Appendices

Fantasy and Dread: The Demand for Information and the Consumption Utility of the Future

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A For Online Publication: Design

A.1 Positive Affect Treatment

The control condition had 97 subjects and the treatment condition had 97 subjects. Assignment occurred at the session level. Both conditions had identical structures. Prior to the first segment (either the Lottery Experiment or the STD Experiment) subjects were instructed to put on their earphones and watch a video on their monitor. Westermann, Spies, Stahl and Hesse (1996) found that this procedure for mood induction was the most effective of the 11 procedures that they studied. Immediately after the video, subjects filled out the Positive And Negative Affect Schedule (PANAS) as in Ifcher and Zarghamee (2011). The PANAS asked subjects to rate on a Likert scale from 0 to 9 how intensely they felt the following emotions: amusement, arousal, contentment, happiness, interest, relief, surprise, anger, confusion, contempt, disgust, embarrassment, fear, pain, sadness, and tension. The first seven emotions are considered positive and the latter nine emotions are considered negative. In addition, subjects were asked whether the film clip made them happier, sadder, or neither; and whether the film clip put them in a better mood, worse mood, or neither. Then subjects engaged in the first segment (either the Lottery Experiment or the STD Experiment). Subjects then watched a second video, filled out a second PANAS and then engaged in the second segment. Our mood induction/re-induction design has three major advantages over a single mood induction placed at the beginning of the experiment. First, evidence suggests that the mood-induction procedures may have lasting effect for only short periods of time, about 20 minutes (Isen,

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Clark and Schwartz 1976), which may be too short to last through both the Lottery Experiment and the STD Experiment. The re-induction may mitigate this problem. Second, because the Lottery and STD experiments may themselves induce affect (opening up an empty or money-laden envelope may make one sad or happy, and looking at graphic images of herpetic blisters may make one disgusted), including the second video temporally separates the two experiments potentially reducing affect spillover.

The clips used for the control and treatment were selected from Gross and Levenson (1995) and Rottenberg et al. (2007) who tested over 200 film clips for their efficacy in inducing various affects. The clips selected for the control contain peaceful nature footage of Denali National Park in Alaska with accompanying calming instrumental music. They are approximately 3 minutes long. This footage is explicitly recommended by Rottenberg et al. (2007) for use as a control and has been successfully used in economic experiments by Ifcher and Zarghamee (2011). The positive affect treatment uses a clip from *Robin Williams Live*, which has been consistently rated as one of the most effective clips at inducing positive affect in experiments Gross and Levenson (1995); Rottenberg et al. (2007). The original clip is about 8 minutes long. The comedic piece naturally has two segments of approximately equal length. The first segment is on getting drunk and the second is on getting high. We split the clip into these two segments and randomized the order. The experiment was conducted before the suicide of the comedian.

A.2 Preference Elicitation and Exit Survey Details

We used two multiple-price lists (Andersen, Harrison, Lau and Rutström 2006) for real stakes, one designed to elicit ambiguity aversion and the other to elicit loss aversion. The instrument is in Appendix D. The ambiguity-aversion multiple-price list had each subject choose either the item from the left or the item from the right in a series of pairwise comparisons. The left-hand side of the ambiguity aversion multiple-price list always presented a lottery that paid \$5 if the subject predicted the correct color of a ball drawn from a virtual urn, and \$0 if she predicted the wrong color. The balls in the virtual urn were either black or white and the proportion was unspecified. The true proportion of black balls was 70%. The right-hand-side presented a lottery that paid \$5 with probability p and \$0 with probability $1-p$. Probability p started at 0% for the first such comparison and increased in 5% increments for each successive line until it reached 100%. A person who switches from the left-hand side to the right-hand side at $p = 50\%$ has no preference for ambiguity, switching at p>50% indicates ambiguity aversion, and switching at p<50% indicates ambiguity loving. Similar methods have been used previously in the literature (Sutter, Kocher, Rützler and Trautmann 2010).

Similarly the left-hand side of the loss aversion multiple-price list is a lottery between \$5.00 with a 50% chance and \$$x$ with a 50% chance. The right column is \$0.00 with certainty. On the first line x is -\$0.50 and on each subsequent line x decreases in \$0.50 increments (see the

layout in the appendix). A person who switches from the left-hand side to the right-hand side at $x = -5$ has no loss aversion, and switching points at $x > -5$ indicate loss aversion, and switching points at $x < -5$ indicate the opposite of loss aversion. Traditionally, elicitations of this sort are interpreted as measures of risk aversion, however calibration arguments make this interpretation implausible (Rabin 2000). Instead small-scale risk aversion is much more plausibly explained as the consequence of loss aversion. This has become a common interpretation in the experimental literature, see for example Gächter, Johnson and Herrmann (2010).

The elicitation for time preferences was hypothetical. The elicitation used two multiple-price lists. The first list offered either a sum of money to be received in one month, or a sum of money to be received now. Each line of the list increased the sum of money to be received in one month. The second multiple-price list had an identical structure, but the left column was for money to be received in two months and the right column was for money to be received in one month. This methodology elicits time preference parameters β and δ in models of present-biased preferences (Laibson 1997; O'Donoghue and Rabin 1999), and has been used in several applications (e.g. Meier and Sprenger 2010).

B For Online Publication: Additional Results

B.1 Lottery Experiment and STD Experiment

Table B.1 and B.2 show the summary statistics for the Lottery and STD Experiments. Table B.3 is a replication of Table 3 using the full sample instead of only the subjects who took the Lottery Experiment first. Tables B.4 and B.5 are replications of Tables 4 and 5 using the full sample instead of only the subjects who took the STD Experiment first. The results are similar. Table B.6 shows the efficacy of the Positive-Affect Treatment. The manipulation was borderline effective.

Table B.7 repeats the analysis of Table 6 using only the sample that did the Lottery Experiment first. The coefficients on Positive Affect are slightly larger in magnitude (-0.186 vs. -0.240; -0.176 vs -0.190; -0.157 vs. -0.163) than with the full sample, however with approximately half the sample the coefficients are no longer significant at conventional levels. This suggests that the effect of Positive Affect is not being driven by an interaction with the experiment order. Table B.8 is an ordered logit version of Table 6.

Table B.9 is identical to Table 7 except it displays the coefficients instead of the odds ratios. It is included to compare to Table B.10 which uses only the sample that did the STD Experiment first. The directional pattern in Table B.9 is preserved in Table B.10 although statistical significance is reduced. Positive Affect remains significant at the $p<0.1$ level for HSV-2 avoidance in 3 of the 4 specifications for which is was significant in Table B.9. Ambiguity Tolerance is no longer significant although the coefficients remain consistently negative. The coefficients on the discount factors also remain consistently negative, and of the 6 significant coefficients across all the specifications in the

full sample, 3 remain significant in the STD-First sample.

Table B.1: Lottery Experiment and STD Experiment – Summary Statistics of Behavior

	mean	sd	min	max
Order (STD First)	0.495	0.501	0	1
Treatment	0.500	0.501	0	1
Positive Affect	26.309	11.546	7	58
Video Made Happier Before Lottery	0.505	0.501	0	1
Video Caused Better Mood Before Lottery	0.562	0.497	0	1
Lottery - Transitivity Violation	0.036	0.187	0	1
Lottery - Seek Small	0.175	0.381	0	1
Lottery - Avoid Small	0.356	0.480	0	1
Lottery - Seek Big	0.428	0.496	0	1
Lottery - Delay Big	0.247	0.433	0	1
Lottery - Open Big Over Small	0.541	0.500	0	1
Lottery - Open Small Over Big	0.082	0.276	0	1
Positive Affect	26.887	12.287	7	64
Video Made Happier Before STD	0.531	0.500	0	1
Video Caused Better Mood Before STD	0.634	0.483	0	1
STD - Transitivity Violation	0.026	0.159	0	1
STD - Avoid HSV-1 Test	0.067	0.251	0	1
STD - Get HSV-1 Test	0.227	0.420	0	1
STD - Avoid HSV-2 Test	0.119	0.324	0	1
STD - Get HSV-2 Test	0.253	0.436	0	1
STD - Get HSV-1 Test Over HSV-2 Test	0.098	0.298	0	1
STD - Get HSV-2 Test Over HSV-1 Test	0.124	0.330	0	1
Observations	194			

Table B.2: Lottery Experiment and STD Experiment – Summary Statistics of Preferences, Beliefs, and Background

	count	mean	sd	min	max
Ambiguity Tolerance	171	9.737	3.026508	2	21
Amiguity-MPL Choice is Monotonic	194	0.881	.3241026	0	1
Loss Tolerance	175	7.931	3.350396	1	16
Loss-MPL Choice is Monotonic	194	0.902	.298	0	1
$\beta\delta$-MPL Choice is Monotonic	194	0.954	.2108762	0	1
δ-MPL Choice is Monotonic	194	0.979	.1424713	0	1
δ	190	0.903	.1275474	0	1
β	183	1.046	.129284	1	2
Coping Style - Problem Solving	193	18.725	3.368393	6	24
Coping Style - Emotion	192	9.380	3.199513	4	16
Coping Style - Avoidance	193	7.472	2.49384	5	19
HSV-1 Probability	188	0.337	.3348175	0	1
HSV-2 Probability	188	0.100	.1648577	0	1
Have you ever tested for HSV before?					
Yes	193	0.166	.372871	0	1
No	193	0.798	.4025904	0	1
Decline to State	193	0.036	.187446	0	1
Have you ever been sexually active?					
Yes	193	0.953	.211398	0	1
No	193	0.021	.142834	0	1
Decline to State	193	0.026	.1592702	0	1
Worry about STD	193	1.860	.7472965	1	4
Which HSV is worse?					
HSV-1	193	0.067	.251292	0	1
HSV-2	193	0.933	.251292	0	1
Would you like to know HSV status?	193	0.829	.3774746	0	1
HSV-1 Stigma	193	2.653	1.202733	1	5
HSV-2 Stigma	193	3.731	1.131899	1	5
Remember SAT score	193	0.539	.4997841	0	1
SAT Reading	103	672.408	123.876	0	800
SAT Writing	104	677.837	127.4788	0	800
SAT Math	104	697.212	110.3961	0	800
Female	193	0.580	.4947915	0	1
Age	191	20.660	3.094035	18	43
Year in College	192	2.812	1.390412	1	5
Coping Style - Problem Solving	193	18.725	3.368393	6	24
Coping Style - Emotion	192	9.380	3.199513	4	16
Coping Style - Avoidance	193	7.472	2.49384	5	19
Observations	194				

Table B.3: Information Preferences in the Lottery Experiment with Full Sample

	Proportion who forgo \$0.50 to get information	Proportion who forgo \$0.50 to avoid information	Proportion who forgo \$0.50 to open preferred envelope
Small: \$10 prize	0.175	0.356	0.082
Big: \$100 prize	0.428	0.247	0.541
Difference	-0.253***	0.108***	-0.459***
	(0.045)	(0.046)	(0.041)
N	194	194	194

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Standard errors are in parentheses. Significance is determined using a two-sample one-sided proportions test.

Following each video segment subjects rate their affect, whether the video made them happier, worse, or neither, and whether they are in a better mood, worse, or neither. The results of the manipulation are in Table B.6. There are three different measures. We have total "Positive Affect" which is the score of all positive emotions measured across two PANAS surveys administered after watching the two video segments. The videos were shown in two segments, one segment before each of the lottery and STD experiments, and a PANAS administered immediately afterward. "Happier" counts the number of times the subject said the video made her happier (0, 1, or 2), and "Better Mood" counts the number of times the subject said the video put her in a better mood (0, 1, or 2).

Table B.4: Information Preferences in the STD Experiment with Full Sample

	Proportion who forgo $10 to get information	Proportion who forgo $10 to avoid information	Proportion who forgo $10 to get preferred test		
			Seekers	Non-Seekers-Non-Avoiders	Avoiders
HSV-1	0.227	0.067	0.074	0.017	0.619
HSV-2	0.253	0.119	0.352	0.017	0.143
Difference	-0.026	-0.052**	-0.278***	0	0.476***
	(0.043)	(0.029)	(0.074)	(0.017)	(0.131)
N	194	194	54	119	21

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Standard errors are in parentheses. Significance is determined using a two-sample one-sided proportions test. Seekers are defined as those who forwent $10 to get either HSV test, avoiders are defined as those who forwent $10 to avoid either HSV test, and "non-seeker-non-avoider" are those who are neither seekers nor avoiders. Five subjects exhibit both avoidance and seeking behavior and we place these in the non-seeker-non-avoider category.

Table B.5: "Would you like to know whether you have HSV-1 or HSV-2?" Full-sample results.

Response	Reason	All Sample	Avoiders
Yes (would like to know)		82.9%	60%
	I want to be knowledgeable about my health in general	93.1%	80%
	I want to know so that I do not transmit the virus accidentally to others	75.6%	73.3%
	I want to be prepared should I experience symptoms	58.1%	53.3%
	Other	5.6%	0%
No (would not like to know)		17.1%	40%
	It will cause me unnecessary stress or anxiety if I test positive	63.6%	90%
	I'm worried that other people will find out the results	33.3%	50%
	I'm worried that insurance companies will find out the results	21.2%	30%
	I don't want to feel responsible for other people becoming infected	33.3%	40%
	I'm worried that other people will hold me responsible for them becoming infected	18.2%	20%
	Other	21.2%	0%
	$N =$	193	25

Shows the percentage who answer "yes" or "no". Subjects may check multiple reasons. Percentages for "yes" reasons are the number who gave this reason divided by the total amount who said "yes". Percentages for "no" reasons are defined in a similar manner.

Table B.6: The Effect of the Treatment on Mood using the Full Sample

	Positive Affect	Happier	Better Mood
Treatment	55.639	1.124	1.237
Control	50.753	0.948	1.155
Difference	4.887*	0.175*	0.082
	(3.230)	(0.121)	(0.116)
N	194	194	194

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Standard errors are in parentheses. Significance is determined using a two-sample one-sided t test on the equality of means allowing for unequal variances.

Table B.7: Information Preferences for the Lottery using Lottery-First Sample

	(1)	(2)	(3)	(4)
Treatment	-0.020			
	(0.287)			
Positive Affect		-0.240	-0.190	-0.163
		(0.150)	(0.167)	(0.157)
Female			0.655**	0.681**
			(0.316)	(0.303)
Age			0.047	0.013
			(0.061)	(0.080)
Ambiguity Tolerance			-0.020	-0.004
			(0.134)	(0.136)
Loss Tolerance			0.016	0.035
			(0.159)	(0.161)
β			0.235	0.093
			(0.287)	(0.273)
δ			0.290	0.222
			(0.326)	(0.298)
SAT				-0.027
				(0.183)
R^2	0.00	0.03	0.14	0.23
N	98	98	98	98

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

OLS with robust standard errors. Sample of only those who did the Lottery Experiment first. The dependent variable counts the number of times the person forgoes money to open an envelope minus the number of times the person forgoes money to not open the envelope. Whenever a model includes female, age, ambiguity, loss, β, and δ it also includes indicators for missing values of the respective covariates. Ambiguity tolerance reflects the cutoff point chosen in the ambiguity multiple-price list. Loss tolerance reflects the cutoff point chosen in the loss multiple-price list. β is short-run patience, δ is long-run patience. SAT scores are self-reported. Positive affect, ambiguity tolerance, loss tolerance, β, δ, and SAT are all standardized.

Table B.8: Information Preferences for the Lottery (Ordered Logit)

	(1)	(2)	(3)	(4)
Treatment	-0.085			
	(0.262)			
Order (Lottery First)	-0.464*	-0.429	-0.470	-0.513*
	(0.269)	(0.269)	(0.286)	(0.289)
Positive Affect		-0.240*	-0.242	-0.224
		(0.133)	(0.153)	(0.151)
Female			0.305	0.285
			(0.303)	(0.311)
Age			0.016	-0.003
			(0.043)	(0.053)
Ambiguity Tolerance			-0.116	-0.089
			(0.134)	(0.137)
Loss Tolerance			0.259	0.239
			(0.160)	(0.168)
β			0.055	0.039
			(0.220)	(0.214)
δ			0.084	0.112
			(0.269)	(0.267)
SAT				0.078
				(0.198)
N	194	194	194	194

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Ordered logit with robust standard errors. Full sample. The dependent variable counts the number of times the person forgoes money to open an envelope minus the number of times the person forgoes money to not open the envelope. Whenever a model includes female, age, ambiguity, loss, β, and δ it also includes indicators for missing values of the respective covariates. Ambiguity tolerance reflects the cutoff point chosen in the ambiguity multiple-price list. Loss tolerance reflects the cutoff point chosen in the loss multiple-price list. β is short-run patience, δ is long-run patience. SAT scores are self-reported. Positive affect, ambiguity tolerance, loss tolerance, β, δ, and SAT are all standardized.

Table B.9: Determinants of HSV Avoidance (Logit Coefficients)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Treatment	0.166					0.100				
	(0.579)					(0.449)				
Order (STD First)	-0.481	-0.491	-0.911	-0.797	-0.543	0.734	0.721	0.801	0.994	0.645
	(0.591)	(0.591)	(0.742)	(0.765)	(0.825)	(0.465)	(0.470)	(0.605)	(0.612)	(0.639)
Positive Affect (Std.)		0.170	0.145	0.321	0.269		0.392**	0.405*	0.620**	0.662**
		(0.207)	(0.279)	(0.325)	(0.395)		(0.181)	(0.219)	(0.258)	(0.273)
Female			0.099	0.338	1.148			0.055	0.187	0.654
			(0.651)	(0.578)	(0.887)			(0.545)	(0.527)	(0.694)
Age			0.042	-0.014	-0.032			-0.083	-0.131	-0.086
			(0.126)	(0.176)	(0.146)			(0.127)	(0.121)	(0.121)
Ambiguity Tolerance			-1.042***	-1.085***	-1.603***			-0.721***	-0.739***	-0.852**
			(0.292)	(0.317)	(0.470)			(0.234)	(0.278)	(0.353)
Loss Tolerance			0.170	0.214	0.288			0.312	0.399	0.634
			(0.431)	(0.556)	(0.659)			(0.287)	(0.308)	(0.392)
β			-0.411	-0.635*	-1.155**			-0.220	-0.495*	-0.729
			(0.257)	(0.359)	(0.574)			(0.232)	(0.300)	(0.454)
δ			-0.467	-0.591	-0.754			-0.738***	-0.912***	-0.967**
			(0.309)	(0.370)	(0.519)			(0.260)	(0.335)	(0.470)
Worry about STD				0.324	0.299				0.527	0.604
				(0.398)	(0.399)				(0.335)	(0.390)
HSV-1 Stigma				-0.307	-0.091					
				(0.431)	(0.460)					
HSV-1 Probability				-2.177*	-2.880					
				(1.288)	(1.770)					
HSV-2 Stigma									-0.224	-0.263
									(0.317)	(0.312)
HSV-2 Probability									-4.076	-6.385
									(2.665)	(4.850)
SAT					-0.800					-1.145*
					(0.588)					(0.600)
Coping Style - Problem Solving					-0.698					-0.189
					(0.512)					(0.319)
Coping Style - Emotion					-0.202					-0.296
					(0.486)					(0.375)
Coping Style - Avoidance					0.693*					-0.070
					(0.391)					(0.252)
N	194	194	187	187	186	194	194	187	187	186

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Logit with robust standard errors. with robust standard errors. Full sample. The dependent variable in Columns (1)–(5) takes the value 1 if the subject stated a preference to forgo money to avoid an HSV-1 test. The dependent variable for Columns (6)–(10) is defined similarly for the avoidance of an HSV-2 test. Whenever a model includes female, age, ambiguity, loss, β, δ, HSV-1 probability, HSV-2 probability, it also includes indicators for missing values of the respective covariates. Ambiguity tolerance reflects the cutoff point chosen in the ambiguity multiple-price list. Loss tolerance reflects the cutoff point chosen in the loss multiple-price list. β is short-run patience, δ is long-run patience. SAT scores are self-reported. Coping-style variables reflect responses on a psychological assessment about how people deal with stressful events. Positive affect, ambiguity tolerance, loss tolerance, β, δ, SAT, and coping-style variables are all standardized.

Table B.10: Determinants of HSV Avoidance using STD-First Sample (Logit Coefficients)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Treatment	-0.427					0.158				
	(0.942)					(0.566)				
Positive Affect (Std.)		0.189	0.262	-74.046	14.566		0.454**	0.325	0.562*	1.450**
		(0.181)	(0.283)	(0.000)	(0.000)		(0.227)	(0.231)	(0.324)	(0.715)
Female			0.111	38.656	108.327			-0.774	-0.515	-0.027
			(1.037)	(0.000)	(0.000)			(0.689)	(0.756)	(1.340)
Age			0.163	8.991	5.551			0.053	-0.054	0.371**
			(0.140)	(0.000)	(0.000)			(0.100)	(0.116)	(0.167)
Ambiguity Tolerance			-0.692*	-48.399	-35.708			-0.459	-0.409	-0.844
			(0.418)	(0.000)	(0.000)			(0.351)	(0.378)	(0.615)
Loss Tolerance			-0.062	-28.209	-21.152			0.222	0.388	1.133
			(0.543)	(0.000)	(0.000)			(0.376)	(0.505)	(0.931)
β			-0.254	-17.610	-13.771			-0.193	-0.257	-0.117
			(0.196)	(0.000)	(0.000)			(0.309)	(0.370)	(0.679)
δ			-0.288	-135.661	-37.459			-0.829**	-1.026**	-1.307**
			(0.656)	(0.000)	(0.000)			(0.361)	(0.439)	(0.662)
Worry about STD				-138.197	-52.159				0.213	0.293
				(0.000)	(0.000)				(0.498)	(0.483)
HSV-1 Stigma				-72.580	-30.072					
				(0.000)	(0.000)					
HSV-1 Probability				-677.012	-100.805					
				(0.000)	(0.000)					
HSV-2 Stigma									0.161	0.358
									(0.464)	(0.607)
HSV-2 Probability									-1.725	-5.063
									(2.308)	(4.122)
SAT					-64.160					-0.487
					(0.000)					(0.604)
Coping Style - Problem Solving					-27.674					-0.299
					(0.000)					(0.488)
Coping Style - Emotion					-48.897					-1.055
					(0.000)					(0.946)
Coping Style - Avoidance					-18.291					0.327
					(0.000)					(0.399)
N	96	96	89	89	89	96	96	94	94	93

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Logit with robust standard errors. with robust standard errors. Sample of only those who did the STD Experiment first. The dependent variable in Columns (1)–(5) takes the value 1 if the subject stated a preference to forgo money to avoid an HSV-1 test. The dependent variable for Columns (6)–(10) is defined similarly for the avoidance of an HSV-2 test. Whenever a model includes female, age, ambiguity, loss, β, δ, HSV-1 probability, HSV-2 probability, it also includes indicators for missing values of the respective covariates. Ambiguity tolerance reflects the cutoff point chosen in the ambiguity multiple-price list. Loss tolerance reflects the cutoff point chosen in the loss multiple-price list. β is short-run patience, δ is long-run patience. SAT scores are self-reported. Coping-style variables reflect responses on a psychological assessment about how people deal with stressful events. Positive affect, ambiguity tolerance, loss tolerance, β, δ, SAT, and coping-style variables are all standardized.

B.2 Terrible Diseases Experiment

Table B.11 contains summary statistics for the Terrible Diseases Experiment. Table B.12 is an ordered logit version of Table 10.

Table B.11: Terrible Diseases Experiment – Summary Statistics

	mean	sd	min	max
When to Test for Gangoff A	2.682	2.317	1.000	7.000
Seek – Gangoff A	0.581	0.495	0.000	1.000
Delay – Gangoff A	0.258	0.439	0.000	1.000
Avoid – Gangoff A	0.161	0.368	0.000	1.000
Gangoff A Test $\succ$ Gangoff B Test	0.225	0.418	0.000	1.000
Gangoff A – Fear	4.411	1.564	1.000	7.000
Gangoff A – Worry	4.110	1.892	1.000	7.000
Gangoff A – Out of Mind	3.805	1.894	1.000	7.000
When to Test for Gangoff B	2.631	2.266	1.000	7.000
Seek – Gangoff B	0.581	0.495	0.000	1.000
Delay – Gangoff B	0.271	0.446	0.000	1.000
Avoid – Gangoff B	0.148	0.356	0.000	1.000
Gangoff B – Fear	6.060	1.249	1.000	7.000
Gangoff B – Worry	5.322	1.784	1.000	7.000
Gangoff B – Out of Mind	3.119	2.047	1.000	7.000
β	1.020	0.211	0.500	1.980
δ	0.744	0.173	0.500	1.000
Order	0.500	0.501	0.000	1.000
Onset in 29 years	0.483	0.501	0.000	1.000
Vision Scenario	0.195	0.397	0.000	1.000
Motion Scenario	0.208	0.406	0.000	1.000
Mind Scenario	0.199	0.400	0.000	1.000
Death Scenario	0.208	0.406	0.000	1.000
Pain Scenario	0.191	0.394	0.000	1.000
Female	0.377	0.486	0.000	1.000
Age	31.436	7.919	19.000	50.000
Understood Survey	4.784	0.442	2.000	5.000
Answered Questions Honestly	4.831	0.387	3.000	5.000
Lied on a Question	1.225	0.573	1.000	5.000
Answered Questions Carefully	4.797	0.403	4.000	5.000
Comprehension Check	0.958	0.202	0.000	1.000
Paying Attention Check	0.996	0.065	0.000	1.000
Observations	236			

Table B.12: Terrible Diseases – When to get tested? (Ordered Logit)

	Gangoff A				Gangoff B			
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Gangoff A Test ≻ Gangoff B Test	1.587***	1.625***	1.303***	1.465***	2.190***	2.250***	1.940***	2.518***
	(0.299)	(0.298)	(0.315)	(0.415)	(0.313)	(0.309)	(0.372)	(0.507)
Order	-0.213	-0.191	-0.342	-0.493	-0.115	-0.072	0.130	0.250
	(0.264)	(0.269)	(0.301)	(0.380)	(0.269)	(0.280)	(0.333)	(0.412)
Onset in 29 years	-0.030	-0.042	-0.057	-0.030	-0.431	-0.457	-0.535	-0.357
	(0.261)	(0.265)	(0.299)	(0.385)	(0.275)	(0.288)	(0.329)	(0.397)
Vision Scenario	-0.533	-0.649	-0.516	-1.246**	-0.231	-0.385	-0.250	-0.801
	(0.446)	(0.451)	(0.499)	(0.631)	(0.458)	(0.463)	(0.579)	(0.698)
Motion Scenario	-0.345	-0.403	0.136	-0.725	-0.209	-0.288	0.082	-0.510
	(0.423)	(0.421)	(0.507)	(0.654)	(0.463)	(0.461)	(0.505)	(0.573)
Mind Scenario	-0.007	-0.053	0.320	-0.154	-0.002	-0.057	0.040	-0.601
	(0.389)	(0.385)	(0.486)	(0.618)	(0.430)	(0.422)	(0.466)	(0.551)
Death Scenario	-0.931**	-0.989**	-0.608	-1.295**	-0.940**	-1.038**	-0.738	-1.277**
	(0.411)	(0.408)	(0.481)	(0.596)	(0.423)	(0.420)	(0.524)	(0.572)
Female		0.548**	0.799***	0.859**		0.723***	1.216***	1.398***
		(0.274)	(0.304)	(0.378)		(0.275)	(0.341)	(0.441)
Age		0.007	0.009	0.010		0.018	0.025	0.020
		(0.016)	(0.018)	(0.023)		(0.015)	(0.019)	(0.024)
β			0.191	0.239			0.190	0.337
			(0.208)	(0.218)			(0.204)	(0.276)
δ			0.161	0.300			0.143	0.132
			(0.183)	(0.224)			(0.182)	(0.217)
Gangoff A – Fear			0.274	0.398*				
			(0.189)	(0.239)				
Gangoff A – Worry			-0.332	-0.093				
			(0.218)	(0.269)				
Gangoff A – Out of Mind			1.000***	1.311***				
			(0.210)	(0.285)				
Gangoff B – Fear							0.004	0.151
							(0.209)	(0.273)
Gangoff B – Worry							-0.415*	-0.457
							(0.235)	(0.327)
Gangoff B – Out of Mind							1.153***	1.266***
							(0.219)	(0.276)
N	236	236	236	170	236	236	235	169
Eliminate Questionable Subjects	No	No	No	Yes	No	No	No	Yes

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

The dependent variable is when to get tested. Responses are: Now (1), Tomorrow (2), Later this week (3), Longer than a week but within the year (4), Not this year, but at some point before (time of onset minus one) years (5), After (time of onset minus one) years (6), I do not plan to get tested (7). Order is an indicator for different order of questions. Onset in 29 years is an indicator for longer onset of disease (default is 11 years). β is short-run patience, δ is long-run patience. Whenever a model includes β and δ it also includes indicators for missing values of these covariates. β, δ, Fear, Worry, and Out of Mind are all standardized.

C For Online Publication: Lottery Replication Experiment

We conducted a replication study of the Lottery Experiment to address two potential concerns with the original design. The first is a concern that subjects may have been skeptical that they would be paid $100, as this is a relatively large sum of money. The second is a concern that subjects may have believed that the lottery implemented through the computer was somehow rigged. While we used standard experimental economics methods and the lab has established a reputation for paying large sums of money, we ran a replication study to allay such concerns. The substantive changes in the replication are that we made the $100 and $10 bills visible and all randomization was conducted manually with the roll of dice or picking a number out of a bag to make the randomization device entirely transparent.

C.1 Method

All sessions were conducted at the same laboratory as before, with subjects seated at the same computer carrels, although no computer was used. We targeted having 100 subjects and were able to recruit 99. We ran 14 sessions in groups ranging from 5 to 16 subjects each. Each session took approximately 45 minutes from start to finish. The average payment was $28.14 per subject. Subjects were recruited from the same CNS database as in the original experiment. However, as there was no STD Experiment this time, the subject population was not restricted to those sexually active or to an age maximum of 25 years. Recruitment emails were generic. As subjects took their seats, they could see in plain view a $10 U.S. currency bill and a $100 U.S. currency bill taped to the front of their carrels with reusable tape. All instructions were provided in an "Instructions & Response Booklet," and subjects entered their responses in this booklet. The experimenters also read the instructions aloud to the subject as participants followed along in their booklets, and paused frequently for questions. Subjects were allowed to turn pages only when instructed to do so.

The experiment was divided into five parts, and subjects were paid sums of money for completing each task in order to provide them with a participation fee. In Part V of the experiment, subjects would have a filler task, SAT questions,[1] to parallel the second experiment that we ran in the original study. In Part I of the experiment, subjects had some sample questions. Each subject was paid a flat fee of $0.25 for participating in Part I. Part II of the experiment was the explanation of the lottery. The two bills taped to the carrel were first brought to the subjects' attention, and they were told that these bills could be theirs based on their roll of a ten-sided dice. They were encouraged to remove and inspect the bills and then tape them back to the carrels. This addresses the first concern, that there indeed was a $100 cash prize.

Each subject received two opaque cardboard boxes with tight-fitting lids, marked "$100" and

[1] Official SAT Practice Test 2014-2015, Copyright 2014 The College Board.

"$10" respectively, and two ten-sided dice. Subjects inspected the boxes and the dice, and then placed one die in each box and closed the lid tightly. The experimenters then shook both boxes vigorously to unseat the dice. Next, subjects "rolled" the dice by shaking the boxes without opening them. Each prize was won by rolling a "5" inside its respective box. However, the boxes remained closed in front of the subjects until the end of the experiment, or unless a subject obtained the right to open a box early using procedures explained below. To minimize suspicions of deception, experimenters never touched the boxes during the experiment except to give them that one vigorous shake before subjects rolled the dice. This transparent randomization device addresses the second concern, that subjects may have incorrectly suspected that the experimenters rigged the lottery. As with most experimental design choices, there are tradeoffs. The replication design addresses suspicions subjects may have had regarding the experimenters' truthfulness regarding randomization. On the other hand, the original design, through computerized communication and decision making, afforded subjects a greater degree of physical separation and privacy from the experimenter. This is a design advantage of the original experiment that addressed the concern that subjects may feel social pressure to act in a specific manner. In particular, if subjects feel that they would be judged as irrational or profligate by spending money on useless information, they may exhibit a much lower degree of information preference under this new design.

In Part III of the experiment, subjects were asked to write three things that they might spend their winnings on should they win $10 and $100 respectively. This task was identical to one in the original experiment and was used to increase the salience of the possible winnings. Each subject received a flat fee of $0.25 for this part. Next, in Part IV of the experiment, subjects were first presented with a free bonus of $7.00, analogous to an endowment in the original lottery experiment. Next, subjects were presented 24 choice-pairs in which they had to choose either option (a) or option (b) from each pair. Only one of the 24 items was to be selected at the end of the experiment to be implemented, and subjects were instructed that because "any choice-pair may count, and because your choices do not affect which choice pair will be randomly selected to count, it is in your best interest to state in each case which choice you truly prefer." Examples were provided in the instruction booklet, and these were explained until all subjects indicated full comprehension of the choice task.

The 24 choice-pairs were presented in sets of four. Each set of four items was logically equivalent to a Multiple Price List (MPL) that elicited subjects' maximum willingness to pay (WTP) to obtain immediately, or delay obtaining, one type of information. Each set was presented separately on a fresh page, and the first of these sets is presented in Figure C.1.

Note that choosing option (a) in each of the four items expresses a preference for immediate information; conversely, choosing option (b) represents a preference for income. The item at which a subject switches from (a) to (b) measures the subjects' WTP. For example, if the subject switched at item 4 [i.e., chose option (a) in items 1, 2 and 3, but option (b) in item 4] then she was expressing

Figure C.1: Question Set 1

1.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.25.
2.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.30.
3.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.75.
4.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $1.25.

a willingness to forgo at least $1.00 to learn immediately whether she won the $10 prize. Therefore, Set 1 (shown above) of the 6 sets of choice-pairs implemented a MPL eliciting WTP to learn about the $10 prize immediately. Switching points at items 1, 2, 3 and 4 respectively represent WTP of zero, 5 to 49 cents, 50 cents to 99 cents, and $1.00 or more, to learn about the $10 prize immediately.

Similarly, Set 2 elicited WTP to delay learning about the $10 prize; Set 3 elicited WTP to learn about the $100 prize immediately; Set 4 elicited WTP to delay learning about the $100 prize; Set 5 elicited WTP to learn immediately about the $100 prize instead of the $10 prize; and Set 6 elicited WTP to learn immediately about the $10 prize instead of the $100 prize. After subjects entered their choices for each of the 24 items, an experimenter presented each subject with a bag of 24 chips, numbered 1 through 24. The subject drew a chip to determine the choice-pair to be implemented for her. If the subject's choice on that choice-pair indicated that she was to receive information about winning a prize immediately, the appropriate box was opened to read the roll of the die. The other box was left unopened and undisturbed until the end of the experiment. This was all explained in advance.

Lastly, Part V of the experiment presented subjects with twenty SAT questions from the same source as in Part I. Subjects were paid a flat fee of $0.50 for working through these 20 questions. The purpose of this part was to provide a filler task so that the experiment would more closely resemble the original study (the STD Experiment was the filler task in the original study). Twenty minutes were provided for temporal distance making "immediate" receipt of information different

than receiving information "at the end of the experiment."

C.2 Results

The results are generally consistent with those in the original lottery experiment. Detailed results are presented in the table below. Panel A, analogous to results reported for the original experiment, reports proportions of subjects with a non-zero WTP to seek information immediately or delay obtaining it. Panel B reports the average minimum WTP, in cents, for such seeking or delaying.

Table C.1: Information Preferences in the Lottery Replication Experiment

Panel A:	Proportion who forgo earnings to		
	Seek	Delay	Choose
Small: $10 prize	0.13	0.12	0.10
Big: $100 prize	0.13	0.17	0.18
Difference	0	-0.05	-0.08*
Std. Error	(0.048)	(0.05)	(0.05)
N	99	99	99

Panel B:	Average willingness to pay (cents)		
	Seek	Delay	Choose
Small: $10 prize	3.03	8.69	2.37
Big: $100 prize	3.99	12.32	8.48
Difference	-0.96	-3.64**	-6.11**
Std. Error	(1.56)	(1.64)	(2.81)
N	99	99	99

* $p < 0.1$; ** $p < 0.05$; *** $p < 0.01$

Standard errors are in parentheses. Significance is determined using a two-sample one-sided proportions test. "Seek" is to forgo money to obtain information immediately; "Delay" is to forgo money to delay obtaining information until the end of the experiment. To "Choose" is to forgo money to obtain information on one prize instead of the other. Willingness to pay (WTP) is the minimum in cents. For example, for 49 cents > WTP > 5 cents, minimum WTP = 5 cents

"Seek" is to forgo money to obtain information immediately; "Delay" is to forgo money to delay obtaining information until the end of the experiment. To "Choose" is to forgo money to obtain information on one prize instead of the other. Willingness to pay (WTP) is the minimum in cents. For example, for 49 cents > WTP > 5 cents, minimum WTP = 5 cents

The replication is strongest in the direct contrast between obtaining information immediately for the $100 prize versus the $10 prize. The proportion of subjects forgoing money to choose to receive information immediately on the $100 prize (18%) is significantly greater than the proportion choosing information on the $10 prize (10%), one-sided p=0.05. That is, when presented with a

direct comparison, 80% more people pay to get the information about the big prize immediately instead of the small prize than pay to open the small prize immediately instead of the big prize. The corresponding WTP for the $100 prize (8.48 cents) is also significantly greater than for the $10 prize (2.37 cents), one-sided p=0.016. As a whole, the experiment lacked power. There is no difference in the proportion (13% in each case) of subjects seeking information immediately for the $100 prize versus the $10 prize. However, the average WTP is higher for the $100 prize (WTP=3.99 cents) than for the $10 prize ($3.03 cents), consistent with our theory, although the difference is not statistically significant. Looking at those who delayed obtaining information presumably to derive utility out of the suspense, 17% of the subjects forewent money to delay obtaining information for the $100 prize, compared to 12% who forewent money to delay obtaining information for the $10 prize, but the difference was not statistically significant. The WTP was 12.32 cents for those who delayed receiving information on the $100 prize, compared to 8.69 cents for the $10 prize, one-sided p=0.015.

C.3 Discussion

In short, this study replicated the main finding of the original experiment, H1, although it is underpowered to replicate all of the original findings with statistical significance.[2] In all, 34 out of 99, or 34% of the subjects expended money to prepone or postpone receipt of useless information, thereby exhibiting some form of intrinsic preference for information. Compared to the 83% in the original experiment, this is quite low. We suspect that the close proximity of the experimenter drove behavior closer to what subjects thought of as normative: traditionally rational and frugal behavior.

[2]The data collected from the replication have also been analyzed after omitting those subjects who exhibited no preference for information, or those who exhibited some sort of inconsistency such as expressing a preference for both seeking and delaying at the same time. Nine subjects exhibited some such apparent inconsistency. The inferences from all these alternative analyses were consistent with those reported here.

D For Online Publication: Instruments

Figure D.2: Blood draw equipment that was visible to subjects as they entered the laboratory.

[Text in square brackets are comments. This is not shown to participants.]

D.1 Lottery Experiment and STD Experiment

General Instructions

Thank you for participating in this experiment. It is very important that you understand the instructions, since additional rewards from participating in the experiment will depend on your ability to make good decisions.

Just for participating you will receive $10. This is your show-up reward for this part of the experiment. You may earn additional rewards based on your choices and chance, so it is in your interest to take these questions seriously.

There are several parts to this experiment. Each part is completely independent of the others. The results in a given part have absolutely no influence on the outcome of any other part. For each part of the experiment, there will be several questions asking you to choose between two options. There are no right or wrong answers to any of the questions. Only one question on each part will be randomly selected to count for payment. Because any question may count, and because your

choices do not affect which question will count, it is in your best interest to state which choice you truly prefer.

Example: John has two questions.
1. Choose:
Earn $1.50 Get an apple.

2. Choose:
Earn $0.90 Get a banana.

John loves apples more than $1.50, and prefers receiving $0.90 to receiving a banana. So he chooses the apple on question 1 but the $0.90 on question 2. The computer randomly selects question 2 to count. Since John selected (a) "Earn $0.90" in question 2, $0.90 is added to his total earnings. He does not get $1.50, nor an apple or banana.

You will watch a video on the next screen. Please put on your headphones and then click to continue.

The experimental tasks will be available soon. Until then please watch the following video:

[The first video is displayed here.]

Please answer the following questions while the computer is randomly determining which question will count. The answers that you provide to the following questions will NOT affect the amount of money that you are paid nor affect any other part of the experiment.

This scale consists of a number of words that describe different feelings and emotions. Read each item and then mark the appropriate answer in the space next to that word. Indicate to what extent you felt this during the video. Use the following scale to record your answers.
Did the film make you happier, sadder, or neither?
◦ happier
◦ sadder
◦ neither

Did the film put you in a better mood, worse mood, or neither?

[PANAS]

	Not at all 0	1	...	8	The most emotion you have ever felt in your life 9
amusement	○	○	...	○	○
anger	○	○	...	○	○
arousal	○	○	...	○	○
confusion	○	○	...	○	○
contentment	○	○	...	○	○
disgust	○	○	...	○	○
embarassment	○	○	...	○	○
fear	○	○	...	○	○
happiness	○	○	...	○	○
interest	○	○	...	○	○
pain	○	○	...	○	○
relief	○	○	...	○	○
sadness	○	○	...	○	○
surprise	○	○	...	○	○
tension	○	○	...	○	○

○ better mood
○ worse mood
○ neither

Part L

Your answers from other parts of the experiment have no effect on this part. Notice that pinned to the carrel behind the computer monitor in front of your are two envelopes. One is labeled "Small" and one is labeled "Big". Please do not touch these envelopes unless the instructions tell you to do so. Both these envelopes belong to you but you may not open them until told to do so. If you are caught "cheating" on this, all your earnings will be forfeited. The envelope labeled "Small" has a 1 in 10 chance of containing $10, and a 9 in 10 chance of containing a blank piece of paper. The envelope labeled "Big" has a 1 in 10 chance of containing $100, and a 9 in 10 chance of containing a blank piece of paper. Please note that if the envelopes in front of you contain money, that money is yours to keep, and part of your payment for today's experiment.

If you win $10 from envelope "Small", please state three things that you may spend your winnings

on:

_____

If you win $100 from envelope "Big", please state three things that you may spend your winnings on:

_____

There are six questions below. For each question please make a choice between the two options. One question will be randomly selected to "count", and you will get your chosen option for that question. You must wait until the end of the experiment to open your envelopes (there are about 20-40 minutes left in the experiment) unless otherwise stated. The questions give you the option to open the envelopes now.

Choose:

A. Earn $0.75. B. Earn $0.25. Open envelope "Small" now.

Choose:

A. Earn $0.75. Open envelope "Small" now. B. Earn $0.25.

Choose:

A. Earn $0.75. B. Earn $0.25. Open envelope "Big" now.

Choose:

A. Earn $0.75. Open envelope "Big" now. B. Earn $0.25.

Choose:

A. Earn $0.75. Open envelope "Small" now. B. Earn $0.25. Open envelope "Big" now.

Choose:

A. Earn $0.75. Open envelope "Big" now. B. Earn $0.25. Open envelope "Small" now.

The computer has randomly selected question [question] to count. The question text is: [question text here] You stated you preferred [preference here] Thus you get to open or not open [outcome here].

You will watch a video on the next screen. Please put on your headphones and then click to continue.

[PANAS]

	Not at all 0	1	...	8	The most emotion you have ever felt in your life 9
amusement	○	○	...	○	○
anger	○	○	...	○	○
arousal	○	○	...	○	○
confusion	○	○	...	○	○
contentment	○	○	...	○	○
disgust	○	○	...	○	○
embarassment	○	○	...	○	○
fear	○	○	...	○	○
happiness	○	○	...	○	○
interest	○	○	...	○	○
pain	○	○	...	○	○
relief	○	○	...	○	○
sadness	○	○	...	○	○
surprise	○	○	...	○	○
tension	○	○	...	○	○

The experimental tasks will be available soon. Until then please watch the following video:

Please answer the following questions while the computer is randomly determining which question will count. The answers that you provide to the following questions will NOT affect the amount of money that you are paid nor affect any other part of the experiment.

This scale consists of a number of words that describe different feelings and emotions. Read each item and then mark the appropriate answer in the space next to that word. Indicate to what extent you felt this during the video. Use the following scale to record your answers.
Did the film make you happier, sadder, or neither?
○ happier
○ sadder
○ neither

Did the film put you in a better mood, worse mood, or neither?
○ better mood
○ worse mood
○ neither

Part S

Please read the passage below. Pay careful attention to the passage because it will be relevant to your upcoming decisions. Remember that this part of the experiment is completely independent of the other parts of the experiment. Your answers from other parts of the experiment have no effect on this part.

Herpes Overview: Herpes is a viral disease that is caused by the Herpes simplex virus (HSV). The infection may take different forms depending on the site of the infection and depending on the strain. There are two strains of the virus: HSV-1 and HSV-2. The most common manifestations are oral herpes, which manifests as common cold sores on the lips or face, and genital herpes, which manifests as clusters of inflamed papules and vesicles on the outer surface of the genitals resembling cold sores. HSV may also infect other parts of the body causing skin ulcerations on the fingers, toes, face, ears, and neck.[1] Prevalence: The Herpes simplex virus is very common both in the United States and worldwide. It is estimated that at least 57% of the population carry the virus. For those between 14–19 years of age a lower estimate of the prevalence is approximately 39%. For those between 20Ð29 years of age a lower estimate of the prevalence is approximately 54%. That means that out of the approximately 5,800 students at the five Claremont Colleges, roughly 2,300 students may carry the virus. Many infected individuals are asymptomatic and do not know that they have been infected.[2] Indeed in the United States, an estimated 81.1% of 14–49 year olds infected with HSV-2 have never received a clinical diagnosis.[3]

Transmission: The virus can be transmitted through skin-to-skin contact with an infected individual, via exposure to infected saliva, semen, vaginal fluid or the fluid from herpetic blisters. Infection occurs when HSV travels through tiny breaks in the skin or mucous membranes in the mouth or genital areas. Although many people associate HSV contraction with forms of sexual contact including kissing, HSV can also be contracted from physical contact with infected individuals who show no outward symptoms of carrying the virus, such as a kiss from a relative.[4] Most people contract HSV from people who do not know they are infected, rather than from people who are aware of their status and hence bring it up for discussion.[3]

Cure: There is no cure for herpes. Antiviral medications can, however, prevent or shorten outbreaks during the period of time the person takes the medication. In addition, daily suppressive therapy (i.e. daily use of antiviral medication) for herpes can reduce the likelihood of transmission

to partners.

[1] Center for Disease Control Website:
http://www.cdc.gov/std/herpes/STDFact-herpes-detailed.htm

[2] Xu F, Sternberg MR, Kottiri BJ, et al. "Trends in Herpes Simplex Virus Type 1 and Type 2 Seroprevalence in the United States". JAMA. 2006;296(8):964-973. doi:10.1001/jama.296.8.964.

[3] Center for Disease Control Website:
http://www.cdc.gov/std/herpes/STDFact-herpes-detailed.htm

[4] Center for Disease Control Website:
http://www.cdc.gov/std/herpes/STDFact-herpes-detailed.htm

HSV-1

HSV-1 usually establishes latency in the trigeminal ganglion, a collection of nerve cells found near the ears. Recurring outbreaks will generally occur around the mouth or facial region. Thus HSV-1 is more commonly associated with cold sores.[1] Recurrences are much less frequent for genital HSV-1 infection than for genital HSV-2 infection.[2]

[1] http://www.herpesonline.org/herpes-virus/

[2] Centers for Disease Control and Prevention. Sexually Transmitted Diseases Treatment Guidelines, 2010. MMWR. Morbidity and Mortality Weekly Report, 2010. 59(RR-12): 21–22.

HSV-2

HSV-2 usually establishes latency in the sacral ganglion, a collection of nerves found at the lower base of the spine. HSV-2 recurring outbreaks will generally occur in the genital region. Thus HSV-2 is more commonly associated with genital herpes[1], and it causes most of the cases of genital herpes.[2] Some persons who contract genital herpes have concerns about how it will impact their overall health, sex life, and relationships. Clinicians can address these concerns by encouraging patients to recognize that while herpes is not curable, it is a manageable condition.[3]

[1] http://www.herpesonline.org/herpes-virus/

[2] http://health.nytimes.com/health/guides/disease/genital-herpes/overview.html

[3] Alexander L, Naisbett B, Patient and physician partnerships in managing genital herpes. J Infect Dis, 2002. 186(Suppl 1): S57–S65.

(a) Female (b) Male

There is roughly a 1 in 10 chance that at the end of the experiment, the phlebotomist will draw approximately 10mL (2 teaspoons) of your blood. After taking the blood sample, depending on your responses to the questions below, we may send it to a lab to be tested for HSV-1 or HSV-2. The lab will conduct an antibody test that will test positive if you have been exposed to the virus. The results of the exam and an advisory pamphlet will be sent to you through a confidential mode of your own choosing. To preserve your confidentiality you will tell the phlebotomist how you wish to be contacted. The results of the exam are strictly confidential. An independent medical testing facility will communicate the results to you. You will be provided confidential counseling free of charge (by a registered medical doctor with experience in STDs) if you test positive. The researchers involved in this experiment will NOT obtain the results of the test. The results will also be kept confidential from your health care provider. Of course, after receiving the results you may disclose them to whomever you wish. If we do draw your blood, one of the six questions below will be randomly selected to count. If we do not draw your blood then none of the questions below count and you earn $0. You should answer the questions below assuming that you will be selected for a blood draw.

Choose:

A. Earn \$11. You will be tested for *HSV-1* (commonly associated with cold sores).

B. Earn \$1. You will *not* be tested (you will still do the blood draw but the sample will be discarded).

Choose:

A. Earn \$11. You will *not* (you will still do the blood draw but the sample will be discarded).

B. Earn \$1. You will be tested for *HSV-1* (commonly associated with cold sores).

Choose:

A. Earn \$11. You will be tested for *HSV-2* (commonly associated with genital herpes).

B. Earn \$1. You will *not* be tested (you will still do the blood draw but the sample will be discarded).

Choose:

A. Earn \$11. You will *not* (you will still do the blood draw but the sample will be discarded).

B. Earn \$1. You will be tested for *HSV-2* (commonly associated with genital herpes).

Choose:

A. Earn \$11. You will be tested for *HSV-2* (commonly associated with genital herpes).

B. Earn \$1. You will be tested for *HSV-1* (commonly associated with cold sores).

Choose:

A. Earn \$11. You will be tested for *HSV-1* (commonly associated with cold sores).

B. Earn \$1. You will be tested for *HSV-2* (commonly associated with genital herpes).

Part A

You may now answer Questions Y and Z below. Only one of these two questions will be randomly selected (both equally likely) to be the "question that counts" for payment and the other question will not count. However, both questions have some chance to be selected to be the "question that counts" so consider each question seriously.

Remember that this part of the experiment is completely independent of the other parts of the

experiment. Your answers from before have no affect on this part, and your answers in this part have no effect on the outcome of any other part.

These questions are somewhat different from the previous questions so please read the directions below carefully.

Decision

For each line in the tables for Questions Y and Z, please state whether you prefer Option 1 or Option 2. For each question, notice that there are a total of 21 lines in each table — you should think of each line as a separate decision you need to make. At the end of the experiment only one line will be randomly selected to be the "line that counts". Each line is equally likely to be selected, and you do not know which line will be selected when you make your choices. Hence you should carefully consider the choice you make in every line. The point where you switch from option 1 to option 2 normally lies somewhere between the first and the last line. After you have completed all your choices the computer will randomly select one line to be the "line that counts" for that question. You will be paid depending on the decision you made in that line.

Question Y

Earnings
Your earnings for the selected line depend on which option you chose. To determine your earnings in the case you chose Option 1 the computer will randomly draw a ball from a virtual bag containing twenty balls. The balls are either black or white, and in Option 1 you do not know the exact number of black and white balls before you make your decision, but you do get to call the color that determines whether you won.

If you chose Option 2 the computer will randomly determine whether you won the $5 according to the probability specified. For example, if the line selected for implementation says that you have a 40% chance to win $5, then it is as if the computer is drawing a ball from a virtual bag with twenty balls, eight of which say you win, and twelve of which say you do not win. If the computer draws a winning ball, you will receive $5. If the computer draws a losing ball, you will receive $0.

The actual earnings for this part of the experiment will be determined at the end of the experiment, and will be independent of other parts of the experiment.

Now please choose either Option 1 or Option 2 for each of these choice pairs:

[Ambiguity Aversion Questions]

	Option 1	Option 2	
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 0% chance and $0.00 with 100% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 5% chance and $0.00 with 95% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 10% chance and $0.00 with 90% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 15% chance and $0.00 with 85% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 20% chance and $0.00 with 80% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 25% chance and $0.00 with 75% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 30% chance and $0.00 with 70% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 35% chance and $0.00 with 65% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 40% chance and $0.00 with 60% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 45% chance and $0.00 with 55% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 50% chance and $0.00 with 50% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 55% chance and $0.00 with 45% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 60% chance and $0.00 with 40% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 65% chance and $0.00 with 35% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 70% chance and $0.00 with 30% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 75% chance and $0.00 with 25% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 80% chance and $0.00 with 20% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 85% chance and $0.00 with 15% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 90% chance and $0.00 with 10% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 95% chance and $0.00 with 5% chance
$5.00 with unknown chance and $0.00 with an unknown chance	○	○	$5.00 with a 100% chance and $0.00 with 0% chance

If Question Y is selected to count and Option 1 is selected, do you call black or white?
◦ black
◦ white

Question Z

Earnings

Your earnings for the selected line depend on which option you chose. If you chose option 2 in that line, you will receive $0. If you chose Option 1 in that line, you can receive either a loss between -$0.50 and -$10, depending on the line, or a gain of $5. To determine your earnings in the case you chose Option 1 the computer will flip a fair virtual coin. If it comes up heads you will receive -$x (the exact amount depends on the line chosen) and if the coin comes up tails you will receive $5.

The actual earnings for this part of the experiment will be determined at the end of the experiment, and will be independent of other parts of the experiment.

Now please choose either Option 1 or Option 2 for each of these choice pairs:

[Loss Aversion Questions]

	Option 1	Option 2	
$5.00 with 50% chance and -$0.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$1.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$1.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$2.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$2.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$3.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$3.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$4.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$4.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$5.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$5.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$6.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$6.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$7.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$7.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$8.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$8.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$9.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$9.50 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$10.00 with a 50% chance	○	○	$0.00 for sure
$5.00 with 50% chance and -$10.50 with a 50% chance	○	○	$0.00 for sure

Exit Survey

For making it this far in the experiment you earn an additional $2.Remember that this data is collected and stored anonymously. You may skip any question in this survey, but it would be more helpful to us if you answered all questions. The answers that you provide to the following questions will NOT affect the amount of money that you are paid nor affect any other part of the experiment.

The next two questions are purely hypothetical. They do not "count" for real money. Please take these questions seriously and answer them as if real money were at stake.

For each line, select which option you prefer. Option 1 is a sum of money that you receive in one month. Option 2 is a sum of money you receive today.

[Un-incentivized Time-Preference Questions]

	Option 1	Option 2	
$500 paid to you in one month	○	○	$500 paid to you today
$501 paid to you in one month	○	○	$500 paid to you today
$502 paid to you in one month	○	○	$500 paid to you today
$504 paid to you in one month	○	○	$500 paid to you today
$506 paid to you in one month	○	○	$500 paid to you today
$508 paid to you in one month	○	○	$500 paid to you today
$510 paid to you in one month	○	○	$500 paid to you today
$515 paid to you in one month	○	○	$500 paid to you today
$520 paid to you in one month	○	○	$500 paid to you today
$530 paid to you in one month	○	○	$500 paid to you today
$540 paid to you in one month	○	○	$500 paid to you today
$550 paid to you in one month	○	○	$500 paid to you today
$600 paid to you in one month	○	○	$500 paid to you today
$650 paid to you in one month	○	○	$500 paid to you today
$700 paid to you in one month	○	○	$500 paid to you today
$750 paid to you in one month	○	○	$500 paid to you today
$800 paid to you in one month	○	○	$500 paid to you today
$850 paid to you in one month	○	○	$500 paid to you today
$900 paid to you in one month	○	○	$500 paid to you today
$1000 paid to you in one month	○	○	$500 paid to you today

For each line, select which option you prefer. Option 1 is a sum of money that you receive in two months. Option 2 is a sum of money you receive in one month.

	Option 1	Option 2	
$500 paid to you in two months	○	○	$500 paid to you in one month
$501 paid to you in two months	○	○	$500 paid to you in one month
$502 paid to you in two months	○	○	$500 paid to you in one month
$504 paid to you in two months	○	○	$500 paid to you in one month
$506 paid to you in two months	○	○	$500 paid to you in one month
$508 paid to you in two months	○	○	$500 paid to you in one month
$510 paid to you in two months	○	○	$500 paid to you in one month
$515 paid to you in two months	○	○	$500 paid to you in one month
$520 paid to you in two months	○	○	$500 paid to you in one month
$530 paid to you in two months	○	○	$500 paid to you in one month
$540 paid to you in two months	○	○	$500 paid to you in one month
$550 paid to you in two months	○	○	$500 paid to you in one month
$600 paid to you in two months	○	○	$500 paid to you in one month
$650 paid to you in two months	○	○	$500 paid to you in one month
$700 paid to you in two months	○	○	$500 paid to you in one month
$750 paid to you in two months	○	○	$500 paid to you in one month
$800 paid to you in two months	○	○	$500 paid to you in one month
$850 paid to you in two months	○	○	$500 paid to you in one month
$900 paid to you in two months	○	○	$500 paid to you in one month
$1000 paid to you in two months	○	○	$500 paid to you in one month

We are interested in how people respond when they confront difficult or stressful events in their lives. There are lots of ways to try and deal with stress. This questionnaire asks you to indicate what you generally do and feel, when you experience stressful events. Obviously different events bring out somewhat different responses, but think about what you usually do when you are under a lot of stress.

	I rarely do this	I sometimes do this	I frequently do this	I very frequently do this
I concentrate my efforts on doing something about it.	○	○	○	○
I try to come up with a strategy about what to do.	○	○	○	○
I think about what steps to take.	○	○	○	○
I take an additional action to try to get rid of the problem.	○	○	○	○
I try to get advice from someone about what to do.	○	○	○	○
I try to get emotional support from friends or relatives.	○	○	○	○
I let my feelings out.	○	○	○	○
I ask people with similar experiences what they did.	○	○	○	○
I feel a lot of emotional distress and I find myself expressing those feelings a lot.	○	○	○	○
I say to myself "this isn't real."	○	○	○	○
I admit that I can't deal with it and quit trying.	○	○	○	○
I refuse to believe that it has happened.	○	○	○	○
I try to analyze the problem in order to understand it better.	○	○	○	○
I try to make myself feel better by eating, drinking, smoking, using drugs or medication, etc.	○	○	○	○
I try to forget the whole thing.	○	○	○	○

What do you believe is the percentage chance that you:

Have been infected with the Herpes simplex virus, HSV-1? _____

Have been infected with the Herpes simplex virus, HSV-2? _____

Have you ever been tested for HSV before?

Yes

No

Decline to State

Have you ever been sexually active?

Yes

No
Decline to State

How often do you worry about contracting a sexually transmitted infection?
Never
Occasionally
Very Often
Always

In your opinion, which strain of HSV is worse to contract?
HSV-1
HSV-2

Would you like to know whether you have HSV-1 or HSV-2?
Yes
No

[If they answered Yes to the previous question]
Which are the following reasons why you would like to know your HSV status (click as many as apply):
I want to be prepared should I experience symptoms.
I want to be knowledgeable about my health in general.
I want to know so that I do not transmit the virus accidentally to others.
Other

[If they answered No to the question two questions up]
Which are the following reasons why you would prefer not to know your HSV status (click as many as apply):
It will cause me unnecessary stress or anxiety if I test positive.
I'm worried that insurance companies will find out the results.
I'm worried that other people will find out the results.
I'm worried that other people will hold me responsible for them becoming infected.
I don't want to feel responsible for other people becoming infected.
Other

Suppose there were someone you were becoming romantically interested in and he/she discloses to you that he/she has oral herpes. Which of the following best describes how you would respond?

It would have no effect on how you felt about him/her and have no effect on your involvement with him/her.

It would have no effect on how you felt about him/her but it may make you pause to reflect on your involvement.

It would be a mild turnoff and may cause you to reconsider getting involved.

It would be a strong turnoff and may cause you to reconsider getting involved.

It would cause you to discontinue romantic involvement with this person.

Suppose there were someone you were becoming romantically interested in and he/she discloses to you that he/she has genital herpes. Which of the following best describes how you would respond?

It would have no effect on how you felt about him/her and have no effect on your involvement with him/her.

It would have no effect on how you felt about him/her but it may make you pause to reflect on your involvement.

It would be a mild turnoff and may cause you to reconsider getting involved.

It would be a strong turnoff and may cause you to reconsider getting involved.

It would cause you to discontinue romantic involvement with this person.

Do you remember your highest official SAT score?

Yes

No

[If they answered yes to the previous question.]

What was your highest official SAT score for each section?

Critical Reading _____

Writing _____

Math _____

Sex:

Male

Female

How old are you?

What year are you in college?

First

Second

Third
Fourth or later
Graduate

Do you think you know the purpose of this experiment?
Yes
No

[If the answer to the previous question was yes.]
What do you think the purpose of this experiment is? _____

Please stay seated and wait quietly at your computer station for the next 5 minutes. You will be informed of your earnings soon.

[Subjects are told the resolution of Question Y and Z, that they may open remaining envelopes they may now open and their total earnings.]

D.2 Terrible Diseases Experiment

Are you fluent in English?
∘ Yes (1)
∘ No (2)

How old are you?
[Drop Down Menu]

In which country do you reside?
[Drop Down Menu]

[Subjects had to be fluent in English, between 18 and 50 years of age, and in the USA. Otherwise the survey ended and they got the following message.]

Thank you for your interest. Unfortunately you cannot participate in this survey.

[Consent Form]

Thank you for participating in this experiment. Please take the questions in this survey seriously. Be sure to read the passages carefully and answer the questions honestly, as your payment may depend on the accuracy of your responses. For participating we will pay you $0.70. You will be presented below with a hypothetical scenario. Please imagine yourself in this scenario as vividly as you can. Answer the way you believe you would actually behave.

Hypothetical Scenario – Risk of Gangoff Disease
Your doctor contacts you to inform you that your distant cousin has just contracted Gangoff Disease. It is a rare genetic disease that affects the nervous system. The doctor is contacting you because you are at risk of contracting the disease as well. The disease is not contagious, but there is no cure. There is nothing that can be done to prevent it. If you have the genes for it then you will certainly get the disease. There are two variants of the disease. Gangoff A is the mild form, and Gangoff B is the severe form.

[One of the following scenarios was chosen at random.]

[Vision Scenario]
Blurred vision: Those with Gangoff A suffer from blurred vision. A person with this condition could see broad shapes, colors, and forms, but discriminating detail is difficult. People with this condition can generally navigate about the world without trouble, including operating motor vehicles, but cannot engage in tasks that require high visual acuity. People with this condition can reverse all of the negative consequences through the use of corrective lenses. Generally, people with Gangoff A live normal lives.

Q9 Blindness: Those with Gangoff B are completely blind. The blindness is irreversible. Most people who end up in this condition require a long and emotionally difficult adjustment period to adapt to their new situation. There is nothing that can be done to reverse it.
[Movement Scenario]
Slowness: The neuro-degeneration caused by Gangoff A results in a person's motor neurons to respond more slowly. Consequently, a person with Gangoff A cannot make very quick movements. The person in general can do many activities that do not require fast motion such as walking, talking, and eating. But performance in sports activities that requires quick reactions decreases significantly. People with this condition can can bring their motor neuron response speed to normal levels by taking medication daily. Generally, people with Gangoff A live normal lives.

Paralysis below the neck: The neuro-degeneration caused by Gangoff B results in complete paralysis below the neck. A person with Gangoff B cannot move their legs, abdomen, torso, or arms. Self locomotion requires the use of an electric wheelchair operated via a joystick that is controlled by the mouth or chin. The person cannot feel anything below the neck. The condition is irreversible.

[Mind Scenario]
Forgetfulness: The neuro-degeneration caused by Gangoff A results in some forgetfulness. People with this condition often forget where they have placed things, what they were doing a few minutes before, and the names of people and things. Most people with this condition adapt to it, using pneumonic tools like notes and journals, and do not find that it makes a dramatic change in their lifestyle. People with this condition can substantially mitigate forgetfulness by taking medication daily. Generally, people with Gangoff A live normal lives.

Dementia: The neuro-degeneration caused by Gangoff B results in dementia. The symptoms are similar to Alzheimer's disease. A person with this disease often forgets the identity of a spouse or caregiver, needs help dressing, forgets the details of toileting (for example flushing the toilet, wiping or disposing of tissue properly), experiences major personality and behavioral changes including paranoia and delusions, tends to get lost, and eventually loses the ability to communicate or understand language. After full progression of the disease the muscles grow rigid and swallowing

becomes impaired. There is nothing that can be done to reverse the progression of the disease.

[Death Scenario]
Irregular heart beats: The neuro-degeneration caused by Gangoff A results in the heart sometimes skipping beats. This causes disorientation for some people. There are no other symptoms or repercussions. People with this condition can regularize their heart beat by taking medication daily. Generally, people with Gangoff A live normal lives.

Cardiac failure: The neuro-degeneration caused by Gangoff B results in massive heart failure. Death is sudden. There is nothing that can be done to prevent this.

[Pain Scenario]
Mild headaches: The neuro-degeneration caused by Gangoff A results in mild headaches. The headaches come and go over the course of one's life. Symptoms may be felt a few weeks per year. The pain can often be mitigated by prescription medication. Generally, people with Gangoff A live normal lives.

Severe continuous migraines: The neuro-degeneration caused by Gangoff B results in continuous severe migraines. The migraines are excruciatingly painful. Without the use of pain medication most people with this condition are unable to sleep or function in their daily life. Even with very strong pain medication most people with this condition are unable to do anything but lie in bed due to the debilitating pain. 84% of people with Gangoff B end their life prematurely, either through suicide, or through high doses of pain medication that hasten death. There is nothing that can be done to reverse it.

Given that your cousin has the disease, your doctor informs you that you have a 2% chance of contracting each version of the disease. Your doctor explains that you are at equal risk from Gangoff A and Gangoff B, and that the risk of each of these is independent of the other. That means it is possible to contract none, one, or both diseases. Having one version of the disease has no effect on the probability of contracting the other form of the disease. Given that your cousin is [11 or 29, randomized] years older than you are, if you do contract the disease, it will happen in approximately [11 or 29 consistent with randomization above] years.
Think for a moment about how you would feel as you get this news from your doctor.

I would feel... _____

By law, the doctor is required to ask you whether you would like to be tested for Gangoff Disease.

Testing is conducted using the hospital's stored samples of your blood. Testing for Gangoff A and Gangoff B requires two separate tests, one for each disease. The tests are perfectly accurate: after the test you will know for sure whether you will contract the disease in about [11 or 29] years or never. Only your consent is required to be tested. If you are tested, you will be contacted through a secure communication channel of your choice (e.g. your cell phone) and informed about your status. The communication is completely confidential and it is impossible that anyone will find out without you telling them.

If you choose to be tested, a message will be sent to the lab. The testing procedure is rapid. The lab will contact you with the results within 20 minutes. You are under no obligation to get tested. If you do not get tested now, you you may always contact the lab in the future with a short phone call. The lab will contact you with the results within 20 minutes of your phone call.

What are you doing today? Please list three things you plan to do before you go to sleep tonight.

_____

Think for a moment how you would feel if you got your results now. Think for a moment how you would feel if you got your results later. Think for a moment how you would feel if you did not got tested.

When would you get tested for Gangoff A?
∘ Now (1)
∘ Tomorrow (2)
∘ Later this week (3)
∘ Longer than a week but within the year (4)
∘ Not this year, but at some point before -1 years (5)
∘ After -1 years (6)
∘ I do not plan to get tested (7)

Why? (You may leave this section blank if you choose.) _____

When would you get tested for Gangoff B?
∘ Now (1)
∘ Tomorrow (2)

◦ Later this week (3)
◦ Longer than a week but within the year (4)
◦ Not this year, but at some point before -1 years (5)
◦ After -1 years (6)
◦ I do not plan to get tested (7)

Why? (You may leave this section blank if you choose.) _____

Suppose that through a court decision the law requires you to get tested for one form of the disease now, but you can only get tested for one form (you can always get tested for the other form at some later date if you so choose). Which form of the disease would you get tested for now?
◦ Gangoff A (1)
◦ Gangoff B (2)

Why? (You may leave this section blank if you choose.) _____

State how much you agree with the following statements.

	Strongly Disagree (1)	Disagree (2)	Somewhat Disagree (3)	Neither Agree nor Disagree (4)	Somewhat Agree (5)	Agree (6)	Strongly Agree (7)
I find the prospect of getting Gangoff A frightening.	○	○	○	○	○	○	○
If I were not tested, I would worry about Gangoff A frequently.	○	○	○	○	○	○	○
If I were not tested, I would put Gangoff A out of my mind.	○	○	○	○	○	○	○
I find the prospect of getting Gangoff B frightening.	○	○	○	○	○	○	○
If I were not tested, I would worry about Gangoff B frequently.	○	○	○	○	○	○	○
If I were not tested, I would put Gangoff B out of my mind.	○	○	○	○	○	○	○

The next two questions are hypothetical but please take these questions seriously and answer them as if real money were at stake. For each line, select which option you prefer. Option 1 is a sum of money that you receive in six months. Option 2 is a sum of money you receive today.

	Option 1	Option 2	
$500 paid to you in six months	∘	∘	$500 paid to you today
$505 paid to you in six months	∘	∘	$500 paid to you today
$520 paid to you in six months	∘	∘	$500 paid to you today
$550 paid to you in six months	∘	∘	$500 paid to you in today
$600 paid to you in six months	∘	∘	$500 paid to you in today
$750 paid to you in six months	∘	∘	$500 paid to you in today
$1000 paid to you in six months	∘	∘	$500 paid to you in today

For each line, select which option you prefer. Option 1 is a sum of money that you receive in twelve months. Option 2 is a sum of money you receive in six months.

	Option 1	Option 2	
$500 paid to you in twelve months	∘	∘	$500 paid to you in six months
$505 paid to you in twelve months	∘	∘	$500 paid to you in six months
$520 paid to you in twelve months	∘	∘	$500 paid to you in six months
$550 paid to you in twelve months	∘	∘	$500 paid to you in six months
$600 paid to you in twelve months	∘	∘	$500 paid to you in six months
$750 paid to you in twelve months	∘	∘	$500 paid to you in six months
$1000 paid to you in twelve months	∘	∘	$500 paid to you in six months

What is your gender?
∘ Female (1)
∘ Male (2)

In the hypothetical scenario that you just read, which version of the disease was worse?
∘ Leopard's disease (1)
∘ Smolenski virus L-1 (2)
∘ Gangoff B (3)
∘ N-1 B7 Influenza (4)
∘ cancer (5)
∘ Tiger's disease (6)
∘ Gangoff A (7)
∘ Smolenski virus L-2 (8)
∘ Portuguese Influenza (10)
∘ I don't know (11)

◦ None of the above (12)

Please be honest. You will be paid no matter how you answer the following questions.

	Strongly Disagree (1)	Disagree (2)	Neither Agree nor Disagree (3)	Agree (4)	Strongly Agree (5)
I read the entire survey and understood it.	◦	◦	◦	◦	◦
I answered all the questions honestly.	◦	◦	◦	◦	◦
Enter "Disagree" to show that you are paying attention.	◦	◦	◦	◦	◦
I lied on one or more questions.	◦	◦	◦	◦	◦
I answered all the questions carefully.	◦	◦	◦	◦	◦

Please copy and paste this code into the HIT to receive payment. Code: _____

Press the continue button only after you have copied the code above.

Is there anything you would like to tell us?

D.3 Lottery Replication Experiment

ID # _____

INSTRUCTIONS

&

RESPONSE

BOOKLET

Please read these General Instructions now:

1. Please do not open this booklet until you are told to do so.
2. Once you start the experiment, please follow the instructions in the booklet including those that the experimenter will read aloud for you. Please do NOT turn the pages of the booklet until instructed to do so.
3. Once you have completed a page and moved on, please do NOT turn back to the previous page to change your response.

Thank you for participating in this experiment. It is very important that you understand the instructions, since additional rewards from participating in the experiment will depend on your ability to make good decisions.

There will be several parts to this experimental session. In some parts of the experiment, you will answer Practice SAT questions. In other parts, you will do other tasks.

So let's now turn the page and start on the first part of the experiment.

Part I – Practice SAT Verbal (Warm Up)

For answering the questions on this page of the experiment, you will receive $0.25. Although this payment will not depend on whether your answers on this page are correct, please try your best to answer the questions on this part.

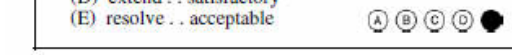
Directions: For each question in this section, select the best answer from among the choices given and fill in the corresponding circle on the answer sheet.

Each sentence below has one or two blanks, each blank indicating that something has been omitted. Beneath the sentence are five words or sets of words labeled A through E. Choose the word or set of words that, when inserted in the sentence, best fits the meaning of the sentence as a whole.

Example:

Hoping to ------- the dispute, negotiators proposed a compromise that they felt would be ------- to both labor and management.

(A) enforce . . useful
(B) end . . divisive
(C) overcome . . unattractive
(D) extend . . satisfactory
(E) resolve . . acceptable



1. Many private universities depend heavily on -------, the wealthy individuals who support them with gifts and bequests.

(A) instructors (B) administrators (C) monitors (D) accountants (E) benefactors

2. One of the characters in Milton Murayama's novel is considered ------- because he deliberately defies an oppressive hierarchical society.

(A) rebellious (B) impulsive (C) artistic (D) industrious (E) tyrannical

3. Nightjars possess a camouflage perhaps unparalleled in the bird world: by day they roost hidden in shady woods, so ------- with their surroundings that they are nearly impossible to -------.

(A) vexed . . dislodge
(B) blended . . discern
(C) harmonized . . interrupt
(D) impatient . . distinguish
(E) integrated . . classify

4. Many economists believe that since resources are scarce and since human desires cannot all be -------, a method of ------- is needed.

(A) indulged . . apportionment
(B) verified . . distribution
(C) usurped . . expropriation
(D) expressed . . reparation
(E) anticipated . . advertising

5. The range of colors that homeowners could use on the exterior of their houses was ------- by the community's stringent rules regarding upkeep of property.

(A) circumscribed (B) bolstered (C) embellished (D) insinuated (E) cultivated

When done with the above, please look up to draw the experimenter's attention, but please do not turn the page until told to do so. (This was just a warm-up. There will be <u>many</u> more SAT questions later in this experiment.)

STOP

If you finish before time is called, you may check your work on this section only.
Do not turn to any other section in the test.

Part II – Winning Money

You have probably already noticed that there are two U.S. currency bills taped in front of you with removable tape: there is a $100 bill and a $10 bill. Please feel free to inspect the bills to make sure they are real U.S. currency. When you're done, please make sure to tape them back to the carrel as you found them.

These bills could be **yours** based on your roll of 10-sided dice. You will roll two ten-sided dice in a few minutes: one die for the $100 bill and another die for the $10 bill. The faces of the dice are numbered 0 through 9, and in each case if you roll a "5" you will win the corresponding prize.

---- Wait for the experimenter to read the following accompanied with appropriate actions: ----
First, inspect the two dice and the two cardboard boxes provided. Next, please place one die in the box marked "$10" and the other die in the box marked "$100." Please make sure that the covers of both boxes are tightly closed. The experimenter will now vigorously shake each box.

Now you will get to roll the die in each box by shaking the box as vigorously as you want without opening it. After you have rolled the die in each box, the box will lie in your full view throughout the experiment until you are instructed to open it to see if you have won the corresponding prize. Nobody will touch the box between the time you set it down and the time you are allowed to open it to read the number that you rolled. But you may not open either of the boxes now or try in any other way to figure out what numbers you have rolled until you are instructed to do so.

In summary:

- There are two cardboard boxes, one marked "$10" and the other marked "$100".
- If you've rolled a "5" in the "$10" box, the $10 bill you see taped in front of you is yours to take home. In addition, if you've rolled a "5" in the "$100" box, the $100 bill you see taped in front of you is also yours to take home.
- If you have rolled any other number on either die, you will have to leave the corresponding prize behind when you leave at the end of the experiment.
- **You may not attempt to see whether these bills are yours to take home until the end of the experiment or until instructed to do so**. If you open either box early or try to read the numbers until instructed to do so, all your earnings will be forfeited.

When the experimenter says so, you may turn to the next page.

Part III – What to do with your winnings

In this part, you will receive $0.25 for answering these questions:

If you win the $10 taped in front of you, please state three things that you may spend your winnings on:

1.

2.

3.

If you win the $100 taped in front of you, please state three things that you may spend your winnings on:

1.

2.

3.

When done with the above, please look up to draw the experimenter's attention, but please do not turn the page until told to do so.

Some instructions for the next part

In the next part of the experiment, there will be several choice-pairs asking you to choose between options "a" and "b". There is no right or wrong answer to any of these questions: we just want to know in each case what you prefer. Only one choice-pair will be randomly selected to count for payment. Because any choice-pair may count, and because your choices do not affect which choice-pair will count, it is in your best interest to state in each case which choice you truly prefer.

Example:

John has two choice-pairs:

1.	• Earn $1.50 • Get a pencil	a.	b.	• Get an apple • Get a pencil
2.	• Earn $0.90 • Get an eraser	a.	b.	• Get a banana • Get an eraser

John wants an apple more than $1.50, but prefers $0.90 to a banana, so:

1. For choice-pair 1 he chooses (b) [as he gets a pencil anyway for either option]
2. For choice-pair 2 he chooses (a) [as he gets an eraser anyway for either option]

So, he circles his responses like this:

1.	• Earn $1.50 • Get a pencil	a.	(b.)	• Get an apple • Get a pencil
2.	• Earn $0.90 • Get an eraser	(a.)	b.	• Get a banana • Get an eraser

Now suppose choice-pair 2 is randomly chosen to count. Since John selected (a) $0.90 is added to his total earnings and he gets the eraser. He does not get a banana, apple or pencil. So it was important for him to choose his best option in each choice-pair!

Please make sure you understand the above. If not, please ask now.

The experimenter will now pause to make sure everybody understands the above. Once everybody seems to be clear on the above, the experimenter will instruct you to turn to the next page.

Part IV - Choices.

There are 24 choice-pairs in the next few pages. For each choice-pair, please make your choice between the two options. After you answer all 24, you will pick a number from a bag to randomly select one of the 24 choice-pairs to "count," and your choice in that choice-pair will be honored. For example, if you pick the number "17", then choice-pair 17 will count and whatever option ("a" or "b") you chose in #17 will be honored and carried out.

When the experimenter says so, please turn to the next page to start making your choices.

First, before you make your choices, you will receive a bonus of $7.00. This money is yours. It will be paid to you at the end of the experiment. ***You must wait until the end of the experiment to learn whether you won the prizes unless otherwise stated. The questions give you the option to find out now.*** Notice that option a. remains the same for every choice pair and option b. remains the same for every choice pair except that earnings change.

1.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.25.
2.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.30.
3.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.75.
4.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $1.25.

Please turn to the next page when finished with the above. You do not need to wait for the experimenter this time.

5.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $0.25.
6.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $0.30.
7.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $0.75.
8.	• You will wait until the end of the experiment to learn whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $1.25.

Please turn to the next page when finished with the above. You do not need to wait for the experimenter this time.

9.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.25.
10.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.30.
11.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.75.
12.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $1.25.

Please turn to the next page when finished with the above. You do not need to wait for the experimenter this time.

13.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $0.25.
14.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $0.30.
15.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $0.75.
16.	• You will wait until the end of the experiment to learn whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $1.25.

Please turn to the next page when finished with the above. You do not need to wait for the experimenter this time.

17.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $0.25.
18.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $0.30.
19.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $0.75.
20.	• You will learn right now whether you won the $100 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $10 prize. • Earn $1.25.

Please turn to the next page when finished with the above. You do not need to wait for the experimenter this time.

21.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $0.25.
22.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $0.30.
23.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $0.75.
24.	• You will learn right now whether you won the $10 prize. • Earn $0.25.	a.	b.	• You will learn right now whether you won the $100 prize. • Earn $1.25.

Please turn to the next page when finished with the above. You do not need to wait for the experimenter this time.

When you have completed answering all 24 choice-pair items above, please look up to signal the experimenter to come to your desk with a bag full of 24 numbers, and <u>you</u> will pick a number to carry out one of the above choice pairs. If you are ready, please draw the experimenter's attention now. [If you believe you did not understand the rules completely, please raise your hand to ask now.]

---- Wait for the experimenter to read the following accompanied with appropriate actions: ----

You will now pick a random choice-pair from among the 24.

Based on the random number you picked, Choice Pair _____ is chosen. On that question you chose "a / b" (← experimenter will circle one). Therefore (experimenter will check or enter the appropriate information for you below):

1. You earn $____

2. You get to open ONLY the following box now: $100 / $10 / Both / Neither

    a. If you got to open the $100 box, we see you rolled a ____; therefore you earn $_____
    b. If you got to open the $10 box, we see you rolled a ____; therefore you earn $_____

After the experimenter has come to your desk and filled in the above, please turn the page to go to the next part of the experiment.

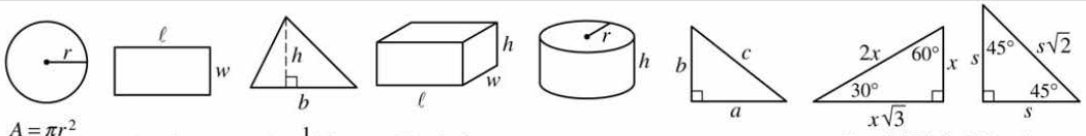
Part V - SAT Math

You will receive $0.50 for this part of the experiment. This will take approximately 20 minutes or until the buzzer goes off. If you cannot complete all the questions in the time provided, please do not worry: just do as much and as well as you can until the buzzer goes off. It is important for the purpose of this experiment that you try your best.

Notes

1. The use of a calculator is permitted.
2. All numbers used are real numbers.
3. Figures that accompany problems in this test are intended to provide information useful in solving the problems. They are drawn as accurately as possible EXCEPT when it is stated in a specific problem that the figure is not drawn to scale. All figures lie in a plane unless otherwise indicated.
4. Unless otherwise specified, the domain of any function f is assumed to be the set of all real numbers x for which $f(x)$ is a real number.

Reference Information



$A = \pi r^2$, $C = 2\pi r$ | $A = \ell w$ | $A = \frac{1}{2}bh$ | $V = \ell wh$ | $V = \pi r^2 h$ | $c^2 = a^2 + b^2$ | Special Right Triangles

The number of degrees of arc in a circle is 360.
The sum of the measures in degrees of the angles of a triangle is 180.

1. If $10 + x$ is 5 more than 10, what is the value of $2x$?

(A) −5
(B) 5
(C) 10
(D) 25
(E) 50

2. The result when a number is divided by 2 is equal to the result when that same number is divided by 4. What is that number?

(A) −4
(B) −2
(C) 0
(D) 2
(E) 4

GO ON TO THE NEXT PAGE

3. If this page was folded along the dotted line in the figure above, the left half of the letter W would exactly coincide with the right half of W. Which of the following letters, as shown, CANNOT be folded along a vertical line so that its left half would coincide with its right half?

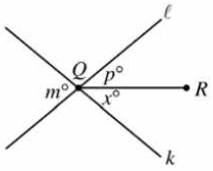
(A) A

(B) I

(C) O

(D) U

(E) E



Note: Figure not drawn to scale.

4. In the figure above, lines ℓ and k intersect at point Q. If $m = 40$ and $p = 25$, what is the value of x?

(A) 15
(B) 20
(C) 25
(D) 40
(E) 65

x	y
–2	–3
0	3
1	6
2	9
4	15

5. Which of the following equations is satisfied by the five pairs of numbers listed in the table above?

(A) $y = x^3 + 3$

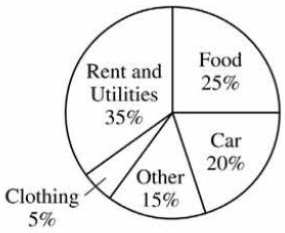
(B) $y = 3x + 3$

(C) $y = -3x + 6$

(D) $y = x^2 + 6$

(E) $y = x^2 - 7$

DAVID'S MONTHLY EXPENSES



6. The circle graph above shows how David's monthly expenses are divided. If David spends $450 per month for food, how much does he spend per month on his car?

(A) $200
(B) $320
(C) $360
(D) $400
(E) $450

GO ON TO THE NEXT PAGE

7. If n and k are positive integers and $8^n = 2^k$, what is the value of $\frac{n}{k}$?

(A) $\frac{1}{4}$

(B) $\frac{1}{3}$

(C) $\frac{1}{2}$

(D) 3

(E) 4

---

8. In a certain store, the regular price of a refrigerator is \$600. How much money is saved by buying this refrigerator at 20 percent off the regular price rather than buying it on sale at 10 percent off the regular price with an additional discount of 10 percent off the sale price?

(A) \$6
(B) \$12
(C) \$24
(D) \$54
(E) \$60

---

9. If the function f is defined by $f(x) = 3x + 4$, then $2f(x) + 4 =$

(A) $5x + 4$
(B) $5x + 8$
(C) $6x + 4$
(D) $6x + 8$
(E) $6x + 12$

---

10. What is the greatest possible area of a triangle with one side of length 7 and another side of length 10?

(A) 17
(B) 34
(C) 35
(D) 70
(E) 140

---

11. A total of 120,000 votes were cast for 2 opposing candidates, Garcia and Pérez. If Garcia won by a ratio of 5 to 3, what was the number of votes cast for Pérez?

(A) 15,000
(B) 30,000
(C) 45,000
(D) 75,000
(E) 80,000

---

12. If a positive integer n is picked at random from the positive integers less than or equal to 10, what is the probability that $5n + 3 \leq 14$?

(A) 0

(B) $\frac{1}{10}$

(C) $\frac{1}{5}$

(D) $\frac{3}{10}$

(E) $\frac{2}{5}$

---

13. If t is a number greater than 1, then t^2 is how much greater than t?

(A) 1
(B) 2
(C) t
(D) $t(t - 1)$
(E) $(t - 1)(t + 1)$

---

14. The height of a right circular cylinder is 5 and the diameter of its base is 4. What is the distance from the center of one base to a point on the circumference of the other base?

(A) 3
(B) 5
(C) $\sqrt{29}$ (approximately 5.39)
(D) $\sqrt{33}$ (approximately 5.74)
(E) $\sqrt{41}$ (approximately 6.40)

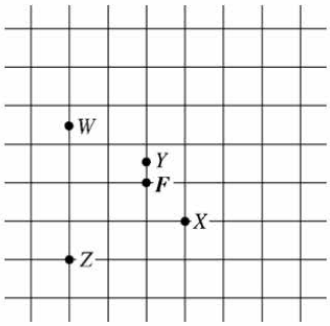
GO ON TO THE NEXT PAGE

15. If p and n are integers such that $p > n > 0$ and $p^2 - n^2 = 12$, which of the following can be the value of $p - n$?

I. 1
II. 2
III. 4

(A) I only
(B) II only
(C) I and II only
(D) II and III only
(E) I, II, and III

Questions 16-18 refer to the following figure and information.



The grid above represents equally spaced streets in a town that has no one-way streets. F marks the corner where a firehouse is located. Points W, X, Y, and Z represent the locations of some other buildings. The fire company defines a building's m-distance as the minimum number of blocks that a fire truck must travel from the firehouse to reach the building. For example, the building at X is an m-distance of 2, and the building at Y is an m-distance of $\frac{1}{2}$ from the firehouse.

16. What is the m-distance of the building at W from the firehouse?

(A) 2
(B) $2\frac{1}{2}$
(C) 3
(D) $3\frac{1}{2}$
(E) $4\frac{1}{2}$

---

17. What is the total number of different routes that a fire truck can travel the m-distance from F to Z?

(A) Six
(B) Five
(C) Four
(D) Three
(E) Two

---

18. All of the buildings in the town that are an m-distance of 3 from the firehouse must lie on a

(A) circle
(B) square
(C) right isosceles triangle
(D) pair of intersecting lines
(E) line

GO ON TO THE NEXT PAGE

19. If x and y are positive integers, which of the following is equivalent to $(2x)^{3y} - (2x)^{y}$?

(A) $(2x)^{2y}$

(B) $2^{y}\left(x^{3} - x^{y}\right)$

(C) $(2x)^{y}\left[(2x)^{2y} - 1\right]$

(D) $(2x)^{y}\left(4x^{y} - 1\right)$

(E) $(2x)^{y}\left[(2x)^{3} - 1\right]$

20. If j, k, and n are consecutive integers such that $0 < j < k < n$ and the units (ones) digit of the product jn is 9, what is the units digit of k ?

(A) 0
(B) 1
(C) 2
(D) 3
(E) 4

S T O P

If you finish before time is called, you may check your work on this section only.
Do not turn to any other section in the test.

We are now almost at the end of the experiment. Thank you for participating, and for your patience.

If you have any unopened box, please open it/them now.

- If you now opened (the previously unopened) $10 box, we see you rolled a ____; therefore you earn $_____
- If you now opened (the previously unopened) $100 box, we see you rolled a ____; therefore you earn $_____

Your earnings for the experiment today are as follows:

Pay for Part I	$ 0.25
Pay for Part III	$ 0.25
Bonus from Part IV, p. 8	$ 7.00
Earnings+winnings from p. 14	$
Winnings from this page, above	$_____
Total	$_____

Please write this amount (in numbers and words) on the receipt provided and sign and date the receipt. The experimenter will come to your desk and complete your payment in cash.

Thank you again for participating in this experiment.

Since we are still actively conducting this experiment, we earnestly request that you do not talk to anybody about the details of the experiment. If you do so, it may seriously jeopardize the reliability of our results. Thank you for honoring this request.

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