

Contents

| | |
|---|----------|
| 1 Experiment instructions | 1 |
| 1.1 Introduction | 1 |
| 1.2 Choice tasks | 1 |
| 1.3 Valuation tasks | 1 |
| 1.4 Cognitive ability test | 2 |
| 2 Gamble parameters | 2 |
| 3 Screenshots | 2 |
| 3.1 Example choice task | 2 |
| 3.2 Example valuation task | 3 |
| 3.3 Example cognitive test task | 3 |
| 4 Results/data | 3 |

1. Experiment instructions

1.1. Introduction

Hello and welcome to my experiment!

This should take around 15-20 minutes to complete. Please make sure you have this time free, as it can only be completed in one sitting. Also, please do not use your browser's back or forward buttons, or close your browser during the experiment.

Please read all the instructions carefully and let me know if you are unclear about anything - this will greatly increase the quality of my research.

Thanks for taking the time to contribute!

1.2. Choice tasks

In this section you will be asked to choose between two gambles offered to you.

Each will offer a chance of winning an amount of money. For example, if the gamble offers a 40% chance of winning 10, you would have a 4 in 10 chance of winning 10 and a 6 in 10 chance of winning nothing.

Each gamble will also be depicted in a pie chart, to help you visualise the probabilities involved.

For each pair of gambles please indicate which one you would prefer to play, or whether you are indifferent between the two.

1.3. Valuation tasks

In the next section you will be shown some individual gambles, in the same format as before.

However, this time, imagine you own a 'ticket' that allows you to play each gamble. What is the lowest price at which you would be willing to sell the ticket?

Because this is the absolute lowest price you would accept, it will be the price at which you would be indifferent between playing (and possibly winning) the gamble, and accepting that price for certain but not playing the gamble.

Before you submit your answer, ask yourself each time 'is that the *smallest* amount of money I would accept to not play that gamble?'

1.4. Cognitive ability test

This last section contains several problems that vary in difficulty.

You may spend up to one minute answering each question. If you exceed this time, the experiment will move to the next question automatically.

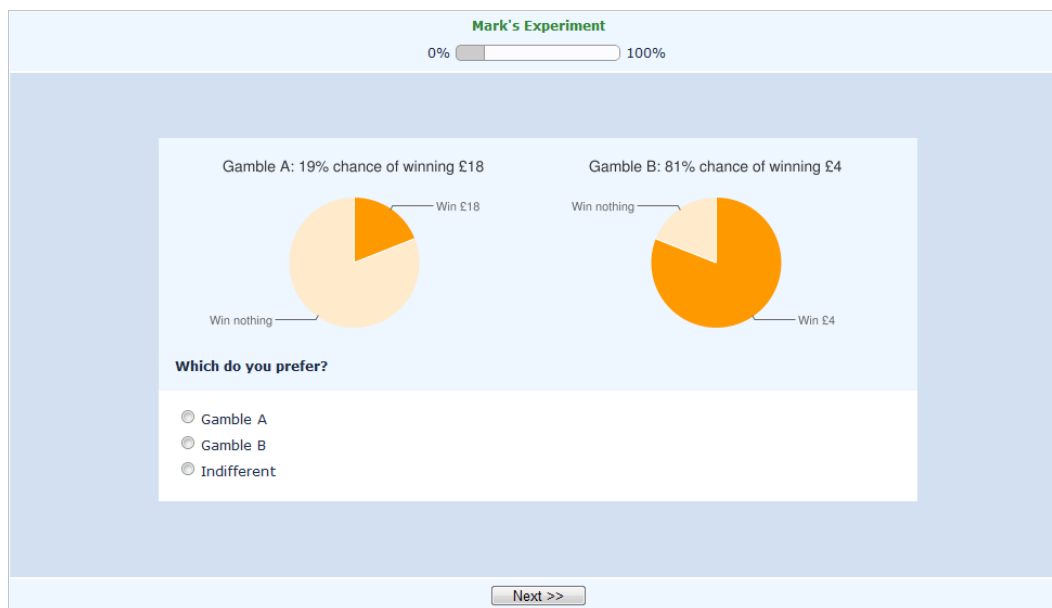
2. Gamble parameters

| Gamble set | | Set 1 | Set 2 | Set 3 | Set 4 | Set 5 | Set 6 |
|------------------------------------|----------------|-------|-------|-------|-------|-------|-------|
| <i>\$-bet</i> | Probability | 0.31 | 0.19 | 0.5 | 0.39 | 0.5 | 0.36 |
| | Prize | 32 | 18 | 13 | 17 | 10 | 7 |
| | Expected value | 9.92 | 3.42 | 6.5 | 6.63 | 5 | 2.52 |
| <i>P-bet</i> | Probability | 0.97 | 0.81 | 0.94 | 0.94 | 0.92 | 0.41 |
| | Prize | 8 | 4 | 6 | 5 | 4 | 7 |
| | Expected value | 7.76 | 3.24 | 5.64 | 4.7 | 3.68 | 2.87 |
| <i>Average expected value</i> | | 8.84 | 3.33 | 6.07 | 5.67 | 4.34 | 2.7 |
| <i>Expected value differential</i> | | 2.16 | 0.18 | 0.86 | 1.93 | 1.32 | 0.35 |

From Cubitt et al. (2004).

3. Screenshots

3.1. Example choice task

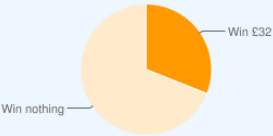


3.2. Example valuation task

Mark's Experiment

0% 100%

Gamble: 31% chance of winning £32



Win £32

Win nothing

What is the lowest price you would accept to sell this gamble?

Before you submit your answer, ask yourself 'is that the smallest amount of money I would accept to not play that gamble?'

£16

0 32

Next >>

3.3. Example cognitive test task

Mark's Experiment

0% 100%

Determine the missing square.

| | | | |
|---|---|---|---|
| 4 | | | 9 |
| 3 | | 8 | 0 |
| | 3 | 2 | 1 |
| 4 | | 7 | 2 |
| 1 | | | 2 |
| | 5 | 2 | 6 |
| 7 | | 8 | ? |
| | 3 | | |

A:

| | | |
|--|---|---|
| | 8 | |
| | | 4 |

B:

| | | |
|--|--|---|
| | | 7 |
| | | |
| | | 5 |

C:

| | | |
|---|---|---|
| | | 6 |
| 5 | | |
| | 1 | |

D:

| | | |
|---|---|--|
| | | |
| 9 | | |
| | 1 | |

A

B

C

D

Next >>

4. Results/data

Full datasets are available in Excel and CSV formats from <http://markwainwright.com/dissertation>.