FORM A. Elicitation of willingness to pay for the course.

Supervisor: complete the following and read the intro.

Name of Participant: _____
Last name or family name: _____
Participant identification code (copy from list of participants) _____

Intro

Now we are going to determine how much you are willing to pay for the course. Keep in mind the following rules:

1) You should propose a price that you are comfortable with paying for the course. You should not propose more than what you are willing and able to pay.
2) You should not propose too little either since you will not be able to review your choice after you roll the dice, and then you might not be able to take the course if the price you proposed is not high enough.
3) The actual price you will pay will be determined by the rolling of two dice.
4) Before rolling the dice you will sign a commitment to pay the amount you proposed.
5) If the price we offer you is equal to or below that amount, we will ask you to pay today as much as you can, and you can bring the rest within a week.

[Supervisor: Always Circle the answers]

Question 1.

Are you willing to take the course if you have to pay 0 Jamaican Dollars (that is, you do not pay anything)?

1. Yes>>>>Question 2
2. No>>>>Question 1b

Question 1b. "Are you sure that you do not want to take the course even if for free?"

1. Yes>>> Finish survey.
2. No, I would be willing to take the course if for free>>>Question 2.

Question 2.

Are you willing to pay 1,000 Jamaican dollars for the course?

1. Yes>>>Question 2.a
2. No>>>>Question 2.b

Question 2.a
Remember that if the rolling of the dice implies that we offer you a price that is 1,000 or less, you will have to pay the price we offer. Do you confirm that you are willing and able to pay 1,000 for the course?

1. Yes>>> Question 3.
2. No>>>>Question 2.b.

Question 2.b
Are you sure that you would not pay 1,000 for the course? Keep in mind that if the rolling of the dice implies that we offer you the course at a price that is 1,000 or more, you will not be allowed to take the course.

1. Yes>>>>>Question 2.c.
2. No. I would be willing to take the course for 1,000>>>Question 3

Question 2.c
Can you tell us the maximum price you would pay for the course between 0 and 1,000?
[Write the amount here:] _____ Jamaican Dollars. >>>Question 9

Question 3.

Are you willing to pay 3,000 Jamaican dollars for the course?

1. Yes>>>Question 3.a
2. No>>>>Question 3.b

Question 3.a
Remember that if the rolling of the dice implies that we offer you a price that is 3,000 or less, you will have to pay the price we offer. Do you confirm that you are willing and able to pay 3,000 for the course?

1. Yes>>> Question 4.
2. No>>>>Question 3.b

Question 3.b
Are you sure that you would not pay 3,000 for the course? Keep in mind that if the rolling of the dice implies that we offer you the course at a price that is 3,000 or more, you will not be allowed to take the course.

1. Yes>>>>>Question 3.c.
2. No. I would be willing to take the course for 3,000>>>Question 4

Question 3.c
Can you tell us the maximum price you would pay for the course between 1,000 and 3,000?
[Write the amount here:] _____ Jamaican Dollars. >>>>Question 9

Question 4.

Are you willing to pay 5,000 Jamaican dollars for the course?

1. Yes>>>Question 4.a
2. No>>>>Question 4.b

Question 4.a
Remember that if the rolling of the dice implies that we offer you a price that is 5,000 or less, you will have to pay the price we offer. Do you confirm that you are willing and able to pay 5,000 for the course?

1. Yes>>> Question 5.
2. No>>>>Question 4.b

Question 4.b
Are you sure that you would not pay 5,000 for the course? Keep in mind that if the rolling of the dice implies that we offer you the course at a price that is 5,000 or more, you will not be allowed to take the course.

1. Yes>>>>>Question 4.c.
2. No. I would be willing to take the course for 5,000>>>Question 5

Question 4.c
Can you tell us the maximum price you would pay for the course between 3,000 and 5,000?
[Write the amount here:] _____ Jamaican Dollars.>>>>Question 9.

Question 5.
Are you willing to pay 10,000 Jamaican dollars for the course?

1. Yes>>>Question 5.a
2. No>>>>Question 5.b

Question 5.a
Remember that if the rolling of the dice implies that we offer you a price that is 10,000 or less, you will have to pay the price we offer. Do you confirm that you are willing and able to pay 10,000 for the course?

1. Yes>>> Question 6.
2. No>>>>Question 5.b

Question 5.b
Are you sure that you would not pay 10,000 for the course? Keep in mind that if the rolling of the dice implies that we offer you the course at a price that is 10,000 or more, you will not be allowed to take the course.

1. Yes>>>>>Question 5.c.
2. No. I would be willing to take the course for 10,000>>>Question 6

Question 5.c
Can you tell us the maximum price you would pay for the course between 5,000 and 10,000?
[Write the amount here:] _____ Jamaican Dollars.>>>>Question 9.

Question 6.

Are you willing to pay 15,000 Jamaican dollars for the course?

1. Yes>>>Question 6.a
2. No>>>>Question 6.b

Question 6.a
Remember that if the rolling of the dice implies that we offer you a price that is 15,000 or less, you will have to pay the price we offer. Do you confirm that you are willing and able to pay 15,000 for the course?
1. Yes>>> Question 7.
2. No>>>>Question 7.b

Question 6.b
Are you sure that you would not pay 15,000 for the course? Keep in mind that if the rolling of the dice implies that we offer you the course at a price that is 15,000 or more, you will not be allowed to take the course.

1. Yes>>>>>Question 6.c.
2. No. I would be willing to take the course for 15,000>>>Question 7

Question 6.c
Can you tell us the maximum price you would pay for the course between 10,000 and 15,000?
[Write the amount here:] _____ Jamaican Dollars.>>>>Question 9.

Question 7.

Are you willing to pay 20,000 Jamaican dollars for the course?

1. Yes>>>Question 7.a
2. No>>>>Question 7.b

Question 7.a
Remember that if the rolling of the dice implies that we offer you a price that is 20,000 or less, you will have to pay the price we offer. Do you confirm that you are willing and able to pay 20,000 for the course?
1. Yes>>> Question 8.
2. No>>>>Question 7.b

Question 7.b
Are you sure that you would not pay 20,000 for the course? Keep in mind that if the rolling of the dice implies that we offer you the course at a price that is 20,000 or more, you will not be allowed to take the course.

1. Yes>>>>>Question 7.c.
2. No. I would be willing to take the course for 20,000>>>Question 8

Question 7.c
Can you tell us the maximum price you would pay for the course between 15,000 and 20,000?
[Write the amount here:] _____ Jamaican Dollars.>>>>Question 9.

Question 8.
Can you tell us the maximum price you would pay for the course, which as you said, should be above 20,000? Remember you should be willing and able to pay that amount:
[Write the amount here:] _____ Jamaican Dollars.>>>Question 9.

Question 9.
The amount you stated you are willing to pay is: [Read Amount]. I will ask you to sign the following commitment to pay [Read Amount] if the price we offer you (determined by the rolling of the dice) is equal or below that amount.

"I commit to pay _____ Jamaican dollars or any amount below that price if the price offered to me is equal or less than that amount. I understand that if the rolling of the dice determine a price above that amount, I will not be able to take the training."

Signature _____

Do you agree to sign this commitment?

1. Yes. Enter amount and ask respondent to sign. >>>Question 10
2. No. >>>>Question 9b

Question 9b.
Would you sign the commitment for a different amount?
1. Yes>>>>Enter revised amount above and ask the respondent to sign.>>>Question 10.
2. No>>>>Ok, then we are sorry, but we cannot let you participate in the study.

Question 10
Make the participant roll the two dice.

1. Number of first dice: _____
2. Number of the second dice: _____

3. Enter total value of the two dice 1+2= _____

Look at the page "PRICE for each rolling of the dice" together with the respondent.

4. Enter here the price offered to the respondent: _____

If the price is less or equal to what the respondent offered, read:
"Congratulations, we offer you to participate in the course at the price of [Read price offered]."
Settle the payment following the procedure agreed with JBDC, give them a receipt, and ask them for the preferred locations and times for the course.
Finish exercise

If the price is more than what the respondent offered, read:
"We are sorry, but the price we offer is above the price you mentioned you would be willing to pay. We cannot offer you the course at this time. We will be in touch with you for future projects. The researchers in charge of this project will contact you in a few months to coordinate a future survey, if you participate in the survey you will be compensated for your time. Thanks a lot for your participation in this project. We have one last question for you:"
>>>Question 11

Question 11
Do you regret not having chosen a higher price?

1. **Yes**
2. **No**

Any Comments Note them here: _____