

**Online Appendix for**  
**“Equity Concerns are Narrowly Framed”**  
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**A Additional Results**

Table A.1: *Baseline* Treatment, regression results when restricting to the first set of decisions

	Linear probability model of choosing:		
	Favors1 (1)	Equal (2)	Favors2 (3)
<b>Panel A: All subjects</b>			
<i>Component equity</i> $\implies X$	0.20*** (0.03)	0.20*** (0.03)	0.17*** (0.03)
# Social planners	210	210	210
# Decisions	1470	1470	1470
<b>Panel B: All subjects who self-report being attentive</b>			
<i>Component equity</i> $\implies X$	0.20*** (0.03)	0.20*** (0.03)	0.18*** (0.03)
# Social planners	199	199	199
# Decisions	1393	1393	1393

\*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . Standard errors are clustered by subject and shown in parentheses. The results are from a linear probability model of choosing the allocation noted in the column header. *Component equity*  $\implies X$  is an indicator for the allocation that achieves component equity being the allocation denoted in the corresponding column. We include FEs for each endowment set. Data are from the first set of decisions in the *Baseline* treatment made by all of the subjects in Panel A and by the 95% of subjects who self-report being attentive in Panel B (see footnote 8 for details).

Table A.2: *Adding* Treatment, regression results

	Linear probability model of choosing:		
	Favors1 (1)	Equal (2)	Favors2 (3)
<b>Panel A: All subjects</b>			
<i>Component equity</i> $\implies X$	0.11*** (0.02)	0.06*** (0.02)	0.06*** (0.02)
<i>Adding*Component equity</i> $\implies X$	-0.05* (0.03)	0.03 (0.03)	-0.01 (0.03)
# Social planners	199	199	199
# Decisions	5174	5174	5174
<b>Panel B: Subjects who self-report being attentive</b>			
<i>Component equity</i> $\implies X$	0.13*** (0.02)	0.09*** (0.02)	0.08*** (0.02)
<i>Adding*Component equity</i> $\implies X$	-0.05* (0.03)	0.01 (0.03)	-0.02 (0.03)
# Social planners	166	166	166
# Decisions	4316	4316	4316

\*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . Standard errors are clustered by subject and shown in parentheses. The results are from a linear probability model of choosing the allocation noted in the column header. *Component equity*  $\implies X$  is an indicator for the allocation that achieves component equity being the allocation denoted in the corresponding column; *Adding* is an indicator for the adding decisions (i.e., allocation decision in which the social planner adds to—rather than subtracts from—the participants' endowments). We include FEs for each endowment set among the adding decisions and separate FEs for each endowment set among the baseline decisions. Data are from the decisions made in the *Adding* treatment by all of the subjects who pass the cognitive screening questions in Panel A and by the 83% of those subjects who also self-report being attentive in Panel B (see footnote 8 for details).

Table A.3: *High Stakes* treatment, regression results

	Linear probability model of choosing:		
	Favors1 (1)	Equal (2)	Favors2 (3)
<b>Panel A: All subjects</b>			
<i>Component equity</i> $\implies X$	0.12*** (0.02)	0.11*** (0.02)	0.11*** (0.03)
<i>High Stakes</i> *( <i>Component equity</i> $\implies X$ )	0.01 (0.03)	-0.02 (0.03)	0.01 (0.03)
# Social Planners	199	199	199
# Decisions	5174	5174	5174
<b>Panel B: Subjects who self-report being attentive</b>			
<i>Component equity</i> $\implies X$	0.13*** (0.03)	0.12*** (0.02)	0.12*** (0.03)
<i>High Stakes</i> *( <i>Component equity</i> $\implies X$ )	0.01 (0.03)	-0.02 (0.03)	0.01 (0.03)
# Social Planners	176	176	176
# Decisions	4576	4576	4576

\*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . Standard errors are clustered by subject and shown in parentheses. The results are from a linear probability model of choosing the allocation noted in the column header. *Component equity*  $\implies X$  is an indicator for the allocation that achieves component equity being the allocation denoted in the corresponding column; *High Stakes* is an indicator for the high-stakes decisions. We include FEs for each endowment set among the high-stakes decisions and separate FEs for each endowment set among the baseline decisions. Data are from the decisions made in the *High Stakes* treatment by all of the subjects in Panel A and by the 88% of subjects who self-report being attentive in Panel B (see footnote 8 for details).

Table A.4: The *Baseline* and *Baseline-Aggregated* treatments, regression results

	Linear probability model of choosing:		
	Favors1 (1)	Equal (2)	Favors2 (3)
<b>Panel A: All subjects</b>			
<i>Component equity</i> $\implies X$	0.16*** (0.02)	0.21*** (0.02)	0.16*** (0.03)
<i>Aggregated</i> *( <i>Component equity</i> $\implies X$ )	-0.15*** (0.03)	-0.17*** (0.03)	-0.12*** (0.03)
# Social planners	410	410	410
# Decisions	5740	5740	5740
<b>Panel B: All subjects who self-report being attentive</b>			
<i>Component equity</i> $\implies X$	0.16*** (0.02)	0.21*** (0.02)	0.16*** (0.03)
<i>Aggregated</i> *( <i>Component equity</i> $\implies X$ )	-0.15*** (0.03)	-0.17*** (0.03)	-0.12*** (0.03)
# Social planners	388	388	388
# Decisions	5432	5432	5432

\*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . The results are from a linear probability model of choosing the allocation noted in the column header. *Component equity*  $\implies X$  is an indicator for the allocation that achieves component equity being the allocation denoted in the corresponding column; *Aggregated* is an indicator for the *Baseline-Aggregated* treatment. We include FEs for each endowment set in the *Aggregated* treatment and separate FEs for each endowment set in the *Baseline-Aggregated* treatment. Data are from the decisions made in the *Baseline* or *Baseline-Aggregated* treatment by all of the subjects in Panel A and by the 95% of subjects who self-report being attentive in Panel B (see footnote 8).

Table A.5: The *Uncertainty* and *Uncertainty-Aggregated* treatments, regression results

	Linear probability model of choosing:		
	Favors1 (1)	Equal (2)	Favors2 (3)
<b>Panel A: All subjects</b>			
<i>Component equity</i> $\implies X$	0.13*** (0.02)	0.18*** (0.02)	0.15*** (0.02)
<i>Aggregated</i> *( <i>Component equity</i> $\implies X$ )	0.00 (0.03)	-0.05 (0.03)	-0.02 (0.03)
# Social planners	390	390	390
# Decisions	5460	5460	5460
<b>Panel B: All subjects who self-report being attentive</b>			
<i>Component equity</i> $\implies X$	0.14*** (0.02)	0.19*** (0.02)	0.16*** (0.02)
<i>Aggregated</i> *( <i>Component equity</i> $\implies X$ )	0.00 (0.03)	-0.05 (0.03)	-0.01 (0.03)
# Social planners	363	363	363
# Decisions	5082	5082	5082

\*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . The results are from a linear probability model of choosing the allocation noted in the column header. *Component equity*  $\implies X$  is an indicator for the allocation that achieves component equity being the allocation denoted in the corresponding column; *Uncertainty-Aggregated* is an indicator for the *Uncertainty-Aggregated* treatment. We include FEs for each endowment set in the *Uncertainty* treatment and separate FEs for each endowment set in the *Uncertainty-Aggregated* treatment. Data are from the decisions made in the *Uncertainty* or *Uncertainty-Aggregated* treatment by all of the subjects in Panel A and by the 93% of subjects who self-report being attentive in Panel B (see footnote 8).

Table A.6: All treatments in Wave 6, with interaction of narrow bracketing risk, regression results

	Linear probability model of choosing:		
	Favors1 (1)	Equal (2)	Favors2 (3)
<b>Panel 1: <i>Baseline</i> treatment</b>			
<i>Component equity</i> $\implies X$	0.19*** (0.03)	0.25*** (0.04)	0.18*** (0.04)
<i>Narrowly Bracketing Risk</i>	0.02 (0.02)	0.01 (0.03)	0.02 (0.02)
<i>Component equity</i> $\implies X$ * <i>Narrowly Bracketing Risk</i>	-0.06 (0.04)	-0.07 (0.05)	-0.03 (0.04)
# Social planners	210	210	210
# Decisions	2940	2940	2940
<b>Panel 2: <i>Baseline-Aggregated</i> treatment</b>			
<i>Component equity</i> $\implies X$	-0.00 (0.02)	0.04* (0.02)	0.03 (0.02)
<i>Narrowly Bracketing Risk</i>	-0.00 (0.01)	-0.00 (0.03)	0.01 (0.03)
<i>Component equity</i> $\implies X$ * <i>Narrowly Bracketing Risk</i>	0.02 (0.03)	-0.00 (0.03)	0.01 (0.03)
# Social planners	200	200	200
# Decisions	2800	2800	2800
<b>Panel 3: <i>Uncertainty</i> treatment</b>			
<i>Component equity</i> $\implies X$	0.13*** (0.03)	0.19*** (0.03)	0.15*** (0.03)
<i>Narrowly Bracketing Risk</i>	-0.01 (0.02)	0.02 (0.03)	-0.00 (0.02)
<i>Component equity</i> $\implies X$ * <i>Narrowly Bracketing Risk</i>	0.00 (0.04)	-0.03 (0.05)	0.00 (0.04)
# Social planners	203	203	203
# Decisions	2842	2842	2842
<b>Panel 4: <i>Uncertainty-Aggregated</i> treatment</b>			
<i>Component equity</i> $\implies X$	0.11*** (0.03)	0.10*** (0.03)	0.13*** (0.03)
<i>Narrowly Bracketing Risk</i>	0.04 (0.04)	0.05 (0.05)	0.00 (0.04)
<i>Component equity</i> $\implies X$ * <i>Narrowly Bracketing Risk</i>	0.04 (0.04)	0.05 (0.05)	0.00 (0.04)
# Social planners	187	187	187
# Decisions	2618	2618	2618

\*  $p < 0.10$ , \*\*  $p < 0.05$ , \*\*\*  $p < 0.01$ . The results are from a linear probability model of choosing the allocation noted in the column header. *Component equity*  $\implies X$  is an indicator for the allocation that achieves component equity being the allocation denoted in the corresponding column; *Narrowly Bracketing Risk* is an indicator for subjects who we classify as narrowly bracketing risk (according to the definition in Section 2.7). We include FEs for each endowment set. Data are from the decisions made in the treatment noted in the panel by all of the subjects.

## Figure A.1: Example Small-Tokens Decision Screen

### (a) Baseline Treatment

Recall that your first participant (P1) and your second participant (P2) will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with more small tokens and with fewer large tokens.** In particular:

**P1:** will be endowed with **140 small tokens** and **70 large tokens.**

**P2:** will be endowed with **100 small tokens** and **90 large tokens.**

If this is the scenario-that-counts, your two participants must give up a total of 80 small tokens. Please select how many small tokens each participant should have to give up.

**Have P1 give up 40 fewer small tokens than P2 so that**

**P1:** ends up with **120 small tokens** and **70 large tokens.**

**P2:** ends up with **40 small tokens** and **90 large tokens.**

**Have P1 give up the same number of small tokens as P2 so that**

**P1:** ends up with **100 small tokens** and **70 large tokens.**

**P2:** ends up with **60 small tokens** and **90 large tokens.**

**Have P1 give up 40 more small tokens than P2 so that**

**P1:** ends up with **80 small tokens** and **70 large tokens.**

**P2:** ends up with **80 small tokens** and **90 large tokens.**

### (b) Alternative Framing Treatment

Recall that participants will receive 1 cent for each small token and 2 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a larger number of small tokens and with a smaller number of large tokens** -- in particular:

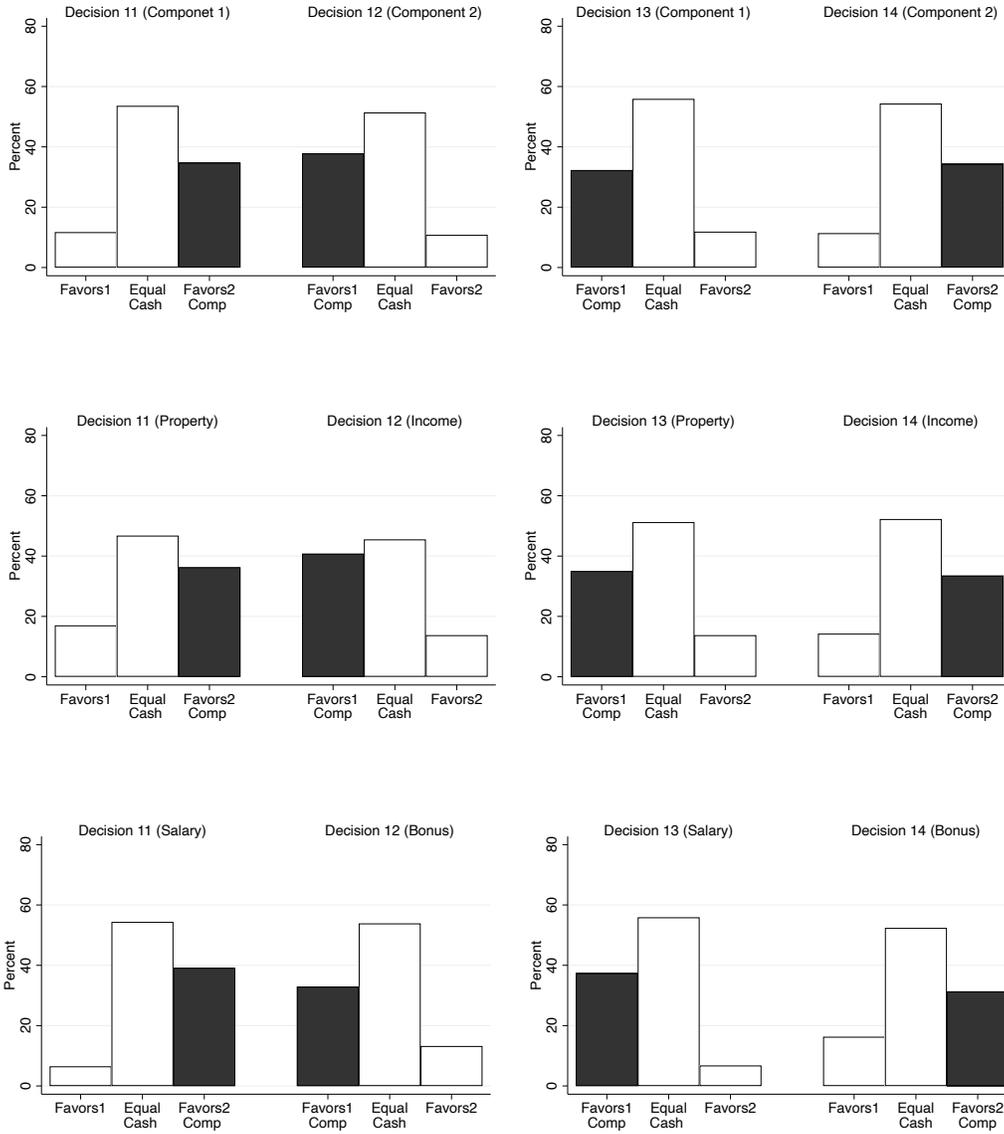
**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed **100** small tokens and **90** large tokens

If this is the scenario-that-counts, then how many small tokens would you like for each of your participants to give up?

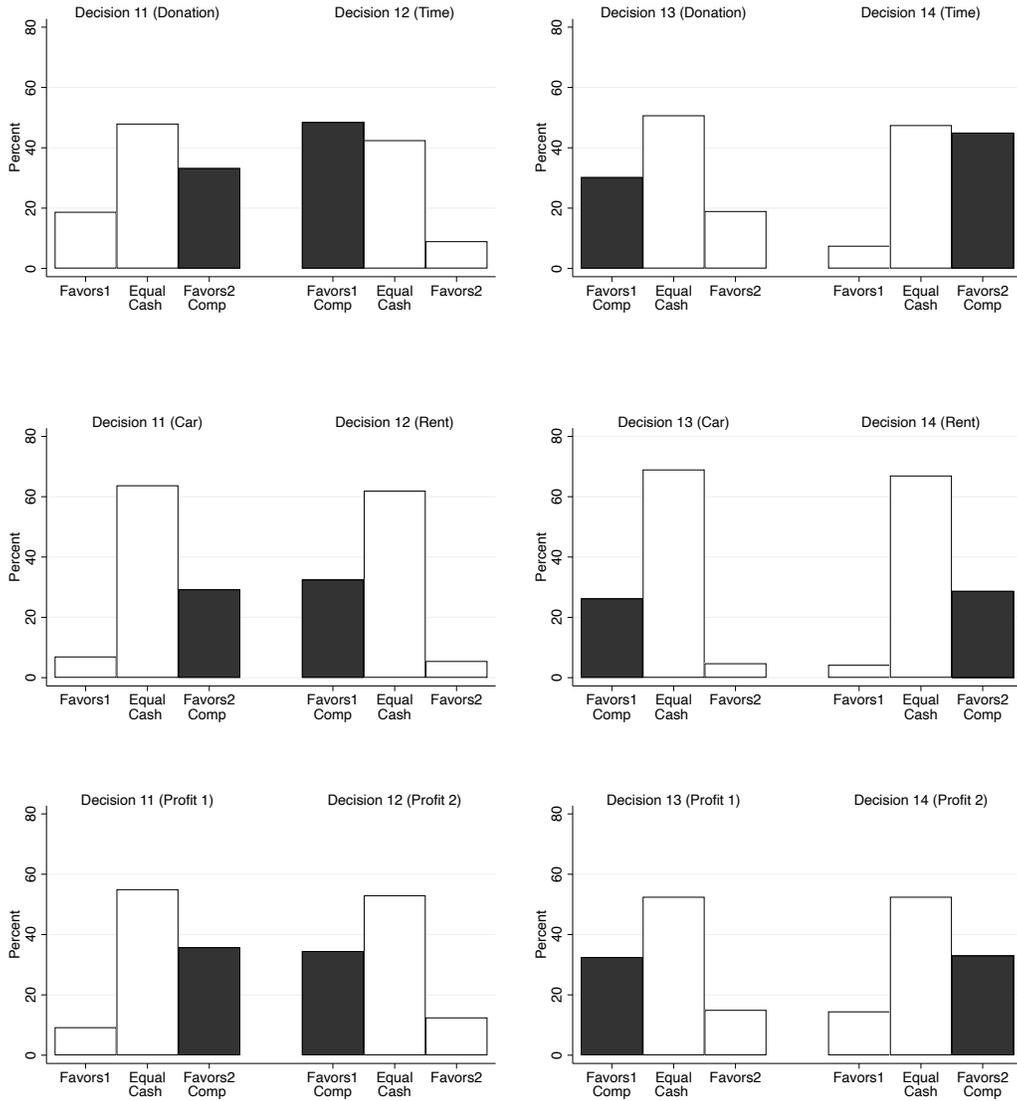
- My first participant:** give up **20** small tokens  
**My second participant:** give up **60** small tokens
- My first participant:** give up **40** small tokens  
**My second participant:** give up **40** small tokens
- My first participant:** give up **60** small tokens  
**My second participant:** give up **20** small tokens

Figure A.2: Application Graphs



The above shows the distribution of hypothetical application decisions—pulled across all contexts or restricted to the noted context in the second and third rows—described in Section 3. To do so, each row of figures above follows the structure of the bottom row of figures in Figure 1, which shows the distribution of our main allocation decisions for Decisions 11–14 and is hence labeled according to which of these decisions it corresponds with.

Figure A.3: Application Graphs 2



The above shows the distribution of hypothetical application decisions—restricted to the noted context—described in Section 3. To do so, each row of figures above follows the structure of the bottom row of figures in Figure 1, which shows the distribution of our main allocation decisions for Decisions 11–14 and is hence labeled according to which of these decisions it corresponds with.

## B Experimental Instructions for the Wave 6 treatments

There were four treatments run in Wave 6. Section B.1 presents the full instructions of the *Baseline* treatment. Section B.2 presents details how the *Baseline-Aggregated* treatment differs from the *Baseline* treatment. Section B.3 details how the *Uncertainty* treatment differs from the *Baseline* treatment. Section B.4 details how the *Uncertainty-Aggregated* treatment differs from the *Uncertainty* treatment.

### B.1 Experimental Instructions for the *Baseline* treatment

After consenting to participate in the study, subjects are informed of the \$5 study completion fee and of the opportunity to earn additional payment. Figure B.1 shows how this payment information is explained and the corresponding understanding question that each subject must answer correctly in order to proceed.

Figure B.1: Payment

**Study Overview:** To complete this study, you will complete two parts (Part 1 and Part 2) and a short follow-up survey. Following certain instructions, you will be asked understanding questions. You must answer these understanding questions correctly in order to proceed to complete the study.

**Your Payment:** For completing this study, you will receive a minimum payment of \$5 within 24 hours. Additional payments may also result from this study. In particular, Part 1 and Part 2 are equally likely to be randomly selected as the part-that-counts. Any additional payments from the part-that-counts will be distributed.

**Understanding Question:** Which of the following statements is true?

For completing this study, I will receive \$5 within 24 hours. Also, there is no chance of any additional payments.

For completing this study, I will receive \$5 within 24 hours. Also, any additional payments that result from the part-that-counts will be distributed.

For completing this study, I will receive no payment.

In Part 1, the subjects learn that they will make decisions for a future study involving two participants who are called their “first participant” and their “second participant.” In particular, the subjects learn that they will have to choose between options that require each of the two participants to give up some number of small tokens or large tokens. Figures B.2 and B.3 show how this information is explained and the corresponding understanding questions that each subject must answer correctly in order to proceed.

Figure B.2: Part 1 Instructions

**Part 1 (out of 2) Instructions**

**A Future Study:** In a future study, other Prolific participants will be asked to answer a series of questions. Their bonus payment depends on how many small tokens and large tokens they end up with. How many small tokens and how many large tokens a participant ends up with is determined as follows. First, at the beginning of the study, they will receive a random endowment of small tokens and large tokens. Second, as part of the study, they will have to give up some of their tokens. Third, at the end of the study, any tokens that a participant ends up with are turned into cents and paid to that participant as a bonus. Each small token is worth 1 cent. Each large token is worth 2 cents.

**Your Decisions:** If this part is randomly selected as the part-that-counts, you will be paired with two randomly selected Prolific participants who will complete the future study. We will refer to your two Prolific participants as "your first participant" (or "P1") and "your second participant" (or "P2").

Your two participants will face one randomly selected scenario out of 14 possible scenarios that vary in how many tokens they are endowed with. We will refer to the randomly selected scenario as the "scenario-that-counts." For each of the 14 scenarios, you will be asked to choose between one of three allocations. Each allocation will specify how many small tokens each of your participants must give up out of their endowments of small tokens or how many large tokens each of your participants must give up out of their endowments of large tokens. The allocation you choose in the scenario-that-counts will then be implemented and thus determine how many small tokens and how many large tokens each of your participants ends up with.

### Figure B.3: Part 1 Comprehension Questions

**Understanding Question:** If this part is the part-that-counts, the allocation you choose in the scenario-that-counts...

will not influence how many tokens each of your participants ends up with.

will determine how many tokens each of your participants ends up with.

may or may not determine how many tokens each of your participants ends up with.

**Understanding Question:** If this part is the part-that-counts, your participants will receive bonus payments of..

1 cent for each small token and 1 cent for each large token that they end up with.

2 cents for each small token and 1 cent for each large token that they they end up with.

1 cent for each small token and 2 cents for each large token that they end up with.

The subjects then face 14 decisions, arising from 7 unique endowment sets. These 7 endowment sets only differ in the initial endowment of the second participant, since the first participant always has an initial endowment of 140 small tokens and 70 large tokens. Specifically the second participant has an initial endowment equal to (140 small tokens, and 70 large tokens), (100 small tokens, and 70 large tokens), (180 small tokens, and 70 large tokens), (140 small tokens, and 50 large tokens), (140 small tokens, and 90 large tokens), (100 small tokens, and 90 large tokens), or (180 small tokens, and 50 large tokens). While all subjects face the same decisions, the order of these 14 decisions is randomized at the subject level as follows. Each subject is randomized to either make the 7 small-token decisions first or the 7 large-token decisions first. Within each set of 14 decisions, the order of the endowments for the second participants are randomized. Figure B.4 shows an example of a small-token decision where the subject is asked to decide how many small tokens the first and second participant must give up. Figure B.5 shows an example of a large-token decision where the subject is asked to decide how many large tokens the first and

second participant must give up.

Figure B.4: Example Small-Token Decision in the *Baseline* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with more small tokens and with fewer large tokens.** In particular:

**P1:** will be endowed with **140 small tokens** and **70 large tokens.**

**P2:** will be endowed with **100 small tokens** and **90 large tokens.**

If this is the scenario-that-counts, your two participants must give up a total of 80 small tokens. Please select how many small tokens each participant should have to give up.

**Have P1 give up 40 fewer small tokens than P2 so that**

**P1:** ends up with **120 small tokens** and **70 large tokens.**

**P2:** ends up with **40 small tokens** and **90 large tokens.**

**Have P1 give up the same number of small tokens as P2 so that**

**P1:** ends up with **100 small tokens** and **70 large tokens.**

**P2:** ends up with **60 small tokens** and **90 large tokens.**

**Have P1 give up 40 more small tokens than P2 so that**

**P1:** ends up with **80 small tokens** and **70 large tokens.**

**P2:** ends up with **80 small tokens** and **90 large tokens.**

Figure B.5: Example Large-Token Decision in the *Baseline* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 2 cents for each large token and 1 cent for each small token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with fewer large tokens and with more small tokens**. In particular:

**P1:** will be endowed with **70 large tokens** and **140 small tokens**.

**P2:** will be endowed with **90 large tokens** and **100 small tokens**.

If this is the scenario-that-counts, your two participants must give up a total of 40 large tokens. Please select how many large tokens each participant should have to give up.

**Have P1 give up 20 fewer large tokens than P2 so that**

**P1:** ends up with **60 large tokens** and **140 small tokens**.

**P2:** ends up with **60 large tokens** and **100 small tokens**.

**Have P1 give up the same number of large tokens as P2 so that**

**P1:** ends up with **50 large tokens** and **140 small tokens**.

**P2:** ends up with **70 large tokens** and **100 small tokens**.

**Have P1 give up 20 more large tokens than P2 so that**

**P1:** ends up with **40 large tokens** and **140 small tokens**.

**P2:** ends up with **80 large tokens** and **100 small tokens**.

In Part 2, participants make 10 additional decisions. Figure B.6 shows how the instructions for Part 2 information is explained and the corresponding understanding questions that each subject must answer correctly in order to proceed. Figures B.7-B.16 present an example set of 10 decisions for a given subject. The order of these 10 decisions is randomized at the subject level. In addition, the “endowment sets” involved in these decisions is also randomized at the subject level.

To better understand these decisions and the “endowment sets,” please note the following. A subject is asked to make 10 decisions, two decisions about five contexts. Specifically, for each of the five contexts (labeled as Context 1–5 in Figures B.7-B.16), there is one “Payoff Component 1” decision and one “Payoff Component 2.” Within each context, there are two parties (i.e., two households in Context 1, two workers in Context 2, two families in Context 3, two siblings in Context 4, and two suppliers in Context 5). Let’s refer these two parties as Party 1 and Party 2. Within each context, there are two possible endowment sets: (i) Party 1 is endowed with more of Payoff Component 1 (shown in red) and less of Payoff Component 2 (shown in blue) while the Party 2 is endowed with less of Payoff Component 1 and more of Payoff Component 2, and (ii) Party 1 is endowed with less of Payoff Component 1 and more of Payoff Component 2 while the Party 2 is endowed with more of Payoff Component 1 and less of Payoff Component 2. Thus, there are effectively 10 unique endowments sets (2 endowment sets for each of the five contexts). But, for a given subject, we only ask them to make two decisions (a Payoff Component 1 Decision and a Payoff Component 2 decision) for a unique endowment set for each of the five contexts and hence to only make 10 decisions total. That said, there are 20 decisions possible given there are two endowments sets possible for each of the five contexts.

Figure B.6: Part 2 Instructions

**Part 2 (out of 2) Instructions**

**Your Decisions:** In this part, you will be asked to choose between one of three allocations in 10 scenarios. Please choose your allocations carefully and honestly. If this part is randomly selected as the part-that-counts, you will be paid \$1 as a bonus payment.

**Understanding Question:** If this part is the part-that-counts, I will receive...

no bonus payment.

a bonus payment of \$1 for sure.

a bonus payment that depends on which allocations I choose in the scenarios in this part.

## Figure B.7: Context 1, Payoff Component 1 Decision

Consider two households who earn the same amount of money (from their jobs and from returns on their assets) and who pay the same total amount of money in taxes.

**Household A** pays **less in income taxes** but **more in property taxes**.

**Household B** pays **more in income taxes** but **less in property taxes**.

To help stimulate the economy, the government has decided to provide some households with an income tax credit. Each dollar that a household receives as an income tax credit is a dollar less they have to pay in taxes. Which household should get a larger **income tax credit**?

Household A should get a larger income tax credit

The income tax credit should be the same for both households

Household B should get a larger income tax credit

## Figure B.8: Context 1, Payoff Component 2 Decision

Consider two households who earn the same amount of money (from their jobs and from returns on their assets) and who pay the same total amount of money in taxes.

**Household A** pays **more in property taxes** but **less in income taxes**.

**Household B** pays **less in property taxes** but **more in income taxes**.

To help stimulate the economy, the government has decided to provide some households with a property tax credit. Each dollar that a household receives as a property tax credit is a dollar less they have to pay in taxes. Which household should get a larger **property tax credit**?

Household A should get a larger property tax credit

The property tax credit should be the same for both households

Household B should get a larger property tax credit

## Figure B.9: Context 2, Payoff Component 1 Decision

Consider two workers who earn the same total compensation from their salaries and benefits.

**Worker A** is compensated with **more salary** but **less benefits**.

**Worker B** is compensated with **less salary** but **more benefits**.

Due to unexpected financial struggles, their boss has decided to make cuts to the salaries of some workers.  
Which worker should have their **salary** cut by more?

Worker A's salary should be cut by more

Both workers' salaries should be cut by the same amount

Worker B's salary should be cut by more

## Figure B.10: Context 2, Payoff Component 2 Decision

Consider two workers who earn the same total compensation from their salaries and benefits.

**Worker A** is compensated with **less benefits** but **more salary**.

**Worker B** is compensated with **more benefits** but **less salary**.

Due to unexpected financial struggles, their boss has decided to make cuts to the benefits of some workers.  
Which worker should have their **benefits** cut by more?

Worker A's benefits should be cut by more

Both workers' benefits should be cut by the same amount

Worker B's benefits should be cut by more

### Figure B.11: Context 3, Payoff Component 1 Decision

Consider two families. Each family has one child. The two children attend the same school. Each family has contributed the same total amount to the school when accounting for money they have donated and time they have volunteered. Each family also has the same amount of available time and money.

**Family A** has **donated less money** but **volunteered more time**.

**Family B** has **donated more money** but **volunteered less time**.

Due to unexpected financial struggles, the school needs more money to be donated next month. Next month, which family should **donate** relatively more?

Family A should donate more

Both families should donate the same amount

Family B should donate more

### Figure B.12: Context 3, Payoff Component 2 Decision

Consider two families. Each family has one child. The two children attend the same school. Each family has contributed the same total amount to the school when accounting for money they have donated and time they have volunteered. Each family also has the same amount of available time and money.

**Family A** has **volunteered more time** but **donated less money**.

**Family B** has **volunteered less time** but **donated more money**.

Due to unexpected financial struggles, the school needs more time to be volunteered next month. Next month, which family should **volunteer** relatively more?

Family A should volunteer more

Both families should volunteer the same amount

Family B should volunteer more

### Figure B.13: Context 4, Payoff Component 1 Decision

Consider two siblings. Since they graduated from high school, each sibling has received the same total amount of money from their parents.

**Sibling A** has received **more money for car payments** but **less money for rent**.

**Sibling B** has received **less money for car payments** but **more money for rent**.

Due to unexpected financial struggles, both siblings need money for car payments. Their parents have a fixed amount of additional money to assist the siblings. Which sibling should receive relatively more of this additional **money for car payments**?

Sibling A should receive relatively more of this additional money for car payments

Both siblings should receive the same amount of this additional money for car payments

Sibling B should receive relatively more of this additional money for car payments

### Figure B.14: Context 4, Payoff Component 2 Decision

Consider two siblings. Since they graduated from high school, each sibling has received the same total amount of money from their parents.

**Sibling A** has received **less money for rent** but **more money for car payments**.

**Sibling B** has received **more money for rent** but **less money for car payments**.

Due to unexpected financial struggles, both siblings need money for rent. Their parents have a fixed amount of additional money to assist the siblings. Which sibling should receive relatively more of this additional **money for rent**?

Sibling A should receive relatively more of this additional money for rent

Both siblings should receive the same amount of this additional money for rent

Sibling B should receive relatively more of this additional money for rent

## Figure B.15: Context 5, Payoff Component 1 Decision

Consider two suppliers who have negotiated with a firm to provide two goods for the firm. Both suppliers are earning the same amount of profit from their arrangement with the firm.

**Supplier A** is earning **more profit from providing good 1** but **less profit from providing good 2**.

**Supplier B** is earning **less profit from providing good 1** but **more profit from providing good 2**.

Due to an unexpected change in the firm's budget, the firm decides to renegotiate with the suppliers to decrease the amount of profit the firms earn from good 1. How should they reduce the amount of **profit from good 1** earned by the two suppliers?

Supplier A should give up more profit from good 1

Both suppliers should give up the same amount of profit from good 1

Supplier B should give up more profit from good 1

## Figure B.16: Context 5, Payoff Component 2 Decision

Consider two suppliers who have negotiated with a firm to provide two goods for the firm. Both suppliers are earning the same amount of profit from their arrangement with the firm.

**Supplier A** is earning **less profit from providing good 2** but **more profit from providing good 1**.

**Supplier B** is earning **more profit from providing good 2** but **less profit from providing good 1**.

Due to an unexpected change in the firm's budget, the firm decides to renegotiate with the suppliers to decrease the amount of profit the firms earn from good 2. How should they reduce the amount of **profit from good 2** earned by the two suppliers?

Supplier A should give up more profit from good 2

Both suppliers should give up the same amount of profit from good 2

Supplier B should give up more profit from good 2

After finishing both parts of the study, subjects finish a short follow-up survey. On the first page (see Figure B.17), it randomly determined whether a subject is asked about their small-token decisions or large-token decisions. On the second page (see Figure B.18) and third page (see Figure B.19), subjects are asked to make hypothetical lottery decisions.

Figure B.17: Follow-Up Survey (Page 1)

**Consider the decisions you made involving small and large tokens. Across those scenarios, when deciding how many small tokens each of your participants had to give up, please indicate that extent to which it is socially appropriate to:**

	Very socially inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate
Always equalize the total number of small tokens that each participant ends up with.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Always have participants give up the same number of small tokens	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Always equalize the total amount in cents that each participant ends up with.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Figure B.18: Follow-Up Survey (Page 2)

Below describes two **hypothetical** decisions that you will be asked to make about winning or losing money. In each case, please make your decision as though you were actually going to win or lose the money.

Please keep in mind that winning or losing in one decision does not make it more or less likely that you win or lose in another decision, as though the outcome of each decision was decided with a separate coin flip.

**Decision 1:** Choose between:

A. winning \$240

B. a 25% chance of winning \$1000 and a 75% chance of not winning or losing any money

**Decision 2:** Choose between:

C. losing \$750

D. a 75% chance of losing \$1000, and a 25% chance of not winning or losing any money

Figure B.19: Follow-Up Survey (Page 3)

Below describes a **hypothetical** decision that you will be asked to make about winning or losing money. Please make your decision as though you were actually going to win or lose the money.

**Decision:** Choose between:

A. a 25% chance of winning \$240 and a 75% chance of losing \$760

B. losing \$510

C. a 25% chance of winning \$250 and a 75% chance of losing \$750

D. a 6.25% chance of winning \$1000, a 37.5% chance of not winning or losing any money, and a 56.25% chance of losing \$1000

## B.2 Experimental Instructions for the *Baseline-Aggregated* treatment

The experimental instructions in the *Baseline-Aggregated* treatment are identical to those in *Baseline* treatment shown in Section B.1, with the exception that the total amount of money (in cents) that each participant ends up with from each allocation is calculated for the subject in Part 1. Figures B.20 and B.21 show example token decisions with the total amount of money shown in green.

Figure B.20: Example Small-Token Decision in the *Baseline-Aggregated* treatment

### Scenario 1 (out of 14)

Recall that your first participant (P1) and your second participant (P2) will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with more small tokens and with fewer large tokens.** In particular:

**P1:** will be endowed with **140 small tokens** and **70 large tokens**.

**P2:** will be endowed with **100 small tokens** and **90 large tokens**.

If this is the scenario-that-counts, your two participants must give up a total of 80 small tokens. Please select how many small tokens each participant should have to give up.

**Have P1 give up 40 fewer small tokens than P2 so that**

**P1:** ends up with **120 small tokens** and **70 large tokens**, for a total of **260 cents**.

**P2:** ends up with **40 small tokens** and **90 large tokens**, for a total of **220 cents**.

**Have P1 give up the same number of small tokens as P2 so that**

**P1:** ends up with **100 small tokens** and **70 large tokens**, for a total of **240 cents**.

**P2:** ends up with **60 small tokens** and **90 large tokens**, for a total of **240 cents**.

**Have P1 give up 40 more small tokens than P2 so that**

**P1:** ends up with **80 small tokens** and **70 large tokens**, for a total of **220 cents**.

**P2:** ends up with **80 small tokens** and **90 large tokens**, for a total of **260 cents**.

Figure B.21: Example Large-Token Decision in the *Baseline-Aggregated* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 2 cents for each large token and 1 cent for each small token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with fewer large tokens and with more small tokens.** In particular:

**P1:** will be endowed with **70 large tokens** and **140 small tokens**.

**P2:** will be endowed with **90 large tokens** and **100 small tokens**.

If this is the scenario-that-counts, your two participants must give up a total of 40 large tokens. Please select how many large tokens each participant should have to give up.

**Have P1 give up 20 fewer large tokens than P2 so that**

**P1:** ends up with **60 large tokens** and **140 small tokens**, for a total of **260 cents**.

**P2:** ends up with **60 large tokens** and **100 small tokens**, for a total of **220 cents**.

**Have P1 give up the same number of large tokens as P2 so that**

**P1:** ends up with **50 large tokens** and **140 small tokens**, for a total of **240 cents**.

**P2:** ends up with **70 large tokens** and **100 small tokens**, for a total of **240 cents**.

**Have P1 give up 20 more large tokens than P2 so that**

**P1:** ends up with **40 large tokens** and **140 small tokens**, for a total of **220 cents**.

**P2:** ends up with **80 large tokens** and **100 small tokens**, for a total of **260 cents**.

### B.3 Experimental Instructions for the *Uncertainty* treatment

The experimental instructions in the *Uncertainty* treatment are identical to those in the *Baseline* treatment shown in Section B.1, with the exception that each participant is randomly endowed with—in addition to the amount of money resulting from their endowment of small tokens and large tokens—an unknown number of cents. Specifically, while subjects are not informed of the unknown number of cents with which participants are endowed, subjects are informed that, for each participant, the unknown number of cents is randomly selected to equal 0, 40, or 80 cents. Figures B.22 and B.23 show the instructions and comprehension questions. Figures B.24 and B.25 show example token decisions with uncertain amount of cents added. Given the unknown number of cents, the last statement in the follow-up question shown in Figure B.17 was also modified to ask how socially appropriate it is to “always equalize the total amount of cents that each participant has a chance of ending up with” rather than to “always equalize the total amount of cents that each participant ends up with.”

## Figure B.22: Instructions

### **Part 1 (out of 2) Instructions**

**A Future Study:** In a future study, other Prolific participants will be asked to answer a series of questions. Their bonus payment will equal the sum of their non-tokens-based bonus payment and their tokens-based bonus payment. Their non-tokens-based bonus payment will equal a random amount that is equally likely to be 0, 40, or 80 cents. Their tokens-based bonus payment depends on how many small tokens and large tokens they end up with. How many small tokens and how many large tokens a participant ends up with is determined as follows. First, at the beginning of the study, they will receive a random endowment of small tokens and large tokens. Second, as part of the study, they will have to give up some of their tokens. Third, at the end of the study, any tokens that a participant ends up with are turned into cents and paid to that participant as a bonus. Each small token is worth 1 cent. Each large token is worth 2 cents.

**Your Decisions:** If this part is randomly selected as the part-that-counts, you will be paired with two randomly selected Prolific participants who will complete the future study. We will refer to your two Prolific participants as "your first participant" (or "P1") and "your second participant" (or "P2").

Your two participants will face one randomly selected scenario out of 14 possible scenarios that vary in how many tokens they are endowed with. We will refer to the randomly selected scenario as the "scenario-that-counts." For each of the 14 scenarios, you will be asked to choose between one of three allocations. Each allocation will specify how many small tokens each of your participants must give up out of their endowments of small tokens or how many large tokens each of your participants must give up out of their endowments of large tokens. The allocation you choose in the scenario-that-counts will then be implemented and thus determine how many small tokens and how many large tokens each of your participants ends up with.

## Figure B.23: Comprehension Questions

**Understanding Question:** If this part is the part-that-counts, the allocation you choose in the scenario-that-counts...

will not influence how many tokens each of your participants ends up with.

will determine how many tokens each of your participants ends up with.

may or may not determine how many tokens each of your participants ends up with.

**Understanding Question:** If this part is the part-that-counts, your participants will receive tokens-based bonus payments of...

1 cent for each small token and 1 cent for each large token that they end up with.

2 cents for each small token and 1 cent for each large token that they they end up with.

1 cent for each small token and 2 cents for each large token that they end up with.

**Understanding Question:** If this part is the part-that-counts, your participants will receive bonus payments of...

their tokens-based bonus payment only.

their non-tokens-based bonus payment only.

their tokens-based bonus payment plus their non-tokens-based bonus payment.

Figure B.24: Example Small-Token Decision in *Uncertainty* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with more small tokens and with fewer large tokens**. In particular:

**P1:** will be endowed with **140 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** will be endowed with **100 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

If this is the scenario-that-counts, your two participants must give up a total of 80 small tokens. Please select how many small tokens each participant should have to give up.

**Have P1 give up 40 fewer small tokens than P2 so that**

**P1:** ends up with **120 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** ends up with **40 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**Have P1 give up the same number of small tokens as P2 so that**

**P1:** ends up with **100 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** ends up with **60 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**Have P1 give up 40 more small tokens than P2 so that**

**P1:** ends up with **80 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** ends up with **80 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

Figure B.25: Example Large-Token Decision in *Uncertainty* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 2 cents for each large token and 1 cent for each small token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with fewer large tokens and with more small tokens**. In particular:

**P1:** will be endowed with **70 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** will be endowed with **90 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

If this is the scenario-that-counts, your two participants must give up a total of 40 large tokens. Please select how many large tokens each participant should have to give up.

**Have P1 give up 20 fewer large tokens than P2 so that**

**P1:** ends up with **60 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** ends up with **60 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**Have P1 give up the same number of large tokens as P2 so that**

**P1:** ends up with **50 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** ends up with **70 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**Have P1 give up 20 more large tokens than P2 so that**

**P1:** ends up with **40 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** ends up with **80 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

## **B.4 Experimental Instructions for the *Uncertainty-Aggregated* treatment**

The experimental instructions in the *Uncertainty-Aggregated* treatment are identical to those in *Uncertainty* treatment shown in Section B.3, with the exception that the total amount of money (in cents) that each participant ends up with from each allocation is calculated for the subject in Part 1. Figures B.26 and B.27 show example token decisions with the total amount of money shown in green.

Figure B.26: Example Small-Token Decision in *Uncertainty-Aggregated* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with more small tokens and with fewer large tokens**. In particular:

**P1:** will be endowed with **140 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** will be endowed with **100 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

If this is the scenario-that-counts, your two participants must give up a total of 80 small tokens. Please select how many small tokens each participant should have to give up.

**Have P1 give up 40 fewer small tokens than P2 so that**

**P1:** ends up with **120 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **260 cents or 300 cents or 340 cents**.

**P2:** ends up with **40 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **220 cents or 260 cents or 300 cents**.

**Have P1 give up the same number of small tokens as P2 so that**

**P1:** ends up with **100 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **240 cents or 280 cents or 320 cents**.

**P2:** ends up with **60 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **240 cents or 280 cents or 320 cents**.

**Have P1 give up 40 more small tokens than P2 so that**

**P1:** ends up with **80 small tokens** and **70 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **220 cents or 260 cents or 300 cents**.

**P2:** ends up with **80 small tokens** and **90 large tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **260 cents or 300 cents or 340 cents**.

Figure B.27: Example Large-Token Decision in *Uncertainty-Aggregated* treatment

**Scenario 1 (out of 14)**

Recall that your first participant (P1) and your second participant (P2) will receive 2 cents for each large token and 1 cent for each small token that they end up with.

If this is the scenario-that-counts, relative to P2, **P1 will be endowed with fewer large tokens and with more small tokens**. In particular:

**P1:** will be endowed with **70 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

**P2:** will be endowed with **90 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents.

If this is the scenario-that-counts, your two participants must give up a total of 40 large tokens. Please select how many large tokens each participant should have to give up.

**Have P1 give up 20 fewer large tokens than P2 so that**

**P1:** ends up with **60 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **260 cents or 300 cents or 340 cents**.

**P2:** ends up with **60 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **220 cents or 260 cents or 300 cents**.

**Have P1 give up the same number of large tokens as P2 so that**

**P1:** ends up with **50 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **240 cents or 280 cents or 320 cents**.

**P2:** ends up with **70 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **240 cents or 280 cents or 320 cents**.

**Have P1 give up 20 more large tokens than P2 so that**

**P1:** ends up with **40 large tokens** and **140 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **220 cents or 260 cents or 300 cents**.

**P2:** ends up with **80 large tokens** and **100 small tokens** and a random amount equal to 0 cents or 40 cents or 80 cents, for a total of **260 cents or 300 cents or 340 cents**.

## C Experimental Instructions for Wave 1–5 Treatments

There are five additional treatments. Section C.1 presents the full instructions of the *Alternative Framing* treatment. Section C.2 presents the full instructions of the *Cognitive Screen* treatment. Section C.3 details how the *High-Stakes* treatment differs from the *Alternative Framing* treatment. Section C.4 details how the *Adding* treatment differs from the *Alternative Framing* treatment. Section C.5 details how the *First Person* treatment differs from the *Alternative Framing* treatment.

### C.1 Experimental Instructions: The *Alternative Framing* treatment

We recruited 400 Amazon Mechanical Turk participants to complete the *Alternative Framing* treatment in February 2018. After consenting to participate in the study, subjects are informed of the \$4 study completion fee and of the opportunity to earn additional payment. Figure C.1 shows how this payment information is explained and the corresponding understanding question that each subject must answer correctly in order to proceed.

Figure C.1: Payment Information

**Your Payment:** For completing this study, you will receive a minimum payment of \$4 within 24 hours. To complete this study, you will make a series of decisions -- followed by a short survey. Following certain instructions, you will be asked understanding questions. You must answer these understanding questions correctly in order to proceed to complete the study.

**Understanding Question:** Which of the following statements is true?

- For completing this study, I will receive \$4 within 24 hours.
- For completing this study, I may or may not receive \$4 within 24 hours.
- For completing this study, I will receive no payment.

The subjects then proceed to the study instructions. The subjects learn that they

will make decisions for a future study involving two participants who are called their “first participant” and their “second participant.” In particular, the subjects learn that they will have to choose between options that require each of the two participants to give up some number of small tokens or large tokens. Figure C.2 shows how this information is explained and the corresponding understanding questions that each subject must answer correctly in order to proceed.

Figure C.2: Instructions and Understanding Questions

**A Future Study:** In a future study, other Mturk participants will be asked to answer a series of questions. As part of their payment, they will receive a random endowment of small tokens and large tokens. Before the participants complete the study, they will have to give up some of their tokens. At the end of the study, any tokens that a participant gets to keep are turned into cents and paid to that participant as a bonus. Each small token is worth 1 cent. Each large token is worth 2 cents.

**Your Decisions:** You will be paired with two randomly selected Mturk participants who will complete the future study. We will refer to your two Mturk participants as "your first participant" and "your second participant."

Your two participants will face one randomly selected scenario out of 26 possible scenarios that vary in how many tokens they are endowed with. We will refer to the randomly selected scenario as the "scenario-that-counts." For each of the 26 scenarios, you will be asked to choose between one of three allocations. Each allocation will specify how many small tokens each of your participants must give up out of their endowments of small tokens or how many large tokens each of your participants must give up out of their endowments of large tokens. The allocation you choose in the scenario-that-counts will then be implemented and thus determine how many small tokens and how many large tokens each of your participants gets to keep.

**Understanding Question:** In the scenario-that-counts, the allocation you choose...

- will not influence how many tokens each of your participants gets to keep.
- will determine how many tokens each of your participants gets to keep.
- may or may not determine how many tokens each of your participants gets to keep.

**Understanding Question:** As a bonus, the participants will receive...

- 1 cent for each small token and 1 cent for each large token that they get to keep.
- 2 cents for each small token and 1 cent for each large token that they get to keep.
- 1 cent for each small token and 2 cents for each large token that they get to keep.

**Understanding Question:** Consider a scenario where, relative to your second participant, your first participant will be endowed with a larger number of small tokens and a larger number of large tokens -- in particular:

**Your first participant:** will be endowed with **120** small tokens and **50** large tokens  
**Your second participant:** will be endowed with **110** small tokens and **40** large tokens

If the allocation that is implemented requires your first participant to give up **40** small tokens and your second participant to give up **20** small tokens, how many tokens would each of your participants get to keep?

- Your first participant:** will get to keep **80** small tokens and **50** large tokens  
**Your second participant:** will get to keep **90** small tokens and **40** large tokens
- Your first participant:** will get to keep **120** small tokens and **10** large tokens  
**Your second participant:** will get to keep **110** small tokens and **20** large tokens
- Your first participant:** will get to keep **120** small tokens and **50** large tokens  
**Your second participant:** will get to keep **110** small tokens and **40** large tokens

The subjects then face 26 decisions, arising from 13 unique endowment sets. These 13 endowment sets only differ in the initial endowment of the second participant, since the first participant always has an initial endowment of 140 small tokens and 70 large tokens. Specifically the second participant has an initial endowment equal to (140 small tokens, and 70 large tokens), (100 small tokens, and 70 large tokens), (180 small tokens, and 70 large tokens), (140 small tokens, and 50 large tokens), (140 small tokens, and 90 large tokens), (100 small tokens, and 90 large tokens), (180 small tokens, and 50 large tokens), (120 small tokens, and 70 large tokens), (160 small tokens, and 70 large tokens), (140 small tokens, and 60 large tokens), (140 small tokens, and 80 large tokens), (100 small tokens, and 50 large tokens) or (180 small tokens, and 90 large tokens). While all subjects face the same decisions, the

order of these 26 decisions is randomized at the subject level as follows. Each subject is randomized to either make the 13 small-token decisions first or the 13 large-token decisions first. Within each set of 13 decisions, the order of the endowments for the second participants are randomized. Figure C.3 shows an example of a small-token decision where the subject is asked to decide how many small tokens the first and second participant must give up. Figure C.4 shows an example of a large-token decision where the subject is asked to decide how many large tokens the first and second participant must give up.

Figure C.3: Example Small-Token Decision

**Scenario 1 (out of 26)**

Recall that participants will receive 1 cent for each small token and 2 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with the same number of small tokens and with a smaller number of large tokens** -- in particular:

**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed **140** small tokens and **90** large tokens

If this is the scenario-that-counts, then how many small tokens would you like for each of your participants to give up?

- My first participant:** give up **20** small tokens  
**My second participant:** give up **60** small tokens
- My first participant:** give up **40** small tokens  
**My second participant:** give up **40** small tokens
- My first participant:** give up **60** small tokens  
**My second participant:** give up **20** small tokens

## Figure C.4: Example Large-Token Decision

### Scenario 14 (out of 26)

Recall that participants will receive 1 cent for each small token and 2 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a smaller number of small tokens and with a smaller number of large tokens** -- in particular:

**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed **180** small tokens and **90** large tokens

If this is the scenario-that-counts, then how many large tokens would you like for each of your participants to give up?

- My first participant:** give up **10** large tokens  
**My second participant:** give up **30** large tokens
- My first participant:** give up **20** large tokens  
**My second participant:** give up **20** large tokens
- My first participant:** give up **30** large tokens  
**My second participant:** give up **10** large tokens

## C.2 Experimental Instructions *Cognitive Screen* treatment

We recruited 400 Amazon Mechanical Turk participants to complete the *Cognitive Screen* treatment in July 2020. A total of 284 subjects correctly answered the screening questions and completed this version of the study.

After consenting to participate in the study, subjects are asked three screening questions that require them to correctly report the monetary value of: (i) 50 small tokens, (ii) 100 large tokens, and (iii) the sum of 140 small tokens and 40 large tokens. The subjects who answered one or more of these questions incorrectly were screened out of our study, did not participate further, and only received a \$3.00 completion payment. The 284 subjects who answered all of these questions correctly were screened into our study, made 26 choices and received a \$4.00 completion payment. The difference in completion payments—\$3.00 versus \$4.00—was known to subjects when they were answering the screening questions. Figure C.5 shows how this information is explained and the corresponding screening questions. For the 284 subjects who are screened into our study, they view a decision screen explaining that they will now make additional choices (see Figure C.6) and then face the exact same decision screens as those detailed in our main *Alternative Framing* treatment (see Appendix C.1).

Figure C.5: Screening Questions

**If you answer any of the following three questions incorrectly, you will NOT have the opportunity to earn any bonus payment from this study.**

**If you answer all three questions correctly, you will guarantee yourself a bonus payment of at least \$1.00.**

In this study, you will make decisions that involve small tokens and large tokens.

Each small token is equal to 1 cent.

Each large token is equal to 2 cents.

Given this, please answer the following three questions.

**Understanding Question:** How many cents are 100 small tokens worth?

50	100	150	200
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**Understanding Question:** How many cents are 50 large tokens worth?

50	100	150	200
----	-----	-----	-----

**Understanding Question:** How many cents are 140 small tokens and 40 large tokens worth?

100	180	220	320
-----	-----	-----	-----

## Figure C.6: Payment Information

That's correct!

You will now make a series of decisions in Parts 1 and 2 -- followed by a short survey.

If you complete this study, you will receive a minimum payment from this HIT of \$3.00 within 24 hours. Also:

- You are guaranteed to receive a bonus payment of at least \$1.00, and

- Additional payments may result from your decisions in Parts 1 and 2. In particular, one of those two parts will be randomly selected as the part-that-counts. Any additional payment that results from the part-that-counts will be distributed in accordance with the instructions in that part.

**Understanding Question:** Which of the following statements is true?

For completing this study, I will receive \$3.00 within 24 hours. I will also receive a bonus payment of at least \$1.00. Any additional payment that results from the part-that-counts will also be distributed.

For completing this study, I will receive \$3.00 within 24 hours. No additional payments may result.

For completing this study, I will receive \$3.00 within 24 hours. Also, the decisions I make in Parts 1 and 2 cannot influence any additional payments from this study.

### C.3 Experimental Instructions: The *High Stakes* treatment

We recruited 199 Amazon Mechanical Turk participants to complete the *High Stakes* treatment in April 2020. After consenting to participate in the study, subjects are informed of the \$3 study completion fee and of the opportunity to earn additional payment. Figure C.7 shows how this payment information is explained and the corresponding understanding question that each subject must answer correctly in order to proceed.

Figure C.7: Payment Information

**Your Payment:** For completing this study, you will receive a minimum payment of \$3 within 24 hours. To complete this study, you will make a series of decisions -- followed by a short survey. Following certain instructions, you will be asked understanding questions. You must answer these understanding questions correctly in order to proceed to complete the study.

**Understanding Question:** Which of the following statements is true?

For completing this study, I will receive \$3 within 24 hours.

For completing this study, I may or may not receive \$3 within 24 hours.

For completing this study, I will receive no payment.

The subjects then proceed to the study instructions. The subjects learn that they will make decisions for a future study involving two participants who are called their “first participant” and their “second participant.” In particular, the subjects learn that they will have to choose between options that result in each participant receiving some number of small tokens or large tokens. Figure C.8 shows how this information is explained and the corresponding understanding questions that each subject must answer correctly in order to proceed.

## Figure C.8: Instructions and Understanding Questions

**A Future Study:** In a future study, other Mturk participants will be asked to answer a series of questions. As part of their payment, they will receive a random endowment of small tokens and large tokens. Before the participants complete the study, they will have to give up some of their tokens. At the end of the study, any tokens that a participant gets to keep are turned into cents and paid to that participant as a bonus. Each small token is worth some number of cents, and each large token is worth some number of cents.

**Your Decisions:** You will be paired with two randomly selected Mturk participants who will complete the future study. We will refer to your two Mturk participants as "your first participant" and "your second participant."

Your two participants will face one randomly selected scenario out of 26 possible scenarios that vary in how many tokens they are endowed with. We will refer to the randomly selected scenario as the "scenario-that-counts." For each of the 26 scenarios, you will be asked to choose between one of three allocations. Each allocation will specify how many small tokens each of your participants must give up out of their endowments of small tokens or how many large tokens each of your participants must give up out of their endowments of large tokens. The allocation you choose in the scenario-that-counts will then be implemented and thus determine how many small tokens and how many large tokens each of your participants gets to keep.

**Understanding Question:** In the scenario-that-counts, the allocation you choose...

will not influence how many tokens each of your participants gets to keep.

will determine how many tokens each of your participants gets to keep.

may or may not determine how many tokens each of your participants gets to keep.

**Understanding Question:** In the scenario-that-counts, if each small token is worth 1 cent and each large token is worth 2 cents, the participants will receive, as a bonus, ...

1 cent for each small token and 1 cent for each large token that they get to keep.

5 cents for each small token and 10 cents for each large token that they get to keep.

1 cent for each small token and 2 cents for each large token that they get to keep.

**Understanding Question:** In the scenario-that-counts, if each small token is worth 5 cents and each large token is worth 10 cents, the participants will receive, as a bonus, ...

1 cent for each small token and 1 cent for each large token that they get to keep.

5 cents for each small token and 10 cents for each large token that they get to keep.

1 cent for each small token and 2 cents for each large token that they get to keep.

**Understanding Question:** Consider a scenario where, relative to your second participant, your first participant will be endowed with a larger number of small tokens and a larger number of large tokens -- in particular:

**Your first participant:** will be endowed with **120** small tokens and **50** large tokens

**Your second participant:** will be endowed with **110** small tokens and **40** large tokens

If the allocation that is implemented requires your first participant to give up **40** small tokens and your second participant to give up **20** small tokens, how many tokens would each of your participants get to keep?

**Your first participant:** will get to keep **80** small tokens and **50** large tokens  
**Your second participant:** will get to keep **90** small tokens and **40** large tokens

**Your first participant:** will get to keep **120** small tokens and **10** large tokens  
**Your second participant:** will get to keep **110** small tokens and **20** large tokens

**Your first participant:** will get to keep **120** small tokens and **50** large tokens  
**Your second participant:** will get to keep **110** small tokens and **40** large tokens

The subjects then face 26 decisions. There are 14 baseline decisions in which small tokens are worth 1 cent and large tokens are worth 2 cents, and 12 high-stakes decisions in which small tokens are worth 5 cents and large tokens are worth 10 cents. In all of the decisions, the first participant always has an initial endowment of 140 small tokens and 70 large tokens.

The 14 baseline decisions arise from participants making small-token decisions (structured as in Figure C.9) and large-token decisions (structured as in Figure C.10) when the second participant has an initial endowment equal to (140 small tokens, and 70 large tokens), (100 small tokens, and 70 large tokens), (180 small tokens, and 70 large tokens), (140 small tokens, and 50 large tokens), (140 small tokens, and 90 large tokens), (100 small tokens, and 90 large tokens), or (180 small tokens, and 50 large tokens).

The 12 high-stakes decisions arise from participants making small-token decisions (structured as in Figure C.11) and large-token decisions (structured as in Figure C.12) when the second participant has an initial endowment equal to (100 small tokens, and 70 large tokens), (180 small tokens, and 70 large tokens), (140 small tokens, and 50 large tokens), (140 small tokens, and 90 large tokens), (100 small tokens, and 90 large tokens), or (180 small tokens, and 50 large tokens),

While all subjects face the same decisions, the order of these 26 decisions is randomized at the subject level as follows. First, each subject is randomized to either face the 14 baseline decisions or the 12 high-stakes decisions first. Second, within each set of these decisions, each subject is randomized to either either face the small-token decisions or the large-token decisions first. Third, within each set of those decisions, the order of the endowments for the second participants are randomized.

## Figure C.9: Example Small-Token Baseline Decision

### Scenario 1 (out of 26)

If this is the scenario-that-counts, participants will receive 1 cent for each small token and 2 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a larger number of small tokens and with a smaller number of large tokens** -- in particular:

**Your first participant:** will be endowed with **110** small tokens and **55** large tokens

**Your second participant:** will be endowed with **70** small tokens and **75** large tokens

If this is the scenario-that-counts, then how many small tokens would you like for each of your participants to give up?

**My first participant:** give up **20** small tokens  
**My second participant:** give up **60** small tokens

**My first participant:** give up **40** small tokens  
**My second participant:** give up **40** small tokens

**My first participant:** give up **60** small tokens  
**My second participant:** give up **20** small tokens

## Figure C.10: Example Large-Token Baseline Decision

### Scenario 8 (out of 26)

If this is the scenario-that-counts, participants will receive 1 cent for each small token and 2 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a smaller number of small tokens and with a larger number of large tokens** -- in particular:

**Your first participant:** will be endowed with **110** small tokens and **55** large tokens

**Your second participant:** will be endowed with **150** small tokens and **35** large tokens

If this is the scenario-that-counts, then how many large tokens would you like for each of your participants to give up?

**My first participant:** give up **10** large tokens  
**My second participant:** give up **30** large tokens

**My first participant:** give up **20** large tokens  
**My second participant:** give up **20** large tokens

**My first participant:** give up **30** large tokens  
**My second participant:** give up **10** large tokens

Figure C.11: Example Small-Token High-Stakes Decision

Scenario 20 (out of 26)

If this is the scenario-that-counts, participants will receive 5 cents for each small token and 10 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, your first participant will be endowed with the same number of small tokens and with a larger number of large tokens -- in particular:

Your first participant: will be endowed with 110 small tokens and 55 large tokens

Your second participant: will be endowed with 110 small tokens and 35 large tokens

If this is the scenario-that-counts, then how many small tokens would you like for each of your participants to give up?

My first participant: give up 20 small tokens  
My second participant: give up 60 small tokens

My first participant: give up 40 small tokens  
My second participant: give up 40 small tokens

My first participant: give up 60 small tokens  
My second participant: give up 20 small tokens

Figure C.12: Example Large-Token High-Stakes Decision

Scenario 21 (out of 26)

If this is the scenario-that-counts, participants will receive 5 cents for each small token and 10 cents for each large token that they get to keep.

If this is the scenario-that-counts, relative to your second participant, your first participant will be endowed with the same number of small tokens and with a larger number of large tokens -- in particular:

Your first participant: will be endowed with 110 small tokens and 55 large tokens

Your second participant: will be endowed with 110 small tokens and 35 large tokens

If this is the scenario-that-counts, then how many large tokens would you like for each of your participants to give up?

My first participant: give up 10 large tokens  
My second participant: give up 30 large tokens

My first participant: give up 20 large tokens  
My second participant: give up 20 large tokens

My first participant: give up 30 large tokens  
My second participant: give up 10 large tokens

## C.4 Experimental Instructions: The *Adding* treatment

We recruited 199 Amazon Mechanical Turk participants to complete the *Adding* treatment in April 2020. After consenting to participate in the study, subjects are informed of the \$3 study completion fee and of the opportunity to earn additional payment. Figure C.13 shows how this payment information is explained and the corresponding understanding question that each subject must answer correctly in order to proceed.

Figure C.13: Payment Information

**Your Payment:** For completing this study, you will receive a minimum payment of \$3 within 24 hours. To complete this study, you will make a series of decisions -- followed by a short survey. Following certain instructions, you will be asked understanding questions. You must answer these understanding questions correctly in order to proceed to complete the study.

**Understanding Question:** Which of the following statements is true?

For completing this study, I will receive \$3 within 24 hours.

For completing this study, I may or may not receive \$3 within 24 hours.

For completing this study, I will receive no payment.

The subjects then proceed to the study instructions. The subjects learn that they will make decisions for a future study involving two participants who are called their “first participant” and their “second participant.” In particular, the subjects learn that they will have to choose between options that result in each participant receiving some number of small tokens or large tokens. Figure C.14 shows how this information is explained and the corresponding understanding questions that each subject must answer correctly in order to proceed.

## Figure C.14: Instructions and Understanding Questions

**A Future Study:** In a future study, other Mturk participants will be asked to answer a series of questions. As part of their payment, they will receive a bonus that is solely determined by the number of small tokens and large tokens they end up with. Each small token is worth 1 cent, and each large token is worth 2 cents. They will start with a random endowment of small tokens and large tokens.

**Your Decisions:** You will be paired with two randomly selected Mturk participants who will complete the future study. We will refer to your two Mturk participants as "your first participant" and "your second participant."

Your two participants will face one randomly selected scenario out of 26 possible scenarios that vary in how many tokens they are endowed with. We will refer to the randomly selected scenario as the "scenario-that-counts." For each of the 26 scenarios, you will be asked to choose between one of three allocations. Each allocation will specify changes to the number of small tokens each of your participants will end up with or changes to the number of large tokens each of your participants will end up with. The allocation you choose in the scenario-that-counts will then be implemented and determine how many small tokens and how many large tokens each of your participants will end up with.

**Understanding Question:** In the scenario-that-counts, the allocation you choose...

will not influence how many tokens each of your participants ends up with.

will determine how many tokens each of your participants ends up with.

may or may not determine how many tokens each of your participants ends up with.

**Understanding Question:** In the scenario-that-counts, if each small token is worth 1 cent and each large token is worth 2 cents, the participants will receive, as a bonus, ...

1 cent for each small token and 1 cent for each large token that they end up with.

5 cents for each small token and 10 cents for each large token that they end up with.

1 cent for each small token and 2 cents for each large token that they end up with.

**Understanding Question:** Consider a scenario where, relative to your second participant, your first participant will be endowed with a larger number of small tokens and a larger number of large tokens -- in particular:

**Your first participant:** will be endowed with **120** small tokens and **50** large tokens  
**Your second participant:** will be endowed with **110** small tokens and **40** large tokens

If the allocation chosen in the scenario-that-counts requires your first participant to give up **40** small tokens from their endowment of small tokens and your second participant to give up **20** small tokens from their endowment of small tokens, how many tokens would each of your participants end up with?

**Your first participant:** will end up with **80** small tokens and **50** large tokens  
**Your second participant:** will end up with **90** small tokens and **40** large tokens

**Your first participant:** will end up with **120** small tokens and **10** large tokens  
**Your second participant:** will end up with **110** small tokens and **20** large tokens

**Your first participant:** will end up with **120** small tokens and **50** large tokens  
**Your second participant:** will end up with **110** small tokens and **40** large tokens

**Understanding Question:** Consider a scenario where, relative to your second participant, your first participant will be endowed with a larger number of small tokens and a larger number of large tokens -- in particular:

**Your first participant:** will be endowed with **120** small tokens and **50** large tokens  
**Your second participant:** will be endowed with **110** small tokens and **40** large tokens

If the allocation chosen in the scenario-that-count requires your first participant to get an additional **20** large tokens and your second participant to get an additional **10** large tokens, how many tokens would each of your participants end up with?

**Your first participant:** will end up with **140** small tokens and **50** large tokens  
**Your second participant:** will end up with **120** small tokens and **40** large tokens

**Your first participant:** will end up with **120** small tokens and **70** large tokens  
**Your second participant:** will end up with **110** small tokens and **50** large tokens

**Your first participant:** will end up with **120** small tokens and **50** large tokens  
**Your second participant:** will end up with **110** small tokens and **40** large tokens

The subjects then face 26 decisions. There are 14 baseline decisions in which small tokens are worth 1 cent and large tokens are worth 2 cents, and 12 high-stakes decisions in which small tokens are worth 5 cents and large tokens are worth 10 cents. In all of the decisions, the first participant always has an initial endowment of 140 small tokens and 70 large tokens.

The 14 baseline decisions arise from participants making small-token decisions (structured as in Figure C.15) and large-token decisions (structured as in Figure C.16) when the second participant has an initial endowment equal to (140 small tokens, and 70 large tokens), (100 small tokens, and 70 large tokens), (180 small tokens, and 70 large tokens), (140 small tokens, and 50 large tokens), (140 small tokens, and 90 large tokens), (100 small tokens, and 90 large tokens), or (180 small tokens, and 50 large tokens).

The 12 adding decisions arise from participants making small-token decisions (structured as in Figure C.17) and large-token decisions (structured as in Figure C.18) when the second participant has an initial endowment equal to (100 small tokens, and 70 large tokens), (180 small tokens, and 70 large tokens), (140 small tokens, and 50 large tokens), (140 small tokens, and 90 large tokens), (100 small tokens, and 90 large tokens), or (180 small tokens, and 50 large tokens),

While all subjects face the same decisions, the order of these 26 decisions is randomized at the subject level as follows. First, each subject is randomized to either face the 14 baseline decisions of the 12 adding decisions first. Second, within each set of these decisions, each subject is randomized to either face the small-token decisions or the large-token decisions first. Third, within each set of those decisions, the order of the endowments for the second participants are randomized.

Figure C.15: Example Small-Token Baseline Decision

**Scenario 1 (out of 26)**

If this is the scenario-that-counts, participants will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a smaller number of small tokens and with a larger number of large tokens** -- in particular:

**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed with **180** small tokens and **50** large tokens

If this is the scenario-that-counts, how would you like to change the number of small tokens each of your participants ends up with?

**My first participant:** give up **20** small tokens  
**My second participant:** give up **60** small tokens

**My first participant:** give up **40** small tokens  
**My second participant:** give up **40** small tokens

**My first participant:** give up **60** small tokens  
**My second participant:** give up **20** small tokens

Figure C.16: Example Large-Token Baseline Decision

**Scenario 8 (out of 26)**

If this is the scenario-that-counts, participants will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a smaller number of small tokens and with a larger number of large tokens** -- in particular:

**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed with **180** small tokens and **50** large tokens

If this is the scenario-that-counts, how would you like to change the number of large tokens each of your participants ends up with?

**My first participant:** give up **10** large tokens  
**My second participant:** give up **30** large tokens

**My first participant:** give up **20** large tokens  
**My second participant:** give up **20** large tokens

**My first participant:** give up **30** large tokens  
**My second participant:** give up **10** large tokens

Figure C.17: Example Small-Token Adding Decision

**Scenario 15 (out of 26)**

If this is the scenario-that-counts, participants will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a smaller number of small tokens and with the same number of large tokens** -- in particular:

**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed with **180** small tokens and **70** large tokens

If this is the scenario-that-counts, how would you like to change the number of small tokens each of your participants ends up with?

**My first participant:** gets an additional **20** small tokens  
**My second participant:** gets an additional **60** small tokens

**My first participant:** gets an additional **40** small tokens  
**My second participant:** gets an additional **40** small tokens

**My first participant:** gets an additional **60** small tokens  
**My second participant:** gets an additional **20** small tokens

Figure C.18: Example Large-Token Adding Decision

**Scenario 22 (out of 26)**

If this is the scenario-that-counts, participants will receive 1 cent for each small token and 2 cents for each large token that they end up with.

If this is the scenario-that-counts, relative to your second participant, **your first participant will be endowed with a larger number of small tokens and with a smaller number of large tokens** -- in particular:

**Your first participant:** will be endowed with **140** small tokens and **70** large tokens

**Your second participant:** will be endowed with **100** small tokens and **90** large tokens

If this is the scenario-that-counts, how would you like to change the number of large tokens each of your participants ends up with?

**My first participant:** gets an additional **10** large tokens  
**My second participant:** gets an additional **30** large tokens

**My first participant:** gets an additional **20** large tokens  
**My second participant:** gets an additional **20** large tokens

**My first participant:** gets an additional **30** large tokens  
**My second participant:** gets an additional **10** large tokens

## C.5 Experimental Instructions: The *First Person* treatment

We recruited 400 Amazon Mechanical Turk participants to complete the *First Person* treatment in April 2019.

In the *First Person* treatment, the subjects who make decisions are assigned to the role of the first participant, so each decision involves allocating small or large tokens between oneself and another study participant assigned to the role of the second participant. More specifically, for the *First Person* treatment, all that differs from the *Alternative Framing* treatment is the perspective subjects must take when they are making decisions.

Thus, the corresponding differences are shown in the following figures: Figure C.19 shows how the instructions are explained and the corresponding understanding questions that each subject must answer correctly in order to proceed; Figure C.20 shows an example of a small-token decision; and Figure C.21 shows an example of a large-token decision.

Figure C.19: Instructions and Understanding Questions

**A Future Study:** In a future study, other Mturk participants will be asked to answer a series of questions. As part of their payment, they will receive a random endowment of small tokens and large tokens. Before the participants complete the study, they will have to give up some of their tokens.

**Your Decisions:** You will be paired with one randomly selected Mturk participant who will complete the future study. We will refer to this participant as "your partner." Your partner will face one randomly selected scenario out of 26 possible scenarios that vary in how many tokens they are endowed with. We will refer to the randomly selected scenario as the "scenario-that-counts." For each of the 26 scenarios, you will be asked to choose between one of three allocations. Each allocation will specify how many small tokens you and your partner must give up or how many large tokens you and your partner must give up. The allocation you choose in the scenario-that-counts will then be implemented and thus determine how many small tokens and how many large tokens each of you gets to keep.

**Bonus Payments:** At the end of the study, any tokens you and your partner get to keep are turned into cents and paid to you and your partner, respectively, as a bonus. Each small token will be turned into 1 cent. Each large token will be turned into 2 cents.

**Understanding Question:** In the scenario-that-counts, the allocation you choose...

- will not influence how many tokens you and your partner get to keep.
- will determine how many tokens you and your partner get to keep.
- may or may not determine how many tokens you and your partner get to keep.

**Understanding Question:** As a bonus, you and your partner will receive...

- 1 cent for each small token and 1 cent for each large token that you and your partner get to keep, respectively.
- 2 cents for each small token and 1 cent for each large token that you and your partner get to keep, respectively.
- 1 cent for each small token and 2 cents for each large token that you and your partner get to keep, respectively.

**Understanding Question:** Consider a scenario where, relative to your partner, you will be endowed with a larger number of small tokens and a larger number of large tokens -- in particular:

**You:** will be endowed with **120** small tokens and **50** large tokens

**Your partner:** will be endowed with **110** small tokens and **40** large tokens

If the allocation that is implemented requires you to give up **40** small tokens and your partner to give up **20** small tokens, how many tokens would each of you get to keep?

- You:** will get to keep **80** small tokens and **50** large tokens  
**Your partner:** will get to keep **90** small tokens and **40** large tokens
- You:** will get to keep **120** small tokens and **10** large tokens  
**Your partner:** will get to keep **110** small tokens and **20** large tokens
- You:** will get to keep **120** small tokens and **50** large tokens  
**Your partner:** will get to keep **110** small tokens and **40** large tokens

Figure C.20: Example Small-Token Decision

**Scenario 15 (out of 26)**

Recall that you and your partner will receive 1 cent for each small token and 2 cents for each large token that you and your partner get to keep, respectively.

If this is the scenario-that-counts, relative to your partner, **you will be endowed with a smaller number of small tokens and with a larger number of large tokens** -- in particular:

**You:** will be endowed with **140** small tokens and **70** large tokens  
**Your partner:** will be endowed **180** small tokens and **50** large tokens

If this is the scenario-that-counts, then how many small tokens would you like for each of you to give up?

- You:** give up **20** small tokens  
**Your partner:** give up **60** small tokens
- You:** give up **40** small tokens  
**Your partner:** give up **40** small tokens
- You:** give up **60** small tokens  
**Your partner:** give up **20** small tokens

Figure C.21: Example Large-Token Decision

**Scenario 1 (out of 26)**

Recall that you and your partner will receive 1 cent for each small token and 2 cents for each large token that you and your partner get to keep, respectively.

If this is the scenario-that-counts, relative to your partner, **you will be endowed with a larger number of small tokens and with a smaller number of large tokens** -- in particular:

**You:** will be endowed with **140** small tokens and **70** large tokens  
**Your partner:** will be endowed **100** small tokens and **90** large tokens

If this is the scenario-that-counts, then how many large tokens would you like for each of you to give up?

- You:** give up **10** large tokens  
**Your partner:** give up **30** large tokens
- You:** give up **20** large tokens  
**Your partner:** give up **20** large tokens
- You:** give up **30** large tokens  
**Your partner:** give up **10** large tokens