Appendix C Other variables collected as part of the experiment

In addition to the decisions in the computerized graphical interface of Choi et al. (2007), participants were asked a number of other questions, the responses to these can be linked to the decisions they made:

- The Big-5 inventory of John et al. (1991), consisting of 44 questions on a 1–5 scale, divided into 4 different screens. No difference in questionnaires between Tanzania and the United States. See Figures C1–C4 for screenshots.
- Questions about parental background, income from work, and how they would use a large amount of money (20 000 USD in the United States, 1 000 000 TZS in Tanzania). See Figure C5 for a screenshot of the Tanzania questionnaire, and Figure C6 for the US questionnaire.
- Questions about preferences for jobs/professions, happiness, and mood. In Tanzania, a question was added about income inequality intended for another purpose. See Figure C7 for a screenshot of the Tanzania. questionnaire, and Figure C8 for the US questionnaire.
- The matrix progression part of the Wechsler Adult Intelligence Scale (WAIS-IV). Copyrighted material we cannot re-publish.
- Basic demographics and feedback from participants. No difference in questionnaires between Tanzania and United States. See Figure C9 for screenshot.

Questions 1.1:

Here are a number of characteristics that may or may not apply to you. For example, do you agree that you are someone who *likes to spend time with others?* Please tick off a number to indicate the extent to which you agree or disagree with that statement.

I see myself as someone who ...

	1: disagree strongly	**2: Disagree a little**	**3: Neither agree nor disagree**	**4: Agree a little**	**5: Agree strongly**
Is talkative	○	○	○	○	○
Tends to find fault with others	○	○	○	○	○
Does a thorough job	○	○	○	○	○
Is depressed, blue	○	○	○	○	○
Is original, comes up with new ideas	○	○	○	○	○
Is reserved	○	○	○	○	○
Is helpful and unselfish with others	○	○	○	○	○
Can be somewhat careless	○	○	○	○	○
Is relaxed, handles stress well	○	○	○	○	○
Is curious about many different things	○	○	○	○	○
Is full of energy	○	○	○	○	○

Submit answers

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Figure C1: Questionnaire page, Big-5 Inventory 1/4

Questions 1.2:

I see myself as someone who ...

	1: disagree strongly	2: Disagree a little	3: Neither agree nor disagree	4: Agree a little	5: Agree strongly
Starts quarrels with others	○	○	○	○	○
Is a reliable worker	○	○	○	○	○
Can be tense	○	○	○	○	○
Is ingenious, a deep thinker	○	○	○	○	○
Generates a lot of enthusiasm	○	○	○	○	○
Has a forgiving nature	○	○	○	○	○
Tends to be disorganized	○	○	○	○	○
Worries a lot	○	○	○	○	○
Has an active imagination	○	○	○	○	○
Tends to be quiet	○	○	○	○	○
Is generally trusting	○	○	○	○	○

Submit answers

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Figure C2: Questionnaire page, Big-5 Inventory 2/4

Questions 1.3:

I see myself as someone who ...

	1: disagree strongly	2: Disagree a little	3: Neither agree nor disagree	4: Agree a little	5: Agree strongly
Tends to be lazy	○	○	○	○	○
Is emotionally stable, not easily upset	○	○	○	○	○
Is inventive	○	○	○	○	○
Has an assertive personality	○	○	○	○	○
Can be cold and aloof	○	○	○	○	○
Perseveres until the task is finished	○	○	○	○	○
Can be moody	○	○	○	○	○
Values artistic, aesthetic experiences	○	○	○	○	○
Is sometimes shy, inhibited	○	○	○	○	○
Is considerate and kind to almost everyone	○	○	○	○	○
Does things efficiently	○	○	○	○	○

Submit answers

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Figure C3: Questionnaire page, Big-5 Inventory 3/4

Questions 1.4:

I see myself as someone who ...

	1: disagree strongly	2: Disagree a little	3: Neither agree nor disagree	4: Agree a little	5: Agree strongly
Remains calm in tense situations	○	○	○	○	○
Prefers work that is routine	○	○	○	○	○
Is outgoing, sociable	○	○	○	○	○
Is sometimes rude to others	○	○	○	○	○
Makes plans and follows through with them	○	○	○	○	○
Gets nervous easily	○	○	○	○	○
Likes to reflect, play with ideas	○	○	○	○	○
Has few artistic interests	○	○	○	○	○
Likes to cooperate with others	○	○	○	○	○
Is easily distracted	○	○	○	○	○
Is sophisticated in art, music, or literature	○	○	○	○	○
Likes to gamble for its own sake	○	○	○	○	○

Submit answers

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Figure C4: Questionnaire page, Big-5 Inventory 4/4

Questions 1.5:

Did your mother go to secondary school?
- yes
- no

Did your father go to secondary school?
- yes
- no

Did your mother go to university?
- yes
- no

Did your father go to university?
- yes
- no

Do you have income from work?
- yes, type of work:
- no

What would you do if you had 1 million Tsh?
- Buy something nice for myself or my family
- Start a business
- Pay for my education
- Other, specify:

Submit answers

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Figure C5: Questionnaire page (Tanzania)

Questions 1.5:

Did your mother go to secondary school?
- yes
- no

Did your father go to secondary school?
- yes
- no

Did your mother go to university?
- yes
- no

Did your father go to university?
- yes
- no

Do you have income from work?
- yes, type of work:
- no

What would you do if you had 20 000 dollars?
- Buy something nice for myself or my family
- Start a business
- Pay for my education
- Other, specify:

Submit answers

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Figure C6: Questionnaire page (United States)

Questions 1.6:

Assume that you could choose between the following job opportunities, and that income and work hours were exactly the same in all of them. How would you rate these jobs?

	1: Not so good	2: Neutral	3: Very good
Government employee	○	○	○
Own business	○	○	○
Farmer	○	○	○

A teacher earns 250 000 Tsh per month, while a doctor in a private clinic earns 1.2 million Tsh per month, both working full time. How do you feel about this difference in income? Use a scale from 1 to 5:

1: Completely fair	2: Somewhat fair	3: Neutral	4: Somewhat unfair	5: Completely unfair
○	○	○	○	○

All in all, how happy are you with your life these days? Use a scale from zero to 10, where zero means "unhappy" and 10 means "happy":

0: unhappy	1	2	3	4	5	6	7	8	9	10: happy
○	○	○	○	○	○	○	○	○	○	○

Were you pleased most of the day yesterday? ○ yes ○ no

Were you worried most of the day yesterday? ○ yes ○ no

Were you happy most of the day yesterday? ○ yes ○ no

Submit answers

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Figure C7: Questionnaire page (Tanzania)

Questions 1.6:

Assume that you could choose between the following job opportunities, and that income and work hours were exactly the same in all of them. How would you rate these jobs?

	1: Not so good	2: Neutral	3: Very good
Government employee	○	○	○
Own business	○	○	○
Farmer	○	○	○

All in all, how happy are you with your life these days? Use a scale from zero to 10, where zero means "unhappy" and 10 means "happy":

0: unhappy	1	2	3	4	5	6	7	8	9	10: happy
○	○	○	○	○	○	○	○	○	○	○

Were you pleased most of the day yesterday? ○ yes ○ no

Were you worried most of the day yesterday? ○ yes ○ no

Were you happy most of the day yesterday? ○ yes ○ no

Submit answers

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Figure C8: Questionnaire page (United States)

Questions 2.1:

What program are you studying in?

- Bachelor programme
- Master programme
- Other programme

What is your gender?

- Male
- Female

What is your age?

Do you have any comments on your experience in this experiment?

Submit answers

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Figure C9: Questionnaire page (United States)

Appendix D Follow-up survey of participants in Tanzania

The week after the survey, the participants were re-contacted and asked to take part in a small survey. The data from this survey cannot be linked to the decisions made in the experiment. A scan of a sample response follows in Figures D1–D5.

RESEARCH PROJECT ON ECONOMIC DECISION MAKING

UNIVERSITY OF DAR ES SALAAM, TANZANIA, FEBRUARY 2012

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SHORT FOLLOW-UP SURVEY

Thank you for participating in the lab experiment last week. You participation is most valuable for our research on economic decision making. We would now like to ask you some follow-up questions about your living conditions. If you would like to receive an electronic copy of the report from this research project, please give us your email address.

1. BASIC INFORMATION – PARTICIPANT

1. 1 Name of participant. Surname	Other names:
[redacted]	

1.2 Phone number and email address
[redacted]

1.3 Sex (M=Male/F=Female)	1.4 Age (in years)
Female	26 yrs.

1.5 In which district were you born?	1.6 What subject are you studying?
MBEYA	COMPTURE SCIENCE

Figure D1: Page 1/5 of the follow-up survey

1.7 Do you live:

- On your own (1)
- With your parents or other close relatives (2)
- Together with others who support you economically (3)
- Together with others whom you support economically (4)

1

1.8 How many years have you been studying at the university?	**1.9** When do you plan to complete your undergraduate studies (state a year)?
Two years	2013

2. EXPENSES AND INCOME

2.1 Specify all your expenses yesterday (starting from the morning to the evening).

Item	Amount (in Tsh)
Breakfast	1000 /=
Launch	2000/=
Dinner	2000/=
Communication	1000 /=
Transport	600 /=
Total	6600/=

Figure D2: Page 2/5 of the follow-up survey

2.2 Specify the most important expenses that you have in a year (like school fees, housing, etc)

Item	Amount (in Tsh)
Tuition fee	1,500,000/=
Accomodation	360,000/=
Meals	1,010,000/=
Transport	140,000/=
Stationary	100,000/=
Total	3,110,000/=

2.3 Specify an estimate of your <u>total</u> annual expenses in the last year	Amount (in Tsh) 3,500,000/=

2.4 Specify how you finance your <u>total</u> annual expenses. The total here should be equal to the total in 2.3.

Item	Amount (in Tsh)
Support/loan from government	3,500,000/=
Support from family	
Loan from family	
Own work	
Scholarship grant	
Other grants	
Support from NGO	
Other, please specify:	
Total	3,500,000/=

Figure D3: Page 3/5 of the follow-up survey

2.5 If you have income from own work, please specify what kind of work this is and how many hours every week you spend on these activities. The total income calculated here should be equal to the number in the row "total income from own work" in 2.4.

Activity	Income per year (in Tsh)	Hours spent on this per week
Total		

2.6 Do you receive any support from family (like free meals, clothes etc)?	Yes/No NO
2.7 How much do you think the support you get costs in a typical week?	Amount (in Tsh)

2.8 Specify an estimate of the amount of savings you have available:	Amount (in Tsh)

2.9 If you have savings, how have you been able to acquire them?

- From work (W)
- From parents/guardians (P/G)
- From loans (L)
- Other (O)

2.10 How large a share of your student costs is covered by a government loan?	In % 80%

Figure D4: Page 4/5 of the follow-up survey

2.11 Have you experienced not having enough money to buy food or any other basic items during the last year	
- Never (N) - Sometimes (S) - Regularly (R) - Always (A)	S

Please add more details if you have experienced not having enough money to basic items the last year
I dont have any other support apart from government loan when the loan delay I experience shorteg of money for basic items.

2.12 Where do you expect to work when you have finished your university studies?	Government Employee in the private sector ✓ Self-employed Farming Unemployed

2.13 What do you expect to be your annual salary when you start working?	Amount (in Tsh) 2,000,000/= X 12

Thank you!

Figure D5: Page 5/5 of the follow-up survey