

Supplementary Online Material

for

*Failures of Contingent Reasoning in Screening
Decisions**

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A. APPENDIX

A.A. Tables and Figures

*Data and reproduction materials are available in the online repository.

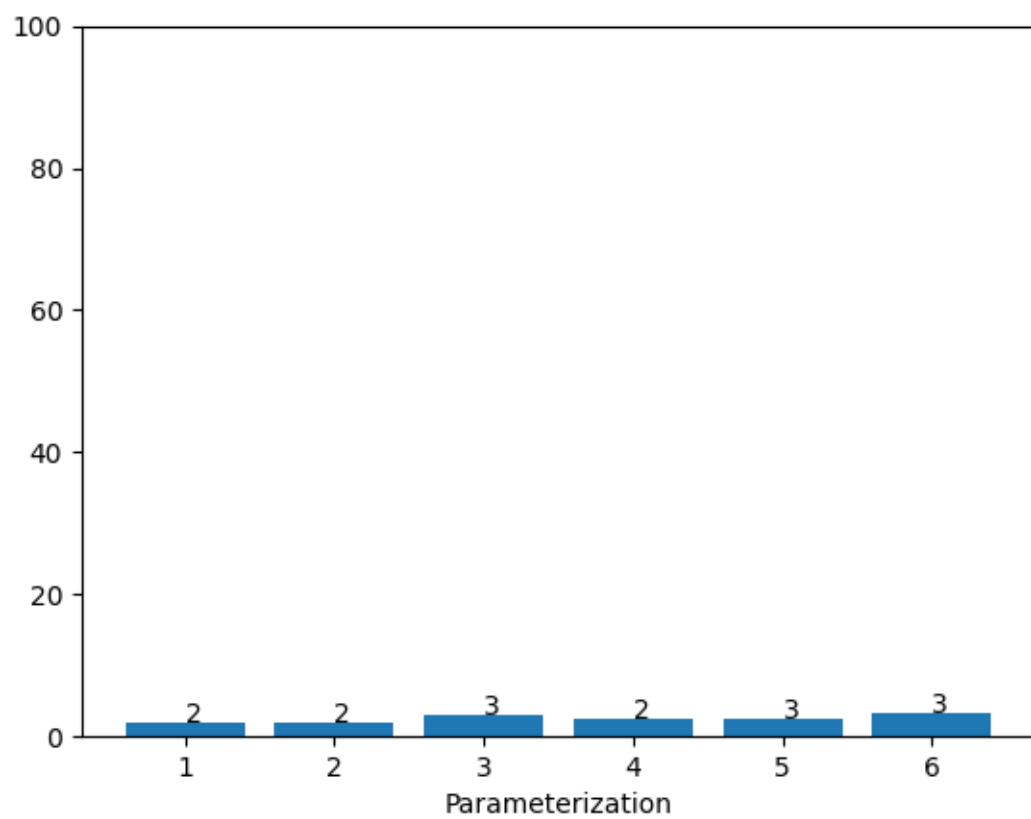


Figure A.1: The share of participants who choose the lottery induced by the Pooling task

Treatment	Age	p-val	Female, %	p-val	White, %	p-val	College, %	p-val
<i>Baseline</i>	43.17		52.99		73.31		50.60	
<i>Benchmark</i>	43.72	0.65	49.15	0.40	77.54	0.28	58.05	0.10
<i>Automatic Inference</i>	41.87	0.27	47.13	0.19	74.18	0.83	56.56	0.18
<i>Plan</i>	40.84	0.04	49.00	0.37	71.31	0.62	48.21	0.59

Table A.1: Demographic characteristics (average age, percent female, and percent White) and share of college-educated by treatment. p-values are from t-tests for the difference from the *Baseline* treatment.

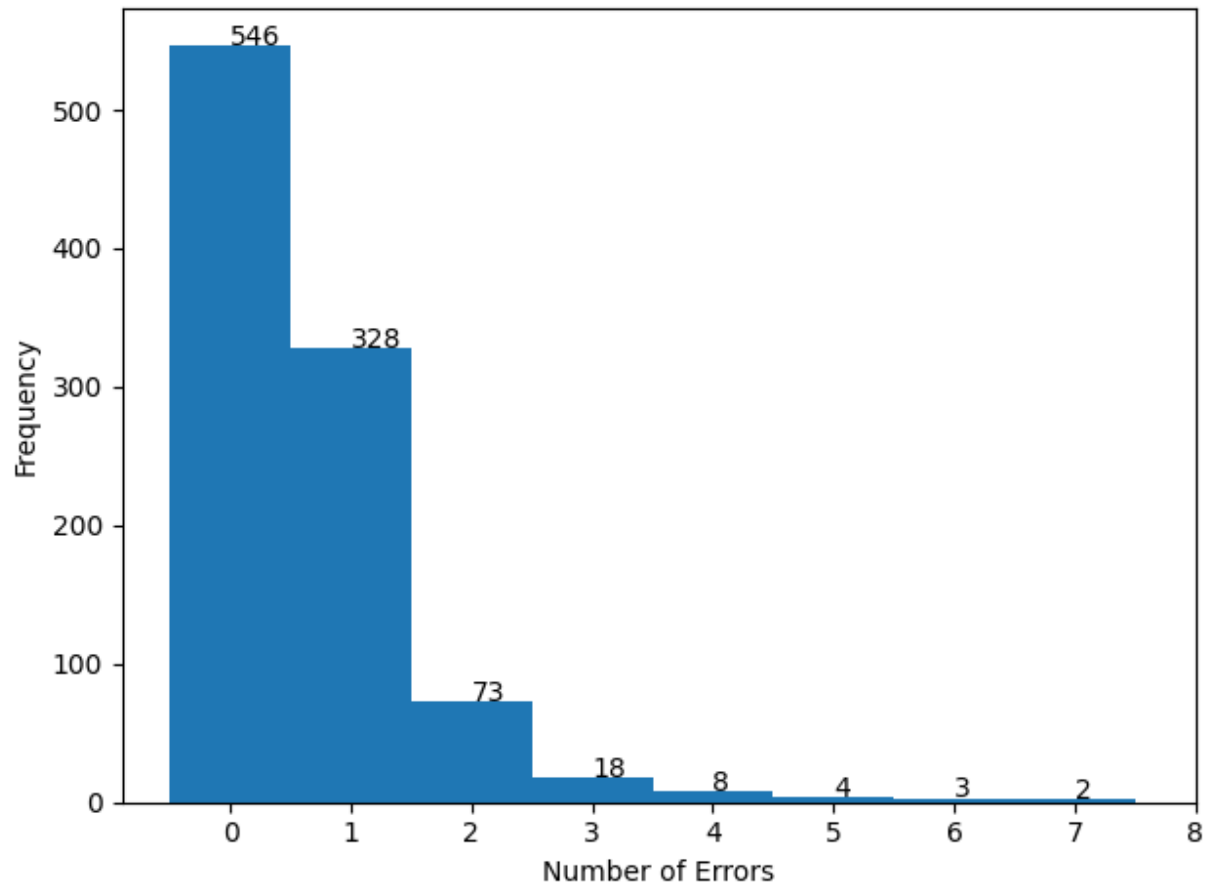


Figure A.2: The distribution of the number of errors on the understanding questions, pooling all treatments. Total sample size is 982.

	(1)	(2)	(3)	(4)	(5)
Benchmark	-0.5*** (0.04)	-0.23*** (0.06)	-0.11 (0.09)	-0.23 (0.14)	-0.4* (0.22)
Automatic Inference	-0.23*** (0.04)	-0.14** (0.06)	-0.02 (0.09)	-0.07 (0.15)	-0.07 (0.29)
Plan	-0.32*** (0.04)	-0.2*** (0.06)	-0.25*** (0.08)	-0.37*** (0.11)	-0.4* (0.22)
Baseline mistake rate	0.68	0.4	0.35	0.37	0.4
N	982	491	215	63	17

Table A.2: Screening-dominant rounds in a row. OLS regression results with binary dummies for each treatment (*Baseline* omitted) and mistakes in Screening-dominant rounds as dependent variable. Specification by column: (1): Round 1 for all observations, (2)-(5) Round [x] for observations where [x] first rounds were Screening-dominant ([x] ranges from 2 to 5). For example, column (5) shows behavior in the fifth (Screening-dominant) round for participants who faced four Screening-dominant rounds in a row immediately before.

Table A.3: Estimates by Screening-dominant round count

	(1)	(2)	(3)	(4)	(5)	(6)
<i>Benchmark</i>	-0.5*** (0.04)	-0.15*** (0.04)	-0.13*** (0.04)	-0.16*** (0.04)	-0.13*** (0.04)	-0.08** (0.04)
<i>Automatic Inference</i>	-0.23*** (0.04)	-0.12*** (0.04)	-0.1** (0.04)	-0.13*** (0.04)	-0.14*** (0.04)	-0.08** (0.04)
<i>Plan</i>	-0.32*** (0.04)	-0.16*** (0.04)	-0.15*** (0.04)	-0.16*** (0.04)	-0.18*** (0.04)	-0.12*** (0.04)
<i>Baseline</i> mistake rate	0.68	0.37	0.36	0.35	0.34	0.27
N	982	982	982	982	982	982

Note: OLS regressions of an indicator for choosing the Pooling task (a mistake) on treatment indicators, with *Baseline* omitted. Columns (1)–(6) use each participant’s first through sixth Screening-dominant round, respectively; treatment coefficients report differences from the *Baseline*, and the *Baseline* mistake rate is the omitted-group mean. Heteroskedasticity-robust standard errors are in parentheses. p -value < 0.1: *; p -value < 0.05: **; p -value < 0.01: ***.

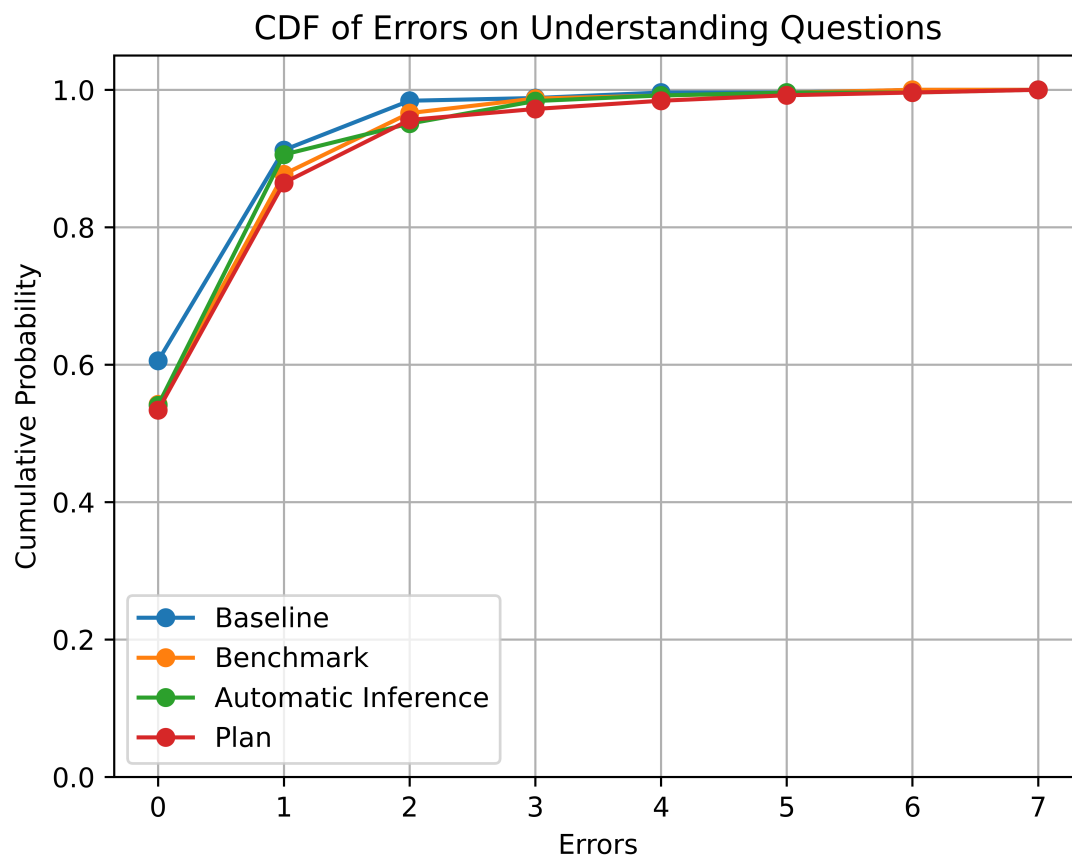


Figure A.3: The CDF of total errors on the understanding questions participants make by treatment.

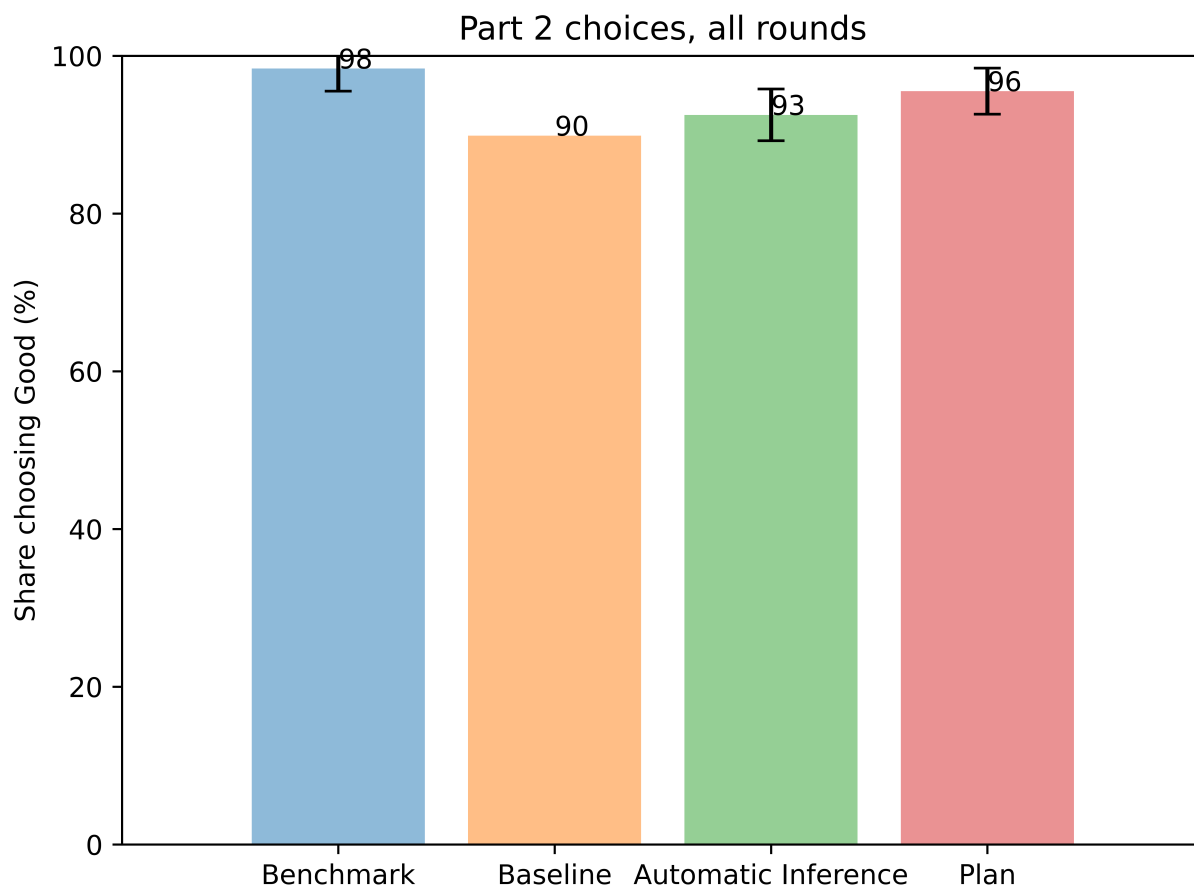


Figure A.4: The rate of hiring the Good computer in part 2 after choosing the Screening task by treatment.

A.B. Screenshots

This subsection presents the screenshots of the experiment for all four treatments in the order of their appearance. Pages that are identical for all treatments are grouped together. The screenshots are structured in the following way:

1. Introduction
2. Main decision—only round 1 (other rounds differ only in numbers and labels)
 - (a) *Baseline* treatment
 - (b) *Benchmark* treatment
 - (c) *Automatic Inference* treatment
 - (d) *Plan* treatment
3. Other elicitations

Introduction

Welcome

You are invited to participate in a **research study** run by Stanford University.

Most participants complete this study in **15 to 25 minutes**. If you do not complete the study, or if it times out on you, we will not be able to pay you.

If you complete the study, you will receive a **\$3.00 payment**. You may earn an additional **bonus** of up to \$5.70 as determined in the study.

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

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

A blue rectangular button with the word "Next" in white text.

Figure A.5

Note: All treatments.

Consent

- You are asked to take part in a research study.
- If you choose to be in the study, you will answer questions that will help us learn more about what factors influence individual decisions and behavior.
- Most participants complete this study in 15 to 25 minutes.
- If you successfully complete the study, you will receive a \$3.00 payment. You may earn an additional bonus as determined in the study.
- All payments and procedures will be implemented in exactly the manner they are described in the study instructions and on the Prolific platform.
- You may stop the study at any time, but you will only get paid the full amount if you successfully complete the study.
- The study is de-identified, and no one will be able to link your answers back to you.
- This is a minimal risk study. We cannot and do not promise or guarantee that you will receive any benefits from participating in this study.
- Questions, Concerns, or Complaints: If you have any questions, concerns or complaints about this research study, its procedures, risks and benefits, contact Gonzalo Arrieta, garrieta@stanford.edu, or Muriel Niederle, niederle@stanford.edu.
- This study runs under IRB protocol 44866.
- 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."

Yes, I Agree

Next

Figure A.6

Note: All treatments.

Instructions

It is important for us that you understand the consequences of your answers when going through the study. Hence, throughout the study, we ask you some **understanding questions** that you need to answer correctly before continuing. These questions help make sure you understand the consequences of your answers before you give them.

In this study, you will make several decisions. One decision will be randomly chosen to count towards your bonus payoff.

When you are ready, click "Next."

Next

Figure A.7

Note: All treatments.

Decision Green/Yellow: Computers solve Green or Yellow Tasks

You will go through ten decisions. Instructions for all decisions are similar, but the underlined numbers on this page change between decisions.

There are **two Computers** which solve tasks. There are two tasks: **Green task** and **Yellow task**. One computer is of **Good quality**, and the other is of **Bad quality**.

Part 1

The computers solve a task. **You decide which task the computers solve.**

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.

Bonus from Part 1: You get the amount of money the computers produce in the task.

Before part 2, you will see how much money the computers produce. This is the only extra information you will see.

Part 2

The same computers solve the Yellow task.

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$4.30 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Yellow task.

Bonus from Part 2: You will *choose* which computer determines your bonus. You get the amount of money the computer of your choice produces in the task.

Next

Figure A.8
Note: *Baseline* treatment.

Decision Green/Yellow: Computers solve Green or Yellow Tasks

You will go through ten decisions. Instructions for all decisions are similar, but the underlined numbers on this page change between decisions.

There are **two Computers** which solve tasks. There are two tasks: **Green task** and **Yellow task**. One computer is of **Good quality**, and the other is of **Bad quality**.

Part 1

The computers solve a task. **You decide which task the computers solve.**

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.

Bonus from Part 1: You get the amount of money the computers produce in the task.

If the computers solve the Yellow task, you will be able to tell their quality.

Part 2

The same computers solve the Yellow task.

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$4.30 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Yellow task.

Bonus from Part 2: You will *choose* which computer determines your bonus. You get the amount of money the computer of your choice produces in the task.

Next

Figure A.9
Note: *Benchmark* treatment.

Decision Green/Yellow: Computers solve Green or Yellow Tasks

You will go through ten decisions. Instructions for all decisions are similar, but the underlined numbers on this page change between decisions.

There are **two Computers** which solve tasks. There are two tasks: **Green task** and **Yellow task**. One computer is of **Good quality**, and the other is of **Bad quality**.

Part 1

The computers solve a task. **You decide which task the computers solve.**

We may also tell you the computers' quality, depending on your part 1 choice.

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.

Bonus from Part 1: You get the amount of money the computers produce in the task.

Before part 2, you will see how much money the computers produce. We might also tell you the computers' quality, depending on your choice in part 1.

Part 2

The same computers solve the Yellow task.

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$4.30 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Yellow task.

Bonus from Part 2: You will *choose* which computer determines your bonus. You get the amount of money the computer of your choice produces in the task.

Next

Figure A.10

Note: Automatic Inference treatment.

Decision Green/Yellow: Computers solve Green or Yellow Tasks

You will go through ten decisions. Instructions for all decisions are similar, but the underlined numbers on this page change between decisions.

There are **two Computers** which solve tasks. There are two tasks: **Green task** and **Yellow task**. One computer is of **Good quality**, and the other is of **Bad quality**.

Part 1

The computers solve a task. **You decide which task the computers solve.**

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.

Bonus from Part 1: You get the amount of money the computers produce in the task.

Part 2

The same computers solve the Yellow task.

Each computer produces money from solving the task. How much money it produces depends on its quality as follows:

-  **Good quality:** Produces \$4.30 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Yellow task.

Bonus from Part 2: You will *choose* which computer determines your bonus. You get the amount of money the computer of your choice produces in the task.

Next

Figure A.11
Note: *Plan* treatment.

Checking Your Understanding

Before we continue, we want to make sure you understand the instructions so far. Please, answer the questions below.

[Review Instructions](#)

What do the computers do?

- ☐ They do not do anything.
- ☐ They solve tasks.
- ☐ They decide what task they solve.

How many computers are there in this decision?

- ☐ Only one, which can be of Good or the Bad quality.
- ☐ Two, one of Good quality and one of Bad quality.
- ☐ There are no computers.

Are the computers that solve the task in part 1 the same as the ones that solve the task in part 2 in this decision?

- ☐ Yes, there are two computers which solve tasks in both part 1 and part 2, but the computers can be of different quality in part 1 and part 2.
- ☐ No, there are four computers, two for each part.
- ☐ Yes, there are two computers in this decision which solve tasks in both part 1 and part 2, and the computers are of the same quality in both parts.

[Submit](#)

Figure A.12
Note: All treatments.

Checking Your Understanding

Before we continue, we want to make sure you understand the instructions so far. Please, answer the questions below.

[Review Instructions](#)

In part 2 of this decision, which task do the computers solve?

- ☐ It has not yet been decided. It is my task to decide it.
- ☐ They solve the Green task.
- ☐ They solve the Yellow task.
- ☐ They solve the Green task, and the Yellow task, for a total of two tasks.

How is your bonus determined in this decision?

- ☐ For each task the computers solve, I get the amount they produce. This applies to both tasks.
- ☐ In part 1, I get the amount the computers produce in that part's tasks. In part 2, I get the amount the computer of my choice produces in that part's task.
- ☐ For each task that the computers solve, I get \$0.05. This applies to both tasks.

[Submit](#)

Figure A.13

Note: All treatments.

Main decision: Baseline treatment

Decision Green/Yellow, Part 1:

On this page, you are choosing whether the computers face the Green or Yellow task in part 1.

[Review Instructions](#)

Choose whether, in part 1, the computers face the Green or Yellow task.

Which task do you want the computers to solve in part 1?

- ☐ Yellow task.
- ☐ Green task.

When you are ready, click "Submit."

[Submit](#)

Figure A.14

Note: *Baseline* treatment.

On the next screen you will see part 2

In this decision, each computer faced the Yellow task.

Before proceeding, please answer the question below:

Will you learn how much money each computer produced in part 1?

- ☐ No, I will never learn exactly how much each computer produced.
- ☐ Yes, I will learn about it, but only once the experiment ends and I get my bonus payment.
- ☐ Yes, I will learn how much each computer produced before part 2.

When you are ready, continue.

Next

Figure A.15

Note: *Baseline* treatment.

Computers have produced money



Reminder

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.

In part 1 of this decision, each computer solved the Yellow task. One computer produced \$0.05, and the other produced \$0.00.

Hence, your bonus from this part is \$0.05.

Next

Figure A.16

Note: *Baseline* treatment.

Decision Green/Yellow, Part 2

In part 2 of this decision, the computers face the Yellow tasks. These are the same computers as in part 1 of this decision, and they are of the same quality.

[Review Instructions](#)

- In part 1 of this decision, each computer solved the Yellow task. One computer produced \$0.05, and the other produced \$0.00.

-  **Good quality:** Produces \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.00 in the Yellow task.

Reminder

- In part 2, you will *choose* which computer determines your bonus.
 - You get the amount of money the computer of your choice produces in the task.
- Remember, in part 2:
 -  **Good quality:** Produces \$4.30 in the Yellow task.
 -  **Bad quality:** Produces \$0.05 in the Yellow task.

How do you want your bonus for part 2 to be determined (according to the reminder above)?

- ☐ This computer produced \$0.05 in part 1. I want to get what it produces in part 2 as my bonus.
- ☐ This computer produced \$0.00 in part 1. I want to get what it produces in part 2 as my bonus.

[Submit](#)

Figure A.17
Note: *Baseline* treatment.

Decision Green/Yellow, Part 2 Bonus

The computer you chose produced \$4.30 in part 2. Hence, your bonus from this part is \$4.30.

Progress: 10%

Click the "Next" button to continue.

Next

Figure A.18

Note: *Baseline* treatment.

Main decision: Benchmark treatment

Decision Green/Yellow, Part 2

Before you make your part 1 decisions, on this page you decide how you want your bonus for part 2 to be determined in each of the possible scenarios that part 1 generates.

In part 2 of this decision, the computers face the Yellow tasks. These are the same computers as in part 1 of this decision, and they are of the same quality.

[Review Instructions](#)

- **In part 1:**

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.



Reminder

- **In part 2, you will *choose* which computer determines your bonus.**

- You get the amount of money the computer of your choice produces in the task.

- **Remember, in part 2:**

-  **Good quality:** Produces \$4.30 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Yellow task.

If the computers solve the Yellow task in part 1 (and hence you will know their quality):

- ☐ This computer is Good. I want to get what it produces in part 2 as my bonus.
- ☐ This computer is Bad. I want to get what it produces in part 2 as my bonus.

If the computers solve the Green task in part 1 (and hence you will not know their quality):

- ☐ This computer is of unknown quality. I want to get what it produces in part 2 as my bonus.
- ☐ This computer is of unknown quality. I want to get what it produces in part 2 as my bonus.

[Submit](#)

Figure A.19

Note: Benchmark treatment.

Decision Green/Yellow, Part 1

On this page, you are choosing whether the computers face the Green or Yellow task in part 1.

[Review Instructions](#)

Choose whether, in part 1, the computers face the Green or Yellow task. On the previous page, you have made your choice for part 2 of this decision. The options below take your choices for part 2 into account.

Which task do you want the computers to solve in part 1?

- ☐ Yellow task. You get a \$0.05 bonus in part 1, and a \$4.30 bonus in part 2.
- ☐ Green task. You get a \$0.10 bonus in part 1. If the unknown quality computer is Good, you get a \$4.30 bonus in part 2. If the unknown quality computer is Bad, you get a \$0.05 bonus in part 2.

When you are ready, click "Submit."

[Submit](#)

Figure A.20

Note: *Benchmark* treatment.

Decision Green/Yellow Bonus

Your total bonus for Decision Green/Yellow is \$4.35.

In part 1, you chose the Yellow task. The computers produced \$0.05 in part 1. In part 2, the computer you chose produced \$4.30.

Progress: 10%

Click the "Next" button to continue.

Next

Figure A.21

Note: *Benchmark* treatment.

Main decision: Automatic Inference treatment

Decision Green/Yellow, Part 1:

On this page, you are choosing whether the computers face the Green or Yellow task in part 1.

[Review Instructions](#)

Choose whether, in part 1, the computers face the Green or Yellow task.

Which task do you want the computers to solve in part 1?

- ☐ Yellow task. We will tell you the computers' quality
- ☐ Green task. We will not tell you the computers' quality

When you are ready, click "Submit."

[Submit](#)

Figure A.22

Note: *Automatic Inference treatment.*

Computers have produced money



Reminder

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.

In part 1 of this decision, each computer solved the Yellow task. One computer produced \$0.05, and the other produced \$0.00. The computer which produced \$0.05 is of the Good quality. The computer which produced \$0.00 is of the Bad quality.

Hence, your bonus from this part is \$0.05.

Next

Figure A.23

Note: *Automatic Inference* treatment.

Decision Green/Yellow, Part 2

In part 2 of this decision, the computers face the Yellow tasks. These are the same computers as in part 1 of this decision, and they are of the same quality.

[Review Instructions](#)

- In part 1 of this decision, each computer solved the Yellow task. One computer produced \$0.05, and the other produced \$0.00.

-  **Good quality:** Produces \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.00 in the Yellow task.

Reminder

- In part 2, you will *choose* which computer determines your bonus.
 - You get the amount of money the computer of your choice produces in the task.
- Remember, in part 2:
 -  **Good quality:** Produces \$4.30 in the Yellow task.
 -  **Bad quality:** Produces \$0.05 in the Yellow task.

The computer that produced \$0.05 is of the Good quality. The computer that produced \$0.00 is of the Bad quality.

How do you want your bonus for part 2 to be determined (according to the reminder above)?

- ☐ This computer produced \$0.05 in part 1. I want to get what it produces in part 2 as my bonus.
- ☐ This computer produced \$0.00 in part 1. I want to get what it produces in part 2 as my bonus.

[Submit](#)

Figure A.24

Note: *Automatic Inference* treatment.

Decision Green/Yellow, Part 2 Bonus

The computer you chose produced \$4.30 in part 2. Hence, your bonus from this part is \$4.30.

Progress: 10%

Click the "Next" button to continue.

Next

Figure A.25

Note: *Automatic Inference* treatment.

Main decision: Plan treatment

Decision Green/Yellow

On this page you choose the task in part 1 and the computer that determines your bonus in part 2.

In part 2 of this decision, the computers face the Yellow tasks. These are the same computers as in part 1 of this decision, and they are of the same quality.

[Review Instructions](#)

- **In part 1:**

-  **Good quality:** Produces \$0.05 in the Green task and \$0.05 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Green task and \$0.00 in the Yellow task.



Reminder

- **In part 2, you will *choose* which computer determines your bonus.**

- You get the amount of money the computer of your choice produces in the task.

- **Remember, in part 2:**

-  **Good quality:** Produces \$4.30 in the Yellow task.
-  **Bad quality:** Produces \$0.05 in the Yellow task.

Which task do you want to choose for part 1 and which computer do you want to choose to determine your part 2 bonus?

- ☐ In part 1, Green task. In part 2, one of the computers that produce \$0.05 in part 1 Green task, chosen randomly.
- ☐ In part 1, Yellow task. In part 2, the computer that produces \$0.00 in part 1 Yellow task.
- ☐ In part 1, Yellow task. In part 2, the computer that produces \$0.05 in part 1 Yellow task.

[Submit](#)

Figure A.26

Note: Plan treatment.

Decision Green/Yellow Bonus

Your total bonus for Decision Green/Yellow is \$4.35.

In part 1, you chose the Yellow task. The computers produced \$0.05 in part 1. In part 2, the computer you chose produced \$4.30.

Progress: 10%

Click the "Next" button to continue.

Next

Figure A.27
Note: *Plan* treatment.

Other elicitations

What was your approach?

After this study is complete, we will recruit new participants through Prolific, and may ask one of them to *guess* the choices you made in your first three decisions. **Please write a message to the other participant describing your approach to choosing the task.** They will use your message to make a better guess of your choice. You may receive an **additional bonus payment** if this other participant is able to match your choices. This other participant will also receive a bonus payment for guessing correctly.

When trying to guess your choices, the other participant will see the **exact same instructions** as you, but they will see **different task names and in different order**.

Below, please write your message to the other participant describing how you made your choices.

What approach did you use in the first three decisions?

When you are ready, continue to the next page.

Next

Figure A.28
Note: All treatments.

Guess average bonus

Some randomly chosen participants in this study faced a different interface than you. Those participants had a **planning tool**. This tool forced them to plan their part 2 choice simultaneously with part 1 choice.

What do you think is the average bonus from the 10 decisions of participants **with the planning tool**? What do you think is the average bonus from the 10 decisions of participants **without the planning tool** - those who faced the same interface as you? You will earn an extra \$1 bonus if your guess is within \$0.05 of the correct values.

Average bonus of participants **with the planning tool**:

Average bonus of participants **without the planning tool**:

When you are ready, continue to the next page.

Next

Figure A.29
Note: *Baseline* treatment.

Guess average bonus

Some randomly chosen participants in this study faced a different interface than you. Those participants first made their part 1 choice, and then made the part 2 choice. In contrast, you had a **planning tool**. This tool forced you to plan your part 2 choice simultaneously with part 1 choice.

What do you think is the average bonus from the 10 decisions of participants **with the planning tool** - those who faced the same interface as you? What do you think is the average bonus from the 10 decisions of participants **without the planning tool**? You will earn an extra \$1 bonus if your guess is within \$0.05 of the correct values.

Average bonus of participants **with the planning tool**:

Average bonus of participants **without the planning tool**:

When you are ready, continue to the next page.

Next

Figure A.30
Note: *Plan* treatment.

Extra Questions

You're almost done. Please take your time to answer the questions below. They are important for this study.

[Review Instructions](#)

In part 1 of the last decision, you chose the Olive task. Why did you choose this task?

In part 1 of the last decision, which task allows you to learn the quality of the computers?

- ☐ Olive
☐ Indigo

In part 1 of the last decision, you chose the Olive task. If you had a chance to revise your choice, would you prefer to choose the Indigo task instead?

- ☐ Yes
☐ No

If you could advise another participant on the last decision of whether the computers solve the Indigo or the Olive task, which would you advise them to choose?

- ☐ Advise that the computers solve the Indigo task.
☐ Advise that the computers solve the Olive task.

When you are ready, continue to the next page.

[Next](#)

Figure A.31
Note: All treatments.

Which do you prefer?

For each line, choose which option you prefer. Make these decisions carefully; we may randomly select one of the lines and implement your choice.

Option A		Option B
\$4.40 with 50% chance and \$0.15 with 50% chance	☐ ☐	\$4.35 for sure
\$4.55 with 50% chance and \$0.20 with 50% chance	☐ ☐	\$4.50 for sure
\$4.70 with 50% chance and \$0.50 with 50% chance	☐ ☐	\$4.65 for sure
\$4.55 with 50% chance and \$0.20 with 50% chance	☐ ☐	\$4.50 for sure
\$4.45 with 50% chance and \$0.20 with 50% chance	☐ ☐	\$4.40 for sure
\$4.60 with 50% chance and \$0.20 with 50% chance	☐ ☐	\$4.55 for sure

When you are ready, continue to the next page.

Next

Figure A.32
Note: All treatments.

Your attitudes

We would like to ask your opinion on some of the important questions people have to face. **Please provide your honest opinion!**

Recently, a number of colleges decided to stop requiring SAT and other standardized exam scores as a requirement for application.

How much do you agree with colleges requiring standardized exam scores from applicants?

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

Some parents control everything their children do, while others leave a lot of freedom to their children. **How much do you agree with parents controlling what their children do?**

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

Imagine that you are a team manager in a firm, and your team hired an intern. **How much do you agree with assigning only easy tasks to the intern?**

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

After you answer the questions, click "Next" to go to the last page of this study.

Next

Figure A.33
Note: All treatments.

You are almost done

Before we conclude the study, please answer the following questions.

How old are you?

What is your gender?

- ☐ Female
- ☐ Male
- ☐ Other (e.g., Non-binary, Genderqueer)

What is your race?

- ☐ Black or African American
- ☐ White
- ☐ Latinx
- ☐ American Indian or Alaska Native
- ☐ Asian
- ☐ Native Hawaiian or Pacific Islander
- ☐ Other

What is the highest degree you have received?

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

After you answer the questions, click "Next" to go to the last page of this study.

Next

Figure A.34
Note: All treatments.

You are now done with the study

One decision was randomly selected to count toward your bonus payoff. You have earned a total bonus of \$4.50. Together with your participation payment, your compensation for this study is \$7.50.

Thank you! What do you think?

How difficult were the instructions? Please answer on a scale of 1 to 10 with 10 being the most difficult

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐ 9 ☐ 10

How well did you understand what you were asked to do? Please answer on a scale of 1 to 10 with 10 being the case when you understood perfectly

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐ 9 ☐ 10

How satisfied are you with this study overall? Please answer on a scale of 1 to 10 with 10 being the most satisfied

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐ 9 ☐ 10

How appropriate do you think the payment for this study is relative to other ones on Prolific? Please answer on a scale of 1 to 10 with 10 being the most appropriate

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 ☐ 8 ☐ 9 ☐ 10

We would be grateful for any comments on 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! Thank you so much for your attention and participation.

Feedback:

After you answer the questions, click "Submit" to be redirected to Prolific.

Submit

Figure A.35
Note: All treatments.