Supplementary Appendix for

Performance Feedback and Gender Differences in Persistence

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December 2022

Contents

1 Details Experimental Timeline 3

2 Screenshots Experimental Instructions 4
  2.1 Instructions at the very beginning of the experiment 5
  2.2 Instructions before first IQ test 7
  2.3 Instructions before eliciting initial beliefs 8
  2.4 Instructions before feedback (cards) 10
  2.5 Instructions before eliciting beliefs after feedback 12
  2.6 Instructions before practice BDM 13
  2.7 Instructions before main decision (continue/quit) - Baseline treatment 16
  2.8 Instructions before main decision (continue/quit) - AlwaysInfo treatment 23
  2.9 Instructions before risk task 26

3 Screenshots Experimental Interface 28
  3.1 Before main experiment: Guessing game 29
  3.2 Part 1: IQ test 31
  3.3 Part 2: Beliefs and performance feedback (positive feedback version) 39
  3.4 Part 3: Main decision (continue/quit) 48
    3.4.1 Continue (negative feedback version) 55
    3.4.2 Quit (Baseline version) 63
  3.5 Part 4: Risk task 71
  3.6 End survey 74

4 Screenshots Field Study 88
  4.1 Beginning 88
4.2 Research study ......................................................... 89
4.3 Research-alternative task .......................................... 95
1 Details Experimental Timeline

The following presents a detailed experimental timeline to illustrate in what order instructions and the experimental interface (in which comprehension quizzes are embedded) are presented to subjects.

Very beginning:

- Instructions at the very beginning of the experiment (see Section 2.1)
- Before main experiment: Guessing game (see Section 3.1)

Part 1 Experiment (IQ test):

- Instructions before first IQ test (see Section 2.2)
- Part 1: IQ test (see Section 3.2)

Part 2 Experiment (beliefs and feedback):

- Instructions before eliciting initial beliefs (see Section 2.3)
- Elicitation of prior beliefs (see Section 3.3)
- Instructions before feedback (see Section 2.4)
- Provision of feedback (see Section 3.3)
- Instructions before eliciting beliefs after feedback (see Section 2.5)
- Elicitation of posterior beliefs (see Section 3.3)

Part 3: Main decision (continue/quit)

- Instructions before practice BDM (see Section 2.6)
- Practice BDM (see Section 3.4)
- Instructions before main decision (see Section 2.7 for the Baseline treatment and Section 2.8 for the AlwaysInfo treatment)
- Main decision; consequences of either continuing or quitting (see Section 3.4)

Part 4: Risk task

- Instructions before risk task (see Section 2.9)
- Risk task (see Section 3.5)

End survey (see Section 3.6)
2 Screenshots Experimental Instructions

Instructions were displayed on the screen and read out loud by the experimenter. Numbers next to the text on the slides indicate the order in which the text was displayed to subjects. That is, slides were dynamic in the sense that not all information was displayed to subjects at once, but rather number by number and paragraph by paragraph. The screenshots below display the last step on a given slide, i.e., when all information on a given slide was displayed.
2.1 Instructions at the very beginning of the experiment

Instructions

1. You are about to participate in an experiment in the economics of decision-making. If you follow these instructions carefully and make good decisions, you can earn a CONSIDERABLE AMOUNT OF MONEY, which will be PAID TO YOU IN CASH at the end of the experiment. In addition to your other earnings, you will receive a show-up fee of $5.

2. Your computer screen will display useful information. Remember that the information on your computer screen is PRIVATE. To ensure the best results for yourself, and accurate data for the experimenters, please DO NOT COMMUNICATE with the other participants at any point during the experiment. Please turn your cell phone off and avoid opening any other browsers or programs on your computer.

3. Economics experiments have a strict policy against deception. If we do anything deceptive, or don’t pay you cash as described, then you can contact the campus Human Subjects Committee and we would be in serious trouble. Our interest is in seeing how people with an accurate understanding of how their decisions influence their outcomes and earnings make economic decisions.

4. In the following instructions, we will give you some important information about the experiment. These instructions are meant to clarify how the experiment actually works and how you can earn money. If you have any questions at any stage of the experiment, or need assistance of any kind, please raise your hand and the experimenter will come to you.

Screenshot 1

Guessing Game

Before we begin with the main part of the experiment, there will be a guessing game.

You will see six boxes on the screen.

The computer randomly picked which three of these boxes contain a ball. The other three are empty.

Your task will be to guess which boxes contain a ball.

Whether or not you guess correctly entirely depends on chance, and will not impact your earnings in this experiment.

Screenshot 2
Just two more things

2. In the experiment, you will answer questions and make choices on the computer. At the bottom right of each page, there will be a little blue arrow sign that you can click to move on.

Once you click on that arrow sign, you finalize the choices and answers you made on a page. You cannot go back and change your answers and choices later.

It is therefore important that you always assure yourself that all your answers and choices are the way you want them to be before clicking on the blue arrow sign to move on.

Screenshot 3

Just two more things

1. You will sometimes see the following message:

Please wait for further instructions.

After giving you further instructions, the experimenter will tell you the password to move on.

Screenshot 4
2.2 Instructions before first IQ test

Overview: 4 Parts

Part 1
Part 2
Part 3
Part 4

Part drawn for payment

Total earnings

The remainder of the experiment consists of 4 parts.

At the end, the computer will randomly draw one part that counts for payment, and each part is equally likely to be drawn. You won't be told which part was drawn for payment.

Your total earnings in this experiment will be:

- Your earnings in the part that is drawn for payment,
- A show-up fee of $5.

Part 1: IQ test

1. In a few minutes, you will be asked to take an IQ test. This test is frequently used to measure intelligence.

   The IQ test will consist of 7 questions.

   - You pass this test if you answer at least 5 of these questions correctly.
   - Otherwise, you fail.

2. You will have 90 seconds to answer one question, and a timer will indicate how much time is left. After 90 seconds have passed, your answers will be submitted automatically.

   Unanswered questions will be counted as wrong.

3. Whether you pass or fail the test will not depend on how other participants perform on the test. All that matters is how many questions you get right.

4. Here's how you get paid in this part of the experiment:

   - If you pass the IQ test, you get paid $20.
   - If you fail the IQ test, you get paid $0.
2.3 Instructions before eliciting initial beliefs

Part 2: Assessment tasks

1. *In the next part of the experiment, you will be asked to make assessments of how likely you think a given situation is.* For example, we might ask you to assess the following situation:

   ![Screenshot 7](image1)

2. *There will be a bar on the screen that you can move with your mouse from numbers 0 (at the very left) to 100 (at the very right). To answer the question, move the bar to the position that represents your true assessment.*

3. *For example, suppose you think that the chance that it will be raining outside at the end of the experiment is 27%. In this case, you should move the bar to the position where the number equals 27, as shown on the screenshot.*

4. *It is important that you always indicate your true assessment of how likely a given situation is. As we will explain to you shortly, this will maximize your chance of winning money in this part of the experiment.*

   ![Screenshot 8](image2)

5. We will now explain to you how exactly the payment scheme for the assessment tasks works.

   If you find the details hard to follow, **all you have to remember** is that we will pay you in a way that guarantees that you maximize your chance of winning money if you always report your true assessment.

6. *Here is how exactly we pay you in this part of the experiment:*

   Let’s call the number you report in your assessment with the slider bar $X$. After you submit your assessment, the computer will draw a number between 0 and 100, and each number is equally likely to be drawn. Let’s call this number $Y$.

   The numbers $X$, $Y$, and whether or not the situation in the assessment question occurs will determine if we pay you $20 or $0 for this part of the experiment.

   - If $Y \geq X$, we pay you $20 with a chance of $Y\%$, and $50$ with a chance of $(100-Y)\%$.
   - If $Y < X$, we pay you $20 if the situation in the questions occurs, and $50$ otherwise.
     (in the example from before, this means that you would get paid $20 if it was indeed raining at the end of the experiment.)

   This payment scheme guarantees that you maximize your chance of getting paid $20 if you always report your true assessment of how likely a given situation is with the slider bar.
7. There will be a total of **4 assessment tasks**. The computer will **randomly pick one assessment task** that counts for payment.
(Depending on your later choices in the experiment, not all four assessment tasks might be eligible for payment.)

8. **In the first assessment task**, you will be asked **how likely** you think it is that you **passed the IQ test**. Some of the other assessment tasks refer to hypothetical scenarios about a future IQ test.

Make sure to always **read the questions carefully**, so that you understand which situation you are assessing in each task. If you have any questions, raise your hand and we will come and clarify.
2.4 Instructions before feedback (cards)

Information on your test performance

Before we ask you to answer the remaining assessment questions, you will receive information about how you performed on the first IQ test.

Cards

1. The computer will generate three blue cards. If we flip these cards over, they will display information on whether you passed or failed the IQ test.

2. Importantly, two of these cards say the truth, but one card is fake and says the contrary. This means that two cards will tell you truthfully if you passed or failed, but one card will always lie.
3. After generating the three cards, the computer will randomly draw one card and show you the information that is written on it. Each card is equally likely to be drawn.

4. The card that is drawn will either say that you passed, or that you failed the IQ test. But since you don’t know which card was drawn, you don’t know if the information on the card is true or false.

5. You do know, however, that the computer randomly picked one card of the three, two of which say the truth, and one of which is fake.

   Importantly, this means that the card you will see is twice as likely to tell the truth, than to be fake.

6. The experiment will proceed as follows: The computer will first generate 3 blue cards.

   • If you passed the IQ test, it will generate two cards saying that you passed, and one card saying that you failed the IQ test.

   • If you failed the IQ test, it will generate two cards saying that you failed, and one card saying that you passed the IQ test.

7. Out of these 3 cards, the computer will randomly pick one, flip it over and show it to you.

   Remember that it is twice as likely that the card will say the truth, than that the card will be fake.
2.5 Instructions before eliciting beliefs after feedback

Assessment tasks 3 & 4

1. Now that you have seen your card, there will be **two more assessment tasks**, very similar to the ones you just completed.

   You will now have the opportunity to **adjust your assessments**.

2. This time, the slider bar will initially be placed at the **position** of your previous assessment of a given situation.

   For example, we asked you before how likely (out of 100) you think it is that you passed the first IQ test. If the value you reported before was 50, for instance, then the slider bar will automatically be placed at 50 at the beginning of the new corresponding assessment task.

3. But now that you have seen the card, you can **move the slider bar around** as you like, and **make adjustments** to your assessments.

   Importantly, make sure that before you click on the blue arrow sign, you bring the slider bar in the position that represents your **new assessment** of a given situation.

4. You will **maximize your chance of winning $20** by always reporting your **true assessment** with the bar.
2.6 Instructions before practice BDM

Two Options

1. In the remainder of the experiment, you will always have two options: Option A and Option B. We are then going to ask you a list of questions similar to this one:

2. In each question, you pick either Option A (take Path A and earn some amount called Earn_A), or Option B (take Path B). We will later explain to you what each of these mean.

3. After you answer all 23 questions, the computer will randomly draw one of them. Each question is equally likely to be drawn.

   • If you chose Option A in the question that is drawn, you will take Path A and earn the indicated amount, Earn_A.

   • If you chose Option B in that question, you will take Path B.

4. Make sure to answer all questions truthfully, so that you always end up with the option you like better, no matter which question gets drawn.

5. We assume you will choose Option A in the first few questions, but at some point will switch to choosing Option B. So, to save time, we will simply ask you at which dollar value you would like to switch.

6. The computer will then “fill out” your answers to all 23 questions based on your switch point (choosing Option A for all questions before or at your switch point, and Option B for all questions after your switch point).

7. To report your switch point, there will be a slider bar with numbers from 0 to 22, that will initially be placed at the value of $0. To report your switch point, move the slider around with your mouse or arrow keys.

Screenshot 15

<table>
<thead>
<tr>
<th>Q#</th>
<th>Option A</th>
<th>Option B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Would you rather take Path A with Earn_A—$22 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Would you rather take Path A with Earn_A—$21 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Would you rather take Path A with Earn_A—$20 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Would you rather take Path A with Earn_A—$19 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Would you rather take Path A with Earn_A—$3 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Would you rather take Path A with Earn_A—$2 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Would you rather take Path A with Earn_A—$1 or Path B ?</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>Would you rather take Path A with Earn_A—$0 or Path B ?</td>
<td></td>
</tr>
</tbody>
</table>

Screenshot 16

13
Here’s an example:
Suppose you prefer to take Path A, but only if Earn_A is at least $6. Otherwise, you would rather take Path B.

In this case, the switch point you report should be $6, as shown on the screenshot.

Example.
Your switch point: $6

This means:
- You choose Option A if Earn_A is $6 or more.
- You choose Option B if Earn_A is less than $6.

---

Q # | Option A | Option B
---|---------|---------
1. Would you rather take... | Path A with Earn_A = $22 | Path B ?
2. Would you rather take... | Path A with Earn_A = $21 | Path B ?
3. Would you rather take... | Path A with Earn_A = $20 | Path B ?
4. Would you rather take... | Path A with Earn_A = $19 | Path B ?
5. Would you rather take... | Path A with Earn_A = $18 | Path B ?
6. Would you rather take... | Path A with Earn_A = $17 | Path B ?
7. Would you rather take... | Path A with Earn_A = $16 | Path B ?
8. Would you rather take... | Path A with Earn_A = $15 | Path B ?
9. Would you rather take... | Path A with Earn_A = $14 | Path B ?
10. Would you rather take... | Path A with Earn_A = $13 | Path B ?
11. Would you rather take... | Path A with Earn_A = $12 | Path B ?
12. Would you rather take... | Path A with Earn_A = $11 | Path B ?
13. Would you rather take... | Path A with Earn_A = $10 | Path B ?
14. Would you rather take... | Path A with Earn_A = $9 | Path B ?
15. Would you rather take... | Path A with Earn_A = $8 | Path B ?
16. Would you rather take... | Path A with Earn_A = $7 | Path B ?
17. Would you rather take... | Path A with Earn_A = $6 | Path B ?
18. Would you rather take... | Path A with Earn_A = $5 | Path B ?
19. Would you rather take... | Path A with Earn_A = $4 | Path B ?
20. Would you rather take... | Path A with Earn_A = $3 | Path B ?
21. Would you rather take... | Path A with Earn_A = $2 | Path B ?
22. Would you rather take... | Path A with Earn_A = $1 | Path B ?
23. Would you rather take... | Path A with Earn_A = $0 | Path B ?

---

8. Here’s an example:
Suppose you prefer to take Path A, but only if Earn_A is at least $6. Otherwise, you would rather take Path B.

In this case, the switch point you report should be $6, as shown on the screenshot.

Example.
Your switch point: $6

This means:
- You choose Option A if Earn_A is $6 or more.
- You choose Option B if Earn_A is less than $6.

---

9. To see what this means, let’s take a look at the expanded table.

(1) If a question with an Earn_A of $6 or higher gets drawn, you get Option A: You take Path A and get the indicated fixed payment (which is at least $6).

(2) If a question with an Earn_A less than $6 gets drawn, you get Option B: You take Path B and get no fixed payment.
**Example.**

Your switch point: $6

This means:
- You choose Option A if Earn_A is $6 or more.
- You choose Option B if Earn_A is less than $6.

10. You will have noticed that the following:
- The lower your switch point, the more likely it is you get Option A.
- The higher your switch point, the more likely it is that you get Option B.

11. Now ask yourself: If you report a switch point of $6, for example, does this guarantee you that you get paid at least $6? The answer is no: it also matters which question gets drawn.
- If a question with an Earn_A of $6 or more is drawn, you indeed get a fixed payment of at least $6.
- If a question with an Earn_A of less than $6 is drawn, however, you take Path B and don’t get a fixed payment.

12. You will now have the opportunity to familiarize yourself with how the slider works.
2.7 Instructions before main decision (continue/quit) - Baseline treatment

Part 3

In this part of the experiment, you have the following two options:

You can either continue or quit.

Each option consists of three steps, which we will now explain in detail.
Step 1:
Find out if you:
(i) passed or failed 1. IQ Test
(ii) guessed most boxes right or wrong

If you continue, you will find out whether you passed or failed the first IQ test, and whether you guessed most boxes right or wrong in the guessing game.

Step 2:
You will then be asked to take a second IQ test.

While you take the second IQ test, the information from Step 1 will be displayed next to each question.
**Continue**

Find out if you:
1. passed or failed 1. IQ Test
2. guessed most boxes right or wrong

**Second IQ Test** (Information still displayed)

- If you pass 2. IQ Test, Earn $20
- If you fail 2. IQ Test, Earn $0

**Step 3:**
If you pass the second IQ test, you earn $20.
If you fail the second IQ test, you earn $0.

---

**Quit**

Don't find out if you:
1. passed or failed 1. IQ Test
2. guessed most boxes right or wrong

**Step 1:**
If you quit, you don't find out whether you passed or failed the IQ test, and whether you guessed most boxes right or wrong.
Quit

Don't find out if you:
(i) passed or failed 1. IQ Test
(ii) guessed most boxes right or wrong

Step 2:
You will then be asked to take a very easy test.

Screenshot 26

Quit

Don't find out if you:
(i) passed or failed 1. IQ Test
(ii) guessed most boxes right or wrong

Step 3:
You will earn a fixed payment, let's call this payment "earn_quit".

Screenshot 27
Difference 1:  The test you will take

**Easy Test**

If you **quit**, you will **take an easy test**. This test will be of a similar style, but **much easier** than the IQ test you took at the beginning.

- There will be 7 questions, and you will have 90 seconds to answer one question.
- It is very likely that you **can solve all questions** of this easy test.
- You cannot “pass” or “fail” the easy test, and you won’t get any direct feedback on how well you did.

**Second IQ Test**

If you **continue**, you will take a **second IQ test**. This test will be of a similar style, and the **level of difficulty will be similar** to the IQ test you took at the beginning.

- There will be 7 questions, and you will have 90 seconds to answer one question.
- You will **pass** this IQ test if you **solve at least 5 questions correctly**. Otherwise, you fail.
- Whether you pass or fail does not depend on the performance of other participants.
- You will not get any direct feedback on whether you passed or failed the second test.

Screenshot 28

Difference 2:  Information on your performance

**Don’t find out if you:**

1. **passed or failed**
2. **guessed most boxes right or wrong**

**Quit**

If you **quit**, nobody will tell you if you really passed or failed the first IQ test, and nobody will tell you if you guessed most boxes right or wrong.

We will just never mention your past performance again.

**Find out if you:**

1. **passed or failed**
2. **guessed most boxes right or wrong**

**Continue**

If you **continue**, you will **find out**

1. **if you passed or failed** the first IQ test, and
2. **if you guessed most boxes right or wrong**

**Before** you take the second IQ test.

In addition, while you take the second IQ test, a **reminder** with this information will be displayed at the center of every question.

Screenshot 29
Difference 3: Your payment

**Quit**

*Fixed Payment (earn_quit)*

If you quit, you will get a fixed payment, *earn_quit.*

This payment does **not** depend on your performance on the first IQ test or the easy test.

**Continue**

- **if you pass 2. IQ Test:** Earn $20
- **if you fail 2. IQ Test:** Earn $0

If you continue, your payment will depend on whether you pass the second IQ test. You will earn either $20 or $0.

- **If you pass the 2. IQ Test,** you earn **$20.**
- **If you fail the 2. IQ Test,** you earn **$0.**

This means that if you continue, how much you earn in this part will entirely depend on passing the **2. IQ Test.**

Your performance on the **1. IQ Test** will be irrelevant for your earnings in this part of the experiment.

What’s next

1. In what is next, we will show you the list of questions, and will ask you to report your switch point - the dollar value after which you would like to switch from *Option A* to *Option B.*

2. Given your switch point, the computer knows for which dollar values of *earn_quit* you prefer to quit, and for which values of *earn_quit* you prefer to continue.

3. It is important that you report your **true switch point,** so that you end up with the option you like more in each case.

---

**Q#** | **Option A** | **Option B**
---|---|---
1 | Would you rather... *quit with earn_quit* $22 | or continue ?
2 | Would you rather... *quit with earn_quit* $21 | or continue ?
3 | Would you rather... *quit with earn_quit* $20 | or continue ?
4 | Would you rather... *quit with earn_quit* $19 | or continue ?
5 | Would you rather... *quit with earn_quit* $18 | or continue ?
6 | Would you rather... *quit with earn_quit* $17 | or continue ?
7 | Would you rather... *quit with earn_quit* $16 | or continue ?
8 | Would you rather... *quit with earn_quit* $15 | or continue ?
9 | Would you rather... *quit with earn_quit* $14 | or continue ?
10 | Would you rather... *quit with earn_quit* $13 | or continue ?
11 | Would you rather... *quit with earn_quit* $12 | or continue ?
12 | Would you rather... *quit with earn_quit* $11 | or continue ?
13 | Would you rather... *quit with earn_quit* $10 | or continue ?
14 | Would you rather... *quit with earn_quit* $9 | or continue ?
15 | Would you rather... *quit with earn_quit* $8 | or continue ?
16 | Would you rather... *quit with earn_quit* $7 | or continue ?
17 | Would you rather... *quit with earn_quit* $6 | or continue ?
18 | Would you rather... *quit with earn_quit* $5 | or continue ?
19 | Would you rather... *quit with earn_quit* $4 | or continue ?
20 | Would you rather... *quit with earn_quit* $3 | or continue ?
21 | Would you rather... *quit with earn_quit* $2 | or continue ?
22 | Would you rather... *quit with earn_quit* $1 | or continue ?
23 | Would you rather... *quit with earn_quit* $0 | or continue ?
Here is an example:

- Suppose you would rather quit, but only if the fixed payment you get for quitting, `earn_quit`, is at least $11. For lower values of `earn_quit`, you would rather continue.
- In this case, you should report a switch point of $11. This means that:
  - If a question with an `earn_quit` of $11 or higher is drawn, the computer will make sure you quit.
  - If a question with an `earn_quit` of less than $11 is drawn, the computer will make sure you continue.

Example.
Your switch point: $11

This means:
- You choose to quit if `earn_quit` is $11 or more.
- You choose to continue if `earn_quit` is less than $11.

Remember that reporting a switch point of $11, for example, does not guarantee that you get paid at least $11 in this part of the experiment. It also depends on which question gets drawn!

---

Make sure the slider is in the correct position before you move on.

Here are two more examples of how your slider and switch point could look like.

Example.
Your switch point: $19

This means:
- You choose to quit if `earn_quit` is $19 or more.
- You choose to continue if `earn_quit` is less than $19.

Example.
Your switch point: $3

This means:
- You choose to quit if `earn_quit` is $3 or more.
- You choose to continue if `earn_quit` is less than $3.
2.8 Instructions before main decision (continue/quit) - *AlwaysInfo* treatment

(Only instructions that differ across treatments are displayed here.)

*In this part of the experiment, you have the following two options:*

You can either **continue** or **quit**.

*Each option consists of three steps, which we will now explain in detail. Step 1 does not depend on whether you continue or quit.*
Step 1:

You will find out whether you passed or failed the first IQ test, and whether you guessed most boxes right or wrong in the guessing game.

What happens in Step 2 and 3 will depend on whether you continue or quit.

Step 2:

If you quit, you will be asked to take a very easy test.

While you take the easy test, the information from Step 1 will be displayed next to each question.
Find out if you:
(i) passed or failed IQ Test
(ii) guessed most boxes right or wrong

Easy Test
(Information still displayed)

Fixed Payment
(earn_quit)

Step 3:
You will earn a fixed payment, let's call this payment "earn_quit".

Remember that the information from Step 1 – whether you passed or failed the first IQ test, and whether you guessed most boxes right or wrong – will be displayed while you take the next test.

If you continue, this information will be displayed next to each question of the second IQ test.

If you quit, this information will be displayed next to each question of the easy test.
2.9 Instructions before risk task

Part 4

Two options

You have two options in Part 4.

**Option A:**
Option A means that you get a fixed payment, called \( \text{Earn}_A \).

**Option B:**
Option B means that you get the following lottery:
- With a chance of \( P \)%, you earn \( \$20 \).
- But with a chance of \( (100-P) \)%, you earn \( \$0 \).

\( P \) will be replaced with an actual number in the experiment.

**Important:**
\( P \) is **not** just some random draw between 0 and 100. \( P \) is a **fixed number**, and you will see what \( P \) is before you report your **switch point**.

This means that you know exactly with which probability the lottery pays you \( \$20 \) and \( \$0 \) **before** you decide between Option A and Option B.
Just as before, we will show you the list of questions, and we will ask you to report at which dollar value you would like to switch from Option A to Option B.

Given your switch point, the computer can "fill out" your answers to all questions.

- If you chose Option A in the question that is drawn for payment, you get a fixed payment of some Earn_A.

- If you chose Option B in the question that is drawn for payment, you get a lottery where you earn $20 with a chance of P%, and $0 with a chance of (100-P)%.

Finally, make sure the slider is in the correct position before you move on. Here are some examples of how your slider and switch point could look like.

**Example.**
Your switch point: $19

This means:
- You choose the fixed payment if Earn_A is $19 or more.
- You choose the lottery if Earn_A is less than $19.

**Example.**
Your switch point: $11

This means:
- You choose the fixed payment if Earn_A is $11 or more.
- You choose the lottery if Earn_A is less than $11.

**Example.**
Your switch point: $3

This means:
- You choose the fixed payment if Earn_A is $3 or more.
- You choose the lottery if Earn_A is less than $3.
3 Screenshots Experimental Interface

Below, screenshots of the experimental interface of the Baseline treatment are displayed. Whenever subjects encountered a screen saying “Please wait for further instructions,” a new set of instructions was displayed on the screen and read out loud by the experimenter, see Section 2. After that, subjects received the password to move on. Raven’s matrices were taken from test number 844 of the Advanced Progressive Matrices Set II (Raven, 1973).
3.1 Before main experiment: Guessing game

Please wait for further instructions.

Screenshot 43

– Instructions at the very beginning of the experiment here. –
Quick comprehension quiz

Which statements are correct? (Click on all that apply.)

- I will get a bonus payment if I can guess all three boxes correctly.
- How well I guess will not impact my earnings in this experiment.
- The guessing game is just about luck, not about skill.
- There will be three boxes in this guessing game.

Guess which three boxes contain a ball.
3.2 Part 1: IQ test

Please wait for further instructions.

-- Instructions before first IQ test here. --

PART 1/4
of the experiment begins now.
IQ Test.

0|1|1

Question 1/7

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0|1|1

Screenshot 48
IQ Test.

0103

Question 2/7

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0109
IQ Test.

Question 3/7

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0104
IQ Test.

Question 4/7

Which piece completes the pattern?

1

2

3

4

5

6

7

8

0121
IQ Test.

Question 5/7

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0119
IQ Test.

0121

Question 6/7

Which piece completes the pattern?

1 2 3 4

5 6 7 8

0121

Screenshot 53
37
IQ Test.

Question 7/7

Which piece completes the pattern?

[Diagram of arrow patterns]

1 2 3 4 5 6 7 8

0108
3.3 Part 2: Beliefs and performance feedback (positive feedback version)

Please wait for further instructions.

Screenshot 55

– Instructions before initial beliefs here. –

Assessment task 1/4

How likely (out of 100) do you think it is that you passed the IQ-test?
(You passed if you answered at least 5/7 questions correctly.)

0                                      100

Move the bar to make your assessment.

Screenshot 56
Relevant information

Later in this experiment, you might be asked to take another IQ test. Let's call this the future IQ test.

- It would consist of similar questions, and have a similar level of difficulty.
- You would again have 90 seconds to answer one question.
- You would again pass if you can solve at least 5 out of 7 questions correctly.

Before taking the future IQ test, you would see if you passed or failed the first IQ test, and if you guessed most boxes right or wrong. This information would still be visible while you take the test.
Please wait for further instructions.

Instructions before feedback (cards) here.
Cards

The computer has drawn your card. Remember that it is twice as likely that the card will say the truth, than that the card will be fake. Click the blue arrow symbol to flip the card over.
The card says:

You **PASSED**

the IQ-test.
Which statement is correct?

- The card said I PASSED the IQ-test.
- The card said I FAILED the IQ-test.

Now that you have seen what your cards says, you can adjust your assessments from before.
Assessment task 3/4

Now that you have seen your card:

The card says:
You **PASSED**
the IQ-test.

**How likely** (out of 100) do you think it is that you **passed** the IQ-test?
(You passed if you answered at least 5/7 questions correctly.)

0 100

Move the bar to make your assessment.

Screenshot 64
Relevant information

As you know, later in this experiment, you might be asked to take another IQ test. Let's call this the future IQ test.

- It would consist of similar questions, and have a similar level of difficulty.
- You would again have 90 seconds to answer one question.
- You would again pass if you can solve at least 5 out of 7 questions correctly.

Before taking the future IQ test, you would see if you passed or failed the first IQ test, and if you guessed most boxes right or wrong. This information would still be visible while you take the test.
Assessment task 4/4

Now that you have seen your card:

The card says:

You **PASSED**
the IQ-test.

**How likely** (out of 100) do you think it is that you could **pass** the **future IQ test**?
(You pass if you answer at least 5/7 questions correctly.)

0 100

Move the bar to make your assessment.
3.4 Part 3: Main decision (continue/quit)

Please wait for further instructions.

Screenshot 67

— Instructions before practice BDM here. —
This is just a test.
Your decision below does not count yet.

<table>
<thead>
<tr>
<th>Q#</th>
<th>Would you rather take...</th>
<th>Option A</th>
<th>Option B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $22)</td>
<td>Path B</td>
</tr>
<tr>
<td>2</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $21)</td>
<td>Path B</td>
</tr>
<tr>
<td>3</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $20)</td>
<td>Path B</td>
</tr>
<tr>
<td>4</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $19)</td>
<td>Path B</td>
</tr>
<tr>
<td>20</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $3)</td>
<td>Path B</td>
</tr>
<tr>
<td>21</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $2)</td>
<td>Path B</td>
</tr>
<tr>
<td>22</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $1)</td>
<td>Path B</td>
</tr>
<tr>
<td>23</td>
<td>Would you rather take...</td>
<td>Path A with (Earn_A = $0)</td>
<td>Path B</td>
</tr>
</tbody>
</table>

Move the slider bar around to familiarize yourself with it.

**Test:** Your switch point: $8

This means:

- You choose to take Path A if \(Earn_A\) is $8 or more.
- You choose to take Path B if \(Earn_A\) is less than $8.

Once you are familiar with it, move on.
Please wait for further instructions.

- Instructions before main decision (continue/quit) here. -

PART 3/4
of the experiment begins now.
Quick comprehension quiz

**Which** statement is **correct**?

If I continue, I earn $20, but only if I passed the first IQ test.

If I continue and fail the second test, I don't earn anything.

If I continue, I earn $20 if I passed at least one IQ test - either the first or the second test.

**Which** statement is **correct**?

If I quit, I will finish earlier.

If I quit, I won't find out if I really passed or failed the first IQ test.

If I quit, I get a fixed payment, but only if I pass the easy test.
**Which statement is correct?**

No matter if I continue or quit,

- ... I will have to take another IQ test.
- ... I will learn if I passed or failed the first IQ test.
- ... I will take a test with 7 more questions.

**Which statement is correct?**

- If I quit, how much I earn will also depend on which question from the list is drawn.
- The switch point I report is just hypothetical and will not affect my payments.
- If I learn that I guessed most boxes correctly, this will increase my earnings.
Which statement is correct?

The lower the switch point of earn_quit that I report, the more likely it is that I continue.

If I report a switch point of $X$, I will earn at least $X$.

If I report a switch point of $X$, I will earn at least $X$ if a question of an earn_quit of $X$ or more is drawn. Otherwise, I continue, with no fixed payment.
<table>
<thead>
<tr>
<th>Q#</th>
<th>Option A</th>
<th>Option B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Would you rather... quit with earn_quit=−22 or continue ?</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Would you rather... quit with earn_quit=−21 or continue ?</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Would you rather... quit with earn_quit=−20 or continue ?</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Would you rather... quit with earn_quit=−19 or continue ?</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Would you rather... quit with earn_quit=−18 or continue ?</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Would you rather... quit with earn_quit=−17 or continue ?</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Would you rather... quit with earn_quit=−16 or continue ?</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Would you rather... quit with earn_quit=−15 or continue ?</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Would you rather... quit with earn_quit=−14 or continue ?</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Would you rather... quit with earn_quit=−13 or continue ?</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Would you rather... quit with earn_quit=−12 or continue ?</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Would you rather... quit with earn_quit=−11 or continue ?</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Would you rather... quit with earn_quit=−10 or continue ?</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Would you rather... quit with earn_quit=−9 or continue ?</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>Would you rather... quit with earn_quit=−8 or continue ?</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Would you rather... quit with earn_quit=−7 or continue ?</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>Would you rather... quit with earn_quit=−6 or continue ?</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>Would you rather... quit with earn_quit=−5 or continue ?</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Would you rather... quit with earn_quit=−4 or continue ?</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Would you rather... quit with earn_quit=−3 or continue ?</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Would you rather... quit with earn_quit=−2 or continue ?</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>Would you rather... quit with earn_quit=−1 or continue ?</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>Would you rather... quit with earn_quit=−0 or continue ?</td>
<td></td>
</tr>
</tbody>
</table>

---

**Your switch point: $17**

This means:

- You choose to quit if earn_quit is $17 or more.
- You choose to continue if earn_quit is less than $17.

If you move on, you finalize your switch point to be $17.
3.4.1 Continue (negative feedback version)

Given your reported switch point, and the question that was drawn, you continue.

This is your actual, true performance on the first IQ-test:
You failed the first IQ-test.

This is your actual, true performance on the guessing game:
You guessed most boxes wrong.

You will now take the second IQ test.
IQ Test.

You failed the first IQ-test. You guessed most boxes wrong.

Which piece completes the pattern?

1
2
3
4
5
6
7
8
IQ Test.

Question 2/7

You failed the first IQ-test.
You guessed most boxes wrong.

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0121
IQ Test.

0112

Question 3/7

You failed the first IQ-test. You guessed most boxes wrong.

Which piece completes the pattern?

1 2 3 4

5 6 7 8

0112

Screenshot 79
58
IQ Test.

0122

Question 4/7

You failed the first IQ-test. You guessed most boxes wrong.

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0122
IQ Test.

Question 5/7

You failed the first IQ-test. You guessed most boxes wrong.

Which piece completes the pattern?

1
2
3
4
5
6
7
8

0122
IQ Test.

Question 6/7

You failed the first IQ-test.
You guessed most boxes wrong.

Which piece completes the pattern?

1
2
3
4
5
6
7
8
You failed the first IQ-test. You guessed most boxes wrong.

Which piece completes the pattern?

1
2
3
4
5
6
7
8
3.4.2 Quit (*Baseline* version)

Given your reported switch point, and the question that was drawn,

you *quit.*
Which piece completes the pattern?
Which piece completes the pattern?

1
2
3
4
5
6
7
8
Question 3/7

Which piece completes the pattern?

1
2
3
4
5
6
7
8
Which piece completes the pattern?
Which piece completes the pattern?
Which piece completes the pattern?

1
2
3
4
5
6
7
8
Which piece completes the pattern?

1
2
3
4
5
6
7
8
3.5 Part 4: Risk task

Please wait for further instructions.

Screenshot 92

Instructions before risk task here.

PART 4/4
of the experiment begins now.

Screenshot 93
Quick comprehension quiz

Which statement is correct?

If I take the lottery, I will earn either $20 or nothing.

If I take the fixed payment, I will earn $20 for sure.

Which statement is correct?

If I take the lottery, I will earn $20 with a chance of P, where P is some random draw between 0 and 100.

If I take the lottery, I will earn $20 with a chance of P, where P is a fixed number. I will see what P is before I report my switch point.

Which statement is correct?

If I report a switch point of $V, I am guaranteed a payment of at least $V in this part of the experiment, no matter which question gets drawn.

If I report a switch point of $V, I am guaranteed a payment of at least $V, but only if a question with a dollar amount of V or higher is chosen. Otherwise, I get the lottery.
Option A:
You get a fixed payment, Earn_A.

Option B:

P = 71%

You get the following lottery:

A 71% chance of earning $20,

and a 29% chance of earning nothing.

Move the slider bar to report your switch point.

Your switch point: $6

This means:

- You choose the fixed payment if Earn_A is $6 or more.
- You choose the lottery if Earn_A is less than $6.

If you move on, you finalize your switch point to be $6.
3.6 End survey

You're almost done!

Please answer the survey questions starting at the next page. Then, remain seated until we call your computer ID number. We will pay you after that.

Screenshot 96

In part 3 of the experiment, why was your switch point to continue $17?

Characters remaining: 500

Screenshot 97

In part 4 of the experiment, why was your switch point to take the lottery $6?

Characters remaining: 500

Screenshot 98
What is your gender identity?

[Male]  [Female]  [Other]
Which of the following is closest to your (anticipated) major?

<table>
<thead>
<tr>
<th>Option</th>
</tr>
</thead>
<tbody>
<tr>
<td>Art, music, literature, dance</td>
</tr>
<tr>
<td>Economics, accounting</td>
</tr>
<tr>
<td>English, languages, communication</td>
</tr>
<tr>
<td>Engineering</td>
</tr>
<tr>
<td>Environmental studies, biology</td>
</tr>
<tr>
<td>History, geography, global studies</td>
</tr>
<tr>
<td>Humanities</td>
</tr>
<tr>
<td>Mathematics</td>
</tr>
<tr>
<td>Science</td>
</tr>
</tbody>
</table>
Was this major your intended major, or were you initially working towards a different major?

This major has been my initial choice.

I was initially aiming for a different major.

— The following two questions were only displayed if a subject indicated they were initially aiming for a different major in the previous question. —

Which major would have been your initial choice?

Why did you not pursue the major that would have been your initial choice?

remaining: 500
What is your nationality?

United States of America

Other

What is your GPA?

Screenshot 103

Screenshot 104
What is your ethnicity?

- Black or African-American
- Asian or Asian-American
- Hispanic
- White
- Other
Which of the following do you think is true about the IQ test used in this experiment?

- On average, international students performed better than domestic students.
- On average, international students performed worse than domestic students.
- I don't think that there is a difference between the performance of international and domestic students.

Which of the following do you think is true about the IQ test used in this experiment?

- On average, female students performed better than male students.
- On average, female students performed worse than male students.
- I don't think that there is a difference between the performance of female and male students.
To what extent do you agree or disagree with the following statement?

"*My mom's occupation is very typical for women of her generation.*"

- Strongly Agree.
- Agree.
- Neither Agree nor Disagree.
- Disagree.
- Strongly Disagree.
To what extent do you agree or disagree with the following statement?

"My dad's occupation is very typical for men of his generation."

<table>
<thead>
<tr>
<th>Strongly Agree.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agree.</td>
</tr>
<tr>
<td>Neither Agree nor Disagree.</td>
</tr>
<tr>
<td>Disagree.</td>
</tr>
<tr>
<td>Strongly Disagree.</td>
</tr>
</tbody>
</table>
To what extent do you agree or disagree with the following statement?

"Women should pay their own way on dates."

- Strongly Agree.
- Agree.
- Neither Agree nor Disagree.
- Disagree.
- Strongly Disagree.
To what extent do you agree or disagree with the following statement?

"A wife with a family has no time for outside employment."

Strongly Agree.
Agree.
Neither Agree nor Disagree.
Disagree.
Strongly Disagree.
When you were a child, how many hours did your **father** work for pay in a typical **week** (approximately)?


When you were a child, how many hours did your **mother** work for pay in a typical **week** (approximately)?


Did you understand the instructions in this experiment?

- Yes, everything was clear.
- No, I did not understand everything.

---

*The following question was only displayed if a subject answered “No, I did not understand everything.” to the previous question.*
What was not clear?

remaining: 500

Is English your first language?

yes

no
Do you have any comments about the experiment? Please let us know.
4 Screenshots Field Study

4.1 Beginning

Welcome!

You are invited to participate in a short research survey. Participating will take approximately 3 minutes of your time.

If you complete this survey, you are rewarded 0.5 bonus points that count towards your final Econ 1 grade in the fall quarter of 2021. In addition, you can earn $50 prizes for making accurate predictions.

Alternatively, you can participate in a research-alternative task to be rewarded the same 0.5 bonus points that count towards your final Econ 1 grade.

You have time until 6pm PT, October 15, 2021, to complete the research survey or the research alternative task. After 6pm, no more responses can be recorded and you are no longer eligible for the 0.5 bonus points.
4.2 Research study

The following was displayed only for those who chose to participate in the research study (and not the research-alternative task).
Consent Form

PURPOSE. You are invited to participate in a research study. The purpose of this study is to investigate peoples' beliefs about future success.

PROCEDURES. This research study consists of one short “mini-survey”. Completing this mini-survey will take approximately 3 minutes of your time. After the quarter ends, and with your permission, the research team will collect data on your exam scores and final grades from this course from your instructor. We will combine this information with your survey responses to evaluate patterns of academic success. The study is implemented exactly as described and there is no deception.

CONFIDENTIALITY. Information collected in this study will be held in strictest confidence and will only be used for research purposes. Identifiable information will never be made public. At the end of the quarter, when the data collection is complete and prizes have been awarded to participants, all personal identifiers will be securely encrypted. The algorithm used for encryption will be securely archived, and the research team of this project will not have access to it. This means that the researchers will exclusively be working with a completely anonymized data set that does not allow linking survey responses back to your identity.

RISKS. There are no risks associated with participation other than those of everyday life.

BENEFITS. There is no direct benefit to you anticipated from your participation in this study.

COMPENSATION. You will be asked to make assessments and predict how likely different outcomes are. To thank you for participating, and to reward good predictions, we will award prizes of $50 to participants who made accurate assessments. Whether or not you win one these prizes will depend on the accuracy of your predictions as well as chance. We guarantee that you maximize your chance of winning $50 if you answer all questions truthfully and always provide your best predictions. Payments will be made using Venmo after the quarter ends. In addition, you will receive 0.5 bonus points that count towards your final Econ 1 grade. (You could complete a research-alternative task to earn the same amount of bonus points.)

RIGHT TO REFUSE OR WITHDRAW. Your participation is completely voluntary. There is no relationship between this study and the materials taught in this course. Your decision to participate will have no impact on your grade in this course or your relationship with your instructor or TA, and will not affect your academic standing in any way. Neither your instructor nor your TA will be involved as researchers in this study. There will be no repercussions if you choose not to participate. In addition, you may withdraw from the mini-survey at any time. If you do not complete the mini-survey, this counts as withdrawal, meaning your answers in that survey will be discarded and will thus not be eligible for the $50 prize award.

QUESTIONS AND CONTACTS. If you have questions about the study or how the compensation mechanism works, please contact Maria Kogelnik: kogelnik@ucla.edu. If you have questions regarding your rights and participation as a research subject, please contact the Human Subjects Committee at (805) 893-8207 or hasc@research.ucsb.edu. Or write to the University of California, Human Subjects Committee, Office of Research, Santa Barbara, CA 93106-2050.
Do you want to participate in this research study?

By choosing “yes”, you confirm that you are at least 18 years old, and that you agree to participate in the research study. You give permission for the researchers to collect your test scores and grade from this course at the end of the academic quarter. Your survey answers and other data collected will be held in strictest confidence, and no identifying information will be stored after the data collection is complete.

- Yes.
- No, exit this survey.
- No, do research-alternative task instead.

The following was displayed only for those who gave consent to participate in the research study.
In what follows, you will be asked to make assessments of how likely (out of 100) a given situation is.

Please provide your true, most accurate assessments. This will increase your chance of winning a $50 prize at the end of the quarter.

Bring the slider bars into the position that represents your true assessment.

How likely (out of 100) do you think it is that you answered at least 12 of 15 questions correctly on the first Econ 1 midterm quiz?

0 100
How likely (out of 100) do you think it is that you will answer at least 12 of 15 questions correctly on the second Econ 1 midterm quiz?
What is your race identity?

- White
- Black or African American
- American Indian or Alaska Native
- Asian
- Native Hawaiian or Pacific Islander
- Other

What is your gender identity?

- Male
- Female
- Other

What is your Venmo ID or phone number? (Needed to process the payment of the $50 prize if you win.)

What is your email address?

Do you have any questions or comments for the research team? You can also email kogelnik@ucsb.edu.
4.3 Research-alternative task

There were ten slider questions in total. Below is a selection.
Please move the slider bar to 6.

Please move the slider bar to 53.

Please move the slider bar to 80.

Please move the slider bar to 65.

Please move the slider bar to 79.
References