

CARNEGIE MELLON UNIVERSITY CONSENT FORM Project Title: Single-Play and Repeated-Play Decisions with Fungible and Non-Fungible Outcomes Conducted by: The H. John Heinz School of Public Policy and Management You agree to participate in the research project "Single-Play and Repeated-Play Decisions with Fungible and Non-Fungible Outcomes," conducted by Assistant Professor DeKay and Research Associate Mandy Holbrook or by students or staff under their supervision. You understand that Carnegie Mellon University Institutional Review Board (IRB) has approved the use of human participants for this Study. If, however, at any time you wish to terminate your participation in this study you have the right to do so without penalty. If you have any questions about this study, you should feel free to contact: Assistant Professor Michael L. DeKay H. John Heinz III School of Public Policy and Management Carnegie Mellon University Pittsburgh, PA 15213 412-268-1877

Research Associate Mandy Holbrook Social and Decision Sciences Carnegie Mellon University Pittsburgh, PA 15213 412-268-3249 You have the right to contact the following person and report your objections, either orally or in writing: IRB Chair/Regulatory Compliance Administration Carnegie Mellon University Warner Hall, Room 414 Pittsburgh, PA 15213 Tel: 412-268-1901 Email: [irb-review@andrew.cmu.edu](mailto:irb-review@andrew.cmu.edu)

Purpose of the Study: The researchers are interested in how people evaluate different situations regarding fungibility of decision making outcomes. This study involves reading scenarios and answering questions, and you will be given instructions on how to complete the various tasks. The entire task is expected to take about 30 minutes, and you will be paid by a \$10 money order sent by mail or \$10 in cash if you come by Ms. Holbrook's office in Porter Hall 319 once it is confirmed through your email that you have completed the survey. A separate email will be sent to you once you've completed the survey to determine your payment preference. Your email address nor the payment email will be associated with your survey responses in anyway. The following procedure will be used to maintain your anonymity in analysis, publication, and presentation of any results. Participants' names will not be recorded, and the data files will be identified using code numbers rather than names. Please note, once you finish the online survey and click "next" to send your responses, your computer will automatically send its IP address with your answers. We have your email address only to confirm you have completed the survey and it will not be kept with your name or any other identifying information. We do not keep IP addresses in our data records, so no lasting link will be made to the computer you are using. No persistent "cookies" will be sent to your computer. Because this study includes an internet survey, there is no way to ensure total confidentiality and that your responses are at risk (however small) of being accessed by unauthorized parties. However, your name will not be sent in the same transmission as your survey response, limiting the risk of violation of your anonymity. By hitting "next", you give Dr. DeKay, Mandy Holbrook, and their associates permission to present this work in written and oral form, without further permission from you and acknowledge all of the conditions explained above. This Study is funded by NSF, which is supporting the costs of this research. Neither Carnegie Mellon University (CMU), nor Principal Investigator will receive any financial benefit based on the results of the Study. Thank you. This study has been reviewed and approved by the Carnegie Mellon University (CMU) IRB on 7/8/05 and expires 7/08/06.

## Decisions Involving Uncertainty-A

This study is designed to explore the decisions that people make when the outcomes of those decisions are uncertain. You will be asked to imagine that you are in a specific situation and to make a particular decision. We will also ask you a number of other questions. This study should take approximately 30 minutes.

The situation may be new to you, and you may not have all the information that you would like. That's okay. We'd like you to tell us what you think anyway. Please give your honest opinion—not what you think you “should” say. These are opinion questions and there are no right or wrong answers.

If you have questions at any time during the study, please ask the facilitator individually.

## Decisions Involving Uncertainty-A

Imagine that you are a participant in a study on decision making involving real money and you are asked to choose between two options involving monetary gambles. In option A, there is a 30% chance that you will receive \$110 and a 70% chance that you will get no money. In option B, there is a 40% chance that you will receive \$70 and a 60% chance that you will get no money.

These two options may be summarized as follows:

Option A:

30% chance that you get \$110

70% chance that you get no money

Option B:

40% chance that you get \$70

60% chance that you get no money

**1. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**2. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

25% chance that you get \$60

75% chance that you get no money

Option B:

20% chance that you get \$100

80% chance that you get no money

**3. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**4. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

15% chance that you get \$140

85% chance that you get no money

Option B:

30% chance that you get \$80

70% chance that you get no money

**5. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**6. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

2% chance that you get \$50

98% chance that you get no money

Option B:

1% chance that you get \$120

99% chance that you get no money

**7. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ - ☐ Strongly prefer option B

**8. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

50% chance that you get \$60

50% chance that you get no money

Option B:

25% chance that you get \$90

75% chance that you get no money

**9. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**10. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

40% chance that you get \$80

60 % chance that you get no money

Option B:

30% chance that you get \$70

70% chance that you get no money

**11. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ - ☐ Strongly prefer option B

**12. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B



## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

65% chance that you get \$150

35% chance that you get no money

Option B:

85% chance that you get \$120

15% chance that you get no money

**13. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**14. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

80% chance that you get \$100

20% chance that you get no money

Option B:

100% chance that you get \$60

**15. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**16. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

2% chance that you get \$130

98% chance that you get no money

Option B:

4% chance that you get \$70

96% chance that you get no money

**17. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ - ☐ Strongly prefer option B

**18. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

45% chance that you get \$120

55% chance that you get no money

Option B:

90% chance that you get \$50

10% chance that you get no money

**19. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ - ☐ Strongly prefer option B

**20. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now imagine that you are in the same situation, but the options are different. The previous options are not available, but everything else is the same as before.

The two new options are:

Option A:

10% chance that you get \$150

90% chance that you get no money

Option B:

25% chance that you get \$70

75% chance that you get no money

**21. Which option do you prefer in this situation? *Please check one.***

- ☐ Strongly prefer option A   ☐ - ☐ Moderately prefer option A   ☐ - ☐ Neither   ☐ - ☐ Moderately prefer option B   ☐ Strongly prefer option B

**22. If forced to decide, which option would you choose in this situation? *Please check one.***

- ☐ Option A  
☐ Option B

## Decisions Involving Uncertainty-A

Now we would like you to answer some additional questions.

**23. When choosing between options A and B, did you ever try to choose the option with the higher “expected value”? Please check one. If you are not sure what an expected value is, check No.**

☐ Yes

☐ No

**24. Some people prefer to avoid risks (we call these people “risk averse”). Other people seek out risks and may actually enjoy them (we call these people “risk seeking”). To what extent are you risk averse or risk seeking? Please check one.**

☐ Very risk averse ☐ - ☐ Moderately risk averse ☐ - ☐ Neither ☐ - ☐ Moderately risk seeking ☐ -

☐ Very risk seeking

## Decisions Involving Uncertainty-A

Finally, we would like you to answer a few questions about yourself. This information will be very useful in helping us describe the types of people who participated in our study.

**25. To what extent are you politically liberal or politically conservative? Please check one.**

☐ - ☐ Moderately conservative ☐ - ☐ Very conservative ☐ Moderately liberal ☐ Very liberal ☐ - ☐ Neither

☐ -

**26. How important is religion in your daily life? Please check one.**

☐ Not at all important ☐ - ☐ Moderately important ☐ - ☐ Very important

**27. What is your sex? Please check one.**

☐ Male

☐ Female

**28. What is your age in years?**

**29. Are you Hispanic or Latino? Please check one.**

☐ Yes

☐ No

**30. How would you describe your race? Please check all that apply.**

☐ American Indian or Alaska Native

☐ Asian

☐ Black or African American

☐ Native Hawaiian or Other Pacific Islander

☐ White

☐ Other (please specify)

**31. Is English your first language? *Please check one.***

- ☐ Yes
- ☐ No

**32. What is the highest level of education you have completed? *Please check one.***

- ☐ Grade school
- ☐ High-school degree or GED
- ☐ Two-year college degree
- ☐ Trade-school or professional-school degree
- ☐ Bachelor's degree
- ☐ Graduate degree

**33. Are you currently a full-time student at a college or university? *Please check one. If you are a full-time student, but you are not currently taking classes, check one of the Yes boxes.***

- ☐ Yes, I am an undergraduate student.
- ☐ Yes, I am a graduate student.
- ☐ No, I am not a full-time student at a college or university.

**34. What is your annual household (family) income? *Please check one. If you are claimed as a dependent by your parents, please report your parents' household income.***

- ☐ Less than \$15,001
- ☐ \$15,001 to \$30,000
- ☐ \$30,001 to \$45,000
- ☐ \$45,001 to \$60,000
- ☐ \$60,001 to \$75,000
- ☐ \$75,001 to \$90,000
- ☐ More than \$90,000



**35. Do you have any final comments regarding this survey? If so, please write your comments here.**

**36. How would you like to be paid for your participation?**

- ☐ money order (you will be sent an email requesting your mailing address)
- ☐ cash (arrangement for payment to be determined via email)

**37. How did you hear about this survey?**

- ☐ CMU bboard
- ☐ Tepper email
- ☐ Flier
- ☐ Word of Mouth
- ☐ Other (please specify)

Thank you for participating in this study! Please see the facilitator for payment.