Social Class Mobility & Dictator Game Generosity 2016 - Clearvoice

consent In this study, you will be asked to complete some questionnaires about your beliefs and attitudes, solve problems, and complete a demographic questionnaire. The benefits you may expect from participating in this study are as follows: financial compensation of $1.00 for a 15 minute surveyan opportunity to earn additional compensation an opportunity to contribute to scientific research. The principal investigator does not foresee any important risks regarding your involvement in this study. By giving your consent to participate in this study, you will participate in a study in which you will complete some questionnaires and problem-solving tests. The study will take approximately 15 minutes. Your participation in the study is entirely voluntary. You may choose not to participate or may withdraw from this study at any time without penalty. The information you will provide about yourself will be completely anonymous and confidential. Only the principal investigator will be able to view your responses. Your responses will not be associated with your name or any other identifying information. Only averages and general trends among variables will be shown in publications. If you have any other questions or concerns, you can address them to the principal investigator: Stéphane Côté, Professor of Organizational Behavior (scote@rotman.utoronto.ca). If you have questions about your rights as research participants, please contact the Office of Research Ethics at the University of Toronto at ethics.review@utoronto.ca or 416-946-3273. If the preceding information is clear to you, please indicate that you understand your rights as a participant and give your consent to participate in these studies below. You must select 2 boxes below to continue to the next page.

- ❑ I have read the above consent form and understand my rights as a participant. (4)
- ❑ I consent to participate in these studies. (6)
- ❑ I DO NOT consent to participate in this experiment (8)

instruct In this section, we will be asking you to do some work for us. We have a large database of zip codes and cities for our email list. Some of these zip codes and cities do not match, and we need your help to identify and correct these errors. You will check 30 pairs of zip codes and cities from our database. Please complete this task diligently, because the corrected file of zip codes and cities will automatically go back to our database for our email list. For each mistake you find, you will be paid an extra 10¢, in addition to the $1 that you are already earning for this study. Below you will click a link that will send you to an external site where the zip codes and cities will be provided. Please keep track of how many mistakes you find, because we will ask you to report this after you complete the task. Once the information goes back to our database, we will not be able to locate and count your corrections. Please click the blue link below. Do NOT click the arrow to go to the next page or exit this window. The list of cities and zip codes will open in a new window. You must complete this task to receive your compensation of $1 (plus extra). Click HERE to access a selection of cities and zip codes from our database and perform the task.

mistakes Please report how many mistakes you found in the list of zip codes and cities for your additional compensation (10¢ per incorrect zip code and city).

Inst In the following section, you will be asked standard demographic questions. We are asking these questions in order to describe the pool of MTurk workers who we employed for this task in our report.Remember that your responses are completely anonymous and confidential, so please respond as accurately as you can.

Age How old are you?

- ❍ 16 (1)
- ❍ 17 (2)
- ❍ 18 (3)
- ❍ 19 (4)
- ❍ 20 (5)
- ❍ 21 (6)
- ❍ 22 (7)
- ❍ 23 (8)
- ❍ 24 (9)
- ❍ 25 (10)
- ❍ 26 (11)
- ❍ 27 (12)
- ❍ 28 (13)
- ❍ 29 (14)
- ❍ 30 (15)
- ❍ 31 (16)
- ❍ 32 (17)
- ❍ 33 (18)
- ❍ 34 (19)
- ❍ 35 (20)
- ❍ 36 (21)
- ❍ 37 (22)
- ❍ 38 (23)
- ❍ 39 (24)
- ❍ 40 (25)
- ❍ 41 (26)
- ❍ 42 (27)
- ❍ 43 (28)
- ❍ 44 (29)
- ❍ 45 (30)
- ❍ 46 (31)
- ❍ 47 (32)
- ❍ 48 (33)
- ❍ 49 (34)
- ❍ 50 (35)
- ❍ 51 (36)
- ❍ 52 (37)
- ❍ 53 (38)
- ❍ 54 (39)
- ❍ 55 (40)
- ❍ 56 (41)
- ❍ 57 (42)
- ❍ 58 (43)

- ❍ 59 (44)
- ❍ 60 (45)
- ❍ 61 (46)
- ❍ 62 (47)
- ❍ 63 (48)
- ❍ 64 (49)
- ❍ 65 (50)
- ❍ 66 (51)
- ❍ 67 (52)
- ❍ 68 (53)
- ❍ 69 (54)
- ❍ 70 (55)
- ❍ 71 (56)
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- ❍ 73 (58)
- ❍ 74 (59)
- ❍ 75 (60)
- ❍ 76 (61)
- ❍ 77 (62)
- ❍ 78 (63)
- ❍ 79 (64)
- ❍ 80 (65)
- ❍ 81 (66)
- ❍ 82 (67)
- ❍ 83 (68)
- ❍ 84 (69)
- ❍ 85 (70)
- ❍ 86 (71)
- ❍ 87 (72)
- ❍ 88 (73)
- ❍ 89 (74)
- ❍ 90 (75)
- ❍ 91 (76)
- ❍ 92 (77)
- ❍ 93 (78)
- ❍ 94 (79)
- ❍ 95 (80)
- ❍ 96 (81)
- ❍ 97 (82)
- ❍ 98 (83)
- ❍ 99 (84)
- ❍ 100 or above (85)

Gender What is your gender?

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

Ethnicity With what ethnicity or ethnicities do you most identify? Check all that apply.

- ❑ American Indian or Alaska Native (1)
- ❑ Asian (2)
- ❑ Black or African American (3)
- ❑ Hispanic, Latino, or Spanish (4)
- ❑ Native Hawaiian or other Pacific Islander (5)
- ❑ White (6)
- ❑ Other (please specify) (7) _____

socclass Which social class do you feel you belong to currently?

- ❍ Lower Class (1)
- ❍ Lower Middle Class (2)
- ❍ Middle Class (3)
- ❍ Upper Middle Class (4)
- ❍ Upper Class (5)

subjclass Please report how much you agree or disagree with the following statements.

	Strongly Disagree (1)	Disagree (2)	Slightly Disagree (3)	Neither Agree nor Disagree (4)	Slightly Agree (5)	Agree (6)	Strongly Agree (7)
I have enough money to buy the things I want (subjclass_2)	❍	❍	❍	❍	❍	❍	❍
I don't need to worry too much about paying my bills (subjclass_3)	❍	❍	❍	❍	❍	❍	❍
I don't think I'll have to worry about money too much in the future (subjclass_4)	❍	❍	❍	❍	❍	❍	❍

Income_P Please provide your best estimate of your gross personal income for 2015 (i.e., money you received yourself from all sources, including wages, social assistance programs, interest, dividends, bonuses etc., before taxes last year).

- ❍ $0 (no income) (16)
- ❍ $1-$4,999 (1)
- ❍ $5,000-$9,999 (22)
- ❍ $10,000-$14,999 (2)
- ❍ $15,000-$19,999 (3)
- ❍ $20,000-$24,999 (4)
- ❍ $25,000-$29,999 (5)
- ❍ $30,000-$39,999 (6)
- ❍ $40,000-$49,999 (7)
- ❍ $50,000-$59,999 (8)
- ❍ $60,000-$69,999 (9)
- ❍ $70,000-$84,999 (10)
- ❍ $85,000-$99,999 (11)
- ❍ $100,000-$149,999 (12)
- ❍ $150,000-$199,999 (13)
- ❍ $200,000-$249,999 (14)
- ❍ $250,000-$299,999 (15)
- ❍ $300,000-$349,999 (17)
- ❍ $350,000-$399,999 (18)
- ❍ $400,000-$449,999 (19)
- ❍ $450,000-$500,000 (20)
- ❍ more than $500,000 (21)

Income_H Please provide your best estimate of your gross household income for 2015 (i.e., money that everyone in your household [combined] received from all sources, including wages, social assistance programs, interest, dividends, bonuses etc., before taxes last year).

- ❍ $0 (no income) (16)
- ❍ $1-$4,999 (1)
- ❍ $5,000-$9,999 (22)
- ❍ $10,000-$14,999 (2)
- ❍ $15,000-$19,999 (3)
- ❍ $20,000-$24,999 (4)
- ❍ $25,000-$29,999 (5)
- ❍ $30,000-$39,999 (6)
- ❍ $40,000-$49,999 (7)
- ❍ $50,000-$59,999 (8)
- ❍ $60,000-$69,999 (9)
- ❍ $70,000-$84,999 (10)
- ❍ $85,000-$99,999 (11)
- ❍ $100,000-$149,999 (12)
- ❍ $150,000-$199,999 (13)
- ❍ $200,000-$249,999 (14)
- ❍ $250,000-$299,999 (15)
- ❍ $300,000-$349,999 (17)
- ❍ $350,000-$399,999 (18)
- ❍ $400,000-$449,999 (19)
- ❍ $450,000-$500,000 (20)
- ❍ more than $500,000 (21)

Edu What is the highest diploma/degree which you personally have achieved?

- ❍ Less than high school (1)
- ❍ High school diploma or GED (2)
- ❍ Associate or vocational degree (3)
- ❍ Bachelor's degree (4)
- ❍ Master's degree (5)
- ❍ Professional degree (6)
- ❍ PhD degree (7)
- ❍ Other (please specify) (8) _____

Employment Please indicate your current employment status (Check all that apply).

- ❑ Full-time paid employee (1)
- ❑ Part-time paid employee (2)
- ❑ Self-employed (3)
- ❑ Unemployed and looking for work (4)
- ❑ Unemployed and not looking for work (5)
- ❑ Homemaker (6)
- ❑ Regular Mturk worker (7)
- ❑ Retired (8)

csocclass Which social class do you feel your family belonged to for the longest time when you were growing up (between ages 0-18)?

- ❍ Lower Class (1)
- ❍ Lower Middle Class (2)
- ❍ Middle Class (3)
- ❍ Upper Middle Class (4)
- ❍ Upper Class (5)

csubjclass Please report how much you agree or disagree with the following statements.

	Strongly Disagree (1)	Disagree (2)	Slightly Disagree (3)	Neither Agree nor Disagree (4)	Slightly Agree (5)	Agree (6)	Strongly Agree (7)
My family had enough money for things growing up (csubjclass_4)	❍	❍	❍	❍	❍	❍	❍
I grew up in a relatively wealthy neighborhood (csubjclass_5)	❍	❍	❍	❍	❍	❍	❍
I felt relatively wealthy compared to others my age (csubjclass_6)	❍	❍	❍	❍	❍	❍	❍

Income_Par Please provide your best estimate of your parents' annual income when you were growing up (between ages 0-18). In responding to this question, please do not convert the income amount to 2016 dollars.

- ❍ $0 (no income) (16)
- ❍ $1-$4,999 (1)
- ❍ $5,000-$9,999 (22)
- ❍ $10,000-$14,999 (2)
- ❍ $15,000-$19,999 (3)
- ❍ $20,000-$24,999 (4)
- ❍ $25,000-$29,999 (5)
- ❍ $30,000-$39,999 (6)
- ❍ $40,000-$49,999 (7)
- ❍ $50,000-$59,999 (8)
- ❍ $60,000-$69,999 (9)
- ❍ $70,000-$84,999 (10)
- ❍ $85,000-$99,999 (11)
- ❍ $100,000-$149,999 (12)
- ❍ $150,000-$199,999 (13)
- ❍ $200,000-$249,999 (14)
- ❍ $250,000-$299,999 (15)
- ❍ $300,000-$349,999 (17)
- ❍ $350,000-$399,999 (18)
- ❍ $400,000-$449,999 (19)
- ❍ $450,000-$500,000 (20)
- ❍ more than $500,000 (21)

Edu_Par When you were growing up (between ages 0-18), what was the highest diploma/degree reached by your:

	Less than high school (1)	High school diploma or GED (2)	Associate or vocational degree (3)	Bachelor's degree (4)	Master's degree (5)	PhD degree (6)	Professional degree (7)	Other (8)	kn
Mother (Edu_Par_1)	❍	❍	❍	❍	❍	❍	❍	❍	
Father (Edu_Par_2)	❍	❍	❍	❍	❍	❍	❍	❍	

Mom_Emp Please indicate your mother's employment status for the greatest number of years when you were growing up (from the time of your birth to 18 years of age):

- ❍ Full-time paid employee (1)
- ❍ Part-time paid employee (2)
- ❍ Self-employed (3)
- ❍ Unemployed (4)
- ❍ Homemaker (5)
- ❍ Don't know/NA (6)

Dad_Emp Please indicate your father's employment status for the greatest number of years when you were growing up (from the time of your birth to 18 years of age):

- ❍ Full-time paid employee (1)
- ❍ Part-time paid employee (2)
- ❍ Self-employed (3)
- ❍ Unemployed (4)
- ❍ Homemaker (5)
- ❍ Don't know/NA (6)

entitlement Please respond to the following items using the answer that best reflects your own beliefs.

	Strongly Disagree (8)	Moderately Disagree (9)	Slightly Disagree (10)	Neither Agree nor Disagree (11)	Slightly Agree (12)	Moderately Agree (13)	Strongly Agree (14)
I honestly feel I'm just more deserving than others. (4)	❍	❍	❍	❍	❍	❍	❍
Great things should come to me. (5)	❍	❍	❍	❍	❍	❍	❍
If I were on the Titanic, I would deserve to be on the first lifeboat! (6)	❍	❍	❍	❍	❍	❍	❍
I demand the best because I'm worth it. (7)	❍	❍	❍	❍	❍	❍	❍
I do NOT necessarily deserve special treatment. (8)	❍	❍	❍	❍	❍	❍	❍
I deserve more things in my life. (9)	❍	❍	❍	❍	❍	❍	❍
People like me deserve an extra break now and then. (10)	❍	❍	❍	❍	❍	❍	❍
Things	❍	❍	❍	❍	❍	❍	❍

should go my way. (11)							
I feel entitled to more of everything. (12)	❍	❍	❍	❍	❍	❍	❍

comments We are interested in your comments about your experience of this study. Is there anything that you noticed that you would like to report?

debrief Please read this debriefing form and click on the arrow below to retrieve your confirmation code: Debriefing Information Thank you for participating in this study! Your participation in a study like this contributes to the scientific research, and we are very grateful for your involvement. Now that you have completed the study, we can fully debrief you about the purpose of this study. Social class includes both objective (income, education, and occupational prestige) and subjective (perceptions of rank vis-à-vis others) aspects. Recent research has uncovered a pattern of psychological correlates of social class, so that high social class is associated with less social engagement; less prosocial behavior; reduced empathic accuracy; and a stronger desire to be unique. The goal of the study is to increase the understanding of why social class exerts these effects and to examine whether the effects of social class extend to the related outcomes of ethical decision-making and moral judgment. Various mechanisms may explain why social class has the psychological effects described above. Theoretically, these mechanisms are posited to originate in the tendency of higher social class individual to control resources and to pay less attention to the context around them (Kraus, Piff, & Keltner, 2009). In this research I will test the following mechanisms: a) communal orientation and interdependence, b) impact of social norms, c) willingness to take risks, d) conceptualizing benefits as rights versus privileges, e) the propensity to feel certain emotions (anger, happiness) rather than others (embarrassment, guilt), f) the tendency to hold an economic rather than a relational mindset, and g) the tendency to focus on abstract goals (e.g., career success) rather than concrete goals (e.g., paying this month's bills). In this study I also investigated to what extent the effects of social class may be different in the presence of inequality. Our thoughts are that in the presence of greater inequality the psychological effects of social class may be magnified because class becomes more apparent and those with greater status feel more need to justify their relatively advantaged situation. Due to the fact that we cannot actually change the levels of inequality present in society for our experiments, we instead gave you the false impression that the income inequality in the United States is either greater or less than it is in reality. If you would like to know the actual levels of income inequality in the US, and how they compare to other countries, you can find that information here: http://en.wikipedia.org/wiki/Income_inequality_in_the_United_States. I also need to tell you that the zip codes we provided you with had a fixed number of mistakes that we

knew prior to giving you the task to correct them. Although we told you to report the number of mistakes we found, we knew how many were in the zip code file. There were four mistakes in the zip code file. Therefore, you will receive an additional 40¢ (10¢ for each mistake). Your compensation total will be $1.40. This deception was necessary for us to measure unethical behavior (reporting more mistakes than you found). Importantly, now that you know my true research intentions, please indicate whether I may use your data in my analyses, or if you would like to withdraw your data for any reason. Keep in mind that your data is completely anonymous and important for my research, but that there will be no penalty or consequences of any kind if you decide to withdraw your data. May I use the anonymous responses you provided in this study for my research

- ❍ Yes, you may use my anonymous responses from this study in your analyses. (1)
- ❍ Please remove my anonymous data from your analyses. (2)

debrief_code Thank you for participating in our research. Your confirmation code is: red and yellow. Please click the arrow in the bottom right corner to ensure your answers are recorded.