Appendix A. Experiment Instructions

1. MTurk Experiment

Page 1: MTurk Advertising Language. This is seen by workers on the MTurk website's list of available tasks

This is a research study being conducted by the Offutt School of Business at Concordia College. The task should take anywhere between 1-10 minutes.

You will be asked to make a variety of economic decisions. Initially, you will be paid $0.25 to read the consent form be ready to participate. You may earn additional money on top of the initial amount. The exact amount of your additional earnings may range from $0 to $1.00, depending on your decisions, the decisions of others in the experiment, or random events within the experiment. Payment will be authorized through MTurk within 48 hours.

At the end of the task, you will be given a code number. To get paid, please enter the code below.

A brief survey will be given out upon completion of the study.

Page 2: After accepting the task, workers see the Informed Consent Form

Informed Consent Form

Research Procedures

You are being asked to take part in a research study being conducted by Concordia College, Offutt School of Business. This study is designed to look at the economics of decision making. This research will take 1-10 minute(s) of your time.

As part of this research you will be asked to make decisions that may affect your earnings and the earnings of others followed by a questionnaire. You will be paid to read the consent form and be ready to participate. In addition to the money earned through reading the consent, answering question and waiting, you may earn more during the course of the experiment. The exact amount of your additional earnings may range from $0 to $1.00, depending on your decisions, the decisions of others in the experiment, or random events within the experiment. You may withdraw from the experiment at any time.

Risks

There are no foreseeable risks or discomforts.

Benefits

There are no direct personal benefits for participation.

Participants

You must be 18 or over to participate. Your participation is voluntary. You may refuse to take part or withdraw from the study at any time and for any reason. If you decide not to participate or if you withdraw from the study, there will be no penalty or loss of benefits to which you are otherwise entitled. There are no costs to you or any other party.

Confidentiality

All electronic files will be saved confidentially on a physically secure, password protected server. All paper files will be kept in a locked file cabinet inside a campus building. No personally-identifiable information will be reported in any published or unpublished work. Access to data is restricted to the academic staff of the Offutt School of Business and affiliated researchers. Researchers at Concordia College may use personally-identifiable information in the future only to contact you to ask if you are interested in participating in future studies.

Contact

This study is being conducted by Dr. Robert L. Mayo, Assistant Professor of Economics at Concordia College. He can be contacted at rmayo@cord.edu or 218-299-3951 for questions or to report a research-related problem. You may also contact the Concordia College Institutional Review Board at clarson@cord.edu, if you have any questions or comments regarding your rights as a participant in this research.

This project has been reviewed according to Concordia College procedures governing your participation in this research. Please notify the researcher if you have any questions regarding this document. The Concordia College Institutional Review Board has waived the requirement for a signature on this consent form.

Click Next to acknowledge reading and accepting the informed consent.

Page 3: Attention test

To prove you are a human being, please answer the question below.

You have five apples. If you eat three apples, how many apples will you have left?

Enter your answer here. [___]

Page 4: Survey instrument. Subjects are randomly assigned a value of x between 50% and 200%

You start with $1.00. You may give some, all, or none of this amount to a randomly selected person in another group.

Any amount you give will be modified by the experimenter by a multiplication factor. The multiplication factor is [x]%. So, for any amount you give, the other person will receive [x]% of that amount. Examples of how this works are shown below.

If you give	The other person will receive
$1.00	$(x% of $1.00)
$0.80	$(x% of $0.80)
$0.60	$(x% of $0.60)
$0.40	$(x% of $0.40)
$0.20	$(x% of $0.20)
$0.00	$(x% of $0.00)

Please indicate any amount you wish to give in the box below.

[$_.__]

Page 5: Demographic Survey. Answer options are in brackets.

Please answer the questions below.

What is your age? *[18-29, 30-39, 40-49, 50-59, 60-69, 70 or over, Prefer not to state]*

What is your gender? *[Male, Female, Other, Prefer not to state]*

What is your marital status *[Married, Single, Divorced, Prefer not to state]*

What is your household income? *[Under $20,000, $20,000-$40,000, $40,000-$60,000, $60,000-$80,000, $80,000-$100,000, Over $100,000, Prefer not to state]*

Page 6: Payoff

Your total earnings from this study are $[AMOUNT].

Click the button below to return to the MTurk website, then enter this code to receive payment: [CODE].

Thank you for participating.

2. Qualtrics Follow-up Survey

On a scale of 0 to 100, how would you describe your political views?

Very Conservative Very Liberal

0 10 20 30 40 50 60 70 80 90 100

On a scale of 0 to 100, how would you describe your religious orientation?

Not at all religious Very religious

0 10 20 30 40 50 60 70 80 90 100

In the 2016 Presidential election, who did you vote for?

- ○ Hillary Clinton
- ○ Donald Trump
- ○ Someone else
- ○ Didn't vote

What State do you live in?

▼ AL ... WY

Do you consider yourself a:

- ○ Republican
- ○ Democrat
- ○ Independent
- ○ Something else

Aside from weddings and funerals, how often do you attend religious services?

- ○ More than once a week
- ○ Once a week
- ○ Once or twice a month
- ○ A few times a year
- ○ Seldom
- ○ Never

Appendix B. Variables

Variable	Type	Description
WorkerId	Text	MTurk unique worker ID
HITTypeId	Text	MTurk unique HIT ID
Reward	Currency	$0.25 Payment for participation (Equivalent to a show up fee)
CreationTime	Time/Date	HIT creation time stamp
MaxAssignments	Integer	Maximum number of workers (subjects) authorized in MTurk
AssignmentId	Text	MTurk unique ID for each accepted HIT by each worker
AcceptTime	Time/Date	HIT acceptance time stamp
SubmitTime	Time/Date	HIT submission time stamp
WorkTimeInSeconds	Integer	Seconds between HIT acceptance and submission
Answer.surveycode	Text	MTurk unique payment codes
multiplier	Real	Multiplication factor for any amount sent. (0, 2)
amount	Real	Amount sent by subject. [0, 1]
age	Text	Subject age. Choice options: 18-29, 30-39, 40-49, 50-59, 60-69, 70 or over, Prefer not to state
gender	Text	Subject gender. Choice options: Male, Female, Other, Prefer not to state
income	Text	Subject income. Choice options: Under $20,000, $20,000-$40,000, $40,000-$60,000, $60,000-$80,000, $80,000-$100,000, Over $100,000, Prefer not to state
IPAddress	Text	Subject IP address generated by MTurk
LocationLatitude	Real	Subject latitude generated by MTurk
LocationLongitude	Real	Subject longitude generated by MTurk
Q3_1 On a scale of 0 to 100, how would you describe your political views?	Real	Subject political ideology. 0 = most conservative, 100 = most liberal.
Q8_1 On a scale of 0 to 100, how would you describe your religious orientation?	Real	Subject religiosity. 0 = least religious, 100 = most religious
Q5 In the 2016 Presidential election, who did you vote for?	Text	Subject 2016 vote. Choice options: Hillary Clinton, Donald Trump, Someone else, Didn't vote
Q9 What State do you live in?	Text	Subject state of residence
Q7 Do you consider yourself a:	Text	Subject party affiliation. Choice options: Republican, Democrat, Independent, Something else
Q8 Aside from weddings and funerals, how often do you attend religious services?	Text	Subject religious attendance. Choice options: More than once a week, Once a week, Once or twice a month, A few times a year, Seldom, Never

Appendix C. Sample Demographics

Table C-1. Gender

Gender	Freq.	Percent	Cum.
Female	248	49.11	49.11
Male	257	50.89	100.00
Total	505	100.00	

Table C-2. Age

Age	Freq.	Percent	Cum.
18-29	147	29.11	29.11
30-39	196	38.81	67.92
40-49	83	16.44	84.36
50-59	44	8.71	93.07
60-69	31	6.14	99.21
70 or over	4	0.79	100.00
Total	505	100.00	

Table C-3. Income

Income	Freq.	Percent	Cum.
$0 - $19,999	63	12.48	12.48
$20,000 - $39,999	113	22.38	34.86
$40,000 - $59,999	123	24.36	59.22
$60,000 - $79,999	83	16.44	75.66
$80,000 - $99,999	53	10.50	86.16
$100,000 or more	70	13.86	100.00
Total	505	100.00	

Table C-4. Religious

Q8_1 On a scale of 0 to 100, how would you describe your religious orientation?

Percentiles			
1%	0		
5%	0		
10%	0		
25%	0	Obs.	505
50%	18	Mean	33.76832
75%	71	Std. Dev.	35.9877
90%	87	Variance	1295.115
95%	94	Skewness	.5182094
99%	100	Kurtosis	1.624069

Table C-5. Liberal

Q3_1 On a scale of 0 to 100, how would you describe your political views?

Percentiles			
1%	0		
5%	0		
10%	0		
25%	12	Obs.	505
50%	29	Mean	35.97426
75%	55	Std. Dev.	29.27221
90%	81	Variance	856.8624
95%	92	Skewness	.6409354
99%	100	Kurtosis	2.359429

Table C-6. Correlations between demographic variables

	Age	Income	Religious	Conservative
Age	1.0000			
Income	0.0287	1.0000		
	(0.5198)			
Religious	0.0805	0.0234	1.0000	
	(0.0705)	(0.5996)		
Conservative	0.1005	0.0756	0.3249	1.0000
	(0.0239)	(0.0896)	(0.0000)	

P-values in parentheses.