

Questionnaire on Decision Making

Subject ID # _____

Initial Instructions
(Please read quietly to yourself)

For this study, we would like you to complete a series of brief questionnaires. Please proceed through all of the attached sheets, one at a time, and make sure that you fill in an answer for every question.

We are collecting several questionnaires from different groups of people at the University of Pennsylvania over the next few weeks. Once we have collected all of the questionnaires, we will select one at random. If your questionnaire is selected at random, and you have completed all of the questions, then you will receive an additional \$20.

In addition, some of the sheets on the questionnaire describe situations in which you can make money depending on your responses and those of another person. If your questionnaire is the one that is randomly selected, then we will also pay you based on your responses.

Since we need to be able to contact you for possible payment, please print your name and email address in the space below. (Your responses will be anonymous. Your name will not be used as part of the data analysis, but only to contact you if you are to receive payment).

Name: _____

Email: _____

Questionnaire on Decision Making

Questionnaire 1

The following questions ask for some information about you. Please answer each question by placing a mark where appropriate or by writing a brief response.

1. What is your age? _____

2. What is your gender?

- Male
- Female

3. What best describes your race or ethnicity?

- White
- Black/African American
- Asian or Pacific Islander
- Hispanic
- Multiracial
- Other _____

4. What country best describes your nationality (the country with which you most identify)?

5. In which country were you born?

Before proceeding, please make sure that you indicated a response for every item.

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Instructions for Remaining Pages

Please read these instructions carefully. They will describe how you might make some additional money.

At the top of each of the following pages, you will read a description of a situation. In each situation one person, "Individual A," must make a decision. For each situation, you will be given a description of the decision faced by Individual A. This description will include several possible choices available to Individual A.

After you read the description of the decision, you will be asked to evaluate different possible choices available to Individual A. We will ask you to decide, for each of the possible actions, whether taking that action would be "*socially appropriate*" (and "*consistent with moral or proper social behavior*") or "*socially inappropriate*" (and "*inconsistent with moral or proper social behavior*"). By socially appropriate, we mean behavior that most people agree is the "correct" or "ethical" thing to do. Another way to think about what we mean is that if Individual A were to select a socially inappropriate choice, then someone else might be angry at them for doing so.

In addition, some of the sheets on the questionnaire describe situations in which you can make money depending on your responses and those of another person. When all the questionnaires have been collected, we will randomly select one questionnaire and match it to another person's questionnaire. This other person may be selected from the set of everyone who completed the questionnaire, or may be selected from a more specific subset of respondents. If your questionnaire is the one that is randomly selected, then we will also pay you an additional \$1 for every response that is *exactly the same* as that of this other person. Thus, if your questionnaire is selected, you will have the chance to make an additional \$20 if you have completed the entire questionnaire and up to another \$28 if your responses are exactly the same as all of the other person's responses.

Thus your goal on these sheets is to attempt to match the ratings of another person completing the questionnaire. At the top of each of the sheets, we will describe the person whose responses you are trying to match.

To give you an idea of how the questionnaire will proceed, we will go through an example and show you how you will indicate your responses. On the next page you will see an example of a situation.

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Example Situation

Description of Situation: Individual A is at a local coffee shop near campus. While there, Individual A notices that someone has left a wallet at one of the tables. Individual A must decide what to do. Individual A has four possible choices: take the wallet, ask others nearby if the wallet belongs to them, leave the wallet where it is, or give the wallet to the shop manager. Individual A can choose only one of these four options.

Your responses will be compared with that of:

Someone selected at random from those completing the questionnaire at the University of Pennsylvania.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate. To indicate your response, please place an “x” inside one box for each row.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate	(Experimenter Use only)	
					Response matches Partner's?	
Take the wallet.					Y	N
Ask others nearby if the wallet belongs to them.					Y	N
Leave the wallet where it is.					Y	N
Give the wallet to the shop manager.					Y	N
					Total Matches: Additional \$\$ Earned:	

Please make sure that you have placed one “x” in each row.

Continue example on the next page

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Example Situation (continued)

For example, suppose that your completed table looked like the one below. (In other words, you thought that taking the wallet was *very socially inappropriate*, asking others nearby if the wallet belongs to them was *somewhat socially appropriate*, leaving the wallet where it is was *somewhat socially inappropriate*, and giving the wallet to the shop manager was *very socially appropriate*.)

Suppose that we selected someone at random from the University of Pennsylvania who also thought that taking the wallet was *very socially inappropriate* but who gave different answers for the other three choices. Then you would have one match with this person (out of a possible four). If your questionnaire were selected to count for payment, you would receive an additional \$1 for this sheet.

Individual A's choice	<i>Very Socially Inappropriate</i>	<i>Somewhat socially inappropriate</i>	<i>Somewhat socially appropriate</i>	<i>Very socially appropriate</i>	<i>(Experimenter Use only)</i> <i>Response matches Partner's?</i>
Take the wallet.	X				Y N <input type="radio"/> <input type="radio"/>
Ask others nearby if the wallet belongs to them.			X		Y N <input type="radio"/> <input type="radio"/>
Leave the wallet where it is.		X			Y N <input type="radio"/> <input type="radio"/>
Give the wallet to the shop manager.				X	Y N <input type="radio"/> <input type="radio"/>
					Total Matches: 1 Additional \$\$ Earned: \$1

If your questionnaire is selected for payment, we will add together your earnings for all the choices you made (the X's you mark), as well as the additional \$20 payment for answering the entire questionnaire and leaving no blanks. We will contact you via email to arrange for payment, and the winner's name will be announced in class.

End of Example Situation

Please turn the page to begin once you are sure you understand the instructions.

Questionnaire on Decision Making

Situation 1a

Individuals A and B have agreed to meet in the library to work on an assignment. They have agreed to meet at a particular time. Individual A has to decide at what time to arrive for the meeting. Individual A has seven possible choices which are indicated in the table below. Individual A can choose only one of these options.

Your responses will be compared with that of:
Someone selected at random from those completing the questionnaire at the University of Pennsylvania.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate	(Experimenter Use only) Response matches Partner's?
Arrive 10 minutes early.					Y N
Arrive 5 minutes early.					Y N
Arrive exactly on time.					Y N
Arrive 5 minutes late.					Y N
Arrive 10 minutes late.					Y N
Arrive 20 minutes late.					Y N
Arrive 30 minutes late.					Y N
					Total Matches: Additional \$\$ Earned:

Please make sure that you have placed one "x" in each row.

Questionnaire on Decision Making

Situation 1b

Individual A and B have agreed to meet in the library to work on an assignment. They have agreed to meet at a particular time. Individual A has to decide at what time to arrive for the meeting. Individual A has seven possible choices which are indicated in the table below. Individual A can choose only one of these options.

Your responses will be compared with that of:
Someone selected at random who is from the same country as your country of birth.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate	(Experimenter Use only)	
					Response matches Partner's?	
Arrive 10 minutes early.					Y	N
Arrive 5 minutes early.					Y	N
Arrive exactly on time.					Y	N
Arrive 5 minutes late.					Y	N
Arrive 10 minutes late.					Y	N
Arrive 20 minutes late.					Y	N
Arrive 30 minutes late.					Y	N
					Total Matches: Additional \$\$ Earned:	

Please make sure that you have placed one “x” in each row

Questionnaire on Decision Making

Situation 1c

Individual A and B have agreed to meet in the library to work on an assignment. They have agreed to meet at a particular time. Individual A has to decide at what time to arrive for the meeting. Individual A has seven possible choices which are indicated in the table below. Individual A can choose only one of these options.

Your responses will not be compared with anyone.
Please indicate what you *personally* think is appropriate.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate.

Individual A's choice	<i>I think it is Very Socially Inappropriate</i>	<i>I think it is Somewhat Socially Inappropriate</i>	<i>I think it is Somewhat socially appropriate</i>	<i>I think it is Very socially appropriate</i>
Arrive 10 minutes early.				
Arrive 5 minutes early.				
Arrive exactly on time.				
Arrive 5 minutes late.				
Arrive 10 minutes late.				
Arrive 20 minutes late.				
Arrive 30 minutes late.				

Please make sure that you have placed one “x” in each row.

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Situation 2a

Individual A has just finished lunch at a restaurant. The bill for lunch is \$10.00. Individual A must decide how much, if any, tip to leave. Individual A has seven possible choices which are indicated in the table below. Individual A can choose only one of these options.

Your responses will be compared with that of:
Someone selected at random from those completing the questionnaire at the University of Pennsylvania.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate	(Experimenter Use only)	
					Response matches Partner's?	
Give no tip. (A pays \$10 and \$0.00 in tip)					Y	N
Give a 5% tip. (A pays \$10 and \$0.50 in tip)					Y	N
Give a 7% tip. (A pays \$10 and \$0.70 in tip)					Y	N
Give a 10% tip. (A pays \$10 and \$1 in tip)					Y	N
Give a 12% tip. (A pays \$10 and \$1.20 in tip)					Y	N
Give a 15% tip. (A pays \$10 and \$1.50 in tip)					Y	N
Give a 20% tip. (A pays \$10 and \$2.00 in tip)					Y	N
					Total Matches: Additional \$\$ Earned:	

Please make sure that you have placed one “x” in each row.

Questionnaire on Decision Making

Situation 2b

Individual A has just finished lunch at a restaurant. The bill for lunch is \$10.00. Individual A must decide how much, if any, tip to leave. Individual A has seven possible choices which are indicated in the table below. Individual A can choose only one of these options.

Your responses will be compared with that of:
Someone selected at random who is from the same country as your country of birth.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate, somewhat socially inappropriate, somewhat socially appropriate, or very socially appropriate.

Individual A's choice	Very Socially Inappropriate	Somewhat socially inappropriate	Somewhat socially appropriate	Very socially appropriate	(Experimenter Use only)	
					Response matches Partner's?	
Give no tip. (A pays \$10 and \$0.00 in tip)					Y	N
Give a 5% tip. (A pays \$10 and \$0.50 in tip)					Y	N
Give a 7% tip. (A pays \$10 and \$0.70 in tip)					Y	N
Give a 10% tip. (A pays \$10 and \$1 in tip)					Y	N
Give a 12% tip. (A pays \$10 and \$1.20 in tip)					Y	N
Give a 15% tip. (A pays \$10 and \$1.50 in tip)					Y	N
Give a 20% tip. (A pays \$10 and \$2.00 in tip)					Y	N
					Total Matches: Additional \$\$ Earned:	

Please make sure that you have placed one “x” in each row.

Questionnaire on Decision Making

Situation 2c

Individual A has just finished lunch at a restaurant. The bill for lunch is \$10.00. Individual A must decide how much, if any, tip to leave. Individual A has seven possible choices which are indicated in the table below. Individual A can choose only one of these options.

Your responses will not be compared with anyone.
Please indicate what you *personally* think is appropriate.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate whether you believe choosing that option is very socially inappropriate,

Individual A's choice	<i>I think it is Very Socially Inappropriate</i>	<i>I think it is Somewhat socially inappropriate</i>	<i>I think it is Somewhat socially appropriate</i>	<i>I think it is Very socially appropriate</i>
Give no tip. (A pays \$10 and \$0.00 in tip)				
Give a 5% tip. (A pays \$10 and \$0.50 in tip)				
Give a 7% tip. (A pays \$10 and \$0.70 in tip)				
Give a 10% tip. (A pays \$10 and \$1.00 in tip)				
Give a 12% tip. (A pays \$10 and \$1.20 in tip)				
Give a 15% tip. (A pays \$10 and \$1.50 in tip)				
Give a 20% tip. (A pays \$10 and \$2.00 in tip)				

Please make sure that you have placed one “x” in each row.

You have now reached the end of the questionnaire.

Thank you.