

## Week 1 Instructions

Thank you for your participation. This is a research study on decision making. Please silence your cell phones and similar devices and place them in your bag or on the top shelf. Please do not talk to or in any way try to communicate with other participants in the room.

This study will take place over the course of two sessions: one right now and one at the same time next week. Your participation is voluntary and you may withdraw from the study at any time. There are no foreseeable risks associated with this study, nor are there any direct benefits to you beyond monetary compensation.

### Payments

There are two payments that you can receive for the main part of the study: a \$6 show up fee and a \$30 completion fee, for a total payment of up to \$36 for the main part of the study.

- You will receive the \$6 show up fee at the end of this session.
- To earn the \$30 completion fee, you must be willing to participate this week and return next week for the second session.
- Each session will take at most 60 minutes, and you may leave once you have completed your own tasks in each session.
- Payment of the \$30 completion fee will be made at the end of the second session.

### Anonymity

Your anonymity in this study is guaranteed. Your name will not be recorded or connected to any decisions you make in this study. Anonymous data from this study may be used for future research or shared with other investigators.

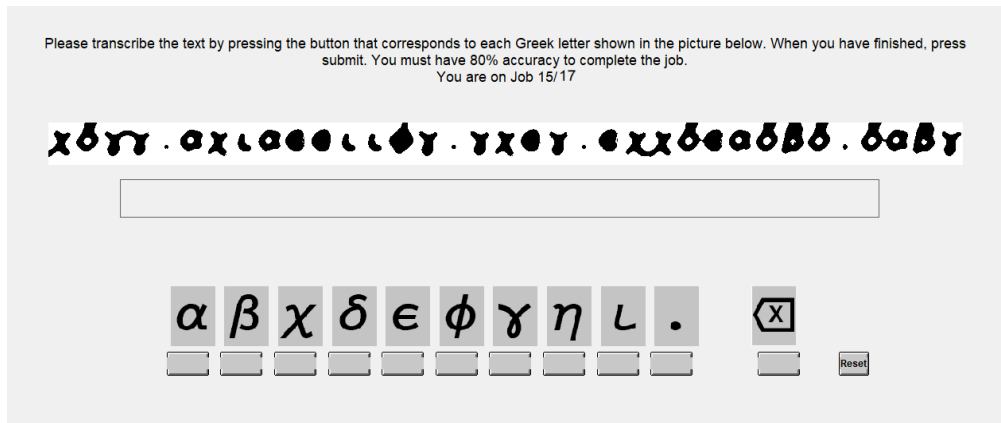
You will use a linking code to connect your decisions between the two sessions. This linking code will not be connected to you or your computer terminal. At the very end of the session, you will be prompted to enter your linking code. You will be reminded next week how your linking code was created. Please follow the instructions exactly when creating your linking code as you cannot complete the second half of the study without entering the same code next week.

Your **linking code** will be the number **1** followed by the two digits corresponding to your birth month followed by the last four digits of your phone number. For example, if you were born in July and your phone number is (412) 555-9999, your linking code will be 1079999. If you were born in December and have the phone number (412) 555-0022 your linking code will be 1120022.

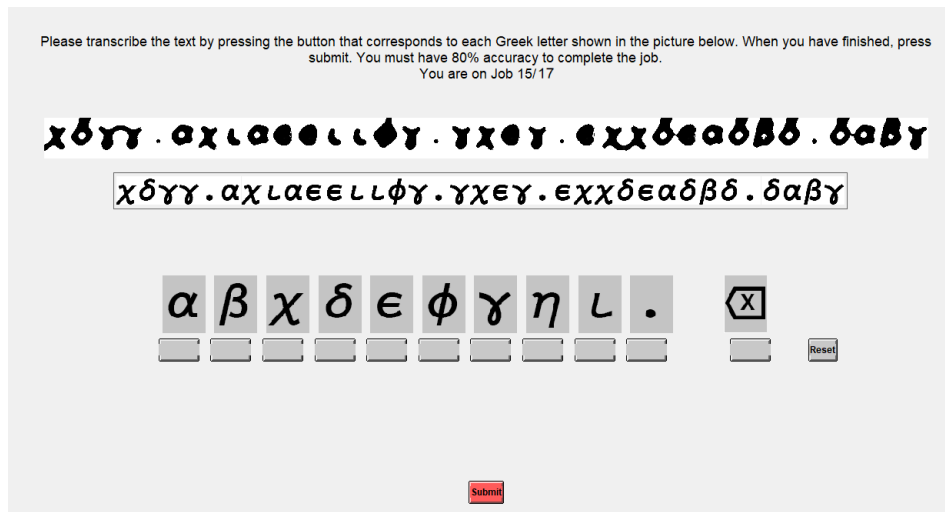
## Jobs

In this study, you will be completing jobs. Some portion of the jobs may be completed today, and some portion of the jobs may be completed next week depending on your choices and chance.

You will be asked to transcribe letters from Greek text. Below is an example job. The text will appear in a transcription box on your screen. For each letter in the text you will need to select the button on your screen corresponding to the correct Greek letter on your screen in order. If you make a mistake, you can use the “back” button to remove the last letter you selected or the “reset” button to start over.



Each row is 35 letters and takes on average 45-50 seconds to complete. Once you have selected 35 Greek letters, a submit button will appear, such as in the example below. For the job to be complete, your accuracy must be 80% or better. At the top of the screen, you can keep track of how many jobs you have completed and how many jobs you have left to complete.



Both weeks, you will be required to complete a practice round consisting of four practice jobs at the beginning of the session.

## Decisions

You will be making 12 decisions in this study. Each decision will involve allocating jobs between the session today and the session next week.

For each decision, you will be shown two possible allocations: Option X and Option Y. Each option will correspond with completing an amount of work today and an amount of work next week. You will select which option you prefer. Note that these work allocations do **not** include the practice round you will complete both this week and next. In both sessions you will be free to leave as soon as you finish your allocation of jobs.

Your choice from one decision today will be randomly and fairly selected to be implemented, so it is in your best interest to treat each decision as if it is the one being implemented. Each decision is equally likely to be implemented. The computer will act as if it is rolling a twelve-sided die and select a number between 1 and 12. The number the computer selects will correspond to which decision is implemented, and you will then complete your preferred option for that decision.

### Types of Decisions

Each decision you make will involve one or more scenarios. A scenario consists of two options of how work can be allocated between Week 1 (today) and Week 2 (next week). These options will be listed in a table, such as the one below:

	<b>Week 1</b>	<b>Week 2</b>
<b>Option X</b>	14 Jobs	16 Jobs
<b>Option Y</b>	15 Jobs	17Jobs

Suppose your preferred option is Option X: You will select the button on your screen that corresponds to “Option X”. If this decision is implemented, you will complete the work allocation associated with Option X: 14 jobs today and 16 jobs next week. You will be able to leave the session today after completing the 14 jobs, and then you will return next week to complete the remaining 16 jobs.

Suppose your preferred option is instead Option Y: You will select the button on your screen that corresponds to “Option Y”. If this decision is implemented, you will complete the work allocation associated with Option Y: 15 jobs today and 17 jobs next week. You will complete 15 jobs today and then return next week to complete the remaining 17 jobs.

Some decisions may involve uncertainty. Decisions with uncertainty will have two potential scenarios that you could be in with equal probability. The computer will act as if it is flipping a fair coin to determine which scenario you are in. Take a moment to look at the following two scenarios:

### Scenario 1

	Week 1	Week 2
Option X	14 Jobs	16 Jobs
Option Y	15 Jobs	17Jobs

### Scenario 2

	Week 1	Week 2
Option X	14 Jobs	17 Jobs
Option Y	15 Jobs	16 Jobs

Note that both scenarios are the same in Week 1, but the Week 2 work allocations are flipped between the two. The decision will be displayed as follows:

	Week 1	Week 2
Option X	14 Jobs	?? Jobs
Option Y	15 Jobs	?? Jobs

Although you will be told the two possible scenarios, you will not know which of them you are in. Before making a decision, you can choose to find out which scenario you are in, if you want to do so, by clicking a button. You are not required to find out and may choose not to do so.

### Timeline

After making your decisions, you will be informed of how many jobs you will complete today, but not which decision was implemented or which scenario you are in if the decision involved uncertainty. After completing your jobs, you will **then** be informed of how many jobs you will complete when you return next week. Next week, the instructions will be reviewed and you will complete another practice round before finishing your jobs.

You will now answer a few comprehension questions and complete the practice round. You will then make your decisions before completing your allocated work for the day. Once you complete your work, you will be asked to fill out a short questionnaire and then you may leave. When you finish, please take your completed receipt along with all of your belongings, including these instructions and your pen, and quietly head to the back room for payment.

If you have any questions, please raise your hand and one of us will come to your seat to answer them.

## Week 2 Instructions

Thank you for returning for the second part of the study. At this time, please silence your cell phones and similar devices. Please do not talk to or in any way try to communicate with other participants in the room.

### Bonus Task

Before finishing your jobs, you will complete a bonus task. Any money earned in the bonus task will be in paid in addition to the \$30 completion payment you are guaranteed. Two participants in this session will be randomly selected for payment for the bonus task. Every participant is equally likely to be selected for payment.

In the bonus task, you will be presented with a decision list. The decision list will consist of a series of two rows with two options, option A and option B. Option A will always be receiving a \$5 payment for certain. Option B will be a lottery in which you receive \$10 with some probability and \$0 otherwise. As you proceed down the list, the probability of winning the lottery will increase.

Your task in the decision list will be to pick the first row where you want to switch from option A to option B. In other words, you should indicate the point at which you would be willing to give up \$5 for certain in exchange for a lottery for \$10. The option you prefer in each row of the decision list will then be highlighted in green. If you don't want to switch, you can just mark your preferred option green throughout the list.

If you are selected for the bonus task, the computer will randomly and fairly select one row from the decision list for payment. If for that row, you chose option A, then option A will be implemented. If you chose option B, then option B will be implemented. Every participant is equally likely to be selected for the bonus task and each row is equally likely to be selected for payment, so you should treat each row as if it determines your payment.

Consider the example decision list in the table below. Your task is to decide the smallest probability of receiving \$10 that you need to give up receiving \$5 with certainty. In other words, you will need to indicate the point at which you would be willing to give up option A for option B.

Option A	Option B
You get \$5	You get \$10 with 0% probability and \$0 otherwise
You get \$5	You get \$10 with 20% probability and \$0 otherwise
You get \$5	You get \$10 with 40% probability and \$0 otherwise
You get \$5	You get \$10 with 60% probability and \$0 otherwise
You get \$5	You get \$10 with 80% probability and \$0 otherwise
You get \$5	You get \$10 with 100% probability and \$0 otherwise

Imagine for a moment the smallest probability of receiving \$10 that you would accept to give up receiving \$5 with certainty. Suppose your answer is 60%. This choice would be indicated as shown in the picture below:

Option A	Option B
You get \$5	• You get \$10 with 0% probability and \$0 otherwise
You get \$5	• You get \$10 with 20% probability and \$0 otherwise
You get \$5	• You get \$10 with 40% probability and \$0 otherwise
You get \$5	• You get \$10 with 60% probability and \$0 otherwise
You get \$5	• You get \$10 with 80% probability and \$0 otherwise
You get \$5	• You get \$10 with 100% probability and \$0 otherwise

Further, suppose you are one of the two participants selected for payment for the bonus task.

Option A	Option B
You get \$5	You get \$10 with 0% probability and \$0 otherwise
→ You get \$5	You get \$10 with 20% probability and \$0 otherwise
You get \$5	You get \$10 with 40% probability and \$0 otherwise
You get \$5	→ You get \$10 with 60% probability and \$0 otherwise
You get \$5	You get \$10 with 80% probability and \$0 otherwise
You get \$5	You get \$10 with 100% probability and \$0 otherwise

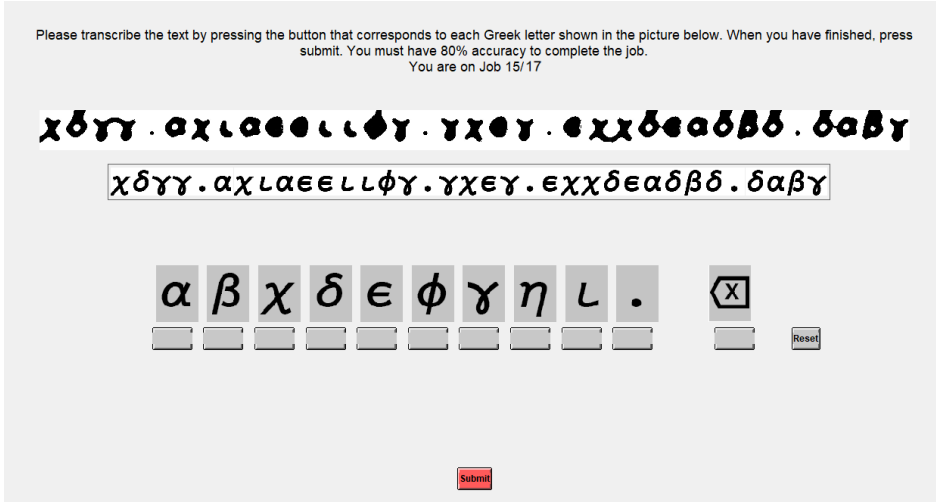
- If the second row was randomly selected (indicated with the first arrow above), then option A will be implemented. You will receive an additional \$5.
- If the fifth row is randomly selected (indicated with the second arrow above), then option B will be implemented. The computer will randomly and fairly pick a number from 1 to 100. If the chosen number is between 1 and 80 you would receive an additional \$10. If the number is between 81 and 100 you would receive an addition \$0.

## Jobs

Today you will be finishing your remaining jobs from the previous week’s sessions.

You will be asked to transcribe letters from Greek text. The text will appear in a transcription box on your screen. For each letter in the text you will need to select the button on your screen corresponding to the correct Greek letter on your screen in order. If you make a mistake, you can use the “back” button to remove the last letter you selected or the “reset” button to start over.

Each row is 35 letters and takes on average 45-50 seconds to complete. Once you have selected 35 Greek letters, a submit button will appear, such as in the example on the next page. For the job to be complete, your accuracy must be 80% or better. At the top of the screen, you can keep track of how many jobs you have completed and how many jobs you have left to complete.



You will complete a practice round consisting of four jobs before finishing your work.

**Linking Code**

In a moment, you will be asked to enter the **linking code** you created last week. This must be the exact code you entered during the last session. Your linking code is the number 1 followed by the 2 digits corresponding to your birth month followed by the last four digits of your phone number. For example, if you were born in July and your phone number is (412) 555-9999, your linking code is 1079999. If you were born in December and have the phone number (412) 555-0022 your linking code is 1120022.

**Payment**

You may leave once you have finished your own work. Once you are finished, please take all your belongings, including these instructions and your pen, and head quietly to the back room for payment. Before going to the back room, please write your linking code on the small green slip of paper on your desk and fill out the white receipt.

If you have any questions, please raise your hand and one of us will come to your seat to answer them.



Welcome and thank you for your participation!

This survey should take under five minutes to complete. Please give it your full attention and answer each question truthfully. You will be paid \$2 for your participation.

This research has been approved by the University of Pittsburgh IRB. Your participation is voluntary and you may withdraw from this project at any time. There are no foreseeable risks associated with this project, nor are there any direct benefits to you beyond monetary compensation.

Please contact the principal investigator, Marissa Lepper, at [m.lepper@pitt.edu](mailto:m.lepper@pitt.edu) or through the Prolific interface if you have any questions or concerns.







Please think about how frequently you **do things on time**.

This includes (but is not limited to) paying bills on time, turning in work or school assignments on time, arriving on time to meetings, etc.

To what extent does the following statement accurately describe you:

**I always do things on time.**

Not at all	A small amount	Slightly well	Moderately well	Fairly well	Very well	Extremely well
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Please think about times when you **did things late**.

This includes (but is not limited to) times that you were late paying bills, turned in work or school assignments late, arrived late to meetings, etc.

To what extent do you agree with the following statement:

**I feel bad when I do something late.**

Strongly disagree	Disagree	Somewhat disagree	Neither agree nor disagree	Somewhat agree	Agree	Strongly agree
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Please think about times when you **did things late**.

This includes (but is not limited to) times that you were late paying bills, turned in work or school assignments late, arrived late to meetings, etc.

To what extent do you agree with the following statement:

Please select "somewhat agree" to demonstrate that you are paying attention.

Strongly disagree	Disagree	Somewhat disagree	Neither agree nor disagree	Somewhat agree	Agree	Strongly agree
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Please think about times when you **did things late**.

This includes (but is not limited to) times that you were late paying bills, turned in work or school assignments late, arrived late to meetings, etc.

To what extent do you agree with the following statement:

When I do something late, I usually give an excuse explaining why.

Strongly disagree	Disagree	Somewhat disagree	Neither agree nor disagree	Somewhat agree	Agree	Strongly agree
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Please think about times when you **did things late**.

This includes (but is not limited to) times that you were late paying bills, turned in work or school assignments late, arrived late to meetings, etc.

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To what extent do you agree with the following statement:

***I don't feel bad when I do something late if I have an excuse as to why I did not do it on time.***

Strongly disagree	Disagree	Somewhat disagree	Neither agree nor disagree	Somewhat agree	Agree	Strongly agree
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