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.
下列各题均提供 2 个备选方案，并以数字 1～6 表示选择的倾向性。若确定选择方案 A（方案 B），请直接在数字 1（数字 6）处进行标注；若不确定最后的选择，请在最能表达你选择意愿的数字上进行标注：越往左靠近 1 越倾向于选择方案 A，越往右靠近 6 越倾向于选择方案 B。

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

问题 1

有证据表明目前正在使用的某种杀虫剂会对 1 200 种濒危动物的生命造成威胁。现有两个方案：

采用方案 A, 600 种动物将得救；

采用方案 B, 有 75%的概率 800 种动物得救，25%的概率没有动物得救。

你会推荐哪个采用方案？

1 2 3 4 5 6
选 A — 选 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

问题 2

由于税法改革，你最多可能拿回 1 200 元的个人所得税退税。现有 2 个方案：

方案 A，你能拿回 400 元；

方案 B，你有 1/3 的概率能拿回 1 200 元，有 2/3 的概率拿不回一分钱。

你会选择哪个方案？

1 2 3 4 5 6
选 A — 选 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

问题 3

某省预测明年全省将有 1 000 名学生辍学。现有 2 个方案：

采用方案 A，400 名学生将继续留在学校继续上学；

采用方案 B，有 40%的概率 1 000 名学生全部留在学校继续上学，60%的概率 1 000 名学生全部辍学。

你会推荐哪个方案？

1 2 3 4 5 6
选 A — 选 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

问题 4

美国正在准备应对某种特殊传染疾病的爆发，这种疾病可能将导致疫情爆发区约 600 人死亡。现有 2 个方案（可对方案后果进行精确地科学估计）：

采用方案 A，200 人将会获救；

采用方案 B，有 1/3 的概率 600 人全部获救，有 2/3 的概率没有人获救。

你会推荐哪个方案？

1 2 3 4 5 6
选 A — 选 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

问题 5

如果医生告诉你你患上某种疾病并需要治疗。现有 2 个方案：

采用方案 A（手术治疗）：100 名患者中，将有 90 名手术成功，术后 5 年依然在世的患者为 34 名；

采用方案 B（放射治疗）：100 名患者中，将有 100 名化疗成功，化疗完成后 5 年依然在世的患者为 22 名。

你会选择哪个方案？

1 2 3 4 5 6
选 A — 选 B

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

问题 6

你的客户在股市上投资了 6 000 元。股市行情低迷，现有 2 个方案：

采用方案 A，能够保住 2000 元的资本；

采用方案 B，有 1/3 的概率可以保住 6 000 元的资本，有 2/3 的概率一分钱都保不住。

你会推荐哪个方案？

1 2 3 4 5 6
选 A — 选 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

问题 7

医院正在治疗 32 名可能会失去一条腿的受伤士兵，有 2 个医生，但只有 1 个能被派遣到雷区：

派 A 医生，20 名伤兵将同时保住两条腿；

派 B 医生，5/8 的概率所有伤兵都能保住两条腿，3/8 的概率没有伤兵能同时保住两条腿。

你会选择哪位医生？

1 2 3 4 5 6
选 A — 选 B

Instructions:
Each of the following problems ask you to rate your judgment of a product or a situation. Each problem is presented with a scale ranging from 1 (representing the worst rating) through 6 (representing the best rating). For each problem, please circle the number on the scale that best reflects your judgment.

下列各题均提供 2 个选项，分别标注在数字 1 和数字 6 下方，数字 1～6 表示选择的倾向性。若你的答案是确定的，选择选项 1（选项 2），请直接在数字 1（数字 6）处进行标注；若你的答案是不确定的，请在最能表达你选择意愿的数字上进行标注：越往左靠近 1 越倾向于选择选项 1，越往右靠近 6 越倾向于选择选项 2。

Problem 1

Imagine that a type of condom has a 95% success rate. That is, if you have sex with someone who has the AIDS virus, there is a 95% chance that this type of condom will prevent you from being exposed to the AIDS virus.

Should the government allow this type of condom to be advertised as "an effective method for lowering the risk of AIDS?"

1 2 3 4 5 6
Definitely no Definitely yes

问题 1

某安全套的避孕成功率为 95%：与感染 HIV 病毒的某人发生性行为，如果使用了这种安全套，将有 95%的概率免遭 HIV 病毒的感染。

你认为政府是否应该允许该安全套的广告宣传标语为“某安全套是降低艾滋病感染率的有效方式”？

1 2 3 4 5 6
肯定不 肯定是

Problem 2

Imagine the following situation. You are entertaining a special friend by inviting them for dinner. You are making your favorite lasagna dish with ground beef. Your roommate goes to the grocery store and purchases a package of ground beef for you. The label says 80% lean ground beef.

What’s your evaluation of the quality of this ground beef?

1 2 3 4 5 6
Very low Very high

问题 2

你打算邀请朋友到家里吃牛肉意面。你的室友帮你去超市购买牛肉沫，包装袋上标注该牛肉含 80%的瘦肉。

那么，你对这种牛肉沫的质量评价是：

1 2 3 4 5 6
非常差 非常好

Problem 3

In a recent confidential survey completed by graduating seniors, 35% of those completing the survey stated that they had never cheated during their college career.

Considering the results of the survey, how would you rate the incidence of cheating at your university?

1	2	3	4	5	6
Very low					Very high

问题 3

某大学对毕业生进行一项机密调查。35%的毕业生表示从未在大学期间作弊。
你认为这所大学的作弊百分比：

1	2	3	4	5	6
非常低					非常高

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

问题 4

作为研发经理，你管理的项目组 A 向你申请追加 100 000 元经费继续之前的项目 k。k 项目已超过验收期和预算，但是，项目组仍相信项目能够成功。你现在有 500 000 元的资金还未分配，这些资金要支撑剩下的会计年度。如果拿出 100 000 元支持该项目，公司应变能力将受到影响。此外，你注意到：该项目组执行过 50 个项目，其中有 30 个是成功的。

你追加资金的可能性是？

1	2	3	4	5	6
非常不可能					非常可能

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

问题 5

如果某学生在期中考试得分是 90 分，期末考试得分是 70 分。两次考试满分均为 100 分。

你如何评价这个学生在这门课的成绩:

1 2 3 4 5 6

非常差 非常好

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

问题 6

一名女司机违章停车。你所掌握的情况表明“她确实不知道自己违章停车了”的可能性是 20%。

你会怎样开具罚单？

1 2 3 4 5 6

最低罚款 最高罚款

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

问题 7

某新技术可用于治疗某种癌症。这种技术的治愈率为 50%，在地方医院也能应用这种新技术。

假设你所认识的人中有这种癌症的患者。你是否会鼓励他采用新技术进行治疗？

1 2 3 4 5 6

肯定会 肯定不会

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.

下列各题与日常生活相关。题干表示某种行为的可被接受性；每题提供 2 个选项，选项“是”表示你对题干的描述表示赞同，选项“否”表示你不赞同或不完全赞同题干的描述；你的最终选择与道德水平或个人素质判断无关，请放心据实作答。

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

Yes No
某些情况下，偷东西是可被接受的行为。
是 否

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

Yes No
某些情况下，吸烟是可被接受的行为
是 否

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

Yes No
某些情况下，犯罪是可被接受的行为
是 否

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

Yes No
某些情况下，保留在街上捡到的他人物品是可被接受的行为
是 否

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

Yes No
某些情况下，用毒品做实验是可被接受的行为
是 否

6. Do you think it is sometimes OK …

… to use your fists to resolve a conflict?

Yes No
某些情况下，通过打架解决冲突是可被接受的行为
是 否

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

Yes No
某些情况下，酒驾是可被接受的行为
是 否

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

Yes No
某些情况下，通过吵架解决矛盾是可被接受的行为
是 否

9. Do you think it is sometimes OK …
… not to hold the door open for people?

Yes No
某些情况下，不为走在身后的其他人开门是可被接受的行为
是 否

10. Do you think it is sometimes OK …
… not to tell the police when you witness a crime?

Yes No
某些情况下，目击犯罪不向警察报告是可被接受的行为
是 否

11. Do you think it is sometimes OK …
… not to give directions to someone who is lost?

Yes No
某些情况下，不为迷路者指路是可被接受的行为
是 否

12. Do you think it is sometimes OK …
… not to be on time for appointments?

Yes No
某些情况下，约会不准时是可被接受的行为
是 否

13. Do you think it is sometimes OK …
… not to return something you borrowed?

Yes No
某些情况下，借的东西不还是可被接受的行为
是 否

14. Do you think it is sometimes OK …
… not to keep secrets that a friend told you?

Yes No
某些情况下，不对朋友的秘密进行保密是可被接受的行为
是 否

15. Do you think it is sometimes OK …
… not to return phone calls right away?

Yes No
某些情况下，回未接电话不及时是可被接受的行为
是 否

16. Do you think it is sometimes OK …
… not to spend time with friends in need?

Yes No
某些情况下，朋友需要时不出现是可被接受的行为
是 否

Instructions:
This survey presents true/false questions about various aspects of everyday life. Please indicate, for each statement, whether you believe it to be true or false, by circling the "true" or "false". You may think that some items do not have a clear-cut answer. For those items, please try to give the answer that would be true in general, or in most cases.

Please read through the following examples to find out more about this survey.

下列各题与日常生活或生活常识相关。题干为对某个事件或某个常识的描述；参与者（被试）须（1）判断题干描述的真实性，（2）然后通过百分比表明对自己答案的把握性，50%表示答案是猜的，100%表示答案肯定正确；在正式作答之前，请先看例题，若有问题，请举手示意；你的最终答案与个人智力水平测试无关，请放心据实作答。

Example 1:

Pittsburgh's hockey team is the Bruins.

We want you to do two things:

First, answer the question. In this example, you might think "*No, it's the Penguins. So the statement is* FALSE." Then you would circle 'False'.

Pittsburgh's hockey team is the Bruins.
This statement is [True / (False)].

Second, think about how sure you are of your answer. Give a number from 50% to 100%. In other words, what is the percent chance that you are right? Circle one of the numbers on the scale.

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

If your answer is a total guess, circle 50%. This means that there is a 50% chance that you are right, and a 50% chance that you are wrong. If you are absolutely sure, circle 100%. If you aren't sure, then circle a number in between, to show how sure you are.

In this example, you might think "*I'm absolutely sure it's false, so 100%.*" So you would circle 100%.

Pittsburgh's hockey team is the Bruins.
This statement is [True / (False)].

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

例题：

《欢乐喜剧人》是江苏卫视的节目。

首先，判断题干真假。针对例题，你可能会想：不，这个节目是东方卫视的，这个陈述是假的。那么，你需要在"假"上进行标记。

《欢乐喜剧人》是江苏卫视的节目。

这个陈述是[真 / (假)]的

其次，表明你对所给答案的确信程度：用百分比表示你所认为的已给答案的正确性。

50%　　60%　　70%　　80%　　90%　　100%

如果你的答案是随意猜的，那么标记 50%，这意味着你有 50%的概率可能给出了正确答案；如果你非常确定你的答案，那么标记 100%；如果你不确定，那么标记一个最能接近答案正确概率的百分比。

在这个例题中，你如果想：我 100%确定这个陈述是假的，那么你将标记 100%。

《欢乐喜剧人》是江苏卫视的节目。

这个陈述是[真 / (假)]的

50%　　60%　　70%　　80%　　90%　　(100%)

Please read the examples below. They show answers given by other people. Read them closely, and make sure you understand their answers.

Example 2:
Thanksgiving Day is on the fourth Thursday of November.
• *Yes, I think that's when Thanksgiving is. I would say* TRUE.
• *I'm pretty sure, but it might be on the third Thursday of November, so 80%.*

Your answer would look like this:
Thanksgiving Day is on the fourth Thursday of November.
This statement is [True / False].

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

Example 3:
Amman is the capital of Jordan.
• *I really don't know, so I'll just take a guess. I'll say, uh,* TRUE.
• *I'm guessing, so 50%.*

Your answer would look like this:
Amman is the capital of Jordan.
This statement is [True / False].

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

Example 4:
The Hudson River doesn't run past New York City.
• *Oh yes it does! I think it's one of the rivers. So that's* FALSE.
• *I'm almost positive that's false, so I'll say 90%.*

Your answer would look like this:
The Hudson River doesn't run past New York City.
This statement is [True / False].

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

Example 5:
Bill Clinton doesn't have a beard.
• *That's right, he doesn't.* TRUE.
• *I think that's right, but I'm not sure, he might have grown one. I'll say 70%.*

Your answer would look like this:
Bill Clinton doesn't have a beard.
This statement is [True / False].

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

If you have any questions, please ask now.
如果你还有疑问，请举手示意。

For each of the following statements, circle true or false to indicate your answer. Then circle a number on the scale to indicate how sure you are of your answer. The scale ranges from 50% (meaning that you were just guessing) to 100% (meaning that you were absolutely sure).

1. Many smokers use the nicotine in cigarettes to treat depression.

This statement is [True / False].

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

可以利用香烟中的尼古丁进行抑郁症的治疗。
这个陈述是[真 / 假]的
我有（ ）的把握，我的判断是正确的。

2. Stress makes it easier to form bad habits.

This statement is [True / False].

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

压力会促使坏习惯的形成。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

3. You can take wrinkles out of your clothes by putting them in the dryer with a damp towel.

This statement is [True / False].

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

将有褶皱的衣服与湿毛巾一起放到干洗机里可以除皱。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

4. After a fight with your partner, you should not focus on who was to blame.

This statement is [True / False].

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

跟朋友吵架后，彼此不会纠结于这是谁的错。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

5. There is no way to improve your memory.

This statement is [True / False].

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

世界上不存在改善记忆力的方法。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

6. The grace period on your credit card is the amount of time you do not have to pay interest on outstanding payments.

This statement is [True / False].

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

信用卡的债务宽限期是指债务人不需要为拖欠款项支付利息的时间段。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

红酒渍比啤酒渍更容易清除。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

当你休息时，肌肉并不消耗热量。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

9. Alcohol causes dehydration.

This statement is [True / False].

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

饮酒会造成脱水。

这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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
离异夫妻中有三分之一是因为双方父母不合。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

11. Homosexual couples are not legally allowed to adopt.

This statement is [True / False].

50% 60% 70% 80% 90% 100%
just guessing absolutely sure
同性恋夫妻收养孩子是不合法的。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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
升职意味着你将得到更满意的工作。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

13. IRS forms are available on-line.

This statement is [True / False].

50% 60% 70% 80% 90% 100%
just guessing absolutely sure
国税局的表格可以从网上下载。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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

当工作环境很糟糕时，拖延症会更严重。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

风险投资基金是为新商业项目提供启动资金的。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

即使你的竞争对手聘用了律师，也不代表你亲自参与谈判不明智。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

不管吃多少，碳水化合物都会使人变胖。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

在找工作时，年轻人基本上不会遭遇刻板印象。
这个陈述是[真 / 假]的

我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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

看到父母化解矛盾对孩子来说是建设性的教育。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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

非盈利组织会为债务人提供债务咨询。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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

自我肯定会使人增加愉悦感。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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

如果客户能进行一次性清算支付，银行可以提供较低的还款额。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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

如果伴侣感染了性病，说明他 / 她很大可能出轨了。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

24. Some sexually transmitted diseases can cause infertility.

This statement is [True / False].

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

有些性病会导致不孕。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

自主创业所得收入与为雇主工作所得收入须缴纳的个人所得税税率相同。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

购房时，没有太多必要进行调查。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

制定日常事务表是从事不喜欢的工作的重要步骤。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

一旦经历了某事，关于这件事的记忆将挥之不去。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

29. Meditation slows the heart rate.

This statement is [True / False].

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

冥想能减缓心率。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

发生车祸时，应让相关责任人除外的其他人负责处理事故细节。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。

50% 60% 70% 80% 90% 100%

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

与银行协商降低利率是不可能的。

这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

32. Obesity increases your risk of type 2 diabetes.

This statement is [True / False].

50% 60% 70% 80% 90% 100%
just guessing absolutely sure
肥胖症增加了患二型糖尿病的风险。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

33. Talking about sex helps romantic relationships.

This statement is [True / False].

50% 60% 70% 80% 90% 100%
just guessing absolutely sure
谈论性有助于构建情侣关系。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

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
没有确凿的证据证明针灸能促使戒烟。
这个陈述是[真 / 假]的
我有（ ）把握，我的判断是正确的。
50% 60% 70% 80% 90% 100%

Instructions:
Please read the practice problems on this page carefully before going on to the problems on the next page.
下列各题均要求参与者（被试）根据一定选择标准进行商品的选购。在正式作答之前，请先看例题，若有问题，请举手示意；你的最终答案与个人智力水平测试无关，请放心据实作答。

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
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*___

例题
小明将用生日得到的¥2500 元购买一台 DVD。他想对同一价位不同品牌的 DVD 进行比较。
某杂志对 2 款 DVD 在 5 方面的性能分别进行了评价，评分越高，表示该性能越好（如下表 1）：

非常低	低	中等	高	非常高
1	2	3	4	5

某杂志对两款 DVD 的性能评分表（表 2）如下：

产品特性

		图像质量	声音质量	编程选项	品牌信度	价格
DVD	A	2	2	5	4	¥2500
	B	2	3	3	3	¥2500

请仔细阅读下列各题的选择标准，以上表 1 和 2 为依据进行选择：

1.如果小明要选择编程选项较好的，应该选择（ A ）；

2.如果小明要选择声音质量评分高于 4 的，应该选择（ 无 ）；

3.如果小明要选择图像质量较好的，应该选择（A 和 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.
下列问题均与选择不同品牌的 DVD 有关。
请注意：每题中 DVD 产品性能评分有变化，请仔细阅读每题中的选购标准。

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

非常低	低	中等	高	非常高
1	2	3	4	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? _____

问题 1

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	5	4	2	1	¥2500
	B	5	5	3	3	¥2500
	C	5	2	4	4	¥2500
	D	1	5	5	3	¥2500
	E	4	5	1	1	¥2500

如果布莱恩要选择中等评分最多的 DVD，那么应该选择：（ ）

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? _____

问题 2

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	2	5	5	5	¥2500
	B	5	4	4	5	¥2500
	C	5	3	2	5	¥2500
	D	3	5	2	2	¥2500
	E	4	4	4	5	¥2500

如果李莉首先考虑声音质量最好；然后在其中考虑图像质量最好；最后考虑编程最好。

那么，李莉最后应选择：（ ）

Very Low	Low	Medium	High	Very High
1	2	3	4	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? _____

问题 3

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	3	1	2	5	¥2500
	B	5	5	3	2	¥2500
	C	4	3	3	3	¥2500
	D	5	5	5	4	¥2500
	E	2	5	4	4	¥2500

如果高军想逐列查看评分，并选择评价没有“中等及中等以下”的 DVD。
那么，高军最后应选择的 DVD 是：（　　）

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 would LaToya prefer? _____

产品性能

		图像	声音	编程	品牌信度	价格
DVD	A	3	5	5	1	¥2500
	B	1	2	1	2	¥2500
	C	5	5	4	4	¥2500
	D	5	3	4	2	¥2500
	E	4	5	2	2	¥2500

如果张华只想选择品牌信度最高的 DVD，那么他应该选择：（　）

Very Low	Low	Medium	High	Very High
1	2	3	4	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? _____

问题 5

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	5	5	5	3	¥2500
	B	3	5	4	5	¥2500
	C	5	2	2	4	¥2500
	D	5	1	2	5	¥2500
	E	4	2	4	5	¥2500

假设花花想从图像质量最好的 DVD 中选择"中等"评价最少的。
如果此时满足条件的 DVD 大于 1 台，那么花花将选择其中品牌信度最高的。
那么，最后花花应选择：（ ）

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? _____

问题 6

产品性能

DVD	图像	声音	编程	品牌信度	价格
A	3	1	5	2	¥2500
B	1	2	1	2	¥2500
C	5	4	3	1	¥2500
D	4	2	3	3	¥2500
E	4	4	2	4	¥2500

如果丽莎想选择所有性能平均分数最高的 DVD，那么她应该选择：（　　）

Very Low	Low	Medium	High	Very High
1	2	3	4	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? _____

问题 7

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	5	3	5	5	¥2500
	B	2	5	4	1	¥2500
	C	4	5	2	3	¥2500
	D	3	5	3	1	¥2500
	E	3	5	3	4	¥2500

如果安迪想选择满足“平均分最高”、“音质最好”两个条件的 DVD。
那么，他应该选择：（　　）

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 _____

问题 8

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	5	4	5	3	¥2500
	B	5	4	1	2	¥2500
	C	3	3	5	5	¥2500
	D	5	5	1	2	¥2500
	E	3	5	1	3	¥2500

如果肖恩不选择图像质量和声音质量评分在“中等”以下的；也不选择评价中有“非常低”的。
那么，他应该选择：（　　）

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

问题 9

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	2	1	5	2	¥2500
	B	1	5	4	2	¥2500
	C	5	3	1	1	¥2500
	D	5	4	5	4	¥2500
	E	3	3	3	3	¥2500

如果泰勒想选择编程评价为"非常高"但其他性能都在"中等"以上（含中等）的 DVD。

那么，他应该选择：（　　）

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.

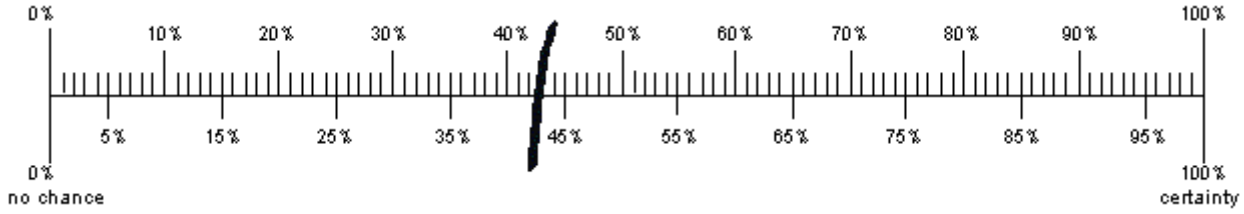
Which **three** of the presented DVD players would Julie prefer? _____, _____, and _____

题 10

		产品性能				
		图像	声音	编程	品牌信度	价格
DVD	A	2	1	5	4	¥2500
	B	4	5	1	3	¥2500
	C	1	3	5	5	¥2500
	D	4	2	5	4	¥2500
	E	5	5	1	3	¥2500

如果朱丽叶想选择品牌信度最好的；但是品牌信度分数低 1 分可以得到图像质量增加 2 分的，
她也可以接受；并且其他性能都不予考虑。
那么，朱丽叶可以选择的三台 DVD 是：（　　）

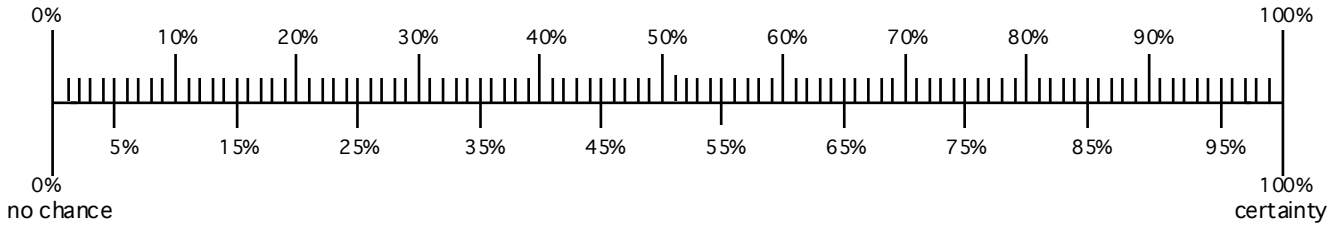
Instructions:
Each of these questions asks for your best guess at the chance that something will happen in the future. They use the "probability" scale that you see below. To answer each question, please put a mark on the scale at one specific tick mark, as follows:
下列各题均要求参与者（被试）估计"未来一段时间内某件事情发生的概率"，即"事件发生的可能性"。测评题目分为两组，第一组为未来 1 年内发生某事的可能性，第二组为未来 5 年内发生某事的可能性；每题均提供事件发生概率（可能性）的百分比标度尺，区间为 0～100%；如果你认为某事件不可能发生，请以"0%"进行标记；如果你认为某事件肯定要发生，请以"100%"进行标记；如果你的答案不确定，请在标度尺上标注最能反映你所估计的概率的百分比（如示例显示答题者认为事件发生概率在 40%和 45%之间）。



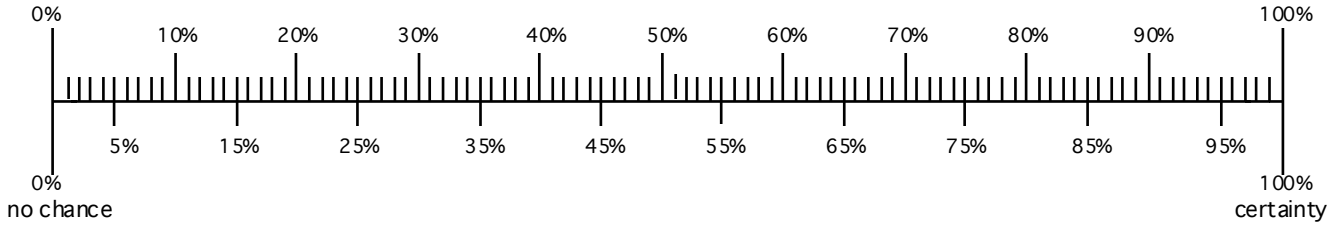
If you think that something has no chance of happening, mark it as having a 0% chance. If you think that something is certain to happen, mark it as having a 100% chance.

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?



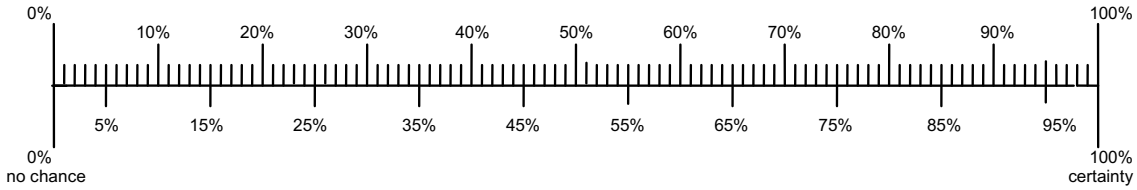
What is the probability that you will get the flu during the next year?



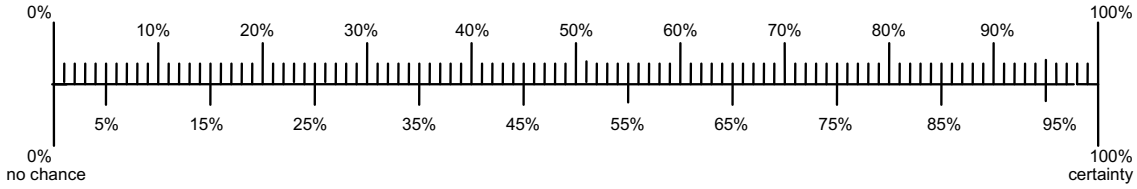
That is the end of the practice. If you have any questions, please ask them now.
如果你有疑问，请举手示意。下面开始为正式答题

A. The following questions ask about events that may happen some time during *the next year*.
第 1 组试题：下列各题的时间区间为“未来 1 年”（即，明年）

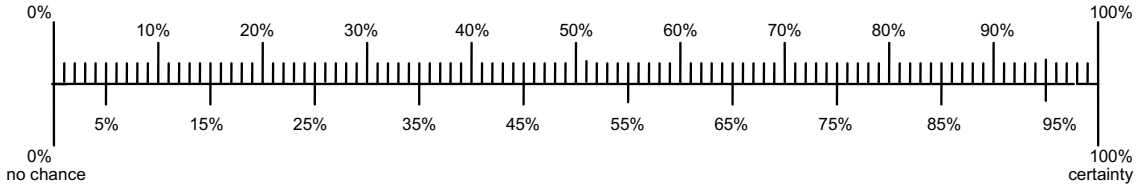
1. What is the probability that you will get into a car accident while driving during the next year?明年你驾车发生车祸的可能性？



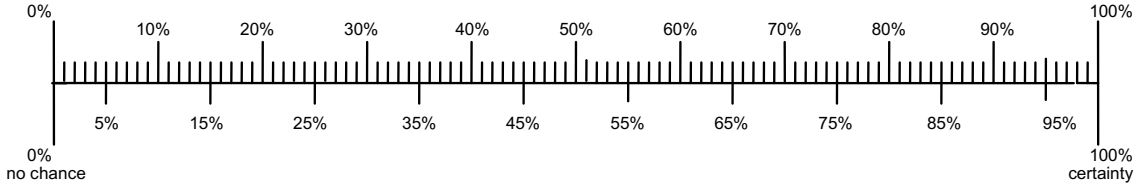
2. What is the probability that you will have a cavity filled during the next year?明年你补牙洞的可能性？



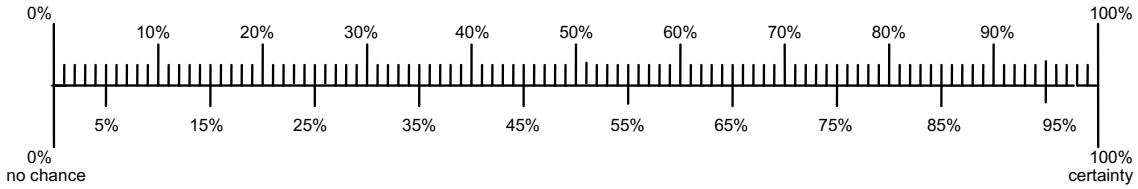
3. What is the probability that you will die (from any cause -- crime, illness, accident, and so on) during the next year? 明年你死亡（各种原因造成的，例如谋杀、疾病、事故等）的可能性？



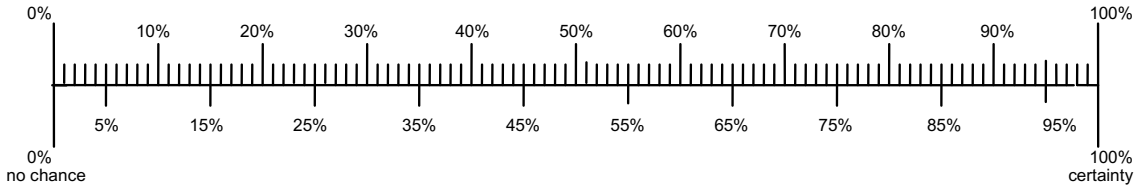
4. What is the probability that someone will steal something from you during the next year?明年你东西被盗的可能性？



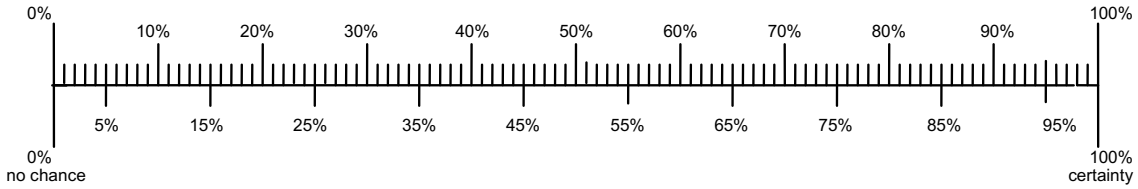
5. What is the probability that you will move your permanent address to another state some time during the next year?明年你搬家（或寝室）的可能性？



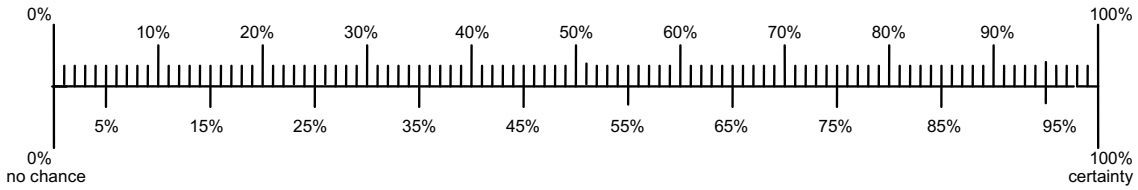
6. What is the probability that you will die in a terrorist attack during the next year?明年你被恐怖袭击导致死亡的可能性？



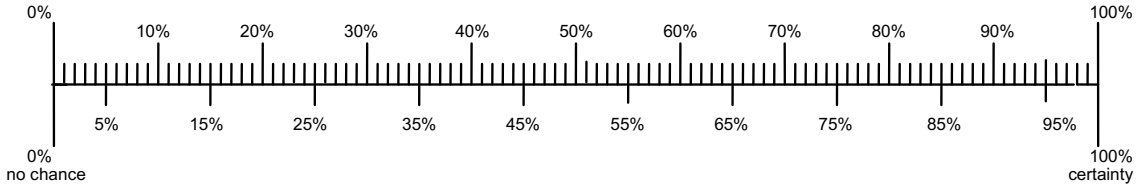
7. What is the probability that someone will break into your home and steal something from you during the next year?明年小偷闯进你家中偷盗你物品的可能性？



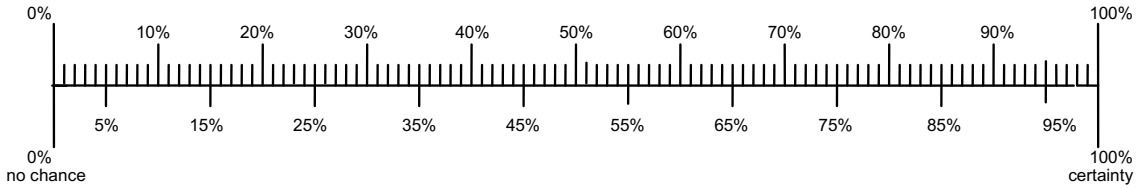
8. What is the probability that you will keep your permanent address in the same state during the next year?明年你不搬家（或寝室）的可能性？



9. What is the probability that you will visit a dentist, for any reason, during the next year?明年你由于某种原因去看牙医的可能性？



10. What is the probability that your driving will be accident-free during the next year?明年你开车不出事故的可能性？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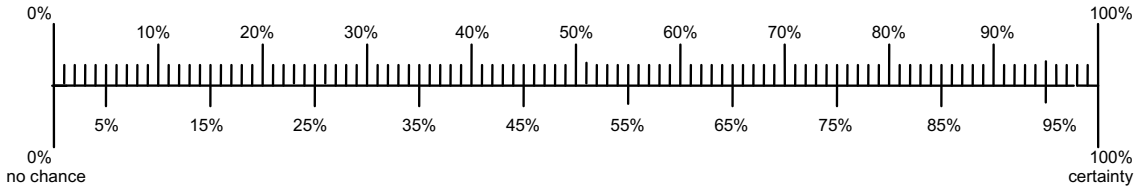
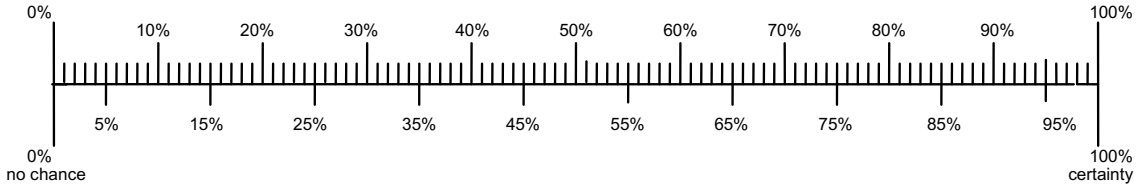
0%
no chance
100%
certainty

B. The following questions ask about events that may happen some time during *the next 5 years*.
第 2 组试题：下列各题的时间区间为“未来 5 年”（即，5 年内）

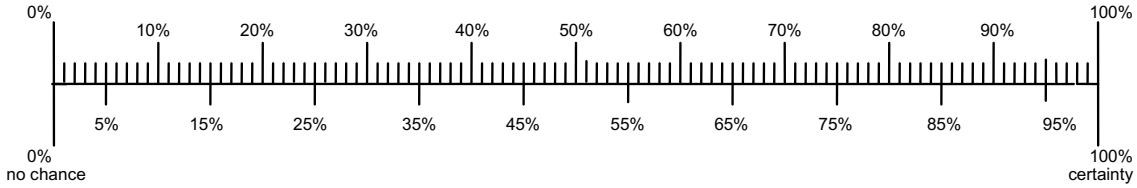
1. What is the probability that you will get into a car accident while driving during the next 5 years?5 年内你驾车发生车祸的可能性？



2. What is the probability that you will have a cavity filled during the next 5 years?5 年内你补牙洞的可能性？



3. What is the probability that you will die (from any cause -- crime, illness, accident, and so on) during the next 5 years?5 年内你死亡（各种原因造成的，例如谋杀、疾病、事故等）的可能性？



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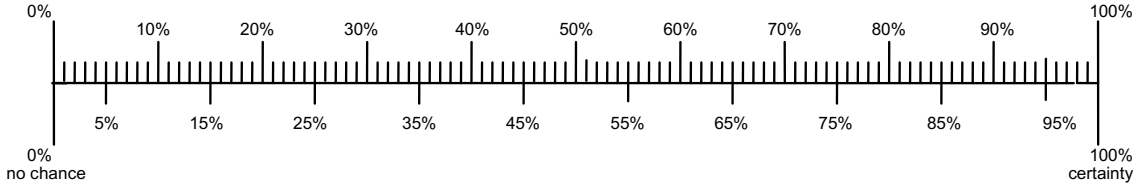
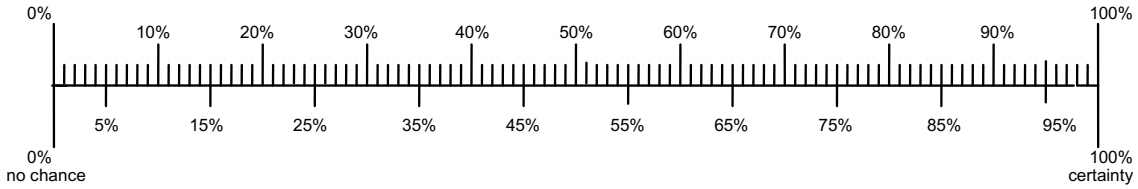


5. What is the probability that you will move your permanent address to another state some time during the next 5 years?5 年内你搬家（或寝室）的可能性？



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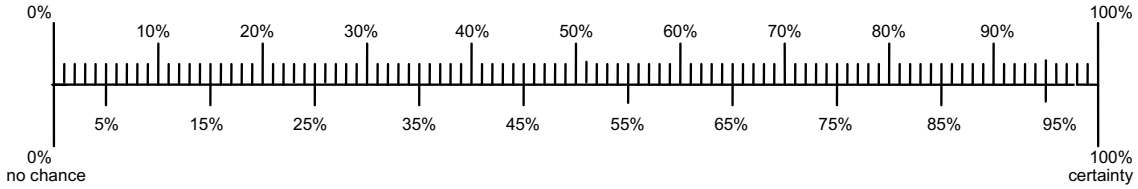

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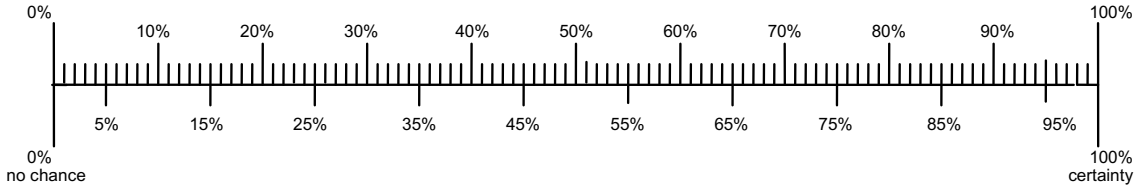

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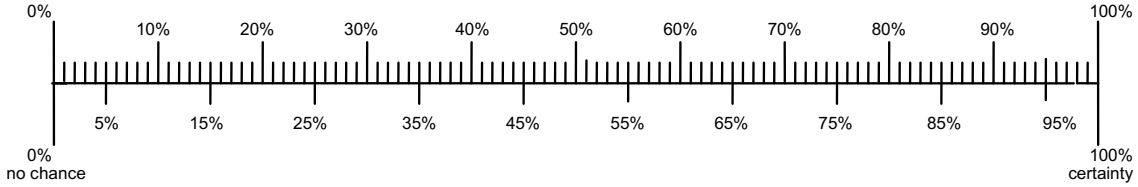

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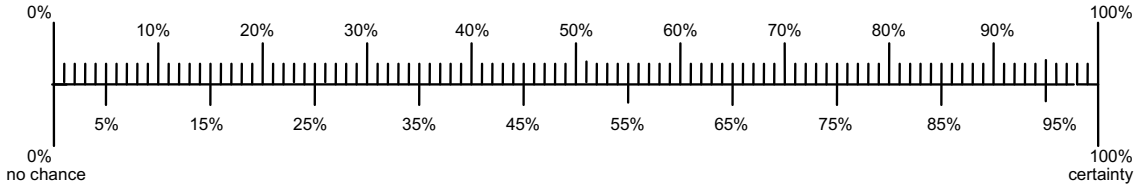

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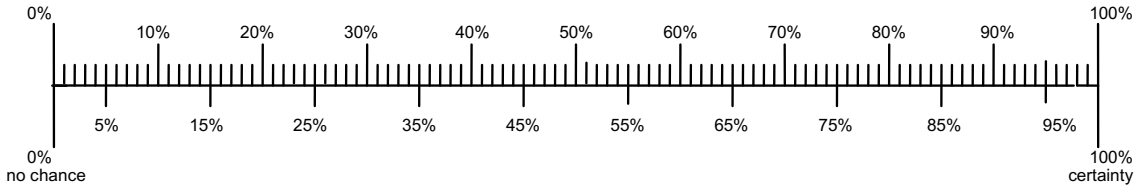
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85%
95%
0%
no chance
100%
certainty

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.
下列各题均提供 2 个选项，分别标注在数字 1 和数字 6 下方，数字 1～6 表示选择的倾向性。若你的答案是确定的，选择选项 1（选项 2），请直接在数字 1（数字 6）处进行标注；若你的答案是不确定的，请在最能表达你选择意愿的数字上进行标注：越往左靠近 1 越倾向于选择选项 1，越往右靠近 6 越倾向于选择选项 2。

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

问题 1
你以预付形式给家人买了一枚金戒指。金戒指价格为 3 000 元，你已经付了 1 000 元，余下 20 00 元取戒指时再付。某天，你在报纸上看见另一家珠宝店同款的金戒指因为开业酬宾仅定价 1 350 元，这家珠宝店与之前的珠宝店在同一条街。如果你在新珠宝店购买戒指，那么之前已经预付的 1 000 元将无法收回，但是你能比之前的预算节省 650 元。
请问，你是要继续在之前的珠宝店进行购买还是在新开的珠宝店进行购买？
1 2 3 4 5 6
之前的店 — 新开的店

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

问题 2

你喜欢打网球和保龄球。你刚成为网球学会和保龄球协会的队员，网球协会每年需交¥2500 元学费，保龄球协会每年需交学费 500 元。在第一周活动中，你的肘关节受伤，无论是打网球还是打保龄球都一样疼。你的主治医生告诉你这种伤痛将持续一年，且你的伤势只能承受一种训练。

那么，在接下来的六个月内，你会选择继续网球训练还是保龄球训练？

1 2 3 4 5 6

网球训练 保龄球训练

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

问题 3

你期待今年的万圣节舞会很久了，并且准备了很炫的披肩、假发和帽子。为了使舞会的装扮更完美，你花了一整个星期的时间剪裁了很多小星星，打算将它们都粘到披肩、假发和帽子上。可是舞会当天下午，你发现胶水不够，也没有足够的时间去购买。

你需要决定晚上的舞会是否要穿有星星的衣服，或者放弃你已经花费心思准备的星星装饰。

1 2 3 4 5 6

穿 不穿

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

问题 4

在餐厅饱餐一顿后，你点了大号的巧克力冰淇淋作为甜点。吃了几口之后，你发现你已经很饱，吃不下了。

你会选择继续吃还是不吃了？

1 2 3 4 5 6

继续吃 不吃了

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

问题 5

你在酒店预订了一晚房间，并且支付了 70 元的付费电视。但是你发现，在免费频道有你很想看的电影。

如果你只有观看一部电影的时间，那么你会选择观看付费频道还是免费频道？

1	2	3	4	5	6
付费频道					免费频道

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

问题 6

朋友邀请你在他/她的婚礼上致辞。你已经花了好几个小时准备了你和他 / 她考驾照时的趣事，写完讲稿还需要几个小时，但你现在有其他紧急的事情需要处理。这时，你突然意识到，如果准备你们一起学跳舞的趣事能更快完成致辞的讲稿，并留有时间处理紧急的事情。

那么，你会选择继续完成学驾照的趣事还是改写学跳舞的趣事？

1	2	3	4	5	6
学驾照的趣事					学跳舞的趣事

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

问题 7

你打算学一门乐器。在你购买了价格昂贵的大提琴后，你发现你对它不感兴趣了。你邻居搬家，把她/他的吉他送给你，你发现你现在想学弹吉他。

如果你只能选择学习一种乐器，你是选择继续学习大提琴还是学弹吉他？

1 2 3 4 5 6

继续学大提琴 改学吉他

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

问题 8

你和朋友在电影院看电影。电影播放了一段时间，你们都觉得很没意思。虽然不想浪费电影票，但是你们都认为到隔壁的咖啡厅聊天会更好。

你会选择留下来继续看电影还是溜出去到咖啡厅？

1 2 3 4 5 6

继续看电影 去咖啡厅

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

问题 9

在你和朋友驾车去度假的途中，你们都觉得身体不舒服，并且认为在家过周末会更好。但是，这时候距离度假村只剩一半路程。

那么，你会选择继续驾车到度假地还是调转方向回家？

1 2 3 4 5 6

继续前往度假村 调头回家

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

问题 10

你正在给房间贴你最喜欢的墙纸。过了很长时间，你贴完了四面墙中的两面，这时你发现，纯色的墙纸看上去会更舒适。如果你重新贴墙纸，花费的时间与将剩下两面墙纸贴完一样。

你会选择继续贴完彩色墙纸还是重新贴纯色墙纸？

1	2	3	4	5	6
继续贴彩色					贴纯色

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.
下列各题均提供 2 个备选方案，并以数字 1～6 表示选择的倾向性。若确定选择方案 A（方案 B），请直接在数字 1（数字 6）处进行标注；若不确定最后的选择，请在最能表达你选择意愿的数字上进行标注：越往左靠近 1 越倾向于选择方案 A，越往右靠近 6 越倾向于选择方案 B。

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

问题 1

医院正在治疗 32 名可能会失去一条腿的受伤士兵，有 2 个医生，但只有 1 个能被派遣到雷区：

派 A 医生，12 名伤兵将失去一条腿条腿；

派 B 医生，5/8 的概率没有伤兵会失去一条腿，3/8 的概率所有士兵都失去一条腿。

你会选择哪位医生？

1	2	3	4	5	6
选 A					选 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

问题 2

美国正在准备应对某种特殊传染疾病的爆发，这种疾病将导致疫情爆发区约 600 人死亡。

现有 2 个方案（假设可对方案后果进行精确地科学估计）：

采用 A 方案，400 人将死亡；

采用 B 方案，有 1/3 的概率无人员死亡，有 2/3 的概率 600 人全部死亡。

你会推荐哪个方案？

1 2 3 4 5 6

选 A　　选 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

问题 3

你的客户在股市上投资了 6 000 元。股市行情低迷，现有 2 个方案：

采用 A 方案，将损失 4 000 元的资本；

采用 B 方案，有 1/3 的概率将损失 0 元的资本，有 2/3 的概率 6 000 元资本全部损失。

你会推荐哪个方案？

1 2 3 4 5 6

选 A — 选 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

问题 4

由于税法改革，你最多可能拿回 1 200 元的个人所得税退税。现有 2 个方案：

采用 A 方案，有 800 元退不回来；

采用 B 方案，你有 1/3 的概率退不回 0 元，有 2/3 的概率退不回 1 200 元。

你会选择哪个方案？

1 2 3 4 5 6

选 A — 选 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

问题 5

有证据表明目前正在使用的某种杀虫剂会对 1 200 种濒危动物的生命造成威胁。有两个方案：

采用 A 方案，600 种动物将灭绝；

采用 B 方案，75%的概率 400 种动物将灭绝，25%的概率 1 200 种动物将灭绝。

你会推荐哪个方案？

1	2	3	4	5	6
选 A					选 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

问题 6

如果医生告诉你你患上某种疾病并需要治疗。现有 2 个方案：

采用方案 A（手术治疗）：100 名患者中，将有 10 名患者在手术中去世，术后 5 年去世的患者为 66 名；

采用方案 B（放射治疗）：100 名患者中，没有患者在治疗中去世，化疗完成后 5 年去世的患者为 78 名。

你会选择哪个方案？

1	2	3	4	5	6
选 A					选 B

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

问题 7

某省预测明年全省将有 1 000 名学生辍学。现有 2 个方案：

采用 A 方案，600 名无业人员将辍学；

采用 B 方案，40%的概率 1 000 人中没有学生会辍学，60%的概率 1 000 名学生全部辍学。

你会推荐哪个方案？

1 2 3 4 5 6

选 A — 选 B

Instructions:
Each of the following problems ask you to rate your judgment of a product or a situation. Each problem is presented with a scale ranging from 1 (representing the worst rating) through 6 (representing the best rating). For each problem, please circle the number on the scale that best reflects your judgment.
下列各题均提供 2 个选项，分别标注在数字 1 和数字 6 下方，数字 1～6 表示选择的倾向性。若你的答案是确定的，选择选项 1（选项 2），请直接在数字 1（数字 6）处进行标注；若你的答案是不确定的，请在最能表达你选择意愿的数字上进行标注：越往左靠近 1 越倾向于选择选项 1，越往右靠近 6 越倾向于选择选项 2。＊

Problem 1

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, 20 of the last 50 have been unsuccessful.

What is the likelihood you would fund the request?

1 2 3 4 5 6
Very unlikely Very likely

问题 1

作为研发经理，你管理的项目组 A 向你申请追加 1 000 000 元经费继续之前的项目 k。k 项目已超过验收期和预算，但是，项目组仍相信项目能够成功。你现在有 5000 000 元的资金还未分配，这些资金要支撑剩下的会计年度。如果拿出 1 000 000 元支持该项目，公司应变能力将受到影响。此外，你注意到：该项目组执行过 50 个项目，其中有 20 个是失败的。
你追加资金投入的可能性是？

1 2 3 4 5 6
非常不可能 非常可能

Problem 2

Imagine that a woman parked illegally. After talking to her, you believe that there is an 80% chance that she knew 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

问题 2

一名女司机违章停车。你所掌握的情况表明“她肯定知道自己违章停车”的可能性是80%。

你会怎样开具罚单？

1 2 3 4 5 6

最低罚款 最高罚款

Problem 3

In a recent confidential survey completed by graduating seniors, 65% of those completing the survey stated that they had cheated during their college career.

Considering the results of the survey, how would you rate the incidence of cheating at your university?

1 2 3 4 5 6

Very low Very high

问题 3

某大学对毕业生进行一项机密调查。65%的毕业生表示在大学期间有过作弊行为。

你认为这所大学的作弊百分比：

1 2 3 4 5 6

非常低 非常高

Problem 4

Imagine that a new technique has been developed to treat a particular kind of cancer. This technique has a 50% chance of failure, 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. How likely are you to encourage him or her to undergo treatment using this technique?

1 2 3 4 5 6

Definitely no Definitely yes

问题 4

某新技术可用于治疗某种癌症。这种技术的治疗失败率为 50%，在地方医院也能应用这种新技术。

假设你所认识的人中有这种癌症的患者。你是否会鼓励他采用新技术进行治疗？

1 2 3 4 5 6

肯定会 肯定不会

Problem 5

Imagine the following situation. You are entertaining a special friend by inviting them for dinner. You are making your favorite lasagna dish with ground beef. Your roommate goes to the grocery store and purchases a package of ground beef for you. The label says 20% fat ground beef.

What’s your evaluation of the quality of this ground beef?

1 2 3 4 5 6
Very low Very high

问题 5

你打算邀请朋友到家里吃牛肉意面。你的室友帮你去超市购买牛肉沫，包装袋上标注该牛肉含 20 的肥肉。

那么，你对这种牛肉沫的质量评价是：

1 2 3 4 5 6
非常差 非常好

Problem 6

Imagine that a type of condom has a 5% failure rate. That is, if you have sex with someone who has the AIDS virus, there is a 5% chance that this type of condom will fail to prevent you from being exposed to the AIDS virus.

Should the government allow this type of condom to be advertised as "an effective method for lowering the risk of AIDS?"

1 2 3 4 5 6
Definitely no Definitely yes

问题 6

某安全套的避孕失败率为 5%：如果与感染了 HIV 病毒的某人发生性行为，将有 5%的概率感染 HIV 病毒。

你认为政府是否应该允许该安全套的广告宣传标语为“某安全套是降低艾滋病感染率的有效方式”？

1 2 3 4 5 6
肯定不 肯定是

Problem 7

Suppose a student got 10% incorrect in the mid-term exam and 30% incorrect 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

问题 7

如果某学生期中考试被扣 10 分，期末考试被扣 30 分。两次考试的满分均为 100 分。

你如何评价这个学生在这门课的成绩:

1 2 3 4 5 6
非常差 非常好

Instructions:
The following problems ask *out of 100 people your age*, how many would say that it is sometimes OK to do different things. For each question, please circle a number between 0 (meaning *no one* thinks that it is sometimes OK) and 100 (meaning *everyone* thinks that it is sometimes OK).
下列各题与日常生活相关。题干表示某种行为的可被接受性；每题提供了 0～100 的数字标度尺以表示"100 个你的同龄人中有多少对题干的描述表示赞同"；选项"0"表示 100 个你的同龄人中不会有人表示赞同，选项"100"表示 100 个你的同龄人中有 100 个都会对题干的描述表示赞同。

1. Out of 100 people your age, how many would say it is sometimes OK …
… to steal under certain circumstances?
某些情况下，偷东西是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0	10	20	30	40	50	60	70	80	90	100
No one										Everyone

2. Out of 100 people your age, how many would say it is sometimes OK …
… to smoke cigarettes?
某些情况下，吸烟是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0	10	20	30	40	50	60	70	80	90	100
No one										Everyone

3. Out of 100 people your age, how many would say it is sometimes OK …
… to commit a crime which could put you in jail?
某些情况下，犯罪是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0	10	20	30	40	50	60	70	80	90	100
No one										Everyone

4. Out of 100 people your age, how many would say it is sometimes OK …
… to keep things you find in the street?
某些情况下，保留在街上捡到的他人物品是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0	10	20	30	40	50	60	70	80	90	100
No one										Everyone

5. Out of 100 people your age, how many would say it is sometimes OK …
… to experiment with marijuana?
某些情况下，用毒品做实验是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

6. Out of 100 people your age, how many would say it is sometimes OK …
… to use your fists to resolve a conflict?
某些情况下，通过打架解决冲突是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

7. Out of 100 people your age, how many would say it is sometimes OK …
… to drink and drive?
某些情况下，酒驾是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

8. Out of 100 people your age, how many would say it is sometimes OK …
… to yell and argue to solve a conflict?
某些情况下，通过吵架解决矛盾是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

9. Out of 100 people your age, how many would say it is sometimes OK …
… not to hold the door open for people?
某些情况下，某些情况下，不为走在身后的其他人开门是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

10. Out of 100 people your age, how many would say it is sometimes OK …
… not to tell the police when you witness a crime?
某些情况下，目击犯罪不向警察报告可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

11. Out of 100 people your age, how many would say it is sometimes OK …
… not to give directions to someone who is lost?
某些情况下，不为迷路者指路是可被接受的行为。

100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

12. Out of 100 people your age, how many would say it is sometimes OK …
… not to be on time for appointments?
某些情况下，约会不准时可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

13. Out of 100 people your age, how many would say it is sometimes OK …
… not to return something you borrowed?
某些情况下，借的东西不还可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

14. Out of 100 people your age, how many would say it is sometimes OK …
… not to keep secrets that a friend told you?
某些情况下，不对朋友的秘密进行保密可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

15. Out of 100 people your age, how many would say it is sometimes OK …
… not to return phone calls right away?
某些情况下，回未接电话不及时是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone

16. Out of 100 people your age, how many would say it is sometimes OK …
… not to spend time with friends in need?
某些情况下，朋友需要时不出现是可被接受的行为。
100 个我的同龄人中，有（）对上述观点表示赞同

0 10 20 30 40 50 60 70 80 90 100
No one Everyone