
Credibility instructions

[Note: the term “separate screen” was used for what is called the “expert screen” in the main body of the paper.]

1 Introduction

This is an experiment in the economics of decision making. If you follow the instructions carefully you have an opportunity to earn some money beyond the participation fee. From this time forward I ask that you do not talk to anyone. And, please make sure that your cell phones are turned off. If you do have any questions please raise your hand and one of the experimenters will assist you.

This is an individual choice experiment in which participants have the opportunity to earn money in two ways. The first opportunity to earn money involves correctly typing how many numbers appear in a string of 20 randomly generated letters and numbers. For example,

E A 1 B C 2 P Q 3 4 6 7 9 Q R S 9 T U V

may appear on the screen. Then, participants would count how many numbers are within the given string (in this case 8) and type that number into the appropriate box and click on the “submit” button. Then the computer will respond “correct” or “incorrect” and another random string will appear on the screen. Each participant’s earnings in the experiment are independent from the typing speed of other participants. This is an individual task. For each correct answer a participant completes he or she will receive 10 cents.

The second opportunity to earn money is by being on the separate screen at the end of the experiment. Any time during the experiment participants may click the “switch” button at the top of their task screens to leave that screen and enter into the

separate screen. Unlike the task screen participants can play tic-tac-toe. But, playing tic-tac-toe does not earn participants money.

All participants are able to switch between the separate screen and task screen as often as they choose. Each participant keeps their earnings from tasks already completed and cannot lose money already earned by switching. But, once again, participants cannot earn money by playing tic-tac-toe.

Participants will receive a payoff to the separate screen, if and only if, they are on the separate screen at the end of the experiment. The payoff to the separate screen will be \$15. This is the same for anybody who finishes the experiment on the separate screen.

The length of the experiment was determined by a random number generator between 0 and 900 seconds prior to the start of the experiment. The envelope taped to the whiteboard contains the randomly determined number of seconds. Nothing you do in the practice rounds or experiment will change the time.

Again, participants earn money either by correctly typing how many numbers are in a random string of 20 letters and numbers and/or being on the separate screen at the end of the experiment.

Are there any questions before we proceed?

2 Practice

The first practice period is unpaid. The purpose of this practice period is to familiarize each of you with the interface of the experiment. This practice period will last for 1 minute. Begin now.

The second practice period is a paid practice period. This practice period is 2 minutes in length. The amount paid per task completed is the same as the main experiment: ten cents. Begin now.

3 Summary

In summary, there are two possible ways to earn money for participants. Participants will earn 10 cents for each correctly completed typing task and/or \$15 by ending the experiment on the separate screen.

The end of the experiment was determined by a random number generator between 0 and 900 seconds prior to the start of the experiment.

Are there any final questions before the experiment begins?