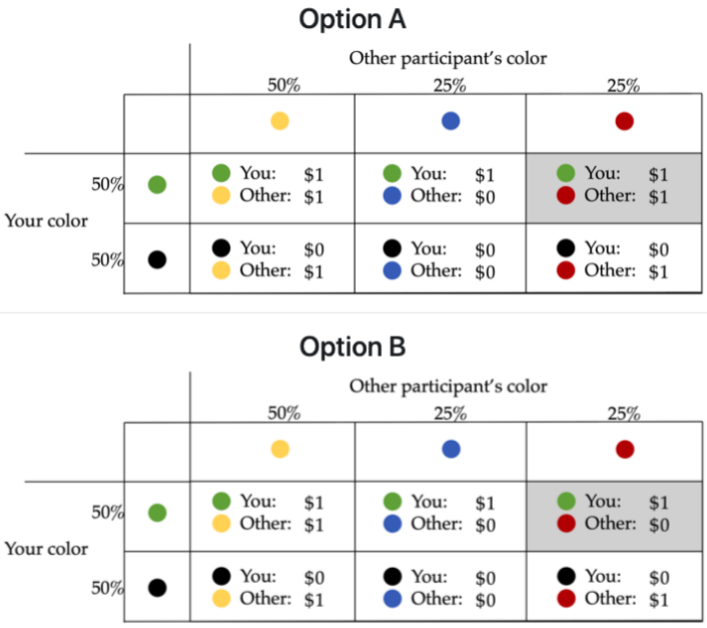
Submit your answers

Ready

- You are ready to make your decision

Previous Click to see a summary of the instructions

Your decision



Which option do you choose?

- Option A
- Option B

Submit your decision