Welcome

This is a study of individual decision-making and behavior. Money earned will be paid to you in cash at the end of this experiment.

YOUR DECISIONS IN THIS EXPERIMENT

Your decisions in this experiment determine your payment for this study, and what kind and amount of food products you will eat. There is *no deception* in this experiment: Whenever we tell you that something will happen if you choose a given option, then that thing *will* happen if you choose that option. Whenever we tell you that the computer will do something with a specified chance, then to computer *will* do that thing with exactly that chance. Anything else would violate the IRB protocol under which we run this study (IRB34001).

WHAT YOU MAY AND MAY NOT DO

On your desk you find a pen, paper, and a calculator. You may make use of any of them if you wish. You are not required to do so.

This is a study of **individual** decision-making, which means you are **not** allowed to talk during the study. If you have any questions, please raise your hand and we will come and answer your questions privately.

Please do not use cell phones or other electronic devices until after the study is over. Also, do not browse the internet, or check your emails. If we do find you doing one of these things, the rules of the study require us to deduct $20 from your payment. The only exception to this rule concerns the calculators that are provided on your desk.

Payment

This study has three parts. Parts 1 and 3 concern food items. Part 2 does not concern food items. Each part has several steps or rounds.

You will be paid at least $15 if you complete this experiment (this includes your showup payment of $5), regardless of your choices.

In addition, you receive payment for each part.

Part 1

1. You automatically receive $20 if you complete part 1 *and* follow through with the decisions you make in this part.
2. Depending on your choices and luck, you may win additional money.

Part 2

You may win or lose up to $10 from in this part. This depends both on your choices and on luck. Any earnings will be added to your payment from part 1. Any losses will be discounted from your payment in part 1.

Part 3

Depending on your choices and luck, you may earn additional money from this part.

At the end of this experiment, the computer will randomly select *exactly one* decision from part 1, *exactly one* decision from part 2, and *at most one* decision from part 3. Only these three decisions will determine your payment and consumption of food items in this study. Hence,

In each part, you should make each decision
as if it is the only one that counts—because it might be!

The payment for participation in this study will paid to you in cash at the end of this study.

Decision Lists

All parts of this experiment involve decision lists similar to the one below. What X is will vary across different decision lists.

Each line is a separate decision.

On each line, you are asked to select either the option on the right, or the option on the left.

If at the end of the study, the computer randomly chooses your payment from this study to be determined by a decision list, here's what will happen: The computer will randomly draw one line from that price list. Your payment will be determined according to the decision you made on that line. Your choices have *absolutely no* bearing on the line the computer may select.

Hence it is in your best interest to select on each line the option you genuinely prefer!

For instance, suppose that you filled in the decision list like this:

Suppose that the computer randomly selects the decision on the first line to be carried out. On this line you selected the option on the right. Therefore, you will not do X, and you will neither earn or nor lose any additional money.

Suppose instead that the computer randomly selects the third line for payment. On that line, you selected the option on the left. Therefore, you will do X, and $4 will be added to your earnings from this experiment.

Most people begin a decision list by choosing the option on the right and then switch to choosing the option on the left (as in the example above). For your convenience, once you click a given option, the computer automatically selects the option on the right on all lines above the line you clicked, and automatically selects the option on the left on all lines below the line you clicked.

Part 1 (involving food items)

Most of the decisions you will make in part 1 are about whether or not you want to consume some food item in exchange for a specified amount of money. Many of the food items may be unfamiliar and / or unappealing to you.

IMPORTANT:
*You will always be given the choice not to eat any food item at all! You will **never** be forced to eat any food item!*

All food items will be eaten in the small waiting room next to this room. At each time, there will be at most one participant in that room. Hence, except for the study staff, consumption of the food items occurs in private.

Recall: This study involves *no deception*. Whenever we tell you that something will happen if you choose a given option, then that thing *will* happen if you choose that option. In particular, if you decide to eat a food item in exchange for a specified amount of money (and that decision is selected to be carried out by the computer), then you will get that amount only if you completely eat the food item.

What happens if during the experiment, I decide to eat some food item for some price, and at the end of the experiment, when I should eat the item, I change my mind?

You are allowed to finish the study without eating the food item. In this case, because you did not follow through with your decisions, you will not receive the $20 you would have received had you instead completed part 1 *and* followed through with your decision.

Example

Suppose you are given the offer

"Eat [specified food item]. In exchange, receive $5.",

Suppose your decision on this offer is randomly selected to be carried out at the end of this study.

If you **accept** the offer:

- If, at the end of this study, you **follow through** with your decision and eat the food item, you will receive the $5 you were promised in the offer. In addition, you will receive $20 for following through with your decision. Hence, your **total** payment from part 1 will be **$25**.
- If, at the end of this study, you **decide not to eat** the food item, even though you have accepted the offer, then you will *not* receive the $5 you were promised in the offer. You will also forfeit the $20 you would have received for following through with your decision. Hence, your **total** payment from part 1 will be **$0**.

If you **reject** the offer:

- You will receive the $20 you are promised for following through with your decision. Because you rejected the offer, you will not eat a food item, and you will not receive any additional money for part 1. Hence, your **total** payment for part 1 will be **$20**.

Main Decisions

Some participants will be presented with offers to eat specified food items in exchange for $3. For instance, they will decide whether or not to accept offers such as this one:

Eat [specified food item]. In exchange, receive $3.

Other participants will be presented with offers to eat specified food items in exchange for $30. Those participants will decide whether or not to accept offers such as this one:

Eat [specified food item]. In exchange, receive $30

All participants will be offered *exactly the same* food items, and in the same amount, regardless of how much they are paid. The **only** difference is that some participants will be offered a higher amount of money for eating any given food item.

There are five different food items in this study. For each of the food items you will make a decision such as the above. You will either be offered $3 in exchange for eating the item in **all** these decisions, or you will be offered $30 in exchange for eating the item in **all** of these decisions.

There is an **80% chance** that at the end of this study, the computer selects one of these five main decisions to be carried out.

Part 1 consists of the following 8 steps.

Step 1: Learn how much money you will be offered in the main decisions

At the beginning of the experiment, you will click a button to make the computer randomly decide whether you will be offered $30 in all five main decisions, or whether you will be offered $3 in all five main decisions.

The computer will immediately tell you which one got selected.

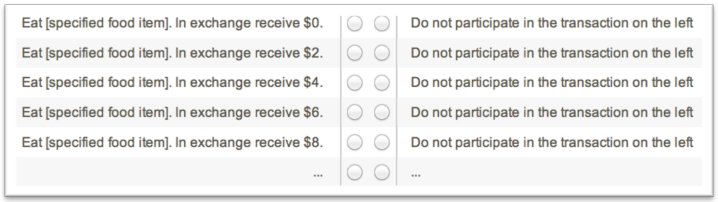
Step 2: Video

The food items in this study may be unfamiliar to you. To help you with your decisions, you will choose videos to watch.

You will watch the video you selected *before* you make any decisions regarding food items.

Step 3: Decision Lists, round 1

You will fill in five decision lists similar to the one below, one for each of the five food items.



The food items will be described in words. No further information will be given.

There is a **7 percent** chance that at the end of this study, the computer selects one of the decisions you make in one of these five lists to be carried out

Step 4: Main decisions

It is at this stage that you will make the five main decisions that were described before. The food items will be described in words. No further information will be given. There is a **80% chance** that one of the decisions you make in this part will be carried out.

Step 5: Survey

You will answer some survey questions. Your answers do not affect your payment from this study.

Step 6: Food items handout

Each participant will be given five containers, each containing one of the five food items. You may closely inspect the food items.

Step 7: Decision Lists, round 2

You will fill in five decision lists as before, one for each of the five food items.

There is a **7 percent** chance that at the end of this study, the computer selects one of the decisions you make in one of these five lists to be carried out

Step 8: Additional decisions

You will make a number of additional decisions. You will learn what these are later. There is a **6 percent** chance that one of these decisions will be carried out for payment.

Summary of part 1

Let's recap. Here's how part 1 proceeds:

1. You learn how much money you will later be offered in exchange for eating food items (in step 4 below).

2. The food items in this study may be unfamiliar to you. To help you with your decisions, you may select choose videos to watch.

3. **Decision lists, round 1**. You will fill in five decision lists, one for each of five different food items. The food items will be described in words, but no further information will be given.

   *There is a **7% chance** that one of these decisions will be carried out.*

4. **Main decisions.** You will make five decisions whether or not to participate a transaction such as this:

   "Consume [specified food item]. In exchange, receive $[payment]".

   You will either be offered *payment* = $30 in all five decisions, or you will be offered *payment* = $3 for all five decisions. Again, the food items will be described in words, but no further information will be given.

   *There is an **80% chance** that one of these five decisions will be carried out.*

5. You will complete a short survey.

6. Food items will be handed out, and you will be able to inspect them as closely as you wish.

7. **Decision lists, round 2.** You will fill in five decision lists, one for each of five different food items.

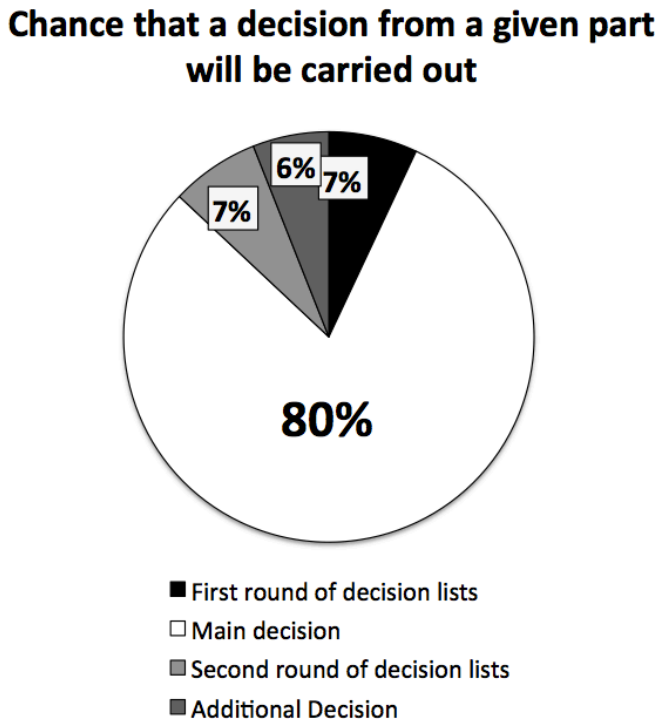
   *There is a **7% chance** that one of these decisions will be carried out.*

8. Additional decisions. These will be explained later.

   *There is a **6% chance** that one of these decisions will be carried out.*

At the very end of this study, the computer will randomly select exactly one of your decisions from this part to be carried out, according to the chances specified above.

This chart illustrates the chances that a decision from any given step of part 1 will be chosen to be carried out:



Parts 2 and 3

The instructions for parts 2 and 3 of this study will be displayed on your screen right before those parts begin.

You now have 5 minutes to read through these instructions on your own pace.

If you have any questions about this study, please raise your hand. We will come by and answer them privately.

Recall

*This is a study of **individual** decision making. Hence, you are not allowed to talk.*

Please do not use cell phones or other electronic devices until after the study is over. Also, do not browse the internet, or check your emails. If we do find you doing one of these things, the rules of the study require us to deduct $20 from your payment. The only exception to this rule concerns the calculators that are provided on your desk.