consent TITLE OF RESEARCH: Decision-making across the lifespan STUDY DESCRIPTION We are asking you to take part in a research study sponsored by Columbia University and Princeton University under the direction of Professor Elke Weber. This study is only open to individuals who are 18 years of age or older. If you do not meet this requirement, you may not participate in this study. If you have any questions about this research, you may contact Lisa Zaval at Lisa@decisionsciences.columbia.edu or Ezra Markowitz at ezram@princeton.edu. If, at any time, you have questions about your rights as a research participant, you may contact the IRB Administrator at the Institutional Review Board, Columbia University, Morningside IRB, telephone (212) 851-7040, e-mail askirb@columbia.edu. Or you can contact the Office of Research Integrity and Assurance at Princeton University, (609) 258-0865, irb@princeton.edu. An institutional review board is a committee organized to protect the rights and welfare of participants involved in research. This experiment is run under the protocol numbers IRB-AAAL2357 and IRB-6442. STUDY OVERVIEW The purpose of this study is to investigate how people make decisions. The survey will consist of a series of questionnaires and hypothetical decision-making scenarios. Among the things you will be asked to do are: 1) to rate a series of items for how applicable they are to you and 2) to state a preference or make a choice between two alternatives in a hypothetical situation. We will also ask you a few personal questions about yourself. The survey will take about 8-12 minutes to complete for most individuals. RISKS There are no foreseeable risks or discomforts to you in filling out the questionnaire or completing the tasks. The only known risk to you of your involvement in this study is the inconvenience of giving up roughly 8-12 minutes of your time. Although we may ask you to provide some information that could potentially be construed as personally sensitive, all safeguards will be taken to maintain the confidentiality of your data, as described in the "Confidentiality" section below. BENEFITS There are no direct benefits that will come to you for participating in this survey. However, there are indirect benefits arising from the potential of the survey to provide valuable information about the psychological processes underlying many important yet everyday decision-making behaviors. Your participation in this survey will, therefore, be of scientific value by contributing to our understanding of the causes of people's preferences and choices. COMPENSATION Participants will receive $0.51 for their participation in this research. This money will be paid within 7 days from completion of the survey or, if you wish not to continue with the survey, upon withdrawal from the study. Please notify the experimenter via email if you wish to formally withdraw. CONFIDENTIALITY To ensure confidentiality, data will be analyzed and stored with code numbers, never any information that could be used to identify participants. Data will be kept on secure servers and password-protected computers. The data will be stored after the termination of the current research for a period no shorter than 6 years, and at no time will any identifying information about the participants be stored along with the data. VOLUNTARY PARTICIPATION Participation in this study is completely voluntary and non-coercive with no negative consequences for refusal to participate. You may choose to leave the study at any point if you experience discomfort or find that there are any parts of this study that you do not wish to complete. Furthermore, you may refuse to participate or withdraw from the study

at any time without penalty or loss of benefits to which you are otherwise entitled. Finally, you may refuse to complete any of the questionnaires or refuse to partake in any of the tasks without penalty or negative consequences. PARTICIPANT'S STATEMENT This research and my rights as a participant have now been explained to me. By clicking below, I give my consent to be a participant in this research. Also, by clicking below, I certify that I am qualified to participate in this research.

- ❍ I hereby give my consent to be the subject of your research (1)
- ❍ I do not give my consent and do not wish to participate in this study (2)

Intro Thank you for participating in our survey. Over the next 8-12 minutes, you'll be asked to respond to a number of simple questions. Please answer all of the questions in this survey as honestly as you can so that we can collect the highest quality data possible.

Control Please click here to continue.

LGS_intro Next, we'd like to ask you a few questions about yourself. For these questions, there are no "right" or "wrong" answers. Everyone responds differently depending on how they think about themselves and the world.

LGS Please read each of the statements below carefully. Then select the answer choice indicating the extent to which each statement describes you. Please be as honest and accurate as you can be.

	Not at all (1)	Not very much (2)	A little bit (3)	Somewhat (4)	A good deal (5)	A great amount (6)
I care about what future generations think of me (1)	❍	❍	❍	❍	❍	❍
I have important skills I can pass along to others (2)	❍	❍	❍	❍	❍	❍
I am good at many things (3)	❍	❍	❍	❍	❍	❍
I am well liked by my friends (4)	❍	❍	❍	❍	❍	❍
Others would say that I have made unique contributions to my community or society (5)	❍	❍	❍	❍	❍	❍
It is important to me to leave a positive legacy (6)	❍	❍	❍	❍	❍	❍
I feel a sense of responsibility to future generations (7)	❍	❍	❍	❍	❍	❍
I feel a connection to future generations (8)	❍	❍	❍	❍	❍	❍

CC_int1 Next, we'll ask you a few questions about one of a number of "hot topics."

CC_int2 Your topic will be Environment.

CC_dv1 I feel that it is important to maintain the environment for future generations.
- ❍ Strongly Disagree (1)
- ❍ Disagree (2)
- ❍ Somewhat Disagree (3)
- ❍ Neither Agree nor Disagree (4)
- ❍ Somewhat Agree (5)
- ❍ Agree (6)
- ❍ Strongly Agree (7)

CC_dv2 I feel a responsibility to reduce my personal contribution to climate change.
- ❍ Strongly Disagree (1)
- ❍ Disagree (2)
- ❍ Somewhat Disagree (3)
- ❍ Neither Agree nor Disagree (4)
- ❍ Somewhat Agree (5)
- ❍ Agree (6)
- ❍ Strongly Agree (7)

CC_dv3 The so-called “global warming crisis” facing humankind has been greatly exaggerated.
- ❍ Strongly Disagree (1)
- ❍ Disagree (2)
- ❍ Somewhat Disagree (3)
- ❍ Neither Agree nor Disagree (4)
- ❍ Somewhat Agree (5)
- ❍ Agree (6)
- ❍ Strongly Agree (7)

CC_dv4 I am in favor of national policies and regulations that decrease fossil fuel burning, even if they increase energy and electricity costs today.
- ❍ Strongly Disagree (1)
- ❍ Disagree (2)
- ❍ Somewhat Disagree (3)
- ❍ Neither Agree nor Disagree (4)
- ❍ Somewhat Agree (5)
- ❍ Agree (6)
- ❍ Strongly Agree (7)

CC_dv5 Schools should teach our children about the causes, consequences, and potential solutions to climate change.

- ❍ Strongly Disagree (1)
- ❍ Disagree (2)
- ❍ Somewhat Disagree (3)
- ❍ Neither Agree nor Disagree (4)
- ❍ Somewhat Agree (5)
- ❍ Agree (6)
- ❍ Strongly Agree (7)

beh_int_in Next, we'll ask you how often you intend to perform a variety of household actions over the course of the next month.

behav_int Please indicate how often you intend to perform the following behaviors over the next month:

	Never (1)	Very infrequently (2)	Once in a while (3)	Sometimes (4)	Often (5)	All the time (6)
Take showers that are 5 minutes or less (1)	❍	❍	❍	❍	❍	❍
Use public transportation or carpool (2)	❍	❍	❍	❍	❍	❍
Unplug appliances and chargers (e.g., TV, cell phone, computer) at night (3)	❍	❍	❍	❍	❍	❍
Buy green products instead of regular products (e.g., dishwashing detergent), even though they cost more (4)	❍	❍	❍	❍	❍	❍
Cut down on your carbon emissions (e.g., by reducing energy use) (5)	❍	❍	❍	❍	❍	❍
Write letters, email, phone or otherwise contact elected official to urge them to take action on environmental issues (e.g., climate	❍	❍	❍	❍	❍	❍

change, air pollution) (6)						

sex What is your sex?

- ❍ Male (1)
- ❍ Female (2)
- ❍ Other (3) _____

age What year were you born?

educ What was the last grade of school you completed?

- ❍ 8th grade or less (1)
- ❍ Some high school (2)
- ❍ Graduated high school (3)
- ❍ Some college or technical school (4)
- ❍ Graduated college or technical school (5)
- ❍ Post-graduate (6)

enviro Do you consider yourself to be an environmentalist?

- ❍ Yes (1)
- ❍ No (2)

party_id Generally speaking, do you usually think of yourself as a Republican, a Democrat, an Independent or something else?

- ❍ Republican (1)
- ❍ Democrat (2)
- ❍ Independent (3)
- ❍ Other (4)

Answer If Would you call yourself a strong Republican or not a very... Is Selected Or Would you call yourself a strong Republican or not a very... Is Selected

party_lean Do you lean towards the Democratic Party or the Republican Party?

- ❍ Democratic (1)
- ❍ Republican (2)

Answer If Would you call yourself a strong Republican or not a very... Not very strong Is Selected

dem_streng Would you call yourself a strong Democrat or not a very strong Democrat?

- ❍ Strong (1)
- ❍ Not very strong (2)

Answer If Would you call yourself a strong Republican or not a very... Strong Is Selected

rep_streng Would you call yourself a strong Republican or not a very strong Republican?

- ❍ Strong (1)
- ❍ Not very strong (2)

race What is your race/ethnicity (mark all that apply)?

- ❑ White/Caucasian (1)
- ❑ African American (2)
- ❑ Hispanic (3)
- ❑ Asian (4)
- ❑ Native American (5)
- ❑ Pacific Islander (6)
- ❑ Other (7) _____

parent_you Are you the parent or guardian of one or more children under the age of 18, or not?

- ❍ Yes (1)
- ❍ No (2)

parent_old Are you the parent or guardian of any children who are age 18 or older, or not?

- ❍ Yes (1)
- ❍ No (2)

Q205 In which state do you currently reside?

- ❍ Alabama (1)
- ❍ Alaska (2)
- ❍ Arizona (3)
- ❍ Arkansas (4)
- ❍ California (5)
- ❍ Colorado (6)
- ❍ Connecticut (7)
- ❍ Delaware (8)
- ❍ District of Columbia (9)
- ❍ Florida (10)
- ❍ Georgia (11)
- ❍ Hawaii (12)
- ❍ Idaho (13)
- ❍ Illinois (14)
- ❍ Indiana (15)
- ❍ Iowa (16)
- ❍ Kansas (17)
- ❍ Kentucky (18)
- ❍ Louisiana (19)
- ❍ Maine (20)
- ❍ Maryland (21)
- ❍ Massachusetts (22)
- ❍ Michigan (23)
- ❍ Minnesota (24)
- ❍ Mississippi (25)
- ❍ Missouri (26)
- ❍ Montana (27)
- ❍ Nebraska (28)
- ❍ Nevada (29)
- ❍ New Hampshire (30)
- ❍ New Jersey (31)
- ❍ New Mexico (32)
- ❍ New York (33)
- ❍ North Carolina (34)
- ❍ North Dakota (35)
- ❍ Ohio (36)
- ❍ Oklahoma (37)
- ❍ Oregon (38)
- ❍ Pennsylvania (39)
- ❍ Puerto Rico (40)
- ❍ Rhode Island (41)
- ❍ South Carolina (42)
- ❍ South Dakota (43)

- Tennessee (44)
- Texas (45)
- Utah (46)
- Vermont (47)
- Virginia (48)
- Washington (49)
- West Virginia (50)
- Wisconsin (51)
- Wyoming (52)
- I do not reside in the United States (53)

Income What was your approximate household income in 2012?

- ❍ Less than $20,000 (1)
- ❍ $20,000-$35,000 (2)
- ❍ $35,000-$50,000 (3)
- ❍ $50,000-$75,000 (4)
- ❍ $75,000-$100,000 (5)
- ❍ More than $100,000 (6)

donate_int Before you finish our survey and as an extra "thank you" for participating in our research today, we will enter you into a lottery to win a $10 bonus. One study participant will be chosen at random to receive this bonus (which will be given to you via MTurk). We also would like to give you an opportunity to donate some or all of the bonus to a charitable organization, if you are the lottery winner. You may split the $10 between yourself and the charity however you want to, using the form on the next page. Any money you allocate to the charity will be directly donated on your behalf by the research team.The charity you may donate to today will be shown on the next page.

donate_dv The organization you have an opportunity to donate to today is called Trees for the Future, whose motto is "Plant trees. Change Lives." Since 1989, Trees for the Future has helped communities in 19 countries around the world plant millions of trees. Their work has and will continue to improve the well-being of children and families for generations to come, by cleaning the air, reducing risks from landslides and reducing deforestation. If you'd like to learn more about the organization, their website is: http://www.treesforthefuture.org Please note that the total amount must add up to exactly $10. Remember that you will be paid your MTurk compensation regardless of whether you win the lottery or not.
_____ Donate to Trees for the Future (1)
_____ Keep for myself (2)

Debrief2 Thank you for participating in our survey today! After you click the button below, you will be provided with a unique respondent ID. Make sure to copy this entire code into the MTurk window for this HIT in order to get paid for your participation. Please print this sheet in case you have any questions about this research project. 1. TITLE OF RESEARCH: Decision-making across the lifespan. Protocol #6442 (Princeton) 2. For answers to any questions you may have about this research, contact: PRINCIPAL INVESTIGATOR: Ezra Markowitz Princeton University ezram@princeton.edu 609-258-8474 Lisa Zaval Columbia University lisa@decisionsciences.columbia.edu 3. If you have questions regarding your rights as a research subject, or if problems arise which you do not feel you can discuss with the Investigator, please contact the Institutional Review Board at: Office of Research Integrity and Assurance Compliance Administrator Phone: (609) 258-0865 Email: irb@princeton.edu or Institutional Review Board at Columbia University, Morningside IRB Administrator Phone: (212) 851-7040 Email: askirb@columbia.edu.

Feedback Comments, questions or concerns? Please let us know.