

## Consent Form (for you to keep)

Please read this consent form carefully and sign at the bottom of the page where indicated acknowledging that you have read and understand all of the information included.

### PURPOSE/DESCRIPTION OF THE RESEARCH

- You are invited to participate in a research study about how individuals make decisions.
- Your participation is strictly voluntary. You may refuse to participate before the study begins or withdraw at any time. In either case, if you withdraw from the study before it is completed, you will be paid \$5.00. You will not be subject to any penalty for not participating in or withdrawing from the study, nor will your grade in any class be affected. None of your professors will be given any information about your participation or the decisions you make while participating.
- You will be asked to: (i) solve addition problems and or roll dice on the computer, (ii) decide between various payment schemes, and (iii) answer questions about yourself.
- By signing below, you authorize the experimenters, Professors Ifcher and Zarghamee, to review your academic records at Santa Clara University to determine your majors and minors, courses you have taken, and the grade you received in each course. Once your academic records have been transcribed into the study's analytical database, we will destroy the key that enables us to associate your personal identifying information, i.e., name and student identification number, with your subject identification number. After that your records will only be stored in association with your subject identification number.
- There are approximately 200 participants in this study.
- In this study, there will be no deception.

### CONDITIONS OF SUBJECT PARTICIPATION

- Your decisions during the study will be kept confidential to the extent permitted by law. After we have appended your academic records (process described above) to your responses, we will only store your responses in association with your subject id number.
- All participants are asked to refrain from communicating with other participants during the session.
- All participants are asked to refrain from discussing the session with other students for one week.
- You must be at least 18 years old to participate in this study (If you are not please raise your hand).

### RISKS AND BENEFITS

- There is no risk to you from participating in this study.
- There is no benefit to you from participating in this study.

### FINANCIAL CONSIDERATIONS

- You will have the opportunity to earn cash by participating in this study. If you do not withdraw, the minimum you can earn is \$12, the average is \$25, and the maximum is \$50. The study will take approximately 55 minutes.
- Any costs incurred in order to attend the study are your own.

### CONTACTS

- Investigators
  - Professor Homa Zarghamee, (408) 554-6951, [hzarghamee@scu.edu](mailto:hzarghamee@scu.edu)
  - Professor John Ifcher, (408) 554-5579, [jifcher@scu.edu](mailto:jifcher@scu.edu)
- Research Compliance Program
  - Ester Pham, (408) 554-5591, [epham@scu.edu](mailto:epham@scu.edu)

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I understand the information above and agree to participate in this study:

Your Name (Please print): \_\_\_\_\_

Your Signature: \_\_\_\_\_

Date: \_\_\_\_\_

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**If you consent to participate in the study, please sign above and keep for your records. Then turn the page and sign the second copy of consent form.**

## Consent Form (for our records)

Please read this consent form carefully and sign at the bottom of the page where indicated acknowledging that you have read and understand all of the information included.

### PURPOSE/DESCRIPTION OF THE RESEARCH

- You are invited to participate in a research study about how individuals make decisions.
- Your participation is strictly voluntary. You may refuse to participate before the study begins or withdraw at any time. In either case, if you withdraw from the study before it is completed, you will be paid \$5.00. You will not be subject to any penalty for not participating in or withdrawing from the study, nor will your grade in any class be affected. None of your professors will be given any information about your participation or the decisions you make while participating.
- You will be asked to: (i) solve addition problems and or roll dice, (ii) decide between various payment schemes, and (iii) answer questions about yourself.
- By signing below, you authorize the experimenters, Professors Ifcher and Zarghamee, to review your academic records at Santa Clara University to determine your majors and minors, courses you have taken, and the grade you received in each course. Once your academic records have been transcribed into the study's analytical database, we will destroy the key that enables us to associate your personal identifying information, i.e., name and student identification number, with your subject identification number. After that your records will only be stored in association with your subject identification number.
- There are approximately 200 participants in this study.
- In this study, there will be no deception.

### CONDITIONS OF SUBJECT PARTICIPATION

- Your decisions during the study will be kept confidential to the extent permitted by law. After we have appended your academic records (process described above) to your responses, we will only store your responses in association with your subject id number.
- All participants are asked to refrain from communicating with other participants during the session.
- All participants are asked to refrain from discussing the session with other students for one week.
- You must be at least 18 years old to participate in this study (If you are not please raise your hand).

### RISKS AND BENEFITS

- There is no risk to you from participating in this study.
- There is no benefit to you from participating in this study.

### FINANCIAL CONSIDERATIONS

- You will have the opportunity to earn cash by participating in this study. If you do not withdraw, the minimum you can earn is \$12, the average is \$25, and the maximum is \$50. The study will take approximately 55 minutes.
- Any costs incurred in order to attend the study are your own.

### CONTACTS

- Investigators
  - Professor Homa Zarghamee, (408) 554-6951, [hzarghamee@scu.edu](mailto:hzarghamee@scu.edu)
  - Professor John Ifcher, (408) 554-5579, [jifcher@scu.edu](mailto:jifcher@scu.edu)
- Research Compliance Program
  - Ester Pham, (408) 554-5591, [epham@scu.edu](mailto:epham@scu.edu)

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*I understand the information above and agree to participate in this study:*

**Your Name (Please print):** \_\_\_\_\_

**Your Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

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**If you consent to participate in the study, please sign above. Then carefully remove this sheet from the packet and place it in the box in the front of the room and return to your seat. We will continue shortly. Thank you.**

## **WELCOME**

In the experiment today you will be asked to complete five different tasks. None of these will take more than 5 minutes.

At the end of the experiment you will receive \$7 for having completed the five tasks. In addition, we will randomly select one of the five tasks and pay you based on your choices in that task. Once you have completed the five tasks we will randomly determine which task counts for payment by drawing a number between 1 and 5 from this spinner.

The method used to determine payments is different for each of the five tasks. Before each task we will describe in detail how your payment for that task would be determined.

Your total earnings from the experiment will be the sum of (a) your payment for the randomly selected task, (b) your \$7-payment for completing the tasks, and (c) a \$5 show up fee. At the end of the experiment you will be asked to come to the side room where you will be paid in private.

**ARE THERE ANY QUESTIONS BEFORE WE BEGIN?**

## **Task 1 – Piece Rate**

For Task 1 you will be given five minutes to calculate the correct sum of a series of five randomly-chosen two-digit numbers. You cannot use a calculator, however you are welcome to use the provided scratch paper. You submit an answer by clicking the submit button with your mouse. When you enter an answer the computer will immediately tell you whether your answer is correct or not. Your answers to the problems are anonymous.

If Task 1 is the one randomly selected for payment, then you get \$0.50 per problem you solve correctly in the 5 minutes. Your payment does not decrease if you provide an incorrect answer to a problem. We refer to this as piece-rate payment.

Please do not talk with one another for the duration of the experiment. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

## Task 2 – Tournament

As in Task 1, you will be given five minutes to calculate the correct sum of a series of five randomly-chosen two-digit numbers. You cannot use a calculator; however you are welcome to use the provided scratch paper. You submit an answer by clicking the submit button with your mouse. When you enter an answer the computer will immediately tell you whether your answer is correct or not. Your answers to the problems are anonymous.

However for this task your payment depends on your performance relative to that of a group of other participants. Each group consists of four people: the three other members of your group are located in the same row as you. That is, the people immediately in front of you and behind you are in your group.

If Task 2 is the one randomly selected for payment, then your earnings will depend on the number of problems you solve correctly compared to the number of problems the three other people in your group solve correctly. The individual in the group who correctly solves the most problems will receive \$2 per correct problem, while the other participants will receive no payment. If there are ties, they will be settled randomly by the computer.

We refer to this payment scheme as tournament payment.

You will not be informed of how you did in the tournament until all five tasks have been completed.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

### **Task 3 – Choice 1**

As in the previous tasks, you will be given five minutes to calculate the correct sum of a series of five randomly-chosen two-digit numbers. You cannot use a calculator; however you are welcome to use the provided scratch paper. You submit an answer by clicking the submit button with your mouse. When you enter an answer the computer will immediately tell you whether your answer is correct or not. Your answers to the problems are anonymous.

However you will now get to choose which of the two previous payment schemes you prefer to apply to your performance on the third task.

If Task 3 is the one randomly selected for payment, then your earnings for this task will be determined as follows.

If you choose the piece rate payment you receive \$0.50 per problem you solve correctly now.

If you choose the tournament payment your performance will be evaluated relative to the performance of the other three participants in your group in the Task 2 Tournament. The Task 2 Tournament is the one you just completed. Specifically, if you correctly solve more problems in Task 3 than they did in Task 2, then you receive four times the payment from the piece rate: that is, you will receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly in Task 3 than the others in your group did in the Task 2 Tournament. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties they will be settled randomly by the computer.

The next computer screen will ask you to choose whether you want the piece rate or the tournament applied to your performance in Task 3. You will then be given 5 minutes to calculate the correct sum of a series of five randomly chosen two-digit numbers.

Please do not talk with one another. If you have any questions, please raise your hand.

**ARE THERE ANY QUESTIONS BEFORE WE BEGIN?**

## Task 4 – Choice 2

As in the previous tasks, you will be given five minutes to calculate the correct sum of a series of five randomly-chosen two-digit numbers. You cannot use a calculator, however you are welcome to use the provided scratch paper. You submit an answer by clicking the submit button with your mouse. When you enter an answer the computer will immediately tell you whether your answer is correct or not. Your answers to the problems are anonymous.

Now, for a series of ten piece rates (ranging from \$0.00 per correct answer to \$2.00 per correct answer), you will get to choose which of two payment schemes you prefer to apply to your performance on the fourth task.

If Task 4 is the one randomly selected for payment, then your earnings for this task will be determined as follows.

First, one of the ten piece rates will be chosen randomly.

If you choose the piece rate payment scheme over the tournament, you will receive the randomly chosen piece rate per problem you solve correctly now.

If you choose the tournament, your performance will be evaluated relative to the performance of the other three participants of your group in the Task 2 Tournament. Specifically, if you correctly solve more problems in Task 4 than they did in Task 2, then you will receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly in Task 4 than the others in your group did in the Task 2 tournament. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screens will ask you to choose – for each of ten piece rates – whether you want the piece rate or the tournament applied to your performance in Task 4. You will then be given 5 minutes to calculate the correct sum of a series of five randomly chosen two-digit numbers.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?



### **Task 5 – Choice 3**

You do not have to add any numbers for the fifth and final task of the experiment.

Instead, you now have to choose which payment scheme you want applied to the number of problems you solved correctly in Task 1.

Again, for each of ten piece rates (ranging from \$0.00 per correct answer to \$2.00 per correct answer), you will get to choose which of two payment schemes you prefer to apply to your performance on the fourth task.

If Task 5 is the one randomly selected for payment, then your earnings for this task are determined as follows.

First one of the ten piece rates will be chosen at random.

If you choose the piece rate payment scheme over the tournament, you will receive the randomly chosen piece rate per problem you solved correctly in Task 1.

If you choose the tournament your performance will be evaluated relative to the performance of the other three participants of your group in the Task 1. Specifically, if you correctly solve more problems in Task 1 than they did in Task 1, then you receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly in Task 1 than the others in your group did in the Task 1. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screens will ask you to choose – for each of ten piece rates – whether you want the piece rate or the tournament applied to your performance in Task 1.

Please do not talk with one another. If you have any questions, please raise your hand.

**ARE THERE ANY QUESTIONS BEFORE WE BEGIN?**

## **WELCOME**

In the experiment today you will be asked to complete five different tasks. None of these will take more than 5 minutes. At the end of the experiment you will receive \$7 for having completed the four tasks. In addition we will randomly select one of the tasks and pay you based on your choices in that task. Once you have completed the five tasks we will determine which task counts for payment by randomly drawing a number between 1 and 5 from this spinner.

The method we use to determine your payment varies across tasks. Before each task we will describe in detail how your payment is determined.

Your total earnings from the experiment are the sum of your payment for the randomly selected task, your \$7-payment for completing the tasks, and a \$5 show up fee. At the end of the experiment you will be asked to come to the side room where you will be paid in private.

**ARE THERE ANY QUESTIONS BEFORE WE BEGIN?**

## **Task 1 – Piece Rate**

In Task 1, there will be twenty random draws from the numbers 1 through 4. You will be paid on the basis of the numbers drawn. Specifically, four balls—numbered 1, 2, 3, and 4—will be placed in this spinner, and one will be drawn at random by me. For the second draw, the chosen ball will be returned to the spinner and, again, a ball will be drawn. This will be done a total of 20 times.

If Task 1 is the one randomly selected for payment, then you get \$0.50 for each time the number on the chosen ball corresponds to the last digit of your subject identification number. Note: Everyone in the room has a subject identification number that ends with 1, 2, 3, or 4, and these occur with equal probability.

We refer to this payment as the piece rate payment.

Please do not talk with one another for the duration of the experiment. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

## Task 2 – Tournament

As in Task 1, there will be twenty random draws from the numbers 1 through 4.

However for this task your payment depends on how many times the last digit of your subject identification number is drawn relative to a group of other participants. Each group consists of four people, the three other members of your group are located in the same row as you. The people immediately in front of you and behind you are in your group. Each group has one person whose subject identification number ends with a 1, one person whose subject identification number ends with a 2, one person whose subject identification number ends with a 3, and one person whose subject identification number ends with a 4.

If Task 2 is the one randomly selected for payment, then your earnings depend on the number times the last digit of your subject identification number was drawn compared to the three other people in your group. The individual in the group whose subject identification number's last digit is drawn the most will receive \$2 for each time it was drawn, while the other group members receive no payment.

We refer to this as the tournament payment.

You will not be informed of how you did in the tournament until all five tasks have been completed.

If there are ties, they will be settled randomly by the computer.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

### **Task 3 – Choice 1**

As in the previous two tasks you will be asked to roll a (virtual) four-sided die 20 times.

However you will now get to choose which of the two previous payment schemes you prefer to apply to your performance on the third task.

If Task 3 is the one randomly selected for payment, then your earnings for this task are determined as follows.

If you choose the piece rate then you get \$0.50 for each time you rolled a 4 on the four-sided die.

If you choose the tournament your performance will be evaluated relative to the performance of the other three participants of your group in the Task 2 Tournament. The Task 2 Tournament is the one you just completed. Specifically, if you rolled more 4s in Task 3 than they did in Task 2, then you receive four times the payment from the piece rate, which is \$2 per 4 rolled. You will receive no earnings for this task if you choose the tournament and do not roll more 4s in Task 3 than the others in your group did in the Task 2 Tournament. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screen will ask you to choose whether you want the piece rate or the tournament applied to your performance in Task 3. You will then be asked to roll a (virtual) four-sided die 20 times.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

## **Task 4 – Choice 2**

As in the previous three tasks you will be asked to roll a (virtual) four-sided die 20 times.

However you will now be offered a series of piece rates (ranging from \$0.00 per correct answer to \$2.00 per correct answer) and you will get to choose which of two payment schemes you prefer to apply to your performance on the fourth task.

If Task 4 is the one randomly selected for payment, then your earnings for this task are determined as follows.

First one of the offered piece rates will be chosen randomly.

For the randomly chosen piece rate, if you choose the piece rate you receive the offered piece rate per problem you solve correctly now.

For the randomly chosen piece rate, if you choose the tournament your performance will be evaluated relative to the performance of the other three participants of your group in the Task 2 Tournament. Specifically, if you correctly solve more problems in Task 4 than they did in Task 2, then you receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly in Task 4 than the others in your group did in the Task 2 tournament. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screens will ask you to choose – for a series of piece rates – whether you want the piece rate or the tournament applied to your performance in Task 4. You will then be given 5 minutes to calculate the correct sum of a series of five randomly chosen two-digit numbers.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

## **Task 5 – Choice 3**

As in the previous three tasks you will be asked to roll a (virtual) four-sided die 20 times.

Instead, you now have to choose which payment scheme you want applied to the number of problems you solved correctly in Task 1.

Again, for each of ten piece rates (ranging from \$0.00 per correct answer to \$2.00 per correct answer), you will get to choose which of two payment schemes you prefer to apply to your performance on the fourth task.

If Task 5 is the one randomly selected for payment, then your earnings for this task are determined as follows.

First one of the ten piece rates will be chosen at random.

If you choose the piece rate payment scheme over the tournament, you will receive the randomly chosen piece rate per problem you solved correctly in Task 1.

If you choose the tournament your performance will be evaluated relative to the performance of the other three participants of your group in the Task 1. Specifically, if you correctly solve more problems in Task 1 than they did in Task 1, then you receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly in Task 1 than the others in your group did in the Task 1. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screens will ask you to choose – for each of ten piece rates – whether you want the piece rate or the tournament applied to your performance in Task 1.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

However you will now be offered a series of piece rates (ranging from \$0.00 per correct answer to \$2.00 per correct answer) and you will get to choose which of two payment schemes you prefer to apply to your performance on the fourth task.

If Task 4 is the one randomly selected for payment, then your earnings for this task are determined as follows.

First one of the offered piece rates will be chosen at random.

If you choose the piece rate you receive the offered piece rate per problem you solve correctly now.

If you choose the tournament your performance will be evaluated relative to the performance of the other three participants of your group in the Task 2 Tournament. Specifically, if you correctly solve more problems in Task 4 than they did in Task 2, then you receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly now than the others in your group did in the Task 2 tournament. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screens will ask you to choose – for a series of piece rates – whether you want the piece rate or the tournament applied to your performance in Task 4. You will then be given 5 minutes to calculate the correct sum of a series of five randomly chosen two-digit numbers.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?



## Task 5 – Choice 3

You do not have to add any numbers for the fifth and final task of the experiment.

However, you now have to choose which payment scheme you want applied to the number of problems you solved correctly in Task 1.

Again, you will be offered a series of piece rates (ranging from \$0.00 per correct answer to \$2.00 per correct answer) and you will get to choose which of two payment schemes you prefer to apply to your performance on the forth task.

If Task 5 is the one randomly selected for payment, then your earnings for this task are determined as follows.

First one of the offered piece rates will be chosen at random.

If you choose the piece rate you receive the offered piece rate per problem you solve correctly in Task 1.

If you choose the tournament your performance will be evaluated relative to the performance of the other three participants of your group in the Task 1. Specifically, if you correctly solve more problems in Task 1 than they did in Task 1, then you receive \$2 per correct problem. You will receive no earnings for this task if you choose the tournament and do not solve more problems correctly in Task 1 than the others in your group did in the Task 1. You will not be informed of how you did in the tournament until all five tasks have been completed. If there are ties, they will be settled randomly by the computer.

The next computer screens will ask you to choose – for a series of piece rates – whether you want the piece rate or the tournament applied to your performance in Task 1.

Please do not talk with one another. If you have any questions, please raise your hand.

ARE THERE ANY QUESTIONS BEFORE WE BEGIN?

## Instructions

In this portion of the study you will be asked a total of 11 questions that may affect the amount of money you are paid. Specifically, you will be paid based upon your answer to one of the 11 questions.

However, you will *not know* which question the payment will be based upon until the end of the session. *So you should answer each question as if you were being paid based upon your answer to it.*

In each question, you will have a choice between a lottery and a fixed payment. In the lottery, you can earn \$10 with 50% probability or \$0 with 50% probability. The amount of the fixed payment varies from question to question.

The payment question number will be determined at the end of the session. Fifteen balls numbered 1-11 will be placed in the spinner. One ball will be chosen, and the number on it will correspond to the question number that your payment for this portion will be based upon.

- If you chose the fixed payment, you will receive it as part of your earnings at the end of the session.
- If you chose the lottery, then your payment will depend on the outcome of that lottery. Specifically, we will put one ball numbered 0 and one ball numbered 10 into the spinner.
  - If the 0 is chosen, you will not receive any additional payment from this activity.
  - If the 10 is chosen, you will receive \$10 for this activity at the end of the session.

## Activity

Please answer the following 11 questions. You may answer the questions in whatever order you would like. For each question, please clearly circle either Lottery or Fixed Payment. Even if you don't have a preference for one lottery over the other, you must choose one

Again, remember your payment may be based on one of these questions. So answer each as if your payment depended on it.

Question	Lottery (L)				Fixed Payment (FP)	Preferred Option ( <i>Circle L or FP</i> )	
	Outcome 1		Outcome 2				
	Payment 1	Probability 1	Payment 2	Probability 2			
1	\$10	50%	\$0	50%	\$0	L	FP
2	\$10	50%	\$0	50%	\$1	L	FP
3	\$10	50%	\$0	50%	\$2	L	FP
4	\$10	50%	\$0	50%	\$3	L	FP
5	\$10	50%	\$0	50%	\$4	L	FP
6	\$10	50%	\$0	50%	\$5	L	FP
7	\$10	50%	\$0	50%	\$6	L	FP
8	\$10	50%	\$0	50%	\$7	L	FP
9	\$10	50%	\$0	50%	\$8	L	FP
10	\$10	50%	\$0	50%	\$9	L	FP
11	\$10	50%	\$0	50%	\$10	L	FP

## Instructions for Questionnaire

**Please answer the following questions. Please indicate your answer using your keyboard and mouse.**

**Please answer all questions. If you are unsure of an answer, please provide your best guess at the answer.**

**The answers that you provide to the following questions will NOT affect the amount of money that you are paid.**

## Questions

**Please raise your hand if you have any questions.**

## Questionnaire 2

### A. Have you been on a varsity sports team while at Santa Clara University:

1. Yes

2. No

- If yes, please carefully write which teams you have been on and how many years you have been on each of them below:

### B. Have you been on a club sports team while at Santa Clara University:

1. Yes

2. No

- If yes, please carefully write which teams you have been on and how many years you have been on each of them below:

### C. Have you been on an intramural sports team while at Santa Clara University:

1. Yes

2. No

- If yes, please carefully write which teams you have been on and how many years you have been on each of them below:

**D. Were you on a varsity sports team while you were in High School:**

1. Yes

2. No

- **If yes, please carefully write which teams you were on and how many years you were on each of them below:**

**E. Were you on a junior varsity sports team while you were in High School:**

1. Yes

2. No

- **If yes, please carefully write which teams you were on and how many years you were on each of them below:**

**F. Please carefully describe your involvement in any sports in which you currently, regularly participate that you did not mention in your answers to questions A. to E.:**

Country(ies) of Origin:

Percent:

**G. What is your Date of Birth:**

**H. What is your Nationality:**

**I. Are you a citizen or permanent resident of the United States?**

Yes

No

- **If yes, then to the best of your ability please indicate from which country(ies) you or your ancestors emigrated. Indicate both the country and the percentage of your ancestors that originated from that country. For example, if one parent came from Kenya and the other from China, then the appropriate answer would be: Kenya 50% and China 50%**

**J. Gender:**

1. Female
2. Male

**K. What race/ethnicity do you identify yourself as (check all that apply):**

1. White (having origins in any of the original peoples of Europe, the Middle East, or North Africa)
2. Black or African American (having origins in any of the Black racial groups of Africa)
3. Hispanic (having origins in Mexico, Central, or South America)
4. American Indian and Alaska Native (having origins in any of the original peoples of North, Central, and South America and maintaining tribal affiliation or community attachment)
5. Asian (having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam)
6. Native Hawaiian and Other Pacific Islander (having origins in any of the original peoples of Hawaii, Guam, Samoa, or other Pacific Islands)
7. Some other race—Please specify \_\_\_\_\_



**L. What religion do you consider yourself (check all that apply):**

- 1. Atheist/Agnostic (*skip to question I*)
- 2. Buddhist
- 3. Christian (including Catholic, Protestant, and all other Christian denominations)
- 4. Hindu
- 5. Jewish
- 6. Muslim
- 7. Other—Please specify \_\_\_\_\_

**M. If you identified a religion in Question G, are you practicing that religion:**

- 1. Practicing
- 2. Not Practicing

**N. How often do you attend religious services:**

- 1. Never
- 2. Less than once a year
- 3. Once a year
- 4. Several times a year
- 5. Once a month
- 6. Two to three times a month
- 7. Nearly every week
- 8. Every week
- 9. More than once a week

**O. How would you characterize your political views:**

1. Conservative
2. Moderate
3. Liberal/Progressive

**P. What is your best estimate of your family's annual income:**

1. Under \$20,000
2. \$20,000 - \$40,000
3. \$40,000 - \$60,000
4. \$60,000 - \$80,000
5. \$80,000 - \$100,000
6. \$100,000 - \$150,000
7. \$150,000 - \$200,000
8. \$200,000 - \$500,000
9. Over \$500,000

**Q. Do you consider yourself to be:**

1. High income
2. Upper middle class
3. Middle class
4. Lower middle class
5. Low income

**R. What is your father's highest level of education:**

1. No high school
2. Some high school
3. Completed high school
4. Some college
5. Completed college
6. Some grad/professional school
7. Completed grad/professional school

Hours Worked Per Week:  Home town (city, state):  Hourly Wage:  Answer

**S. What is your mother's highest level of education:**

1. No high school
2. Some high school
3. Completed high school
4. Some college
5. Completed college
6. Some grad/professional school
7. Completed grad/professional school

**T. Are you currently working for pay:**

1. Yes
2. No

- **If yes, please carefully write how many hours you work per week (on a typical week) and your hourly wage in the box provided below:**

**U. Please carefully write your hometown (city, state) in the box provided below:**

**V. Please carefully write any extracurricular activities in which you are engaged in the box provided below:**

**W. Please carefully write any hobbies that you have in the box provided below:**

**X. Have you declared a major:**

1. Yes

2. No

- **If yes, please carefully write your major(s) in the box provided below:**
- **If no, please carefully write your intended major(s) in the box provided below:**

**Y. Have you declared a minor:**

1. Yes

2. No

- **If yes, please carefully write your minor(s) in the box provided below:**
- **If no, please carefully write your intended minor(s) in the box provided below (if you plan to have one):**

**Z. In each of the following pairs, choose the one that y  
your answer by writing EITHER A or B in the spa  
ANSWER for each pair.**

**Answer**

- i. A. The thought of ruling the world frightens the hell out of me.  
B. If I ruled the world it would be a much better place.**

- ii. A. I prefer to blend in with the crowd.  
B. I like to be the center of attention.**

- iii. A. I can live my life any way I want to.  
B. People can't always live their lives in terms of what they want.**

- iv. A. I don't particularly like to show off my body.  
B. I like to show off my body.**

- v. A. I will never be satisfied until I get all what I deserve.  
B. I will take my satisfactions as they come.**

- vi. A. I am no better or no worse than most people.  
B. I think I am a special person.**

- vii. A. I find it easy to manipulate people.  
B. I don't like it when I find myself manipulating people.**

Answer  
Answer

Answer

- viii. **A. I try not to be a show-off.**  
**B. I will usually show off if I get the chance.**

Answer

- ix. **A. I am much like everybody else.**  
**B. I am an extraordinary person.**

- x. **A. I like having authority over other people.**  
**B. I don't mind following orders.**

**AA. Taken all together, how would you say things are these days—would you say that you are:**

1. Completely unhappy
2. Very unhappy
3. Fairly unhappy
4. Neither unhappy, nor happy
5. Fairly happy
6. Very happy
7. Completely happy

**AB. All things considered, how satisfied are you with your life as a whole these days?  
Please use the scale provided below.**

0. Completely dissatisfied  
:  
:  
:  
:  
:  
:  
:  
:  
:  
10. Completely satisfied

**AC. Would you say your own health, in general, is:**

- 1. Excellent
- 2. Good
- 3. Fair
- 4. Poor

**AD. Some people feel they have completely free choice and control over their lives, while other people feel that what they do has no real effect on what happens to them. Please use the scale below to indicate how much freedom of choice and control you feel you have over the way your life turns out:**

- 1. None at all
- :
- :
- :
- :
- :
- 10. A great deal

**AE. How do you see yourself: are you generally a person who is fully prepared to take risks or do you try to avoid taking risks?**

- 0. Unwilling to take risks
- :
- :
- :
- :
- 11. Fully prepared to take risks

**For each of the following statements (AF – AU), please indicate the likelihood that you engage in each activity or behavior, by using the scale provided.**

**AF. Betting a day's income at a high stake playing cards game.**

- 1. Very unlikely
- 2. Unlikely
- 3. Not sure
- 4. Likely
- 5. Very likely

~~Answer~~

Answer

**AG. Getting close to a river in flood to take pictures that you can sell to the press.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AH. Investing 10% of your annual income in a moderate growth mutual fund.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AI. Defending an unpopular issue that you believe in at a social occasion.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AJ. Co-signing a new car loan for a friend.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AK. Deciding to share an apartment with somebody you don't know well.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AL. Investing 5% of your annual income in a very speculative stock.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely



**AM. Going camping in the wild.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AN. Taking a week's income to play at the casino.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AO. Going on a two-week vacation in a third-world country without prearranged hotel accommodation.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AP. Spending money impulsively without thinking about the consequences.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AQ. Trying bungee jumping.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AR. Lending a friend an amount of money equivalent to one month 's income.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AS. Investing in a business that has a good chance of failing.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AT. Approaching your boss to ask for a raise.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AU. Dating someone you are working with.**

1. Very unlikely
2. Unlikely
3. Not sure
4. Likely
5. Very likely

**AV. Finally, in the space provided below, please try to describe what you believe to be the purpose of the study:**