

8. Appendix - Experimental Protocol

Section 2: Splitting \$100

We begin the survey with a three-part decision-making task that involves real money. In this task you will allocate \$100 between yourself and a charity of your choice. You will simply decide how much of the \$100 you want us to send directly to you and how much you want us to send to the charity. The funds for this part of the survey have been provided by the National Science Foundation. We expect that 500 people will respond to this survey. When we have collected 500 responses we will randomly pick 50 people and implement their decisions. This means that you have a 1 in 10 chance of having your choice implemented. In other words, for 1 in 10 people we will send you and/or the charity that you select actual money. Therefore, you should consider your choices carefully.

The first thing that you will do is choose a charity. Then you will choose how to allocate \$100 between yourself and the charity that you picked. If you are one of the 50 chosen participants, your choice will be implemented and you and/or your charity of choice will receive the amounts of money that you have selected.

Part A:

Please choose the charity that you want to receive your donation. Pick one of the following charities or write in a charity at the bottom:

- American Red Cross
- United Way
- Vermont Public Radio
- Amnesty International
- American Cancer Society
- Doctors without Borders
- United Service Organizations (USO)
- UNICEF
- Vermont Land Trust
- Humane Society of the United States
- Habitat for Humanity
- The Nature Conservancy
- American Diabetes Association
- Other: _____

Part B:

Choose the amount of money that you want us to allocate to the charity of your choice. The remaining money will be sent in the form of an anonymous VISA gift card directly to you.

Allocate _____ of the \$100 to my charity of choice and send the rest to me.

Section 3: Attitudes

Part A:

On the following pages there are phrases describing people's behaviors. Please use the rating scale below to indicate how accurately each statement describes you. Describe yourself as you generally are now, not as you wish to be in the future.

1. Make people feel welcome.
2. Like to help others.
3. Feel sympathy for those who are worse off than myself.
4. Believe that criminals should receive help rather than punishment.
5. Believe that the poor deserve our sympathy.
6. Am indifferent to the feelings of others.
7. Make people feel uncomfortable.
8. Turn my back on others.
9. Don't like to get involved in other people's problems.
10. Have little sympathy for the unemployed.