

**Instructions**

Preamble

Welcome to this experiment. Thank you for coming. Please read very carefully these instructions. They are to help you to understand what you will be asked to do and how will you get paid. The experiment is simple and gives you the chance to earn money. You will be paid in cash immediately after the experiment is completed.

The Experiment

The experiment is interested in how you take decisions. This is an individual decision making experiment. Your decision will not affect the payoff of the others nor do their decisions affect yours. The experiment is separated into two sections. For the first section, you will be presented with a series of 120 problems, while in the second section, you will be presented with a series of 36 problems. Details of the first section are given in these instructions. Details of the second section will be presented to you after you finish the first section.

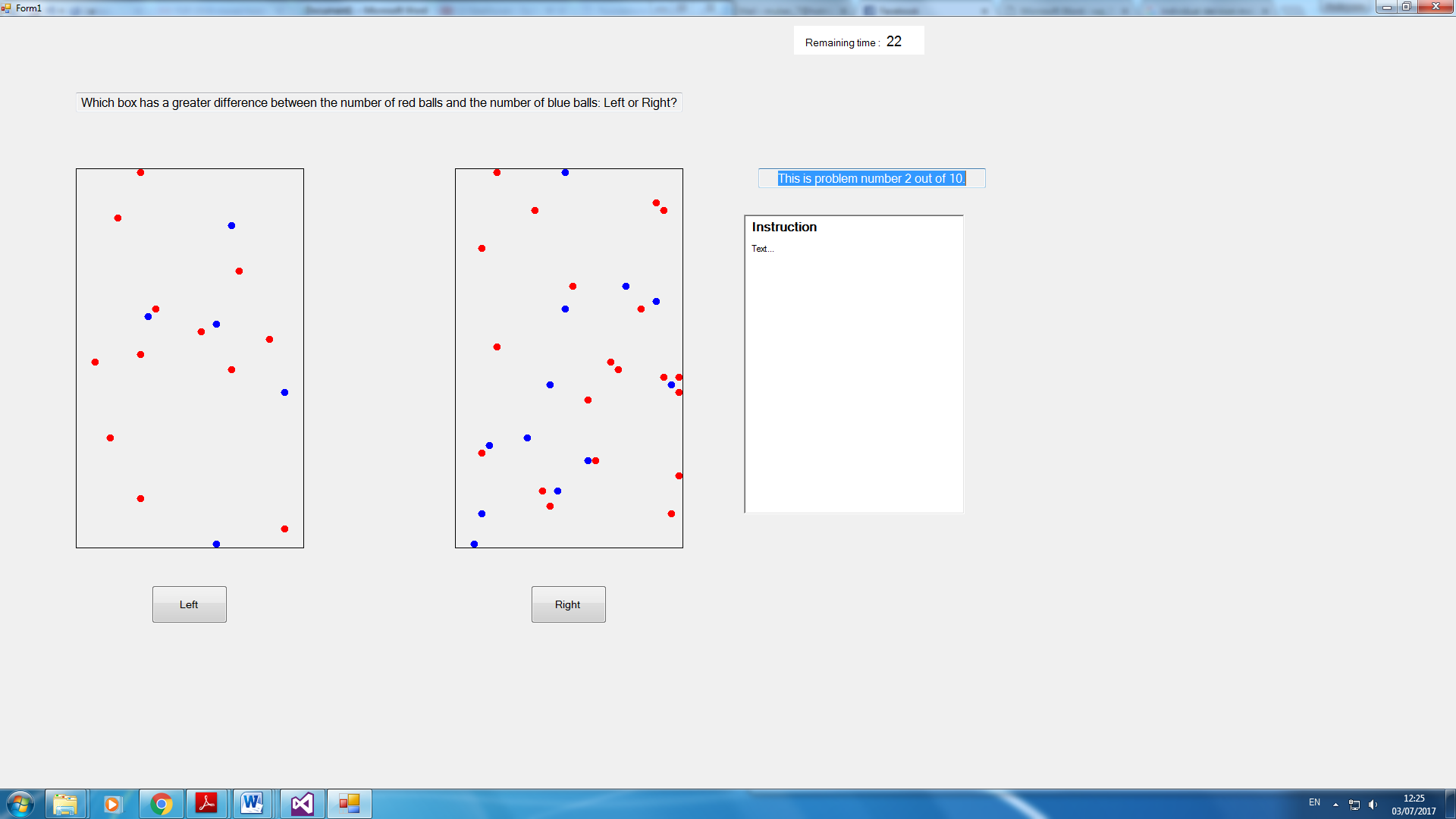
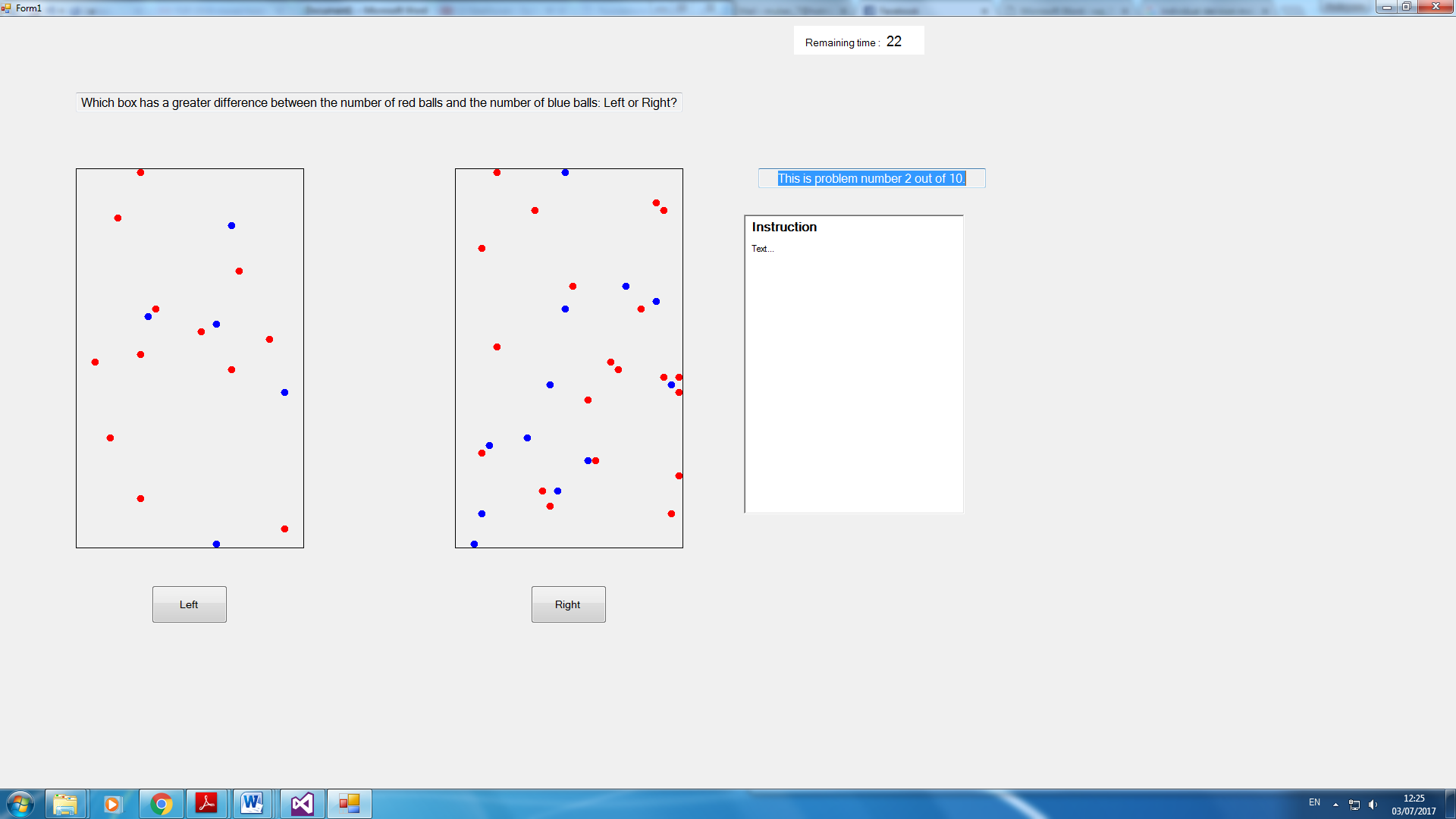
Your payment for the first section will be the *average payoff* from the 120 problems in this section.

Your total payment for this experiment will be the payment from this first section plus the payment from the second section, rounded up to the nearest 10p. In addition, you will also be given a £2.50 show-up fee.

The first section

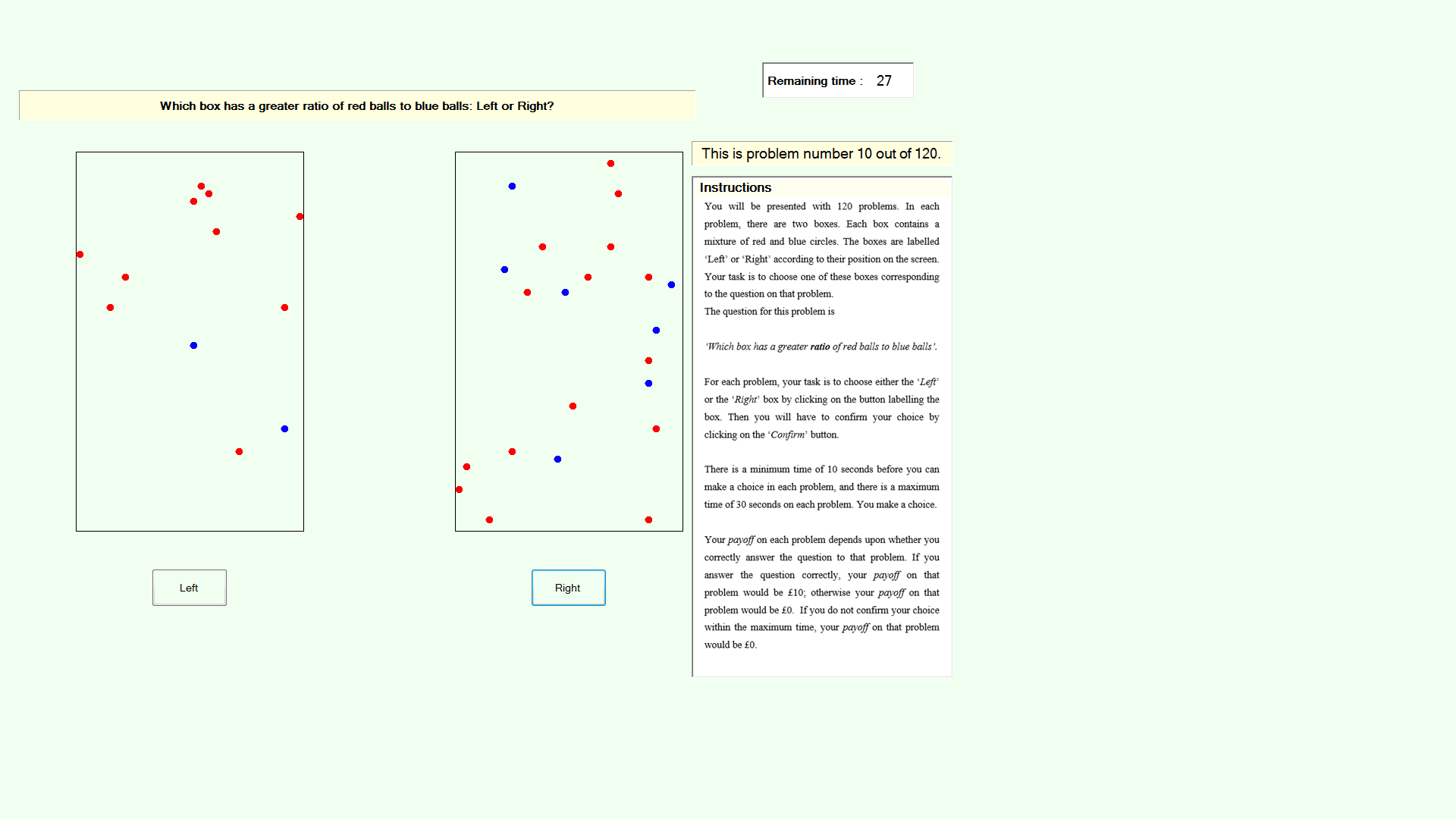
In each problem, there are two boxes. Each box contains a mixture of red and blue circles. Each box is labelled ‘Left’ or ‘Right’ according to its position on the screen. Your task is to choose one of these boxes corresponding to the question in that problem. There are two types of question, namely, ‘Which box has a greater ratio of red balls to blue balls’ and ‘Which box has a greater difference between the number of red balls and the number of blue balls’. **Your *payoff* on each problem depends upon whether you correctly answer the question to that problem. If you answer the question correctly, your *payoff* on that problem is£10; otherwise your *payoff* on that problem is£0.**

The visual representation of the box will be like the two examples below. Examples of a screenshot of problems will be given next in the ‘Example’ section.



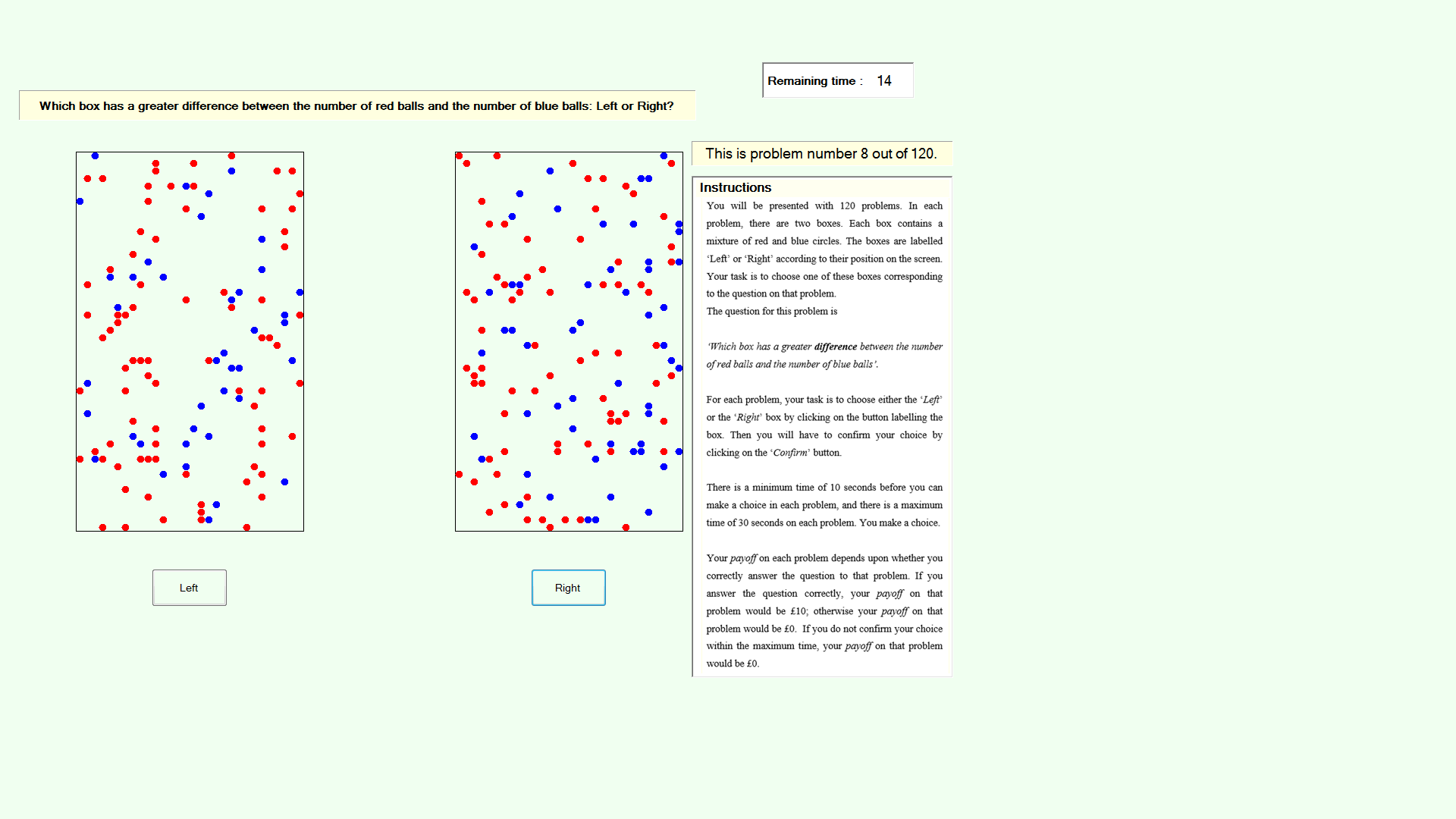
Example

For each problem, your task is to choose either the ‘*Left*’ or the ‘*Right*’ box according to the question in that problem. There are two types of questions. The first type is *‘Which box has a greater ratio of red balls to blue balls’*. A screenshot of a problem of this type is shown below.



Your task for this type of question is to identify which box has a greater ratio of red balls to blue balls. The ratio of red balls to blue balls is defined as *the number of red balls in that box divided by the number of blue balls in that box.* So, for example, in this particular problem, the ‘*Left*’ box has a greater ratio. If you choose the ‘*Left*’ box, your *payoff* on this problem would be £10. If you choose the ‘*Right*’ box, your *payoff* on this problem would be£0.

The second type of question is *‘Which box has a greater difference between the number of red balls and the number of blue balls’*. A screenshot of a problem of this kind is shown below.



Your task for this type of question is to identify which box has a greater difference between the number of red balls and the number of blue balls. The difference between the number of red balls and the number of blue balls is simply defined by the number of red balls in that box minus the number of blue balls in that box. So, for example, in this particular problem, the ‘*Left*’ box has a greater difference. If you choose the ‘*Left*’ box, your *payoff* on this problem would be£10. If you choose the ‘*Right*’ box, your *payoff* on this problem would be£0.

Choices

For each problem, your task is to choose either the ‘*Left*’ or the ‘*Right*’ box corresponding to that problem’s question. There is a minimum time of 10 seconds before you can make a choice in each problem. There is also a maximum time of 30 seconds that you can make a choice in each problem. You can make a choice by clicking at the button labelling the box. Then you will have to confirm you choice by clicking the ‘*Confirm*’ button. If you do not make a choice within the maximum time, your *payoff* on that problem would be £0.

What happens next

When we finish reading these Instructions and have answered any questions that you may have, we will start the first section of the experiment. Each problem screen has a countdown timer at the top right corner of the screen. You cannot confirm your choice any until 10 seconds have passed from the start of that problem. There is a time limit of 30 seconds to make a decision on any problem in this section. You can change your decision as many times as you want during this time period before clicking the ‘*Confirm*’ button. You can click the *‘Confirm*’ button before the time limit is reached. Once you click *‘Confirm*’ button, that problem is over and you will be immediately led to the next problem. **If you do not click the *‘Confirm*’ button before the time limit is over, your *payoff* on that problem will be £0.**

When you finish this section, please click the *‘Continue to the second section’* button at the bottom of your screen, it will lead you to the instructions for the second section of the experiment. Please read the instructions very carefully as it will affect your income from the experiment. If you have any questions, please raise your hand and an experimenter will come to you.

*If you have any questions at any stage of the experiment, please raise your hand and an experimenter will come to you.*

*Thank you for your participation.*

John Hey

Nuttaporn Rochanahastin

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