

Instructions:

Each of the following problems presents a choice between two options. Each problem is presented with a scale ranging from 1 (representing one option) through 6 (representing the other option). For each item, please circle the number on the scale that best reflects your relative preference between the two options.

Problem 1

Imagine that recent evidence has shown that a pesticide is threatening the lives of 1,200 endangered animals. Two response options have been suggested:

If Option A is used, 600 animals will be saved for sure.

If Option B is used, there is a 75% chance that 800 animals will be saved, and a 25% chance that no animals will be saved.

Which option do you recommend to use?

1	2	3	4	5	6
Definitely would choose A				Definitely would choose B	

Problem 2

Because of changes in tax laws, you may get back as much as \$1200 in income tax. Your accountant has been exploring alternative ways to take advantage of this situation. He has developed two plans:

If Plan A is adopted, you will get back \$400 of the possible \$1200.

If Plan B is adopted, you have a 33% chance of getting back all \$1200, and a 67% chance of getting back no money.

Which plan would you use?

1	2	3	4	5	6
Definitely would choose A				Definitely would choose B	

Problem 3

Imagine that in one particular state it is projected that 1000 students will drop out of school during the next year. Two programs have been proposed to address this problem, but only one can be implemented. Based on other states' experiences with the programs, estimates of the outcomes that can be expected from each program can be made. Assume for purposes of this decision that these estimates of the outcomes are accurate and are as follows:

If Program A is adopted, 400 of the 1000 students will stay in school.

If Program B is adopted, there is a 40% chance that all 1000 students will stay in school and 60% chance that none of the 1000 students will stay in school.

Which program would you favor for implementation?

1	2	3	4	5	6	
Definitely would choose A				Definitely would choose B		

Problem 4

Imagine that the U.S. is preparing for the outbreak of an unusual disease, which is expected to kill 600 people. Two alternative programs to combat the disease have been proposed. Assume that the exact scientific estimates of the consequences of the programs are as follows:

If Program A is adopted, 200 people will be saved.

If Program B is adopted, there is a 33% chance that 600 people will be saved, and a 67% chance that no people will be saved.

Which program do you recommend to use?

1	2	3	4	5	6	
Definitely would choose A				Definitely would choose B		

Problem 5

Imagine that your doctor tells you that you have a cancer that must be treated. Your choices are as follows:

Surgery: Of 100 people having surgery, 90 live through the operation, and 34 are alive at the end of five years.

Radiation therapy: Of 100 people having radiation therapy, all live through the treatment, and 22 are alive at the end of five years.

Which treatment would you choose?

1	2	3	4	5	6
Definitely would choose surgery			Definitely would choose radiation		

Problem 6

Imagine that your client has \$6,000 invested in the stock market. A downturn in the economy is occurring. You have two investment strategies that you can recommend under the existing circumstances to preserve your client's capital.

If strategy A is followed, \$2,000 of your client's investment will be saved.

If strategy B is followed, there is a 33% chance that the entire \$6,000 will be saved, and a 67% chance that none of the principal will be saved.

Which of these two strategies would you favor?

1	2	3	4	5	6
Definitely would choose A			Definitely would choose B		

Problem 7

Imagine a hospital is treating 32 injured soldiers, who are all expected to lose one leg. There are two doctors that can help the soldiers, but only one can be hired:

If Doctor A is hired, 20 soldiers will keep both legs.

If Doctor B is hired, there is a 63% chance that all soldiers keep both legs and a 37% chance that nobody will save both legs.

Which doctor do you recommend?

1	2	3	4	5	6
Definitely would choose A			Definitely would choose B		

Problem 4

As R&D manager, one of your project teams has come to you requesting an additional \$100,000 in funds for a project you instituted several months ago. The project is already behind schedule and over budget, but the team still believes it can be successfully completed. You currently have \$500,000 remaining in your budget unallocated, but which must carry you for the rest of the fiscal year. Lowering the balance by an additional \$100,000 might jeopardize flexibility to respond to other opportunities.

Evaluating the situation, you believe there is a fair chance the project will not succeed, in which case the additional funding would be lost; if successful, however, the money would be well spent. You also noticed that of the projects undertaken by this team, 30 of the last 50 have been successful.

What is the likelihood you would fund the request?

1	2	3	4	5	6
Very unlikely					Very likely

Problem 5

Suppose a student got 90% correct in the mid-term exam and 70% correct in the final-term exam, what would be your evaluations of this student's performance?

1	2	3	4	5	6
Very poor					Very good

Problem 6

Imagine that a woman parked illegally. After talking to her, you believe that there is a 20% chance that she did not know she parked illegally.

With this in mind, how much of a fine do you believe this woman deserves?

1	2	3	4	5	6
Minimum fine					Maximum fine

Problem 7

Imagine that a new technique has been developed to treat a particular kind of cancer. This technique has a 50% chance of success, and is available at the local hospital.

A member of your immediate family is a patient at the local hospital with this kind of cancer. Would you encourage him or her to undergo treatment using this technique?

1	2	3	4	5	6
Definitely no					Definitely yes

Instructions:

The following problems ask whether it is sometimes OK to do different things. For each question, please indicate whether *in your opinion* the answer is yes or no.

1. Do you think it is sometimes OK ...
... to steal under certain circumstances?

Yes No

2. Do you think it is sometimes OK ...
... to smoke cigarettes?

Yes No

3. Do you think it is sometimes OK ...
... to commit a crime which could put you in jail?

Yes No

4. Do you think it is sometimes OK ...
... to keep things you find in the street?

Yes No

5. Do you think it is sometimes OK ...
... to experiment with marijuana?

Yes No

6. Do you think it is sometimes OK ...
... to use your fists to resolve a conflict?

Yes No

7. Do you think it is sometimes OK ...
... to drink and drive?

Yes No

8. Do you think it is sometimes OK ...
... to yell and argue to solve a conflict?

Yes No

9. Do you think it is sometimes OK ...
... not to hold the door open for people?
- Yes No
10. Do you think it is sometimes OK ...
... not to tell the police when you witness a crime?
- Yes No
11. Do you think it is sometimes OK ...
... not to give directions to someone who is lost?
- Yes No
12. Do you think it is sometimes OK ...
... not to be on time for appointments?
- Yes No
13. Do you think it is sometimes OK ...
... not to return something you borrowed?
- Yes No
14. Do you think it is sometimes OK ...
... not to keep secrets that a friend told you?
- Yes No
15. Do you think it is sometimes OK ...
... not to return phone calls right away?
- Yes No
16. Do you think it is sometimes OK ...
... not to spend time with friends in need?
- Yes No

7. Red wine stains are easier to remove than beer stains.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

8. Muscles do not burn calories when you are at rest.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

9. Alcohol causes dehydration.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

10. Problems with in-laws contribute to more than 30% of divorces.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

11. Homosexual couples are not legally allowed to adopt.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

12. A promotion means that you will get a more satisfying job.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

13. IRS forms are available on-line.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

14. Procrastination is worse when you work in a cluttered environment.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

15. A venture capital fund invests in new businesses by providing startup capital.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

16. It is wise to handle all negotiations yourself, even if your opponent uses a lawyer.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

17. Carbohydrates are fattening no matter how much you eat of them.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

18. Young people face few stereotypes when looking for a job.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

19. It can be instructive for children to see their parents resolve a fight.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

20. There are nonprofit organizations that help people with debt counseling.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

21. Assertive behavior makes your brain experience an increase in pleasure.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

22. Credit card companies can offer lower payments if you can come up with a lump sum settlement.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

23. Contracting a sexually transmitted disease is not an automatic sign that your partner has had an affair.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

24. Some sexually transmitted diseases can cause infertility.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

25. Self-employed people pay the same amount of taxes as people who work for an employer.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

26. When buying a new home, there is little need to have it inspected before you buy it.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

27. Creating a routine is an important step in getting unpleasant work done.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

28. Once you have experienced an event, your memory of it can not be changed.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

29. Meditation slows the heart rate.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

30. If you get into an auto accident, let the other person take the lead in handling the details.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

31. There is no way you can negotiate a lower rate with a credit card company.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

32. Obesity increases your risk of type 2 diabetes.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

33. Talking about sex helps romantic relationships.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

34. Hard evidence is lacking that acupuncture helps you to quit smoking.

This statement is [True / False].

50%	60%	70%	80%	90%	100%
just guessing					absolutely sure

Instructions:

Please read the practice problems on this page carefully before going on to the problems on the next page.

Imagine Chris is going to buy a DVD player with the \$369 he received for his birthday. He wants to find out how the DVD players that are available for that price compare to each other. A magazine rated DVD players on each of five features as follows, where higher is better:

	Very Low	Low	Medium	High	Very High
High	1	2	3	4	5

For example, two DVD players and their ratings are listed in the table below:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	2	2	5	4	\$369
	B	2	3	3	3	\$369

The following examples use the table above. Please read each carefully.

Example 1. Chris selects the DVD player with the highest rating in Programming Options.

Which **one** of the presented DVD player would Chris prefer? A

Example 2. Chris only wants a DVD player with a sound quality that is rated higher than 4.

Which **one** of the presented DVD player would Chris prefer? none

Example 3. Chris only wants the best in Picture Quality.

Which **two** of the presented DVD players would Chris prefer? A , and B

The following questions are about other people choosing between DVD players, like the ones above. **Please read each question carefully, because they ask for different answers.** For each question, think about how each person makes their choice, then pick the DVD they choose. But be careful, because the DVD players will change from question to question.

Very Low 1	Low 2	Medium 3	High 4	Very High 5
---------------	----------	-------------	-----------	----------------

Question 1:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	5	4	2	1	\$369
	B	5	5	3	3	\$369
	C	5	2	4	4	\$369
	D	1	5	5	3	\$369
	E	4	5	1	1	\$369

Brian selects the DVD player with the highest number of ratings greater than “Medium”

Which **one** of the presented DVD players would Brian prefer? _____

Question 2:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	2	5	5	5	\$369
	B	5	4	4	5	\$369
	C	5	3	2	5	\$369
	D	3	5	2	2	\$369
	E	4	4	4	5	\$369

Sally first selects the DVD players with the best Sound Quality. From the selected DVD players, she then selects the best on Picture Quality. Then, if there is still more than one left to choose from, she selects the one best on Programming Options.

Which **one** of the presented DVD players would Sally prefer? _____

Very Low 1	Low 2	Medium 3	High 4	Very High 5
---------------	----------	-------------	-----------	----------------

Question 3:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	3	1	2	5	\$369
	B	5	5	3	2	\$369
	C	4	3	3	3	\$369
	D	5	5	5	4	\$369
	E	2	5	4	4	\$369

Pat doesn't want to read through the entire table. He decides to read the table row by row until he finds the very first DVD player that has no ratings below "Medium." He will just choose that DVD player.

Which **one** of the presented DVD players would Pat prefer? _____

Question 4:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	3	5	5	1	\$369
	B	1	2	1	2	\$369
	C	5	5	4	4	\$369
	D	5	3	4	2	\$369
	E	4	5	2	2	\$369

LaToya only wants a DVD player that got a "Very High" rating on Reliability of Brand.

Which **one** of the presented DVD players LaToya prefer? _____

Very Low 1	Low 2	Medium 3	High 4	Very High 5
---------------	----------	-------------	-----------	----------------

Question 5:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	5	5	5	3	\$369
	B	3	5	4	5	\$369
	C	5	2	2	4	\$369
	D	5	1	2	5	\$369
	E	4	2	4	5	\$369

From the DVD players with the best available Picture Quality, Tricia selects the DVD players with the lowest number of ratings below “Medium.” If there is more than one DVD player left to choose from, she then picks the one that has the best rating on “Reliability of Brand.”

Which **one** of the presented DVD players would Tricia prefer? _____

Question 6:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	3	1	5	2	\$369
	B	1	2	1	2	\$369
	C	5	4	3	1	\$369
	D	4	2	3	3	\$369
	E	4	4	2	4	\$369

Lisa wants the DVD player with the highest average rating across features.

Which **one** of the presented DVD players would Lisa prefer? _____

Very Low 1	Low 2	Medium 3	High 4	Very High 5
---------------	----------	-------------	-----------	----------------

Question 7:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	5	3	5	5	\$369
	B	2	5	4	1	\$369
	C	4	5	2	3	\$369
	D	3	5	3	1	\$369
	E	3	5	3	4	\$369

Andy wants the DVD player with the highest average rating he can get while still making sure to keep the best rating on Sound Quality.

Which **one** of the presented DVD players would Andy prefer? _____

Question 8:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	5	4	5	3	\$369
	B	5	4	1	2	\$369
	C	3	3	5	5	\$369
	D	5	5	1	2	\$369
	E	3	5	1	3	\$369

Shane wants no DVD players that score below “Medium” on Picture Quality, no DVD players that score below “Medium” on Sound Quality, and no DVD players that score “Very Low” on any other feature.

Which **two** of the presented DVD players would Shane prefer? _____ and _____

Very Low 1	Low 2	Medium 3	High 4	Very High 5
---------------	----------	-------------	-----------	----------------

Question 9:

		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	2	1	5	2	\$369
	B	1	5	4	2	\$369
	C	5	3	1	1	\$369
	D	5	4	5	4	\$369
	E	3	3	3	3	\$369

Tyrone wants a DVD player that either has a “Very High” rating for Programming Options, or one that scores at least “Medium” on every feature.

Which **three** of the presented DVD players would Tyrone prefer? _____, _____, and _____

Question 10:

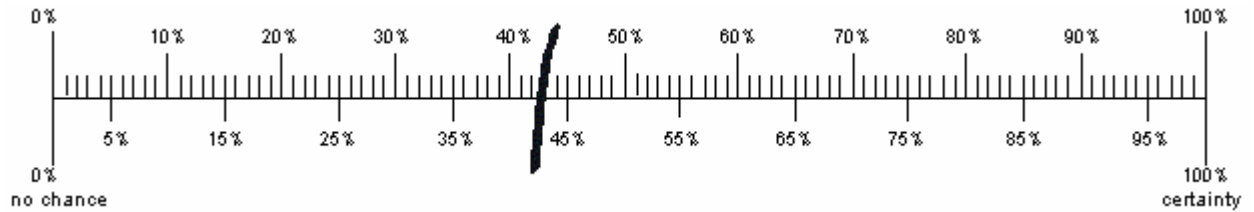
		Features				
		Picture Quality	Sound Quality	Programming Options	Reliability of Brand	Price
DVD	A	2	1	5	4	\$369
	B	4	5	1	3	\$369
	C	1	3	5	5	\$369
	D	4	2	5	4	\$369
	E	5	5	1	3	\$369

Julie wants the best Reliability of Brand, but is willing to give up one point on Reliability of Brand for each increase of at least two points in the rating of Picture Quality. She isn't concerned about the other features.

Which **three** of the presented DVD players would Julie prefer? _____, _____, and _____

Instructions:

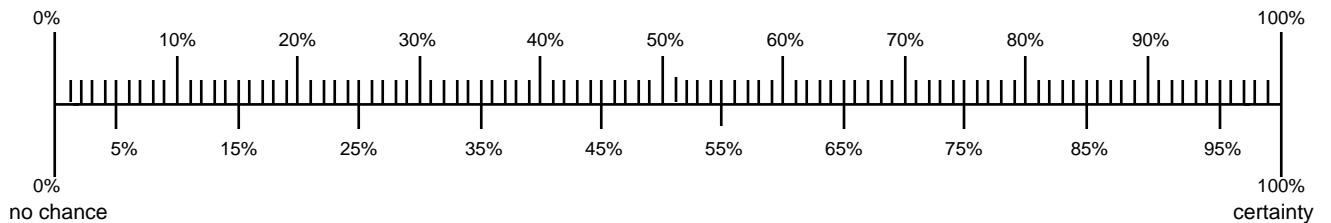
Each of these questions asks for your best guess at the chance that something will happen in the future. They use the “probability” scale that you see below. To answer each question, please put a mark on the scale at one specific tick mark, as follows:



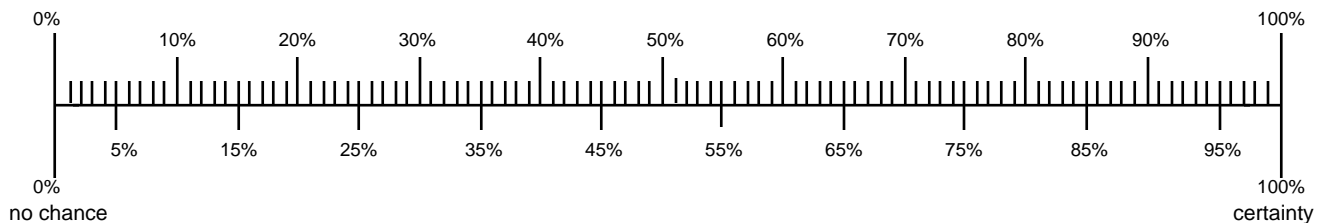
If you think that something has no chance of happening, mark it as having a 0% chance. If you think that something is certain to happen, mark it as having a 100% chance.

Just to make sure that you are comfortable with the scale, please answer the following practice questions.

What is the probability that you will eat pizza during the next year?



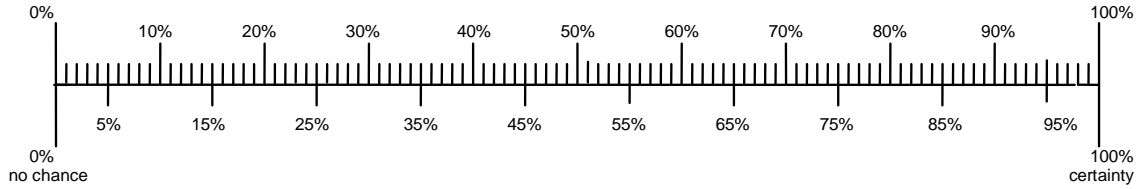
What is the probability that you will get the flu during the next year?



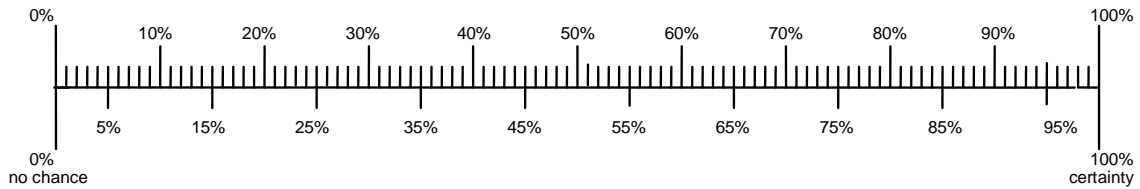
That is the end of the practice. If you have any questions, please ask them now.

A. The following questions ask about events that may happen some time during *the next year*.

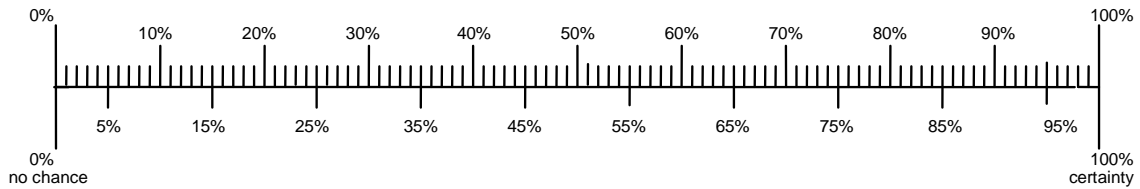
1. What is the probability that you will get into a car accident while driving during the next year?



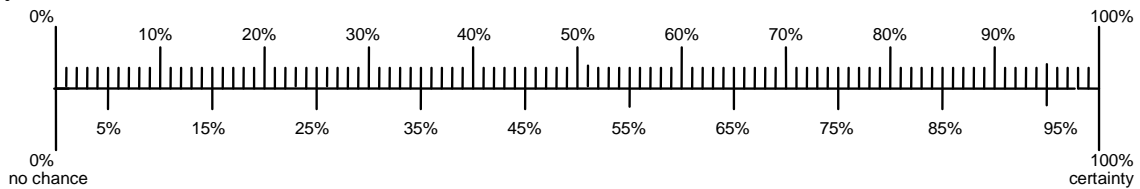
2. What is the probability that you will have a cavity filled during the next year?



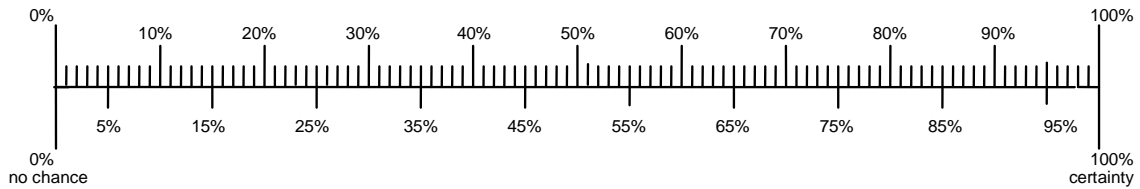
3. What is the probability that you will die (from any cause -- crime, illness, accident, and so on) during the next year?



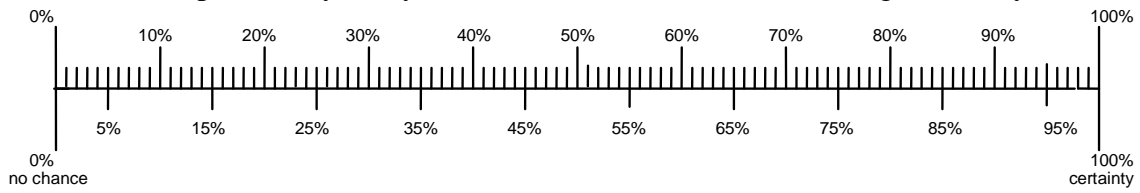
4. What is the probability that someone will steal something from you during the next year?



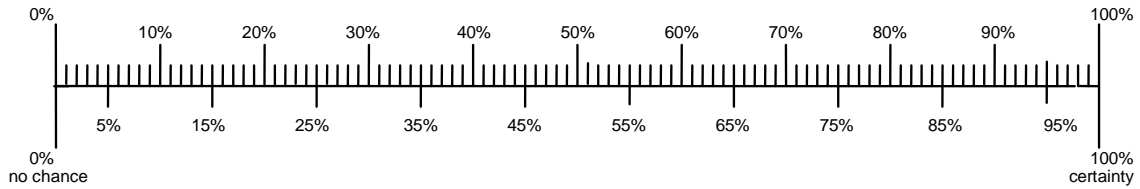
5. What is the probability that you will move your permanent address to another state some time during the next year?



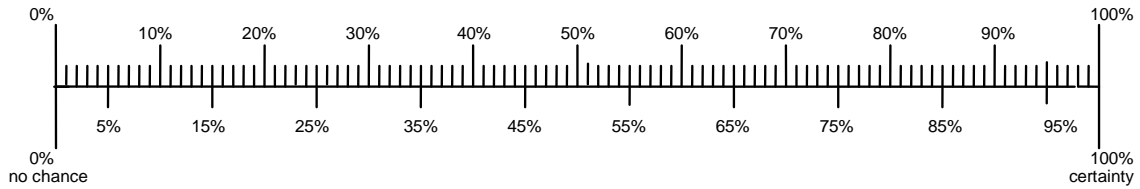
6. What is the probability that you will die in a terrorist attack during the next year?



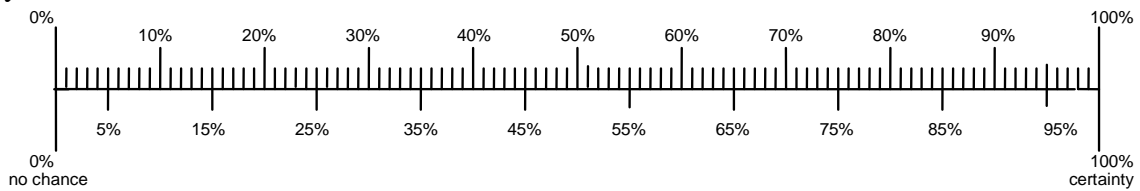
7. What is the probability that someone will break into your home and steal something from you during the next year?



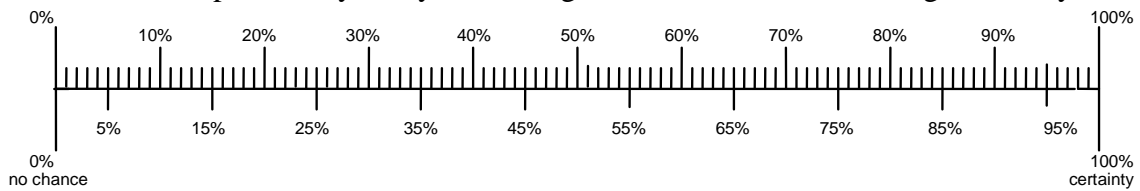
8. What is the probability that you will keep your permanent address in the same state during the next year?



9. What is the probability that you will visit a dentist, for any reason, during the next year?

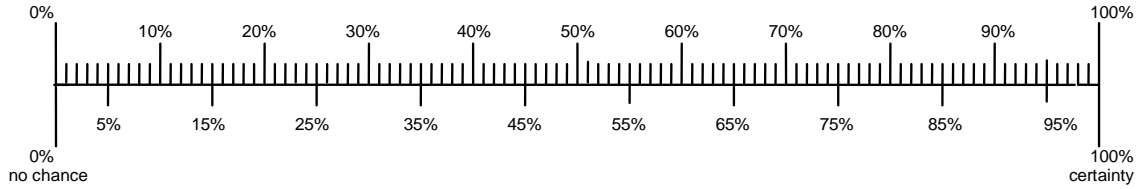


10. What is the probability that your driving will be accident-free during the next year?

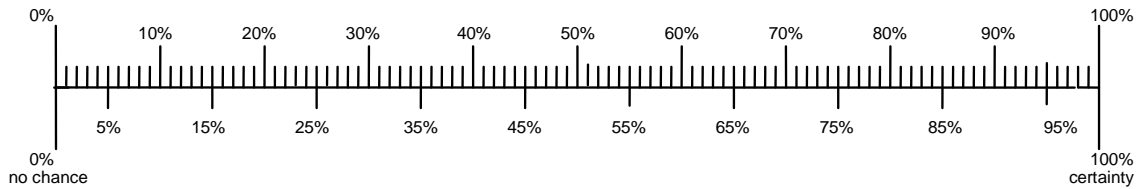


B. The following questions ask about events that may happen some time during *the next 5 years*.

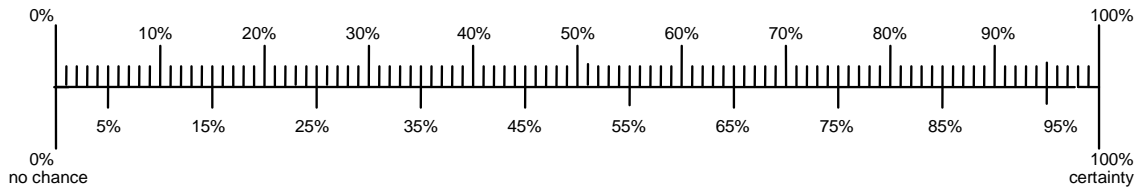
1. What is the probability that you will get into a car accident while driving during the next 5 years?



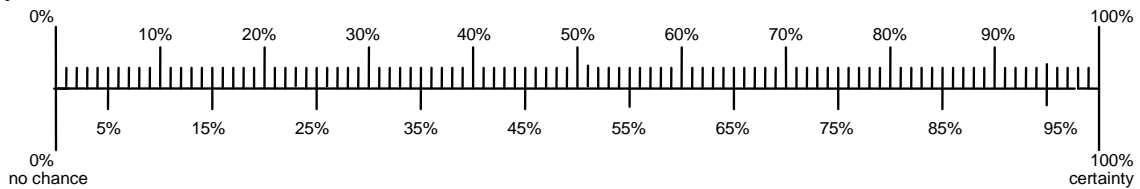
2. What is the probability that you will have a cavity filled during the next 5 years?



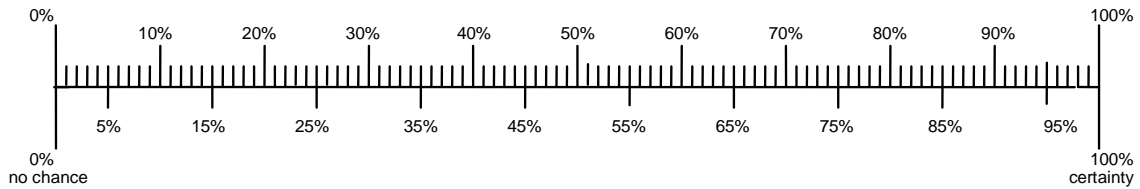
3. What is the probability that you will die (from any cause -- crime, illness, accident, and so on) during the next 5 years?



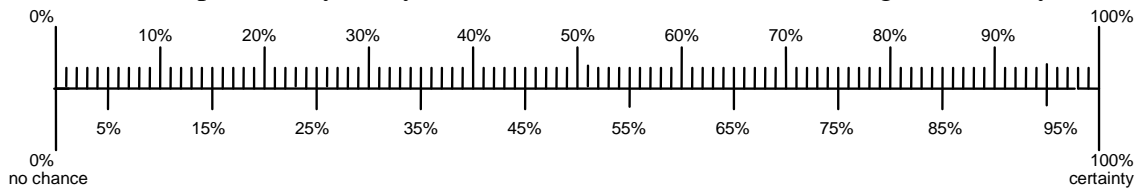
4. What is the probability that someone will steal something from you during the next 5 years?



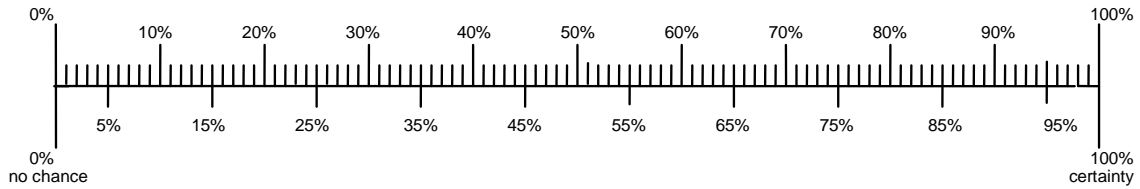
5. What is the probability that you will move your permanent address to another state some time during the next 5 years?



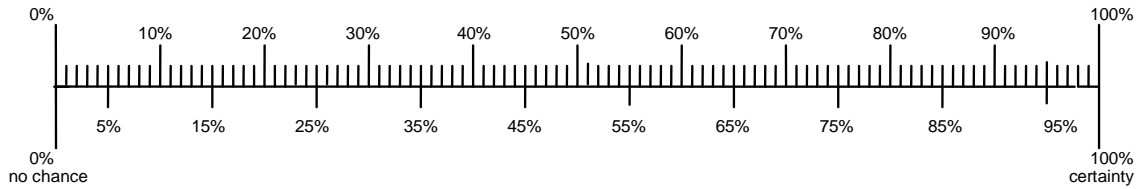
6. What is the probability that you will die in a terrorist attack during the next 5 years?



7. What is the probability that someone will break into your home and steal something from you during the next 5 years?



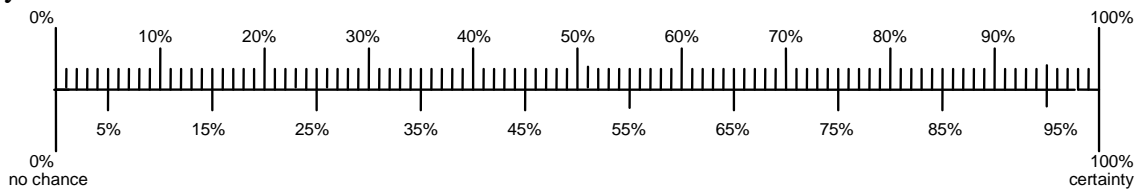
8. What is the probability that you will keep your permanent address in the same state during the next 5 years?



9. What is the probability that you will visit a dentist, for any reason, during the next 5 years?



10. What is the probability that your driving will be accident-free during the next 5 years?



Instructions:

In each of the following problems, choose between flipping a coin and a sure thing. Or, if they both seem the same to you, choose "Doesn't Matter."

1. Which do you like best, (1), (2), or (3)?

(1)
Flip a Coin
If Heads, win **\$100**
If Tails, win **\$0**

(2)
Sure Win
Win **\$50** for sure

(3)
Doesn't Matter to Me

2. Which do you like best, (1), (2), or (3)?

(1)
Flip a Coin
If Heads, win **\$100**
If Tails, win **\$0**

(2)
Sure Win
Win **\$60** for sure

(3)
Doesn't Matter to Me

3. Which do you like best, (1), (2), or (3)?

(1)
Flip a Coin
If Heads, win **\$100**
If Tails, win **\$0**

(2)
Sure Win
Win **\$40** for sure

(3)
Doesn't Matter to Me

The next questions are about losses.

4. Which do you like best, (1), (2), or (3)?

(1)
Flip a Coin
If Heads, lose **\$100**
If Tails, lose **\$0**

(2)
Sure Loss
Lose **\$50** for sure

(3)
Doesn't Matter to Me

5. Which do you like best, (1), (2), or (3)?

(1)
Flip a Coin
If Heads, lose **\$100**
If Tails, lose **\$0**

(2)
Sure Loss
Lose **\$60** for sure

(3)
Doesn't Matter to Me

6. Which do you like best, (1), (2), or (3)?

(1)
Flip a Coin
If Heads, lose **\$100**
If Tails, lose **\$0**

(2)
Sure Loss
Lose **\$40** for sure

(3)
Doesn't Matter to Me

In each of the next questions, choose between flipping two coins and flipping one coin.

7. Which do you like best, (1), (2), or (3)?

(1)
Flip Two Coins
If Two Heads, win **\$100**
Otherwise, win **\$0**

(2)
Flip One Coin
If Heads, win **\$50**
If Tails, win **\$0**

(3)
Doesn't Matter to Me

8. Which do you like best, (1), (2), or (3)?

(1)
Flip Two Coins
If Two Heads, win **\$100**
Otherwise, win **\$0**

(2)
Flip One Coin
If Heads, win **\$60**
If Tails, win **\$0**

(3)
Doesn't Matter to Me

9. Which do you like best, (1), (2), or (3)?

(1)
Flip Two Coins
If Two Heads, win **\$100**
Otherwise, win **\$0**

(2)
Flip One Coin
If Heads, win **\$40**
If Tails, win **\$0**

(3)
Doesn't Matter to Me

The next questions are about losses.

10. Which do you like best, (1), (2), or (3)?

(1)
Flip Two Coins
 If Two Heads, lose **\$100**
 Otherwise, lose **\$0**

(2)
Flip One Coin
 If Heads, lose **\$50**
 If Tails, lose **\$0**

(3)
Doesn't Matter to Me

11. Which do you like best, (1), (2), or (3)?

(1)
Flip Two Coins
 If Two Heads, lose **\$100**
 Otherwise, lose **\$0**

(2)
Flip One Coin
 If Heads, lose **\$60**
 If Tails, lose **\$0**

(3)
Doesn't Matter to Me

12. Which do you like best, (1), (2), or (3)?

(1)
Flip Two Coins
 If Two Heads, lose **\$100**
 Otherwise, lose **\$0**

(2)
Flip One Coin
 If Heads, lose **\$40**
 If Tails, lose **\$0**

(3)
Doesn't Matter to Me

Questions 13 - 18 are just like 7 - 12 above, but one coin was already flipped. It came up <u>heads</u>, so you now have the following choices:
--

13. If you had already flipped once and it came up heads, which do you like best, (1), (2), or (3)?

(1)
Flip Second Coin
 If Heads, win **\$100**
 If Tails, win **\$0**

(2)
Sure Win
 Win **\$50** for sure

(3)
Doesn't Matter to Me

14. If you had already flipped once and it came up heads, which do you like best, (1), (2), or (3)?

(1)
Flip Second Coin
 If Heads, win **\$100**
 If Tails, win **\$0**

(2)
Sure Win
 Win **\$60** for sure

(3)
Doesn't Matter to Me

15. If you had already flipped once and it came up heads, which do you like best, (1), (2), or (3)?

(1)
Flip Second Coin
 If Heads, win **\$100**
 If Tails, win **\$0**

(2)
Sure Win
 Win **\$40** for sure

(3)
Doesn't Matter to Me

The next questions are about losses.

16. If you had already flipped once and it came up heads, which do you like best, (1), (2), or (3)?

(1)
Flip Second Coin
 If Heads, lose **\$100**
 If Tails, lose **\$0**

(2)
Sure Loss
 Lose **\$50** for sure

(3)
Doesn't Matter to Me

17. If you had already flipped once and it came up heads, which do you like best, (1), (2), or (3)?

(1)
Flip Second Coin
 If Heads, lose **\$100**
 If Tails, lose **\$0**

(2)
Sure Loss
 Lose **\$60** for sure

(3)
Doesn't Matter to Me

18. If you had already flipped once and it came up heads, which do you like best, (1), (2), or (3)?

- | | | |
|-----------------------------|---------------------------|-----------------------------|
| (1) | (2) | (3) |
| <i>Flip Second Coin</i> | <i>Sure Loss</i> | <i>Doesn't Matter to Me</i> |
| If Heads, lose \$100 | Lose \$40 for sure | |
| If Tails, lose \$0 | | |
| _____ | _____ | _____ |

In each of the next questions, a coin will be flipped to see if you get a choice or not. Without knowing the result of the first flip, what would you choose in each of the following situations?

19. First Flip:

Flip a Coin
 If Heads, get the **Choice** below
 If Tails, **don't** get the Choice below, win **\$0**

Choice: Before the first flip, which do you like best, (1), (2), or (3)?

- | | | |
|----------------------------|--------------------------|-----------------------------|
| (1) | (2) | (3) |
| <i>Flip a Coin</i> | <i>Sure Win</i> | <i>Doesn't Matter to Me</i> |
| If Heads, win \$100 | Win \$50 for sure | |
| If Tails, win \$0 | | |
| _____ | _____ | _____ |

20. First Flip:

Flip a Coin
 If Heads, get the **Choice** below
 If Tails, **don't** get the Choice below, win **\$0**

Choice: Before the first flip, which do you like best, (1), (2), or (3)?

- | | | |
|----------------------------|--------------------------|-----------------------------|
| (1) | (2) | (3) |
| <i>Flip a Coin</i> | <i>Sure Win</i> | <i>Doesn't Matter to Me</i> |
| If Heads, win \$100 | Win \$60 for sure | |
| If Tails, win \$0 | | |
| _____ | _____ | _____ |

21. First Flip:

Flip a Coin
 If Heads, get the **Choice** below
 If Tails, **don't** get the Choice below, win **\$0**

Choice: Before the first flip, which do you like best, (1), (2), or (3)?

(1) <i>Flip a Coin</i> If Heads, win \$100 If Tails, win \$0 _____	(2) <i>Sure Win</i> Win \$40 for sure _____	(3) <i>Doesn't Matter to Me</i> _____
--	---	---

The next questions are about losses.

22. First Flip:

Flip a Coin
 If Heads, get the **Choice** below
 If Tails, **don't** get the Choice below, lose **\$0**

Choice: Before the first flip, which do you like best, (1), (2), or (3)?

(1) <i>Flip a Coin</i> If Heads, lose \$100 If Tails, lose \$0 _____	(2) <i>Sure Win</i> Lose \$50 for sure _____	(3) <i>Doesn't Matter to Me</i> _____
--	--	---

23. First Flip:

Flip a Coin
 If Heads, get the **Choice** below
 If Tails, **don't** get the Choice below, lose **\$0**

Choice: Before the first flip, which do you like best, (1), (2), or (3)?

(1) <i>Flip a Coin</i> If Heads, lose \$100 If Tails, lose \$0 _____	(2) <i>Sure Win</i> Lose \$60 for sure _____	(3) <i>Doesn't Matter to Me</i> _____
--	--	---

24. First Flip:

Flip a Coin

If Heads, get the **Choice** below

If Tails, **don't** get the Choice below, lose **\$0**

Choice: Before the first flip, which do you like best, (1), (2), or (3)?

(1)

Flip a Coin

If Heads, lose **\$100**

If Tails, lose **\$0**

(2)

Sure Win

Lose **\$40** for sure

(3)

Doesn't Matter to Me

Instructions:

Each of the following problems presents a choice between two options. Each problem is presented with a scale ranging from 1 (representing one option) through 6 (representing the other option). For each item, please circle the number on the scale that best reflects your relative preference between the two options.

Problem 1

You are buying a gold ring on layaway for someone special. It costs \$200 and you have already paid \$100 on it, so you owe another \$100. One day, you see in the paper that a new jewelry store is selling the same ring for only \$90 as a special sale, and you can pay for it using layaway. The new store is across the street from the old one. If you decide to get the ring from the new store, you will not be able to get your money back from the old store, but you would save \$10 overall.

Would you be more likely to continue paying at the old store or buy from the new store?

1	2	3	4	5	6
Most likely to continue paying at the old store			Most likely to buy from the new store		

Problem 2

You enjoy playing tennis, but you really love bowling. You just became a member of a tennis club, and of a bowling club, both at the same time. The membership to your tennis club costs \$200 per year and the membership to your bowling club \$50 per year. During the first week of both memberships, you develop an elbow injury. It is painful to play either tennis or bowling. Your doctor tells you that the pain will continue for about a year.

Would you be more likely to play tennis or bowling in the next six months?

1	2	3	4	5	6
Most likely to play tennis			Most likely to play bowling		

Problem 3

You have been looking forward to this year's Halloween party. You have the right cape, the right wig, and the right hat. All week, you have been trying to perfect the outfit by cutting out a large number of tiny stars to glue to the cape and the hat, and you still need to glue them on. On the day of Halloween, you decide that the outfit looks better without all these stars you have worked so hard on.

Would you be more likely to wear the stars or go without?

1	2	3	4	5	6
Most likely to wear stars			Most likely to not wear stars		

Problem 4

After a large meal at a restaurant, you order a big dessert with chocolate and ice cream. After a few bites you find you are full and you would rather not eat any more of it.

Would you be more likely to eat more or to stop eating it?

1	2	3	4	5	6	
Most likely to eat more				Most likely to stop eating		

Problem 5

You are in a hotel room for one night and you have paid \$6.95 to watch a movie on pay TV. Then you discover that there is a movie you would much rather like to see on one of the free cable TV channels. You only have time to watch one of the two movies.

Would you be more likely to watch the movie on pay TV or on the free cable channel?

1	2	3	4	5	6	
Most likely to watch pay TV				Most likely to watch free cable		

Problem 6

You have been asked to give a toast at your friend's wedding. You have worked for hours on this one story about you and your friend taking drivers' education, but you still have some work to do on it. Then you realize that you could finish writing the speech faster if you start over and tell the funnier story about the dance lessons you took together.

Would you be more likely to finish the toast about driving or rewrite it to be about dancing?

1	2	3	4	5	6	
Most likely to write about driving				Most likely to write about dancing		

Problem 7

You decide to learn to play a musical instrument. After you buy an expensive cello, you find you are no longer interested. Your neighbor is moving and you are excited that she is leaving you her old guitar, for free. You'd like to learn how to play it.

Would you be more likely to practice the cello or the guitar?

1	2	3	4	5	6	
Most likely to play cello				Most likely to play guitar		

Problem 8

You and your friend are at a movie theater together. Both you and your friend are getting bored with the storyline. You'd hate to waste the money spent on the ticket, but you both feel that you would have a better time at the coffee shop next door. You could sneak out without other people noticing.

Would you be more likely to stay or to leave?

1	2	3	4	5	6
Most likely to stay				Most likely to leave	

Problem 9

You and your friend have driven halfway to a resort. Both you and your friend feel sick. You both feel that you both would have a much better weekend at home. Your friend says it is "too bad" you already drove halfway, because you both would much rather spend the time at home. You agree.

Would you be more likely to drive on or turn back?

1	2	3	4	5	6
Most likely to drive on				Most likely to turn back	

Problem 10

You are painting your bedroom with a sponge pattern in your favorite color. It takes a long time to do. After you finish two of the four walls, you realize you would have preferred the solid color instead of the sponge pattern. You have enough paint left over to redo the entire room in the solid color. It would take you the same amount of time as finishing the sponge pattern on the two walls you have left.

Would you be more likely to finish the sponge pattern or to redo the room in the solid color?

1	2	3	4	5	6
Most likely to finish sponge pattern				Most likely to redo with a solid color	

Instructions:

Each of the following problems presents a choice between two options. Each problem is presented with a scale ranging from 1 (representing one option) through 6 (representing the other option). For each item, please circle the number on the scale that best reflects your relative preference between the two options.

Problem 1

Imagine a hospital is treating 32 injured soldiers, who are all expected to lose one leg. There are two doctors that can help the soldiers, but only one can be hired:

If Doctor A is hired, 12 soldiers will lose one leg.

If Doctor B is hired, there is a 63% chance that nobody loses a leg and a 37% chance that all lose a leg.

Which doctor do you recommend?

1	2	3	4	5	6
Definitely would choose A				Definitely would choose B	

Problem 2

Imagine that the U.S. is preparing for the outbreak of an unusual disease, which is expected to kill 600 people. Two alternative programs to combat the disease have been proposed. Assume that the exact scientific estimates of the consequences of the programs are as follows:

If Program A is adopted, 400 people will die.

If Program B is adopted, there is a 33% chance that nobody will die, and a 67% chance that 600 people will die.

Which program do you recommend to use?

1	2	3	4	5	6
Definitely would choose A				Definitely would choose B	

Problem 3

Imagine that your client has \$6,000 invested in the stock market. A downturn in the economy is occurring. You have two investment strategies that you can recommend under the existing circumstances to preserve your client's capital.

If strategy A is followed, \$4,000 of your client's investment will be lost.

If strategy B is followed, there is a 33% chance that the nothing will be lost, and a 67% chance that \$6,000 will be lost.

Which of these two strategies would you favor?

1	2	3	4	5	6	
Definitely would choose A				Definitely would choose B		

Problem 4

Because of changes in tax laws, you may get back as much as \$1200 in income tax. Your accountant has been exploring alternative ways to take advantage of this situation. He has developed two plans:

If Plan A is adopted, you will lose \$800 of the possible \$1200.

If Plan B is adopted, you have a 33% chance of losing none of the money, and a 67% chance of losing all \$1200.

Which plan would you use?

1	2	3	4	5	6	
Definitely would choose A				Definitely would choose B		

Problem 5

Imagine that recent evidence has shown that a pesticide is threatening the lives of 1,200 endangered animals. Two response options have been suggested:

If Option A is used, 600 animals will be lost for sure.

If Option B is used, there is a 75% chance that 400 animals will be lost, and a 25% chance that 1,200 animals will be lost.

Which option do you recommend to use?

1	2	3	4	5	6	
Definitely would choose A				Definitely would choose B		

Problem 6

Imagine that your doctor tells you that you have a cancer that must be treated. Your choices are as follows:

Surgery: Of 100 people having surgery, 10 die because of the operation, and 66 die by the end of five years.

Radiation therapy: Of 100 people having radiation therapy, none die during the treatment, and 78 die by the end of five years.

Which treatment would you choose?

1	2	3	4	5	6
Definitely would choose surgery				Definitely would choose radiation	

Problem 7

Imagine that in one particular state it is projected that 1000 students will drop out of school during the next year. Two programs have been proposed to address this problem, but only one can be implemented. Based on other states' experiences with the programs, estimates of the outcomes that can be expected from each program can be made. Assume for purposes of this decision that these estimates of the outcomes are accurate and are as follows:

If Program A is adopted, 600 of the 1000 students will drop out of school.

If Program B is adopted, there is a 40% chance that none of the 1000 students will drop out of school and 60% chance that all 1000 students will drop out of school.

Which program would you favor for implementation?

1	2	3	4	5	6
Definitely would choose A				Definitely would choose B	

