

Instructions, cash in advance day (treatment group only)

1. You have the opportunity to participate in an economic experiment. For the experiment you will receive \$ 40.000 pesos, you can increase or decrease this amount depending on the decisions you make. At no point you will lose more than the \$ 40.000 pesos that we provide.
2. If you decide to participate, you should sign the contract below committing to show up a t the day of the experiment (Date XXX).
3. You have been randomly assigned to one of two groups. Those in the green group will receive \$40,000 pesos today. Those in the yellow group will receive the \$40,000 on the day of the experiment.
4. If you decide to participate, the decisions you make on the game and the results associated with then will remain confidential and anonymous.

On the next page shows the contract to be signed if you decide to participate. Please read the contract carefully and mark an X in the box next to accept or not to participate in the experiment.

I Accept to participate ____

I do not accept ____

Contracts

GREEN CONTRACT

I, _____, _____ identified with the ID card of the University of the Andes
_____, agree to voluntarily participate in the experiment and certify that I received the day of the
month XXX XXX of 2009 the sum of \$ 40.000 pesos.

Further, I agree to attend the day of the month XX XX to an economic experiment that will be in a classroom at the
University of the Andes, which will be later announced for this purpose. I declare that I acknowledge and understand
that in this experiment I can gain a profit, or a maximum loss of \$ 40.000 pesos. In case of losses I agree to reimburse
the same day the money I loose.

C.C:

ID:

YELLOW CONTRACT

I, _____, _____ identified with the ID card of the University of the Andes
_____, agree to voluntarily participate in the experiment and agree to attend the day of the month
YY YY to a room at the University of the Andes which will be announced for that purpose. I declare that I
acknowledge and understand that in this experiment I can obtain some earnings in pesos.

C.C:

ID:

Instructions, experiment day

Treatment

IMPORTANT: FROM THIS MOMENT ONWARDS ANY COMUNICACION WITH OTHER PARTICIPANTS IS STRICTLY FORBIDDEN. PLEASE READ CAREFULLY THE FOLLOWING INSTRUCTIONS:

1. You are going to participate in an economic game. Depending on your decisions you might obtain gains or losses.
2. Remember that the day x (October 23 session1, and March 16 session 2) you were given \$40,000 pesos.
3. If you incur in loses you will have to reimburse the corresponding money to the experimentalists. In no case you will have to reimburse more than the \$40,000 that you were previously given. In the case in which you don't have the necessary amount of money with you, we will agree on a date in the upcoming days for the reimbursement.
4. You will now receive a sheet with the description of the decisions you can make and the payoffs associated with each one of them. Make sure to carefully read the instructions and to solve any doubt you may have with the experimentalists.

Control

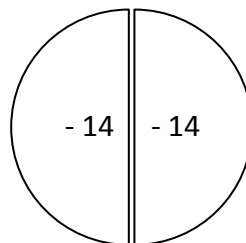
IMPORTANT: FROM THIS MOMENT ONWARDS ANY COMUNICACION WITH OTHER PARTICIPANTS IS STRICTLY FORBIDDEN. PLEASE READ CAREFULLY THE FOLLOWING INSTRUCTIONS:

1. You are going to participate in an economic game. Depending on your decisions you might obtain gains or losses.
2. Attached to these instructions you will find \$40,000 pesos.
3. If you incur in loses you will have to reimburse the corresponding money to the experimentalists. In no case you will have to reimburse more than the \$40,000 enclosed in this envelope.
4. You will now receive a sheet with the description of the decisions you can make and the payoffs associated with each one of them. Make sure to carefully read the instructions and to solve any doubt you may have with the experimentalists.

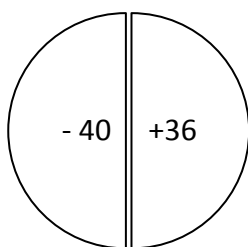
Experimental code of the participant: _____

The following circles depict six lotteries. Each circle corresponds to a lottery. You must choose one and only one of them by marking it with an X. Each half of the circle shows a possible event and the number shows in thousands of pesos the losses (-) or gains (+) associated with the event. At the end of the experiment, one of the experimentalists will toss a coin. If the result is "heads", the realized event will be the one in the left side of the circle. If the result is "tails", the realized event will be the one in the right side of the circle. For example, if you chose lottery F (top left) and the coin results in "heads" you incur in losses of \$40 000 pesos. If the coin results in "tails" you make a gain of \$36 000. Read the values of each one of the six lotteries before making your decision. Please select the lottery.

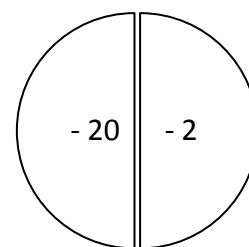
Lottery A



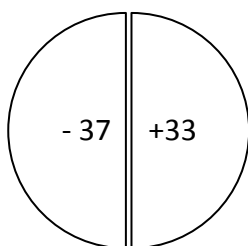
Lottery F



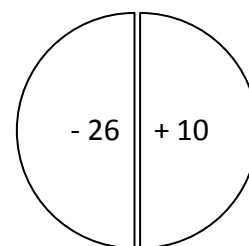
Lottery B



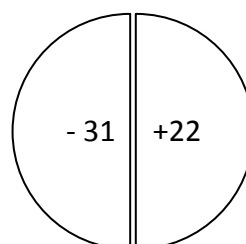
Lottery E



Lottery C



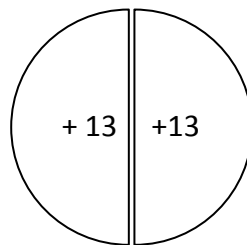
Lottery D



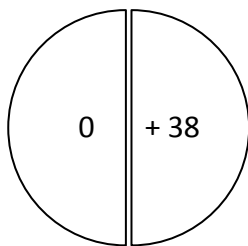
Experimental code of the participant: _____

The following circles depict six lotteries. Each circle corresponds to a lottery. You must choose one and only one of them by marking it with an X. Each half of the circle shows a possible event and the number shows in thousands of pesos the gains associated with the event. At the end of the experiment, one of the experimentalists will toss a coin. If the result is “heads”, the realized event will be the one in the left side of the circle. If the result is “tails”, the realized event will be the one in the right side of the circle. For example, if you chose lottery F (top left) and the coin results in “heads” you incur gains of \$0 pesos. If the coin results in “tails” you make a gain of \$38 000. Please select the lottery.

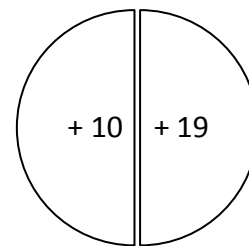
Lottery A



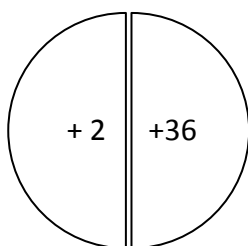
Lottery F



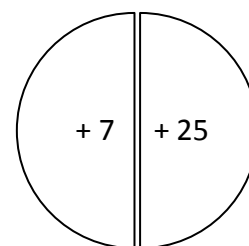
Lottery B



Lottery E



Lottery C



Lottery D

