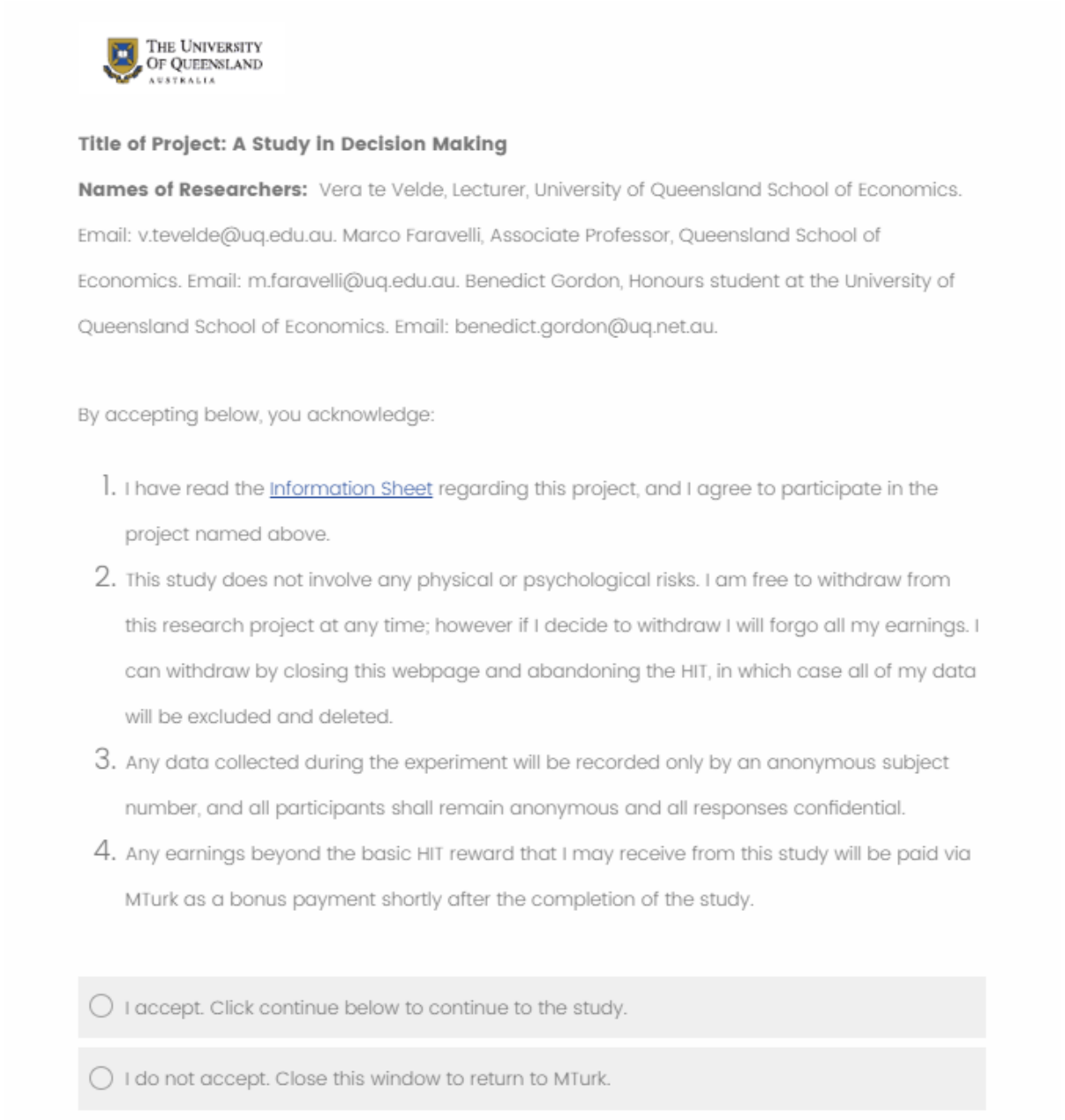
ONLINE APPENDIX: INSTRUCTIONS

We present the instructions for the small (N = 20) lopsided voting treatment. Instructions for the other treatments are identical except for the number of participants and the condition.



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Title of Project: A Study in Decision Making

Names of Researchers: Vera te Velde, Lecturer, University of Queensland School of Economics. Email: v.tevelde@uq.edu.au. Marco Faravelli, Associate Professor, Queensland School of Economics. Email: m.faravelli@uq.edu.au. Benedict Gordon, Honours student at the University of Queensland School of Economics. Email: benedict.gordon@uq.net.au.

By accepting below, you acknowledge:

1. I have read the Information Sheet regarding this project, and I agree to participate in the project named above.
2. This study does not involve any physical or psychological risks. I am free to withdraw from this research project at any time; however if I decide to withdraw I will forgo all my earnings. I can withdraw by closing this webpage and abandoning the HIT, in which case all of my data will be excluded and deleted.
3. Any data collected during the experiment will be recorded only by an anonymous subject number, and all participants shall remain anonymous and all responses confidential.
4. Any earnings beyond the basic HIT reward that I may receive from this study will be paid via MTurk as a bonus payment shortly after the completion of the study.

○ I accept. Click continue below to continue to the study.

○ I do not accept. Close this window to return to MTurk.

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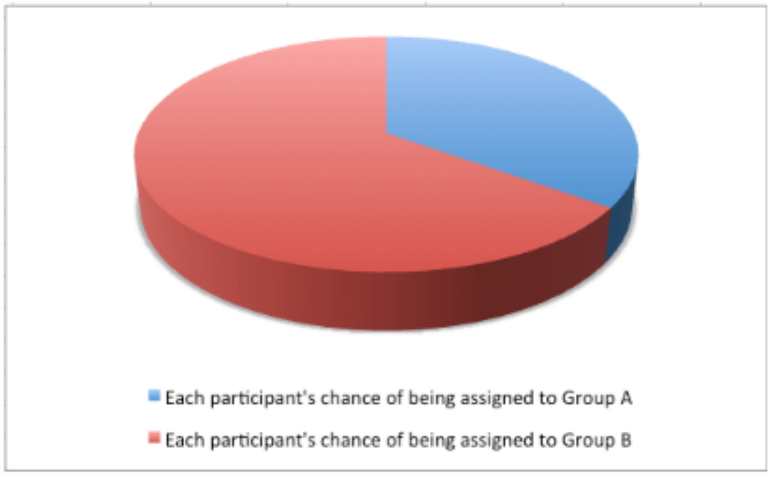
Please read these instructions carefully. Your payment today will depend on your understanding of them.

In this section of the HIT you will participate in a simulated election. **20** people, including yourself, are participating in this election. These people are divided into two groups: **A** and **B**. Each person is randomly assigned to either Group **A** or Group **B**. For each person the computer chooses a number between 1 and 100, each number being equally likely to be drawn. If the number drawn for that person falls between 1 and **35** then the person is assigned to Group **A**. Therefore, a person has a **35%** chance of being in Group **A**. If the number drawn for that person falls between **36** and **100** then that person is assigned to Group **B.** Therefore, a person has a **65%** chance of being in Group **B**.



When you click Next, the computer will generate a random number for you.

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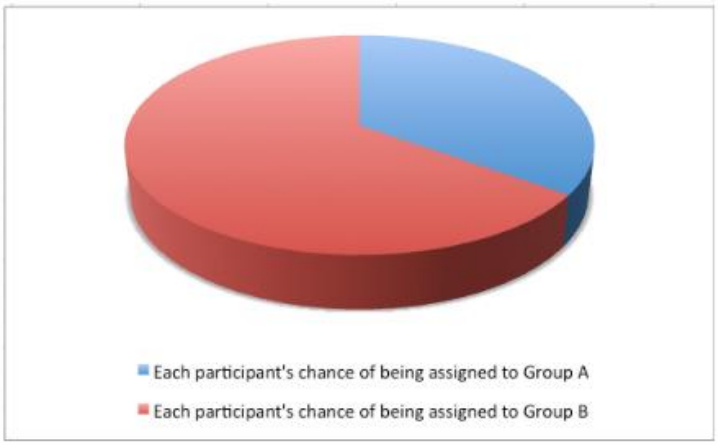
Your number is 22 , therefore you have been assigned to Group A.



You will now be asked if you would like to cast a vote in the election. Please note the following:

The cost of voting is randomly chosen for each participant. More specifically the cost to each individual is some randomly chosen number between 0 and 100, in cents. Each number between 0 and 100 is equally likely to be chosen. Your particular cost for voting is **82** cents.

If you choose to pay this amount to vote in the election, it will be subtracted from a $1 bonus that you will automatically receive no matter what. That is, if you do NOT vote, $1 will be added to your total bonus. If you do vote, $1 minus 82 cents will be added to your total bonus.

The outcome of the election will also influence your bonus payment for today's participation. There are 3 possible outcomes in the election: **(1)** If more people from your group pay to vote than people from the other group the you will have another **$2** added to your bonus for today, **(2)** If more people from the other group pay to vote than your group, then you will have **$0** added to your bonus today, and **(3)** if an equal number from both groups pay to vote then you will have **$1** added to your bonus today. This bonus payment rule applies to everyone.

Do you want to pay **82** cents to vote in the election?

- ◯ Yes
- ◯ No

→

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In this section of the HIT, we have an assortment of questions for you that will help us understand how you make decisions. **You will have the opportunity to earn bonus payments from several of these questions.**

In the following 11 questions you will be presented with two possible gambles to choose from. An example of a gamble could be: 'A 50% chance of 80 cents and a 50% chance of 10 cents.' If you chose this gamble, you would receive either 80 cents or 10 cents with equal probability.

A **bonus payment will be made** to you based on your response to ONE randomly chosen question below. That is, the gamble you choose will be simulated by the computer and you will learn the outcome and receive a bonus payment with the resulting winnings at the end of the experiment. You should therefore try your best to pick your most preferred gamble in each instance.

Please choose from the following two gambles

- ◯ A 50% chance of 49 cents and a 50% chance of 70 cents
- ◯ A 50% chance of 12 cents and a 50% chance of 70 cents

Please choose from the following two gambles

- ◯ A 50% chance of 49 cents and a 50% chance of 70 cents
- ◯ A 50% chance of 12 cents and a 50% chance of 80 cents

Please choose from the following two gambles

- ◯ A 50% chance of 49 cents and a 50% chance of 70 cents
- ◯ A 50% chance of 12 cents and a 50% chance of 90 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 100 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 110 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 120 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 130 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 140 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 150 cents

Please choose from the following two gambles

- ○ A 50% chance of 49 cents and a 50% chance of 70 cents
- ○ A 50% chance of 12 cents and a 50% chance of 160 cents

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In the 7 games on this page you will be partnered up with another participant who is taking the same survey on MTurk. In each game you and your partner choose between **strategy A** or **strategy B**. You will decide without knowing which strategy (A or B) your partner has chosen. The amount of points you win in each game will depend on the strategy you choose and the strategy your partner chooses.

In these games, there are four possible outcomes. If you and your partner both choose A, you will both receive the same number of points (the number changes in each game). If one person chooses B while the other chooses A, though, the person choosing B will win 50 points and the other person choosing A will win nothing. But if you BOTH choose B, you will each win only 10 points. The benefit of both choosing A changes in each of the games, from 0 to 60.

One of the 7 games will be chosen at random and you will earn real money based on the outcome. You and your partner will each receive a bonus of one cent per point. You will learn the outcome of the game and receive this bonus payment after the study is complete.

		Your partner chooses: A	Your partner chooses: B
You choose strategy:	A	You both get 0 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ◯ Strategy A
- ◯ Strategy B

Your partner chooses:

You choose strategy:		A	B
	A	You both get 10 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ◯ Strategy A
- ◯ Strategy B

Your partner chooses:

You choose strategy:		A	B
	A	You both get 20 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ◯ Strategy A
- ◯ Strategy B

Your partner chooses:

You choose strategy:		A	B
	A	You both get 30 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ◯ Strategy A
- ◯ Strategy B

Your partner chooses:

You choose strategy:		A	B
	A	You both get 40 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ○ Strategy A
- ○ Strategy B

Your partner chooses:

You choose strategy:		A	B
	A	You both get 50 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ○ Strategy A
- ○ Strategy B

Your partner chooses:

You choose strategy:		A	B
	A	You both get 60 points	You get 0 points, Your partner gets 50 points
	B	You get 50 points, Your partner gets 0 points	You both get 10 points

I choose:

- ○ Strategy A
- ○ Strategy B

→

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Please answer the following four questions to the best of your ability.

If you're running a race and you pass the person in second place, what place are you in?

A farmer had 15 sheep and all but 8 died. How many are left?

To show you're reading these questions, please enter the answer to 2 times 3 in the text box below.

Emily's father has three daughters. The first two are named April and May. What is the third daughter's name?

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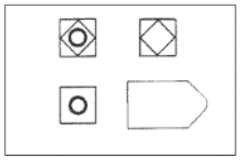
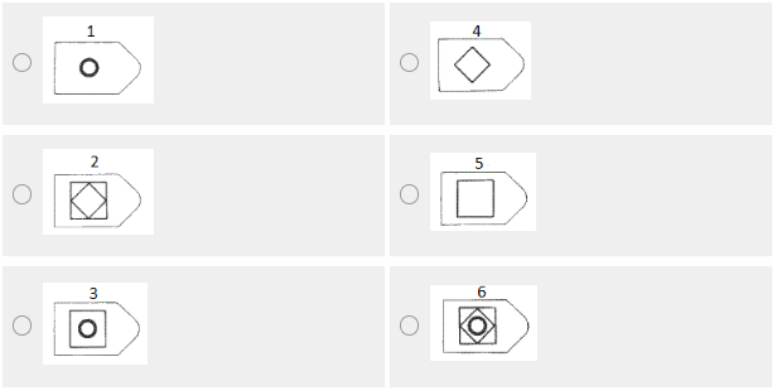
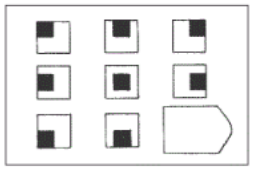
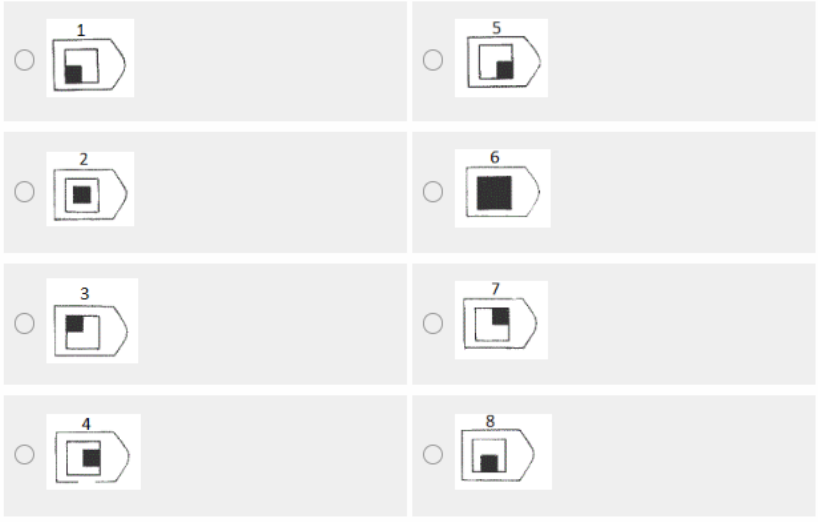
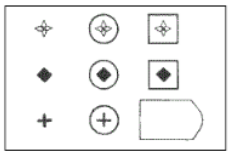
In each question below you will be asked to analyse a geometric pattern and identify the missing part to complete the series. The pattern can be in the form of a 2x2, 3x3 or 4x4 grid, your job is to provide the missing element of the pattern from the options provided to you.



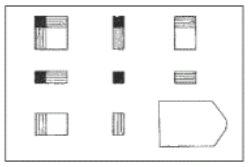




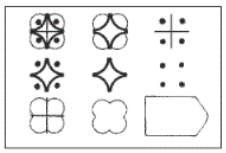




○ 1 	○ 5 
○ 2 	○ 6 
○ 3 	○ 7 
○ 4 	○ 8 



○ 1 	○ 5 
○ 2 	○ 6 
○ 3 	○ 7 
○ 4 	○ 8 



○ 	○ 
○ 	○ 
○ 	○ 
○ 	○ 

→

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Think about the groups to which you currently belong, and have belonged to in the past, such as work groups or social groups. The following questions below ask about your relationship with, and thoughts about, those groups. Respond to the following questions, as honestly as possible, using the response scales provided.

I felt comfortable counting on other group members

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I was not bothered by the need to rely on group members

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I felt comfortable trusting other group members

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I care about the well being of the group

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

To show you're paying attention please select option 'Agree' below

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I was concerned for the needs of the group

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I followed the norms of the group

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I cared about the goals of the group more than my own goals

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

I emphasized the goals of the group more than my own individual goals

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

Group goals were more important to me than individual goals

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

→

On this page we will ask you to guess the outcome of flipping several coins 100 times. These coin flips will be simulated by a computer and your job is to guess how many times there are a certain number of heads showing. **You will earn a bonus payment of 1 cent for every two outcomes guessed correctly, up to 50 cents total,** for one of the two questions below chosen randomly.

As an example, imagine flipping TWO coins 100 times. Each time we flip the two coins, there are four possible outcomes:

(1) Tails, Tails,		0 Heads showing
(2) Heads, Tails		1 Head showing
(3) Tails, Heads		
(4) Heads, Heads		2 Heads showing

Each time we flip these two coins we count how many heads are showing. For example, suppose that 22 times there are two heads showing, 51 times there is one head showing, and the remaining 27 times there are no heads showing. Your goal is to guess those numbers as accurately as possible.

The same thing can be done with a different number of coins. For example, if we flip TEN coins 100 times, then each time there might be 0 heads showing, or 1 head, 2 heads, 3 heads, 4 heads, 5 heads, 6 heads, 7 heads, 8 heads, 9 heads, or 10 heads. Or if we flip ONE HUNDRED coins, then each time there might be 100 heads, or 99 heads, and so on. Your job in the two questions below is to guess how many times, out of 100 flips, each of these outcomes happens.

Imagine flipping TEN coins 100 times. How many times do you think each of the following outcomes would occur? Your answers should add up to 100. Remember, you will earn 1 cent for every two outcomes that you predict correctly.

0 Heads showing	0
1 Head showing	0
2 Heads showing	0
3 Heads showing	0
4 Heads showing	0
5 Heads showing	0
6 Heads showing	0
7 Heads showing	0
8 Heads showing	0
9 Heads showing	0
10 Heads showing	0
Total	0

Now imagine flipping ONE THOUSAND coins 100 times. How many times do you think each of the following outcomes would occur?

Your answers should add up to 100. Remember, you will earn 1 cent for every two outcomes that you predict correctly.

0-99 Heads showing	0
100-199 Heads showing	0
200-299 Heads showing	0
300-399 Heads showing	0
400-499 Heads showing	0
500-599 Heads showing	0
600-699 Heads showing	0
700-799 Heads showing	0
800-899 Heads showing	0
900-1000 Heads showing	0
Total	0

→

On this page you will have the option to choose between various gambles and a 25 cent bonus guaranteed. **One question will be chosen at random and your response to that question will influence your bonus payment.** If you selected "25 cents for sure" then 25 cents will be added to your bonus payment. If you selected the gamble, then the computer will simulate the gamble and add the amount to your bonus payment if you win. You will be informed of the result of the gamble when you receive your bonus payment.

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 1% chance of $5

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 1% chance of $10

Which do you prefer?

- ○ 25 cents for sure
- ○ A 1% chance of $15

Which do you prefer?

- ○ 25 cents for sure
- ○ A 1% chance of $20

Which do you prefer?

- ○ 25 cents for sure
- ○ A 1% chance of $30

Which do you prefer?

- ○ 25 cents for sure
- ○ A 1% chance of $40

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 50% chance of 45 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 50% chance of 50 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 50% chance of 60 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 50% chance of 70 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 50% chance of 80 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 99% chance of 25 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 99% chance of 30 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 99% chance of 35 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 99% chance of 40 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 99% chance of 45 cents

Which do you prefer?

- ◯ 25 cents for sure
- ◯ A 99% chance of 50 cents

→

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In what year were you born?

What is the highest level of education you have completed?

- ○ Less than High School
- ○ High School / GED
- ○ Some College
- ○ 2-year College Degree
- ○ 4-year College Degree
- ○ Masters Degree
- ○ Doctoral Degree
- ○ Professional Degree (JD, MD)

What is your gender?

- ○ Male
- ○ Female
- ○ Other

What is your annual gross income range?

- ○ Below $20,000
- ○ $20,000 - $29,999
- ○ $30,000 - $39,999
- ○ $40,000 - $49,999
- ○ $50,000 - $59,999
- ○ $60,000 - $69,999
- ○ $70,000 - $79,999
- ○ $80,000 - $89,999
- ○ $90,000 - $99,999
- ○ $100,000 or more

What is your current status?

- ◯ Single, never married
- ◯ Married without children
- ◯ Married with children
- ◯ Divorced
- ◯ Seperated
- ◯ Widowed
- ◯ Living w/ partner

What is your nationality?

What is your race?

- ◯ White/Caucasian
- ◯ African American
- ◯ Hispanic
- ◯ Asian
- ◯ Native American
- ◯ Pacific Islander
- ◯ Other

What is your religion?

- ◯ Atheist/Agnostic
- ◯ Buddhism
- ◯ Catholic
- ◯ Islam
- ◯ Judaism
- ◯ Mormon
- ◯ Protestant
- ◯ Other

How often do you buy lottery tickets?

- ◯ Never
- ◯ Once a year
- ◯ A few times a year
- ◯ Once a month
- ◯ A couple of times per month
- ◯ Once a week
- ◯ More than once a week

When buying products do you purchase extended warranty or protection plan?

- ◯ Never
- ◯ Sometimes
- ◯ About half the time
- ◯ Most of the time
- ◯ Always

Do you vote in elections?

- ◯ Never
- ◯ Sometimes
- ◯ About half the time
- ◯ Most of the time
- ◯ Always

Who do you typically vote for in elections?

- ◯ Republicans
- ◯ Democrats
- ◯ Other

→

Thank you very much for your time. Please answer these last few questions to finish the HIT:

In the Election you had the option to either vote or not to vote. In a few words could you please explain why you chose what action you took?

In the election you participated in, how many people from Group A do you expect to have voted? Remember that 20 people are participating and each person had a 35% chance of being in Group A.

In the election you participated in, how many people from Group B do you expect to have voted? Remember that 20 people are participating and each person has a 65% chance of being in Group B.

How much do you agree with the following statement? "It's important for me to vote because if I don't vote, other people also won't vote and democracy won't work."

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

How much do you agree with the following statement? "It's important for me to vote because enough people on my side need to vote so that we can elect good people/policies."

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree
○	○	○	○	○

Throughout this HIT, you had the opportunity to earn bonus payments based on the outcomes of different gambles. We will simulate these gambles with a computer and report the results to you when you receive your bonus payment. When you were answering those questions, were you concerned that the gambles would not be simulated honestly?

Please write below if you have any other comments.

→