

APPENDIX: Experiment Instructions and Screenshots

Screen Image 1 – Instructions

Instructions

INTRODUCTION

You are participating in an experiment on decision making. You will be paid a \$3 participation fee for this experiment. At the end of the experiment you will also be paid additional money based on your decisions during the experiment. It is important that you understand the directions well since this can help you make better decisions and hence earn more money.

Each round you will be presented with a set of options. In the example to the right you have three options: A, B, and C. In each round one card will be drawn from a deck of 100 cards. If the option you selected that round includes the card drawn then you will earn an additional \$1. If it does not, then you will not earn any additional money in that round.

In this example, the cards are numbered from 1 through 5 and the numbers next to the cards in the column labelled "Odds" tell you how many cards in the deck are of that type. For example, there are twenty cards in the deck with a 1, fifteen cards with a 3 and so on. This is also shown in the deck of cards below. The chance that a Card 1 is drawn is $20/100 = 20\%$. There will always be a total of 100 cards in all rounds, but in any given round, there may be more or less than five types of cards.

		Options		
		A	B	C
		<input type="button" value="select"/>	<input type="button" value="select"/>	<input type="button" value="select"/>
Card 1	20	✓		✓
Card 2	25	✓	✓	✓
Card 3	15	✓		
Card 4	10	✓	✓	✓
Card 5	30		✓	

Example Decision

A check mark in the column under an option indicates that the option contains that particular kind of card. In the example, Option A has cards 1, 2, 3, and 4, while Option B has cards 2, 4 and 5. No two options will have the same set of cards.

Your task in each round will be to select in option. You select an option by clicking the "select" button corresponding to the option you want. When you press the "select" button, a dialog box will open asking you to confirm your choice. You may try this now by pressing the "select" button for an option in the table.

After you select an option, a card will be drawn. Suppose that a Card 3 was drawn. You would earn \$1 if you had selected option A, but would not earn any money if you had selected Option B or Option C. This is because Option A has a check mark for Card 3 but Option B and Option C do not. We will now describe in detail how the process of drawing a card works.

Screen Image 2 – Instructions (continued)

DRAWING A CARD

In each round, after you select an option, you will have to draw one card from the deck of cards. Each round will have a deck of 100 cards and the "Odds" column will tell you how many cards of each type are in the deck. To the right is a sample deck of 100 cards corresponding to the example decision shown above. Recall there are 20 Card 1's, 25 Card 2's, and so on.

Before selecting a card, you will have to shuffle the cards. By clicking on the 'Shuffle' button, the cards will be turned over and shuffled. If you have not already done so, you should press the 'Shuffle' button now to see how this works.

After shuffling ends, you can click on any one card to select it. Clicking on a card will reveal the card you have drawn. If you have not already done so, you should select a card now by clicking on it. If your selected option contains the card you selected you will earn \$1 for that round. If your selected option does not contain the card you chose, then you will receive no additional earnings for that round. During the process of shuffling and choosing cards you will be able to see your selected option below the deck of cards.

Once you choose a card from the shuffled deck, you will have to reveal all cards in the deck by clicking the 'Reveal All Cards' button. If you have not already done so, you may press on the 'Reveal All Cards' button now.

At this point, your results for the round would be displayed. The results panel will tell you: (1) whether your selected option contains the card you drew, (2) your winnings for the current round, and (3) your total earnings up to that round. You will then be able to press a button to proceed to the next round.

Please note that each round is a separate decision-making problem. You can only select one option in any round, but you can select different options in different rounds. At no time during this experiment will you be able to return and change your decision.

To sum up, this experiment consists of 9 rounds. In each round you will be presented with various options, each containing different combinations of cards. The numbers next to the cards denote how many of each card type are in the deck of 100 cards. After you pick an option, the computer shuffles the deck and you pick one card. If you select an option that contains the card randomly selected by the computer, you will earn \$1. Then you move on to the next round.

When instructed,
press the button to shuffle the cards:

Shuffle

1	1	1	1	1	1	1	1	1	1
1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2
2	2	2	2	2	2	2	2	2	2
2	2	2	2	2	3	3	3	3	3
3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5
5	5	5	5	5	5	5	5	5	5
5	5	5	5	5	5	5	5	5	5

The Deck of Cards

READY?

To move through the experiment, you should use only the buttons provided. Do not use any of your browser's buttons ("Forward," "Back," or "Refresh") as this will void the experiment and the payment you have earned.

When you have read the instructions and are ready to proceed, press the button below.

Proceed to Experiment

Screen Image (– Cards

The Draw of the Cards

We will now proceed to shuffle and then draw a card.

Your decision this round is shown below the deck of cards.

The cards

Below is the deck of cards from which we will choose the winning card. If the table is too big or too small, you can change the layout by clicking on one of the images below.



When you have adjusted the size of the table, press the shuffle button below.

When you are ready, press the button to shuffle the cards:

Shuffle

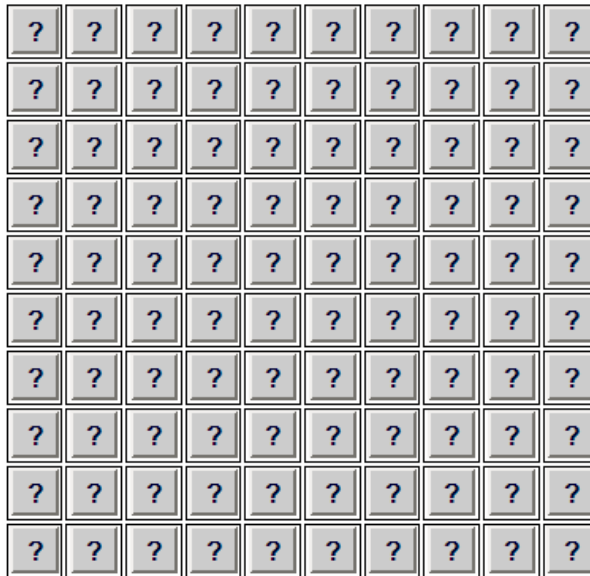
1	1	1	1	1	1	1	1	1	1
1	1	1	1	1	1	1	1	1	1
1	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3
3	3	3	3	3	3	3	3	3	3
3	3	3	3	3	3	4	4	4	4
4	4	4	4	4	4	4	4	5	5
5	5	5	5	5	5	5	5	5	5
5	5	5	5	5	5	5	5	5	5
5	5	6	6	6	6	6	6	6	6

	Odds	Option B
Card 1	21	<input checked="" type="checkbox"/>
Card 2	9	<input checked="" type="checkbox"/>
Card 3	26	<input type="checkbox"/>
Card 4	12	<input checked="" type="checkbox"/>
Card 5	24	<input type="checkbox"/>
Card 6	8	<input checked="" type="checkbox"/>

Screen Image * – 7 UfXg. Stages of Shuffling (continued)

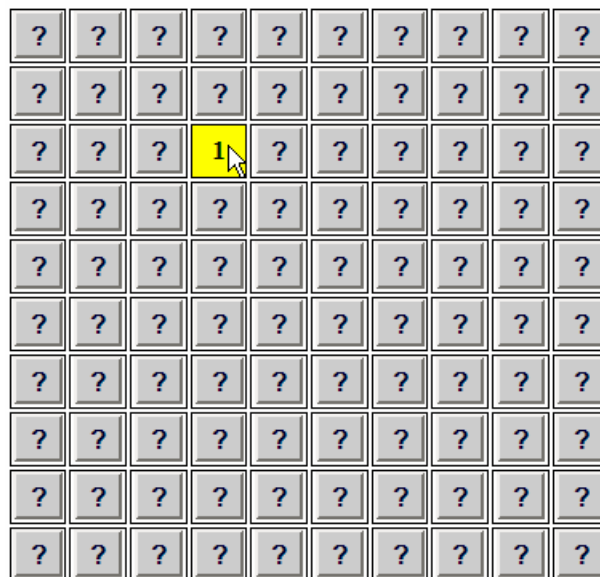
Click on a card to select ...

Shuffle



You selected Card 1

Reveal All Cards



Screen Image + – 7 UfXg. Determining Payment for Decision Round

You selected Card 1

Please continue below

3	2	5	3	5	3	4	4	1	2
4	2	6	3	1	5	3	3	3	5
2	5	1	1	4	5	1	3	3	3
2	5	2	1	6	4	1	2	3	6
5	1	3	4	5	6	2	6	3	1
4	3	1	5	4	5	5	3	3	3
2	3	5	4	3	1	1	5	1	1
1	3	5	1	5	5	6	1	4	5
3	6	4	3	5	5	5	1	6	1
1	3	3	3	5	1	5	4	3	5

	Odds	Option B
Card 1	21	<input checked="" type="checkbox"/>
Card 2	9	<input checked="" type="checkbox"/>
Card 3	26	<input type="checkbox"/>
Card 4	12	<input checked="" type="checkbox"/>
Card 5	24	<input type="checkbox"/>
Card 6	8	<input checked="" type="checkbox"/>

Result of round 2

Your selected option B included Card 1
 Your payment for this round is \$1
 Your total payment through 2 rounds is \$5

continue to next decision