

A.2 Experimental Instructions

A.2.1 Main Treatment

WELCOME

You are invited to participate in a research study run by the Department of Economics at Stanford University. **If you successfully complete the study, you will receive a \$3 fixed payment. You may also receive an additional bonus payment (up to \$2) in the study. Therefore, the total payment for completion will be \$3-5.**

On the next page, you will see a consent form. Please review it carefully before deciding whether you want to take part in this study.

When you are ready, click "Next" to read the consent form.

Next

CONSENT FORM

- You are being asked to take part in a research study.
- If you choose to be in the study, you will complete a series of online tasks. This study will help us learn more about how people make decisions. Most participants complete this study in 15 to 25 minutes.
- All payments and procedures will be implemented in exactly the manner they are described in the study instructions and on the Prolific platform. If you complete the study, you will receive a \$3 base payment. You may also receive a bonus payment up to \$2.
- You may stop the study at any time, but you will only get paid the full amount if you complete the study.
- The study is anonymous, and no one will be able to link your answers back to you. Please do not include your name or other information that could be used to identify you in the study responses.
- This is a minimal risk study. We cannot and do not promise or guarantee that you will receive any benefits from participating.
- Questions, Concerns, or Complaints: If you have any questions, concerns or complaints about this research study - its procedures, risks and benefits - contact Tony Fan, tonyqfan@stanford.edu.
- If you have questions about your rights as a research participant or are not satisfied with how this research is being conducted, you may contact the Stanford University IRB at irb2-manager@lists.stanford.edu to speak to someone independent of the research team.

Being in this study is voluntary. Please exit the webpage if you do not want to participate.

If you agree to participate in this study, please click "Yes, I agree" and "Next." After you click "Next," we will ask you a few questions to determine if you qualify for this study.

Yes, I Agree

Next

Please read carefully

Please make sure that you read the entire paragraph on this page and follow the instructions.

Many professional athletes have become prominent public figures. The following is adapted from Wikipedia:

Some historians – most notably Bernard Lewis – claim that team sports as we know them today are primarily an invention of Western culture. British Prime Minister John Major was more explicit in 1995: "We invented the majority of the world's great sports.... 19th century Britain was the cradle of a leisure revolution every bit as significant as the agricultural and industrial revolutions we launched in the century before." It is critical that the data we collect in this experiment be accurate, and we therefore need to screen out bots and participants who are speeding through the survey without reading the questions. We have included the question below for this purpose. Select only the bottom option, regardless of which athletes you have heard about recently. If you do not select only the bottom option, then you will not be compensated for this survey. The Industrial Revolution and mass production brought increased leisure which allowed more time to engage in playing or observing (and gambling upon) spectator sports, as well as less elitism in and greater accessibility of sports of many kinds. With the advent of mass media and global communication, professionalism became prevalent in sports, and this furthered sports popularity in general.

Based on the text you read above, which of the following athletes have you been asked to enter?

Answer	Select
Lionel Messi	<input type="checkbox"/>
Serena Williams	<input type="checkbox"/>
LeBron James	<input type="checkbox"/>
Tom Brady	<input type="checkbox"/>
Roger Federer	<input type="checkbox"/>
None of the Above	<input type="checkbox"/>

Next

WELCOME

You are now invited to participate in a research study run by the Department of Economics at Stanford University on decision-making. All the responses you will give as part of this study will be strictly anonymous: We will not connect your Prolific ID to any of the answers you give in this study. Your anonymity is thus guaranteed.

Please read and follow all the instructions we give in the study carefully; they contain everything you need to know. Please always scroll down to make sure that you read the entire page.

Most participants complete this study in 15 to 25 minutes. Please start this study only if you have that much time in a single session, and are able to take it on a full screen laptop or computer, NOT a tablet or smartphone. If you do not complete the study, or if the study times out on you, we will not be able to pay you.

You will earn a fixed payment of \$3 just for completing this study.

This study consists of three parts. At the end of the study, we will randomly choose one of the three parts. This part will determine your bonus payment (up to \$2). The amount of the bonus payment will depend both on the decisions you make in the chosen part and on luck. Your total payment will be the sum of the fixed payment \$3 and the bonus payment.

When you are ready, click "Next" to start the first part of the study.

Next

Part 1 begins when you click "Next."

Next

Part 1: IQ Test

In Part 1 of this study, you will take a short IQ test. The test is designed to measure the test taker's reasoning ability. Its result is regarded as an estimate of fluid intelligence. The test was developed and used for academic research on IQ, and was routinely administered to entrants to military services throughout the world. Several high IQ societies accept it as a qualification for admission.

The IQ test has 20 multiple choice questions and you have 5 minutes to answer as many questions as you can. In each question, you are asked to identify the missing element that completes a pattern. Please focus on the shape of the element; the size may be different from those in the pattern.

Your final score is the number of correct answers minus the number of incorrect answers. Questions unanswered will not count towards the score. If your final score is positive, you will get 10 bonus cents for each point you score. If your final score is 0 or less, you won't get any bonus payment, but you also won't lose any money.

When you are ready, click "Next."

Next

Part 1: IQ Test

The test will start soon...

When you click "Start IQ Test," the IQ test will start.

Note:

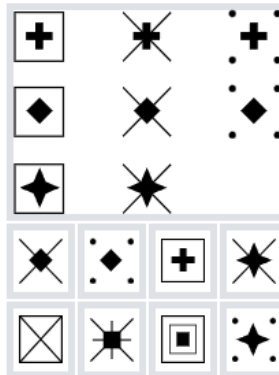
- There are 20 multiple choice questions in total, and your score is the number of correct answers minus the number of incorrect answers. Questions unanswered will not count towards the score.
- You will have 5 minutes to answer as many questions as you can. There will be a clock at the top of the page that tells you the remaining time.
- **To answer each question, simply click the option that you think completes the pattern.** Please focus on the shape of the options; the size may be different from those in the pattern. You may click the option again to delete your answer. You may click another option to change your answer.
- The test has 20 pages, one for each question. **To move on to a different question, click its question number at the bottom of the page.** You can always go back to previous questions within the time limit.
- When the time is up, the page will automatically skip to the next part of the study.

Good luck!

Start IQ Test

Part 1: IQ Test

Time left to complete IQ test: **4:51**



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

Part 1: IQ Test

The IQ test has ended.

Please answer the following question:

How important is it to you to be able to perform well in the IQ test?
(0 = Not important at all, 10 = Extremely important)

Your answer to this question will NOT affect your payment in this study.

0 1 2 3 4 5 6 7 8 9 10

Next

You have completed Part 1. Part 2 begins when you click "Next."

Next

Part 2: Feedback about Performance

Please read the following instructions carefully. Please always scroll down to make sure that you read the entire page. We will test your understanding of the instructions. You can only proceed once you answer all questions about the instructions correctly.

In Part 2, we will give you some feedback on your performance on the IQ test, and also ask you several questions, including questions about your test performance. In each question, you can earn a possible bonus of \$2, and you make the most money by giving your best guess. In the end, if Part 2 is chosen to count for your bonus, we will randomly choose one question in Part 2 to count for your bonus. So you should give your best guess in every question as if it is the question that counts - because it can be!

For example, we will ask you what you think is the chance that you scored in the top half of all our test participants on the platform. If you want to see details about how the bonus payment will be determined for this question, click "Payment Details" below. The bonus payment for the other questions will be determined similarly.

Payment Details

When you are ready, click "Next" to answer some questions about the instructions.

Next

Understanding Questions

Your answers to the following questions will not affect your payment. However, you can only proceed once you answer all these questions correctly.

Q1: Which of the following is a question you will be asked in Part 2?

- The chance that I scored among the top 25% of all participants in the IQ test
- The chance that I scored among the top half of all participants in the IQ test
- The chance that I scored among the top 75% of all participants in the IQ test
- The amount of payment in this study

Q2: How can you maximize your bonus payment in the questions in Part 2?

- By giving answers that are as high as possible
- By giving my best guess
- By giving answers that are as low as possible
- By randomly giving answers

Q3: In the end, if Part 2 is randomly chosen to determine your bonus payment for this study, what will your bonus payment be?

- The bonus payment from one randomly chosen question in Part 2
- The sum of bonus payments from two randomly chosen questions in Part 2
- The sum of bonus payments from all the questions in Part 2
- It will always be \$2

After you finish all the questions, click "Next." If any of your answers are incorrect, you will get an error message below each of your incorrect answers. Once you correct all your answers, you can proceed to the rest of the study by clicking "Next" again.

Next

Reports

To give you some feedback on your IQ test performance, we will generate two reports for you: **Blue Report** and **Green Report**. Each report says either TOP or BOTTOM, which indicates whether your IQ test performance was in the top half or bottom half.



However, the reports are not always correct because of how they are generated:

- We have a regular die with six faces. We will roll the die twice.
- The first roll determines your **Blue Report**. If the first roll turns up 1, 2, 3, or 4, your **Blue Report** will be correct; if it turns up 5 or 6, your **Blue Report** will be incorrect.
- The second roll determines your **Green Report**. If the second roll turns up 1, 2, 3, or 4, your **Green Report** will be correct; if it turns up 5 or 6, your **Green Report** will be incorrect.
- Thus, if you actually scored in the top half, each report has a two-thirds chance to be TOP; if you actually scored in the bottom half, each report has a two-thirds chance to be BOTTOM.
- So, if your **Blue Report** says TOP, it is good news about your IQ test performance, but it does not mean you are in the top half for sure. Similarly, if your **Blue Report** says BOTTOM, it is bad news about your IQ test performance, but it does not mean you are in the bottom half for sure. The same goes for your **Green Report**.



When you are ready, click "Next" below to answer some questions about the reports.

Next

Understanding Questions

Your answers to the following questions will not affect your payment. However, you can only proceed once you answer all these questions correctly.

Q1: How many reports will we generate for you in total?

- One
- Two
- Three
- Four

Q2: Suppose you actually scored in the top half in the IQ test. For each report about you, what is the chance that the report will say TOP?

- One third
- One half
- Two thirds

Q3: Suppose your Blue Report says TOP. Should this report make you more or less confident that you scored in the top half in the IQ test?

- More confident
- Less confident
- As confident as before

Q4: Suppose your Blue Report says BOTTOM. Should this report make you more or less confident that you scored in the top half in the IQ test?

- More confident
- Less confident
- As confident as before

Q5: Suppose your Blue Report says TOP. Does this mean that you scored in the top half in the IQ test for sure?

- Yes
- No

Q6: Suppose your Blue Report says BOTTOM. Does this mean that you scored in the bottom half in the IQ test for sure?

- Yes
- No

Q7: Which of the following statements about your two reports is correct?

- If my Blue Report says TOP, then my Green Report must also say TOP
- Even if my Blue Report says TOP, my Green Report may still say BOTTOM

After you finish all the questions, click "Next." If any of your answers are incorrect, you will get an error message below each of your incorrect answers. Once you correct all your answers, you can proceed to the rest of the study by clicking "Next" again.

Next

Part 2: Feedback about Performance

Before you see any feedback, please first answer how likely you think you scored in the top half among all our IQ test participants on the platform.

This question may be chosen to determine your bonus payment. **You make the most money by reporting your best guess.**

What do you think is the chance that you scored in the top half? Please enter your answer (between 0 and 100) below.

I think there is a % chance that I scored in the top half.

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

Part 2: Feedback about Performance

Feedback starts now...

We have generated your **Blue Report** and **Green Report** as we described to you.

We have matched you with two computer players: Ann and Bob. They will be responsible for delivering the feedback to you.

Ann:



Bob:



Ann will show you your **Blue Report**. You will see a message like below. The grey cloud will be replaced by TOP if the **Blue Report** actually says TOP and replaced by BOTTOM if the **Blue Report** actually says BOTTOM.



Bob will randomly choose one of your **Blue Report** and **Green Report** to show you. Specifically, Bob will flip a coin; Bob will choose **Blue Report** if the coin comes up heads, and choose **Green Report** if the coin comes up tails. You will see a message like below. The grey cloud will be replaced by TOP if the chosen report actually says TOP and replaced by BOTTOM if the chosen report actually says BOTTOM. You won't know whether the chosen report is the **Blue Report** or the **Green Report** because the identity of the report is covered by a blue and green cloud that will not be removed.



When you are ready, click "Next" below to answer some questions about the instructions.

Next

Understanding Questions

Your answers to the following questions will not affect your payment. However, you can only proceed once you answer all these questions correctly.

Q1: Which report will Ann show you?

- Blue Report
- Green Report
- Either Blue Report or Green Report

Q2: Which report will Bob show you?

- Blue Report
- Green Report
- Either Blue Report or Green Report

After you finish all the questions, click "Next." If any of your answers are incorrect, you will get an error message below each of your incorrect answers. Once you correct all your answers, you can proceed to the rest of the study by clicking "Next" again.

Next

Part 2: Feedback about Performance

When you are ready, click "Next" to see Ann and Bob.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

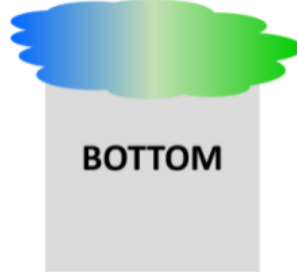
Instructions

Part 2: Feedback about Performance

Ann's Report (the **Blue Report**)



Bob's Report (the **Blue Report** or the **Green Report**)



To confirm, choose what Ann shows you:

- TOP
- BOTTOM

To confirm, choose what Bob shows you:

- TOP
- BOTTOM

When you are ready, click "Next."

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Guess about the Identity of Bob's Report

Now that you have seen both Ann's Report and Bob's Report, we will now ask you to guess the identity of Bob's Report (in other words, whether it is the **Blue Report** or the **Green Report**).

If this question is chosen to determine your bonus payment, you will get a bonus payment of \$2 if your guess is correct. Otherwise, you will not get the bonus. **Thus, you make the most money by giving your best guess.**

Please indicate your guess of the identity of Bob's Report:

- Blue Report
- Green Report

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Confidence in Your Guess

Your guess was that Bob's report is the **Blue Report**. Now we want to get a sense of how confident you are about your guess. Specifically, we will ask you what you think is the chance that Bob's Report is the **Blue Report**.

This question may be chosen to determine your bonus payment. **You make the most money by giving your best guess.**

What do you think is the chance that Bob's Report is the **Blue Report?**
Please enter your answer (between 0 and 100) in the first blank below.

I think there is a % chance that Bob's Report is the **Blue Report**.

(In other words, I think there is a % chance that Bob's Report is the **Green Report**.)

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Belief about Performance

Your guess was that Bob's report is the **Blue Report**. You also answered that you think there is a **65%** chance that Bob's Report is the **Blue Report**.

We will now ask you again how likely you scored in the top half among all our IQ test participants on the platform.

This question may be chosen to determine your bonus payment. **You make the most money by giving your best guess.**

Before you saw Ann and Bob, you answered that there is a **45%** chance that you scored in the top half.

Having now seen Ann and Bob, what do you think is the chance that you scored in the top half? Please enter your answer (between 0 and 100) below.

I think there is a % chance that I scored in the top half.

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Both Part 1 and Part 2 of the study are now finished.

Thank you! What do you think?

We would be grateful for any comments on Part 1 (IQ Test) and Part 2 (Feedback about Performance) of the study. Did you feel comfortable with the instructions? Were you confused? If you can tell us which aspects are confusing and what we can do better, we would be very grateful! Thanks in advance!

Feedback on Part 1 [IQ Test]:

Feedback on Part 2 [Feedback about Performance]:

After you answer the questions, click "Next."

Next

Demographic questions

Please answer some questions about yourself to complete this study.

Gender: Which gender identity do you most identify with?

- Female
- Male
- Transgender female
- Transgender male
- Gender variant/Non-conforming
- Not listed
- Prefer not to answer

Race: Which race do you most identify with?

- White or Caucasian
- Black or African American
- Hispanic or Latino
- Asian or Asian American
- American Indian or Alaska Native
- Native Hawaiian or Pacific Islander
- Other
- Prefer not to answer

Age: What is your age?

- 18-25 years old
- 26-35 years old
- 36-45 years old
- 46-55 years old
- 56-65 years old
- Above 65 years old
- Prefer not to answer

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

- Some high school
- High school diploma (or equivalent, including GED)
- Some college
- Associate's degree in 2-year college
- Bachelor's degree in 4-year college
- Master's degree
- Doctoral degree (PhD)
- Professional doctorate (JD, MD)
- Prefer not to answer

What is your marital status?

- Single, never married
- Married or domestic partnership
- Widowed
- Divorced
- Separated
- Prefer not to answer

What is the annual income of your household? This includes money from jobs, net income from business, farm or rent, pensions, dividends, interest, social security payments and any other monetary income.

- Less than \$10,000
- \$10,000 to \$29,999
- \$30,000 to \$49,999
- \$50,000 to \$69,999
- \$70,000 to \$99,999
- \$100,000 to \$149,999
- \$150,000 to \$199,999
- More than \$200,000
- Prefer not to answer

The study is now finished.

Part 2 has been chosen to determine your final bonus payment.

Your bonus payment from Part 2 is \$2.00.

Your total payment (the sum of your fixed payment \$3 and final bonus payment \$2.00) is \$5.00.

Thank you for participating. Your total payment \$5.00 will soon be transferred to your account.

Your completion code is 17087F09. Please enter this code on the Prolific site.

Thank you for participating. You may close this browser now.

Have a nice day!

A.2.2 Control Treatment

WELCOME

You are invited to participate in a research study run by the Department of Economics at Stanford University. **If you successfully complete the study, you will receive a \$3 fixed payment. You may also receive an additional bonus payment (up to \$2) in the study. Therefore, the total payment for completion will be \$3-5.**

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- You may stop the study at any time, but you will only get paid the full amount if you complete the study.
- The study is anonymous, and no one will be able to link your answers back to you. Please do not include your name or other information that could be used to identify you in the study responses.
- This is a minimal risk study. We cannot and do not promise or guarantee that you will receive any benefits from participating.
- Questions, Concerns, or Complaints: If you have any questions, concerns or complaints about this research study - its procedures, risks and benefits - contact Tony Fan, tonyqfan@stanford.edu.
- If you have questions about your rights as a research participant or are not satisfied with how this research is being conducted, you may contact the Stanford University IRB at irb2-manager@lists.stanford.edu to speak to someone independent of the research team.

Being in this study is voluntary. Please exit the webpage if you do not want to participate.

If you agree to participate in this study, please click "Yes, I agree" and "Next." After you click "Next," we will ask you a few questions to determine if you qualify for this study.

Yes, I Agree

Next

Please read carefully

Please make sure that you read the entire paragraph on this page and follow the instructions.

Many professional athletes have become prominent public figures. The following is adapted from Wikipedia:

Some historians – most notably Bernard Lewis – claim that team sports as we know them today are primarily an invention of Western culture. British Prime Minister John Major was more explicit in 1995: "We invented the majority of the world's great sports.... 19th century Britain was the cradle of a leisure revolution every bit as significant as the agricultural and industrial revolutions we launched in the century before." It is critical that the data we collect in this experiment be accurate, and we therefore need to screen out bots and participants who are speeding through the survey without reading the questions. We have included the question below for this purpose. Select only the bottom option, regardless of which athletes you have heard about recently. If you do not select only the bottom option, then you will not be compensated for this survey. The Industrial Revolution and mass production brought increased leisure which allowed more time to engage in playing or observing (and gambling upon) spectator sports, as well as less elitism in and greater accessibility of sports of many kinds. With the advent of mass media and global communication, professionalism became prevalent in sports, and this furthered sports popularity in general.

Based on the text you read above, which of the following athletes have you been asked to enter?

Answer	Select
Lionel Messi	<input type="checkbox"/>
Serena Williams	<input type="checkbox"/>
LeBron James	<input type="checkbox"/>
Tom Brady	<input type="checkbox"/>
Roger Federer	<input type="checkbox"/>
None of the Above	<input type="checkbox"/>

Next

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This study consists of three parts. At the end of the study, we will randomly choose one of the three parts. This part will determine your bonus payment (up to \$2). The amount of the bonus payment will depend both on the decisions you make in the chosen part and on luck. Your total payment will be the sum of the fixed payment \$3 and the bonus payment.

When you are ready, click "Next" to start the first part of the study.

Next

Part 1 begins when you click "Next."

Next

Part 1: IQ Test

In Part 1 of this study, you will take a short IQ test. The test is designed to measure the test taker's reasoning ability. Its result is regarded as an estimate of fluid intelligence. The test was developed and used for academic research on IQ, and was routinely administered to entrants to military services throughout the world. Several high IQ societies accept it as a qualification for admission.

The IQ test has 20 multiple choice questions and you have 5 minutes to answer as many questions as you can. In each question, you are asked to identify the missing element that completes a pattern. Please focus on the shape of the element; the size may be different from those in the pattern.

Your final score is the number of correct answers minus the number of incorrect answers. Questions unanswered will not count towards the score. If your final score is positive, you will get 10 bonus cents for each point you score. If your final score is 0 or less, you won't get any bonus payment, but you also won't lose any money.

When you are ready, click "Next."

Next

Part 1: IQ Test

The test will start soon...

When you click "Start IQ Test," the IQ test will start.

Note:

- There are 20 multiple choice questions in total, and your score is the number of correct answers minus the number of incorrect answers. Questions unanswered will not count towards the score.
- You will have 5 minutes to answer as many questions as you can. There will be a clock at the top of the page that tells you the remaining time.
- **To answer each question, simply click the option that you think completes the pattern.** Please focus on the shape of the options; the size may be different from those in the pattern. You may click the option again to delete your answer. You may click another option to change your answer.
- The test has 20 pages, one for each question. **To move on to a different question, click its question number at the bottom of the page.** You can always go back to previous questions within the time limit.
- When the time is up, the page will automatically skip to the next part of the study.

Good luck!

Start IQ Test

Part 1: IQ Test

Time left to complete IQ test: **4:51**



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

Part 1: IQ Test

The IQ test has ended.

Please answer the following question:

**How important is it to you to be able to perform well in the IQ test?
(0 = Not important at all, 10 = Extremely important)**

Your answer to this question will NOT affect your payment in this study.

0 1 2 3 4 5 6 7 8 9 10

Next

You have completed Part 1. Part 2 begins when you click "Next."

Next

Part 2: Belief about Performance

Please read the following instructions carefully. Please always scroll down to make sure that you read the entire page. We will test your understanding of the instructions. You can only proceed once you answer all questions about the instructions correctly.

In the rest of the study (Part 2 and Part 3), we will ask you several questions. In each question, you can earn a possible bonus of \$2, and you make the most money by giving your best guess. In the end, if Part 2 is chosen to count for your bonus, your bonus payment for the study will be the bonus payment associated with the question in Part 2. So you should give your best guess in this question.

In Part 2, we will ask you what you think is the chance that you scored in the top half of all our IQ test participants on the platform. If you want to see details about how the bonus payment will be determined for this question, click "Payment Details" below. The bonus payment for the questions in Part 3 will be determined similarly.

Payment Details

When you are ready, click "Next" to answer some questions about the instructions.

Next

Understanding Questions

Your answers to the following questions will not affect your payment. However, you can only proceed once you answer all these questions correctly.

Q1: Which question will you be asked in Part 2?

- The chance that I scored among the top 25% of all participants in the IQ test
- The chance that I scored among the top half of all participants in the IQ test
- The chance that I scored among the top 75% of all participants in the IQ test
- The amount of payment in this study

Q2: How can you maximize your bonus payment in Part 2?

- By giving an answer that is as high as possible
- By giving my best guess
- By giving an answer that is as low as possible
- By randomly giving an answer

Q3: In the end, if Part 2 is randomly chosen to determine your bonus payment for this study, what will your bonus payment be?

- The bonus payment associated with the question in Part 2
- It will always be \$2

After you finish all the questions, click "Next." If any of your answers are incorrect, you will get an error message below each of your incorrect answers. Once you correct all your answers, you can proceed to the rest of the study by clicking "Next" again.

Next

Part 2: Belief about Performance

We will now ask you how likely you think you scored in the top half among all our IQ test participants on the platform.

This question may be chosen to determine your bonus payment. **You make the most money by reporting your best guess.**

What do you think is the chance that you scored in the top half? Please enter your answer (between 0 and 100) below.

I think there is a % chance that I scored in the top half.

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

You have completed Part 2. Part 3 begins when you click "Next."

Next

Part 3: The Selected Ball

Please read the following instructions carefully. Please always scroll down to make sure that you read the entire page. We will test your understanding of the instructions. You can only proceed once you answer all questions about the instructions correctly.

In Part 3, there are 20 balls hidden in a box. Among these 20 balls, there are exactly **9** balls that have TOP written on them. The other **11** balls have BOTTOM written on them. We will call them TOP balls and BOTTOM balls, respectively.



We have randomly selected one of these 20 balls. This means that **without any additional information** there is a **45%** chance that the randomly selected ball is a TOP ball. This ball will be important for Part 3 and we will call it the **Selected Ball**.

In the rest of Part 3, we will give you some additional information about **the identity of the Selected Ball (i.e., whether it is a TOP ball or a BOTTOM ball)** and then ask you some related questions. In each question, you can earn a possible bonus of \$2, and you make the most money by giving your best guess. In the end, if Part 3 is chosen to count for your bonus, we will randomly choose one question in Part 3 to count for your bonus. **So you should give your best guess in every question as if it is the question that counts - because it can be!**

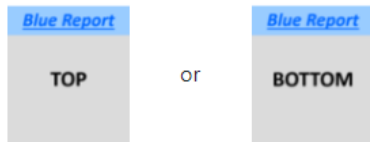
When you are ready, click "Next."

Next

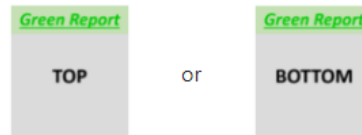
Reports

To give you some additional information about the identity of the Selected Ball, we will generate two reports: **Blue Report** and **Green Report**. Each report says either TOP or BOTTOM, which indicates whether the Selected Ball is a TOP ball or a BOTTOM ball.

Blue Report



Green Report



However, the reports are not always correct because of how they are generated:

- We have a regular die with six faces. We will roll the die twice.
- The first roll determines the **Blue Report**. If the first roll turns up 1, 2, 3, or 4, the **Blue Report** will be correct; if it turns up 5 or 6, the **Blue Report** will be incorrect.
- The second roll determines the **Green Report**. If the second roll turns up 1, 2, 3, or 4, the **Green Report** will be correct; if it turns up 5 or 6, the **Green Report** will be incorrect.
- Thus, if the Selected Ball is a TOP ball, each report has a two-thirds chance to be TOP; if the Selected Ball is a BOTTOM ball, each report has a two-thirds chance to be BOTTOM.
- So, if the **Blue Report** says TOP, it becomes more likely that the Selected Ball is a TOP ball, but it does not mean that it is a TOP ball for sure. Similarly, if the **Blue Report** says BOTTOM, it becomes more likely that the Selected Ball is a BOTTOM ball, but it does not mean that it is a BOTTOM ball for sure. The same goes for the **Green Report**.



When you are ready, click "Next" below to answer some questions about the reports.

Next

Understanding Questions

Your answers to the following questions will not affect your payment. However, you can only proceed once you answer all these questions correctly.

Q1: How many reports will we generate for the Selected Ball?

- One
- Two
- Three
- Four

Q2: Suppose the Selected Ball is a TOP ball. For each report about the Selected Ball, what is the chance that the report will be TOP?

- One third
- One half
- Two thirds

Q3: Suppose the Blue Report is TOP. Should this report make you more or less confident that the Selected Ball is a TOP ball?

- More confident
- Less confident
- As confident as before

Q4: Suppose the Blue Report is BOTTOM. Should this report make you more or less confident that the Selected Ball is a TOP ball?

- More confident
- Less confident
- As confident as before

Q5: Suppose the Blue Report is TOP. Does this mean that the Selected Ball is a TOP ball for sure?

- Yes
- No

Q6: Suppose the Blue Report is BOTTOM. Does this mean that the Selected Ball is a BOTTOM ball for sure?

- Yes
- No

Q7: Which of the following statements about the two reports of the Selected Ball is correct?

- If the Blue Report is TOP, then the Green Report must also be TOP
- Even if the Blue Report is TOP, the Green Report may still be BOTTOM

After you finish all the questions, click "Next." If any of your answers are incorrect, you will get an error message below each of your incorrect answers. Once you correct all your answers, you can proceed to the rest of the study by clicking "Next" again.

Next

Part 3: The Selected Ball

We have generated the **Blue Report** and the **Green Report** about the Selected Ball as we described to you.

There are two computer players: Ann and Bob. Each of them will show you exactly one report about the Selected Ball.

Ann:



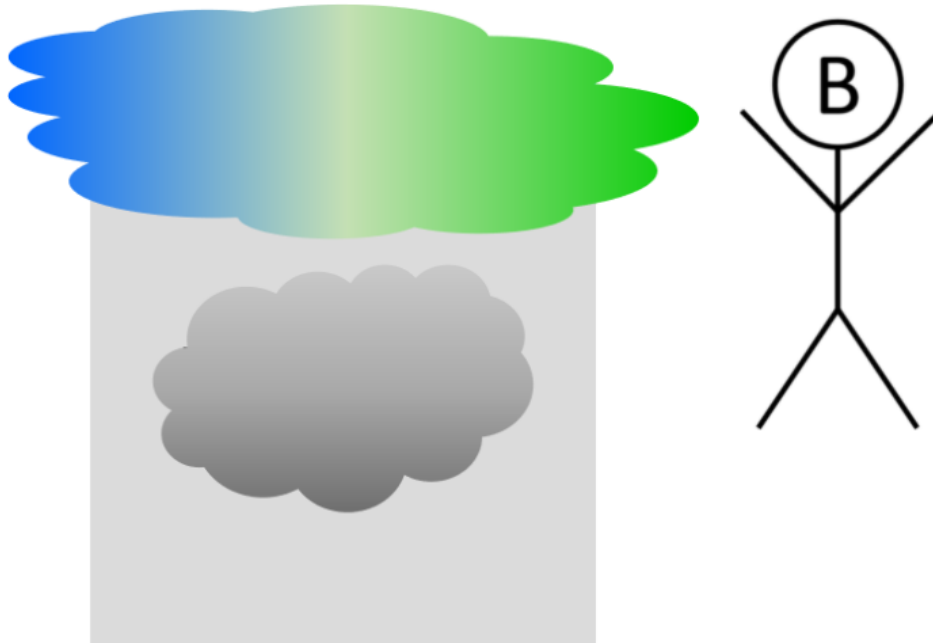
Bob:



Ann will show you the **Blue Report**. You will see a message like below. The grey cloud will be replaced by TOP if the **Blue Report** actually says TOP and replaced by BOTTOM if the **Blue Report** actually says BOTTOM.



Bob will randomly choose one of the **Blue Report** and the **Green Report** to show you. Specifically, Bob will flip a coin; Bob will choose **Blue Report** if the coin comes up heads, and choose **Green Report** if the coin comes up tails. You will see a message like below. The grey cloud will be replaced by TOP if the chosen report actually says TOP and replaced by BOTTOM if the chosen report actually says BOTTOM. You won't know whether the chosen report is the **Blue Report** or the **Green Report** because the identity of the report is covered by a blue and green cloud that will not be removed.



When you are ready, click "Next" below to answer some questions about the instructions.

Next

Understanding Questions

Your answers to the following questions will not affect your payment. However, you can only proceed once you answer all these questions correctly.

Q1: Which report will Ann show you?

- Blue Report
- Green Report
- Either Blue Report or Green Report

Q2: Which report will Bob show you?

- Blue Report
- Green Report
- Either Blue Report or Green Report

After you finish all the questions, click "Next." If any of your answers are incorrect, you will get an error message below each of your incorrect answers. Once you correct all your answers, you can proceed to the rest of the study by clicking "Next" again.

Next

Part 3: The Selected Ball

When you are ready, click "Next" to see Ann and Bob.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

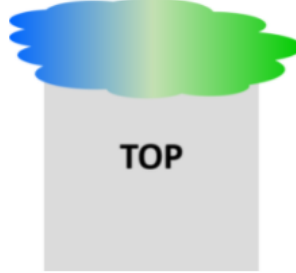
Instructions

Part 3: The Selected Ball

Ann's Report (the **Blue Report**)



Bob's Report (the **Blue Report** or the **Green Report**)



To confirm, choose what Ann shows you:

- TOP
- BOTTOM

To confirm, choose what Bob shows you:

- TOP
- BOTTOM

When you are ready, click "Next."

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Guess about Bob's Report

Now that you have seen both Ann's Report and Bob's Report, we will now ask you to guess the identity of Bob's Report (in other words, whether it is the **Blue Report** or the **Green Report** of the Selected Ball).

If this question is chosen to determine your bonus payment, you will get a bonus payment of \$2 if your guess is correct. Otherwise, you will not get the bonus. **Thus, you make the most money by giving your best guess.**

Please indicate your guess of the identity of Bob's Report:

- Green Report
- Blue Report

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Confidence in Your Guess

Your guess was that Bob's report is the **Blue Report** of the Selected Ball. Now we want to get a sense of how confident you are about your guess. Specifically, we will ask you what you think is the chance that Bob's Report is the **Blue Report**.

This question may be chosen to determine your bonus payment. **You make the most money by giving your best guess.**

What do you think is the chance that Bob's Report is the **Blue Report?**
Please enter your answer (between 0 and 100) in the first blank below.

I think there is a % chance that Bob's Report is the **Blue Report**.

(In other words, I think there is a % chance that Bob's Report is the **Green Report**.)

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Belief about the Selected Ball

Your guess was that Bob's report is the **Blue Report** of the Selected Ball. You also answered that you think there is a **65%** chance that Bob's Report is the **Blue Report** of the Selected Ball.

We will now ask you how likely you think the Selected Ball is a TOP ball.

This question may be chosen to determine your bonus payment. **You make the most money by giving your best guess.**

Remember that we randomly selected the Selected Ball from a box of 20 balls so that **without any additional information** there is a **45%** chance that the Selected Ball is a TOP ball.

Having now seen Ann and Bob, what do you think is the chance that the Selected Ball is a TOP ball? Please enter your answer (between 0 and 100) below.

I think there is a % chance that the Selected Ball is a TOP ball.

After you answer the question, click "Next." **You can only click "Next" after 30 seconds.** This is to make sure that you have sufficient time to think about and answer the question.

Next

If you wish, you can review the instructions about the feedback by clicking "Instructions" below.

Instructions

Both Part 1 and Part 2 of the study are now finished.

Thank you! What do you think?

We would be grateful for any comments on Part 1 [IQ Test], Part 2 [Belief about Performance], and Part 3 [The Selected Ball] of the study. Did you feel comfortable with the instructions? Were you confused by the instructions? If you can tell us which aspects are confusing and what we can do better, we would be very grateful! Thanks in advance!

Feedback on Part 1 [IQ Test]:

Feedback on Part 2 [Belief about Performance]:

Feedback on Part 3 [The Selected Ball]:

After you answer the questions, click "Next."

Next

Demographic questions

Please answer some questions about yourself to complete this study.

Gender: Which gender identity do you most identify with?

- Female
- Male
- Transgender female
- Transgender male
- Gender variant/Non-conforming
- Not listed
- Prefer not to answer

Race: Which race do you most identify with?

- White or Caucasian
- Black or African American
- Hispanic or Latino
- Asian or Asian American
- American Indian or Alaska Native
- Native Hawaiian or Pacific Islander
- Other
- Prefer not to answer

Age: What is your age?

- 18-25 years old
- 26-35 years old
- 36-45 years old
- 46-55 years old
- 56-65 years old
- Above 65 years old
- Prefer not to answer

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

- Some high school
- High school diploma (or equivalent, including GED)
- Some college
- Associate's degree in 2-year college
- Bachelor's degree in 4-year college
- Master's degree
- Doctoral degree (PhD)
- Professional doctorate (JD, MD)
- Prefer not to answer

What is your marital status?

- Single, never married
- Married or domestic partnership
- Widowed
- Divorced
- Separated
- Prefer not to answer

What is the annual income of your household? This includes money from jobs, net income from business, farm or rent, pensions, dividends, interest, social security payments and any other monetary income.

- Less than \$10,000
- \$10,000 to \$29,999
- \$30,000 to \$49,999
- \$50,000 to \$69,999
- \$70,000 to \$99,999
- \$100,000 to \$149,999
- \$150,000 to \$199,999
- More than \$200,000
- Prefer not to answer

How much of your total personal income comes from work on Prolific?

- A little bit
- A substantial share but less than half
- Most of my income
- All of my income
- Prefer not to answer

Which state do you live in?

What is your Prolific ID?

After you answer the questions, click "Next."

Next

The study is now finished.

Part 3 has been chosen to determine your final bonus payment.

Your bonus payment from Part 3 is \$2.00.

Your total payment (the sum of your fixed payment \$3 and final bonus payment \$2.00) is \$5.00.

Thank you for participating. Your total payment \$5.00 will soon be transferred to your account.

Your completion code is 17087F09. Please enter this code on the Prolific site.

Thank you for participating. You may close this browser now.

Have a nice day!