

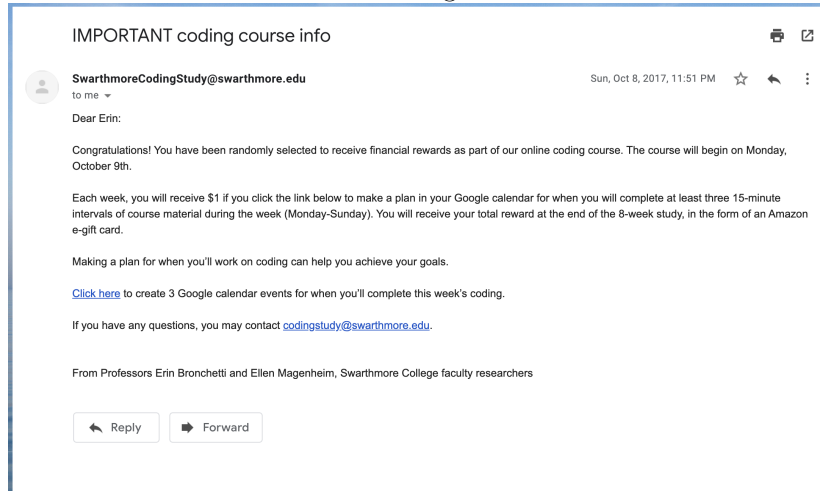
Screenshots Appendix

**Is Attention Produced Optimally? Theory and Evidence
from Experiments with Bandwidth Enhancements**

S.1 Experiment 1

Figure S.1: *Pay-to-Plan* Treatment Emails, Week 1

\$1 Plan-Making Incentive



\$2 Plan-Making Incentive

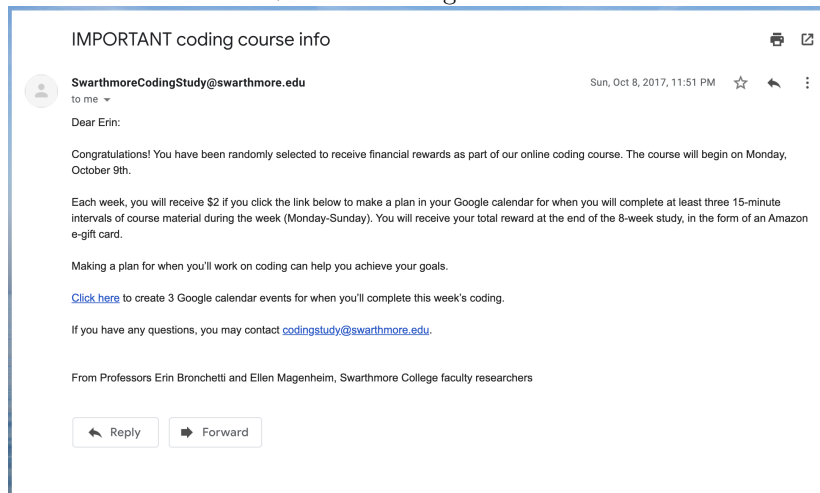





Figure S.2: *Pay-to-Code* Treatment Emails, Week 1

\$2 Coding-Task Incentive

IMPORTANT coding course info  

 SwarthmoreCodingStudy@swarthmore.edu Sun, Oct 8, 2017, 11:50 PM ☆ ↶ ⋮
to me ▾

Dear Erin:

Congratulations! You have been randomly selected to receive financial rewards for completing parts of the online coding course. The course will begin on Monday, October 9th.

Each week, you will receive \$2 if you complete at least three 15-minute intervals of course material during that week (Monday-Sunday). You will receive your total reward at the end of the 8-week study, in the form of an Amazon e-gift card.



Making a plan for when you'll work on coding can help you achieve your goals.


[Click here](#) to create 3 Google calendar events for when you'll complete this week's coding.

If you have any questions, you may contact codingsstudy@swarthmore.edu.

From Professors Erin Bronchetti and Ellen Magenheim, Swarthmore College faculty researchers

\$5 Coding-Task Incentive

IMPORTANT coding course info  

 SwarthmoreCodingStudy@swarthmore.edu Sun, Oct 8, 2017, 11:50 PM ☆ ↶ ⋮
to me ▾

Dear Erin:

Congratulations! You have been randomly selected to receive financial rewards for completing parts of the online coding course. The course will begin on Monday, October 9th.

Each week, you will receive \$5 if you complete at least three 15-minute intervals of course material during that week (Monday-Sunday). You will receive your total reward at the end of the 8-week study, in the form of an Amazon e-gift card.

Making a plan for when you'll work on coding can help you achieve your goals.

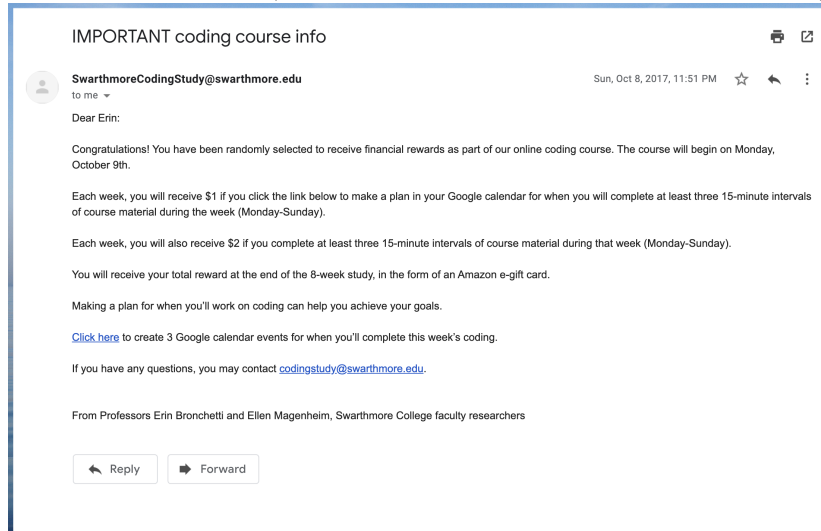
[Click here](#) to create 3 Google calendar events for when you'll complete this week's coding.

If you have any questions, you may contact codingsstudy@swarthmore.edu.

From Professors Erin Bronchetti and Ellen Magenheim, Swarthmore College faculty researchers

Figure S.3: *Combined* and Control Group Emails, Week 1

Combined Treatment (\$1 Plan-Making and \$2 Coding-Task Incentive)



Control Group

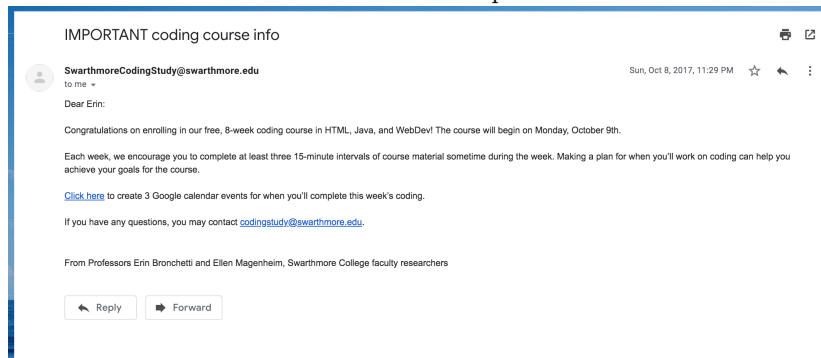
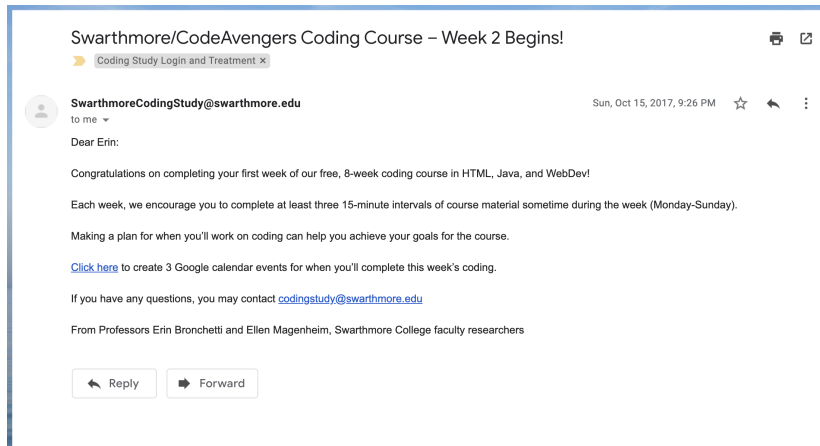


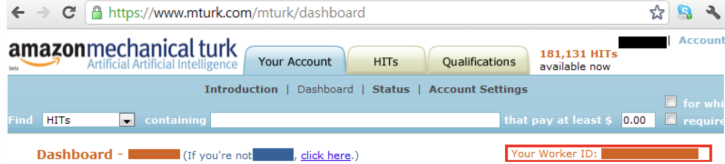
Figure S.4: Weekly Reminder Email, All Groups



S.2 Experiment 2

S.2.1 Part 1

Figure S.5: Eligibility Screen



The screenshot shows the Amazon Mechanical Turk dashboard. At the top, there is a navigation bar with the Amazon Mechanical Turk logo and the text 'Artificial Intelligence'. Below the logo, there are tabs for 'Your Account', 'HITS', and 'Qualifications'. The 'HITS' tab is selected, and it shows '181,131 HITS available now'. Below the navigation bar, there is a search bar with the text 'Find HITS containing that pay at least \$ 0.00'. Below the search bar, there is a red box labeled 'Your Worker ID:' with a text input field. Below the input field, there is a blue button with the text '>>'. Below the button, there is a paragraph of text: 'To determine whether you are eligible to participate in the study, please enter your Mechanical Turk Worker ID into the box below. (See above for where you can find your Worker ID. Your Worker ID starts with the letter A and has 12-14 letters or numbers. It must be all CAPITAL letters and no spaces. It is NOT your email address.)' Below the paragraph, there is a large empty text input field.

To determine whether you are eligible to participate in the study, please enter your Mechanical Turk Worker ID into the box below.

(See above for where you can find your Worker ID. Your Worker ID starts with the letter A and has 12-14 letters or numbers. It must be all CAPITAL letters and no spaces. It is NOT your email address.)

If you have questions about this study at any time, please contact upenn.experiments@gmail.com

>>

Figure S.6: If Ineligible Screen

You have participated in this (or a similar) study before.

You are therefore not eligible to participate.

Do not reattempt this study.

Thanks for your interest in our studies.

If participants had participated in the study at an earlier date, they were shown this screen and excluded from participating.

Figure S.7: Consent Form

This is a consent form. Please read and click below to continue.

Study Background and Purpose: This study examines decision-making. Your participation in this research will take approximately 15 minutes today and you will have the option to complete an additional task for approximately 20 minutes during a one-week window between Saturday, September 17th and Thursday, November 3rd.

What Happens in this Research Study: If you decide to participate, you will answer questions.

Payments: There are no known costs to you for participating in this research study except for your time. Upon completion of the survey, you will be given a code that you can submit to MTurk so that you can receive your payment. You will be paid \$2.50 for completing the entire survey today, and you will have the possibility of earning an additional bonus payment.

Confidentiality: Your data will be anonymous and will not be linked to your identity.

Voluntary Participation: Participating in this research is voluntary. You can withdraw from the study at any time.

Contact: If you have questions, concerns, or complaints regarding this research, please contact the researcher at upenn.experiments@gmail.com. If a member of the research team cannot be reached or you want to talk to someone other than those working on the study, you may contact the Office of Regulatory Affairs with any question, concerns or complaints at the University of Pennsylvania by calling (215) 898-2614.

Agreement to Participate: By clicking to continue, you are indicating that you have read this consent form and that you voluntarily agree to participate in the study.

Figure S.8: Attention Check (first attempt)

T2YKA

Please type the sequence above into the text box below. **The sequence is case sensitive.**



Figure S.9: Attention Check (second attempt)

T2YKA

Your first attempt was incorrect. You must enter the correct sequence in order to remain in the study.

Please type the sequence above into the text box below. **The sequence is case sensitive.**



If participants answered the attention check question incorrectly the first time, they saw this screen which warned them that failure to enter the sequence correctly would remove them from the study.

Figure S.10: Instructions, Screen 1

Thank you for participating in this HIT. This HIT has two parts. Part 1 of the study should take 15 minutes to complete right now. **For completing part 1 of the study, you will earn \$2.50. You may also earn a "part 1 bonus" payment.**

In part 2 of the study, you will be asked to complete a survey that will take you about 20 minutes and must be completed in one sitting. **If you complete part 2 of the study, you will earn a "part 2 bonus" payment.** You cannot complete part 2 of the study now. You can only complete part 2 at some point in the future. (We will explain the details of when you can complete part 2 of the study on the next screen.)

In part 2 of the study, we will ask you **40 hypothetical questions** about whether or not you would take a particular gamble. These questions are **hypothetical**, which means what you choose in these questions will not affect your payment in any way.

- We will ask you 20 hypothetical questions about gambles over money. For example, you might be asked to choose between: (a) \$50 for sure, or (b) a 50% chance of \$110 and a 50% chance of \$0.
- We will ask you 20 hypothetical questions about gambles over lottery tickets (where there are 1,000 lottery tickets, one of which earns a prize of \$1,000). For example, you might be asked to choose between: (a) 50 tickets for sure, or (b) a 50% chance of 110 tickets and a 50% chance of 0 tickets.

You must answer all 40 hypothetical questions to complete part 2 of the study and earn a part 2 bonus payment.

Figure S.11: Understanding Questions for Instructions, Screen 1

You must answer this question correctly in order to remain in the study. Which of the following statements describes the bonus payments in this study?

- In this study, I will earn \$2.50 for sure in part 1. I will not have the opportunity to earn any bonus payments.
- In this study, I will earn \$2.50 for sure in part 1. I may also earn a "part 1 bonus" payment. I will earn a "part 2 bonus" payment if I complete part 2 of the study.
- In this study, I will earn \$2.50 for sure in part 1. I may also earn a "part 1 bonus" payment. I will also earn \$2 for sure in part 2.

You must answer this question correctly in order to remain in the study. What will you do in part 2 of the study?

- I will answer an unknown number of questions about an unknown topic.
- I will answer **40 hypothetical questions** about gambles, and what I choose **will not affect** my payment (except that I must answer all 40 questions to earn a "part 2 bonus" payment).
- I will answer **40 questions** about gambles, and what I choose in each question **will affect** my "part 2 bonus" payment.

Figure S.12: Instructions, Screen 2

As was noted on the last screen, you cannot complete part 2 of the study now. You can only complete part 2 at some point in the future.

In particular, at the end of part 1 of the study, you will receive a link to complete part 2 of the study. The link will become active at 12:01am Eastern Time (ET) on some day in the future and remain active until 11:59pm Eastern Time (ET) a week later. The day that the link will become active will be randomly determined for you during this part of the study. **You are required to complete part 2 of the study in one sitting within that week to earn your part 2 bonus payment.** That is, you must click the link during the week that it is active and complete the survey within one hour of initially clicking the link to earn your part 2 bonus payment.

In this part of the study, we will ask you questions about how you value receiving a set of three reminder emails to complete part 2 of the study during the week that it is available for you to complete. **Based on random chance and your choices in this part of the study, you may receive a set of three reminder emails through the MTurk platform.**

If you do not receive this set of three reminder emails, we will not send you any reminders to complete part 2 of this study.

Figure S.13: Understanding Questions for Instructions, Screen 2

You must answer this question correctly in order to remain in the study. Is the following statement true or false? You will not receive any reminders to complete part 2 of the study **unless** you are selected to get them in this part of the study.

True

False

Figure S.14: Instructions, Screen 3

If you receive the set of three reminder emails to complete part 2 of the study, we will send you three emails through the MTurk platform. Each email will include a link to access part 2 of the study.

We will send you the first reminder email at 12pm ET on the first day of the week that part 2 of the study is available to you.

We will send you the second reminder email at 12pm ET on the fourth day of the week that part 2 of the study is available to you, halfway through the window to complete part 2 of the study.

We will send you the third reminder email at 12pm ET on the last day of the week that part 2 of the study is available to you, twelve hours before the window to complete part 2 of the study closes.



Figure S.15: Instructions, Screen 4

We will now ask you to make decisions about how you value getting the set of three reminder emails to complete part 2 of the study.

You will go through 16 screens of decisions about how you value the reminder emails. There are four possible part 2 bonus payments that you may be eligible to receive and four possible one-week windows in which part 2 of the study may become available to you. (These four possible bonuses and four possible weeks generate 16 possible combinations.) Each possible combination is equally likely to be selected.

Each screen will apply to a different possible part 2 bonus payment for completing part 2 of the study and a different week when part 2 of the study might be available to you.

Because they are randomly selected, you cannot affect which part 2 bonus payment you are eligible to receive or which week part 2 of the study will be available to you. Instead, you will make decisions on the following screens assuming that a given part 2 bonus payment and a given week have been randomly selected. Your responses for a given part 2 bonus payment and week only apply if that part 2 bonus payment and that week are randomly selected.

What this means is that it is in your best interest to make each decision carefully and honestly.

In addition to the decisions you make on the following screens, there is a chance that the computer will randomly assign you to either get the set of three reminder emails or not get the set of three reminder emails.

Any part 1 bonus payment you may earn today and any part 2 bonus payment you may earn from completing part 2 of the study will be sent to you three days after the week in which you may complete part 2 of the study ends.

Figure S.16: Instructions, Screen 5

There will be 16 screens with decisions. On each screen, there will be a table of 33 rows. Each of the rows is its own separate decision. Any one of the decisions could be the one that is selected to determine your outcomes from this study. If one of the decisions is selected, then:

- If you choose the option on the left, you will NOT get the three reminder emails. You will also receive the part 1 bonus payment listed in the option on the left.
- If you choose the option on the right, you will get the three reminder emails. You will also receive the part 1 bonus payment listed in the option on the right.

On each of the 16 screens, you will be asked to indicate which option you prefer in each decision. To speed things up, we have made it so that you can simply click on the decision where you want to switch from choosing the option on the left to the option on the right. What you choose for each decision will be highlighted in orange.

Figure S.17: Understanding Questions for Instructions, Screen 5

You must answer this question correctly in order to remain in the study. If one of the decisions is selected and you chose the option on the LEFT in that decision, what would happen?

- You will NOT get three reminder emails. You will get the amount of money listed in the option on the left.
- You will get three reminder emails. You will get the amount of money listed in the option on the right.

You must answer this question correctly in order to remain in the study. If one of the decisions is selected and you chose the option on the RIGHT in that decision, what would happen?

- You will NOT get three reminder emails. You will get the amount of money listed in the option on the left.
- You will get three reminder emails. You will get the amount of money listed in the option on the right.

Figure S.18: Multiple Price List Attention Check

Before you make any decisions, we have one more attention check. To signal to us that you are reading all instructions, simply click the continue button below, without clicking on anything in any of the 33 rows below. If you click on any of the rows below, you will be excluded from the study. The decisions will start on the screen after this one.

	NO REMINDERS +	OR	GET REMINDERS +
DECISION 1:	\$12.00	OR	\$0.00
DECISION 2:	\$11.25	OR	\$0.00
DECISION 3:	\$10.50	OR	\$0.00
DECISION 4:	\$9.75	OR	\$0.00
DECISION 5:	\$9.00	OR	\$0.00
DECISION 6:	\$8.25	OR	\$0.00
DECISION 7:	\$7.50	OR	\$0.00
DECISION 8:	\$6.75	OR	\$0.00
DECISION 9:	\$6.00	OR	\$0.00
DECISION 10:	\$5.25	OR	\$0.00
DECISION 11:	\$4.50	OR	\$0.00
DECISION 12:	\$3.75	OR	\$0.00
DECISION 13:	\$3.00	OR	\$0.00
DECISION 14:	\$2.25	OR	\$0.00
DECISION 15:	\$1.50	OR	\$0.00
DECISION 16:	\$0.75	OR	\$0.00
DECISION 17:	\$0.00	OR	\$0.00
DECISION 18:	\$0.00	OR	\$0.75
DECISION 19:	\$0.00	OR	\$1.50
DECISION 20:	\$0.00	OR	\$2.25
DECISION 21:	\$0.00	OR	\$3.00
DECISION 22:	\$0.00	OR	\$3.75
DECISION 23:	\$0.00	OR	\$4.50
DECISION 24:	\$0.00	OR	\$5.25
DECISION 25:	\$0.00	OR	\$6.00
DECISION 26:	\$0.00	OR	\$6.75
DECISION 27:	\$0.00	OR	\$7.50
DECISION 28:	\$0.00	OR	\$8.25
DECISION 29:	\$0.00	OR	\$9.00
DECISION 30:	\$0.00	OR	\$9.75
DECISION 31:	\$0.00	OR	\$10.50
DECISION 32:	\$0.00	OR	\$11.25
DECISION 33:	\$0.00	OR	\$12.00



Figure S.19: Example Multiple Price List Instructions with Incentive Level of \$12 and Delay of 2 Days

Question 1 of 16

If the part 2 bonus payment is randomly selected to be \$12 and if part 2 of the study is available starting in 2 days, one of the decisions below could be the one that is selected to determine your outcomes from this study. In the table below, each of the 33 rows is its own separate decision. If one of the decisions below is selected, then:

- If you choose the option on the left, you will NOT get the three reminder emails. You will also receive the part 1 bonus payment listed in the option on the left.
- If you choose the option on the right, you will get the three reminder emails. You will also receive the part 1 bonus payment listed in the option on the right.

Please indicate which option you prefer in each decision. To speed things up, we made it so that you can simply click on the decision where you want to switch from choosing the option on the left to the option on the right. What you choose in each decision will be highlighted in orange.

(Note that you cannot click on the submit button until you have selected an answer.)

To summarize, for this set of decisions:

- The part 2 bonus payment is randomly selected to be \$12.
- Part 2 of the study is randomly selected to be available in 2 days. Thus, part 2 of the study will be available starting on **Saturday, September 17th**.
- Each row is its own separate decision, so make sure that the option selected in each row is your preferred of the two options in that row.

[Click to Review Information about Reminder Emails and Payment](#)

If you receive the three reminder emails, they would be sent to you at:
12pm ET on Saturday, September 17th, the day part 2 of the study opens.
12pm ET on Tuesday, September 20th, halfway through the window to complete part 2 of the study, and
12pm ET on Friday, September 23rd, twelve hours before the window to complete part 2 of the study closes.

Any part 1 bonus payment you may earn today and any part 2 bonus payment you may earn from completing part 2 of the study between 12:01am ET on Saturday, September 17th and 11:59pm ET on Friday, September 23rd will be sent to you on Monday, September 26th, three days after the week to complete part 2 of the study ends.

This figure shows the text that appears on the screen of a multiple price list decision. (The next figure shows the actual multiple price list that participants faced.) Participants saw a version of these screen 16 times for every combination of the four possible incentives and four possible delays. Each participant saw either the block of high-incentive MPLs or the block of low-incentive MPLs first; within each block, the MPLs were randomized. In addition to the instruction text, the page has a clickable button between the instructions and the multiple price list which summarizes information about the reminder emails and payment; the figure above shows what it looks like when the button has been pressed.

Figure S.20: Example Multiple Price List with Incentive Level of \$12 and Delay of 2 Days

	NO REMINDERS +		GET REMINDERS +
DECISION 1:	\$12.00	OR	\$0.00
DECISION 2:	\$11.25	OR	\$0.00
DECISION 3:	\$10.50	OR	\$0.00
DECISION 4:	\$9.75	OR	\$0.00
DECISION 5:	\$9.00	OR	\$0.00
DECISION 6:	\$8.25	OR	\$0.00
DECISION 7:	\$7.50	OR	\$0.00
DECISION 8:	\$6.75	OR	\$0.00
DECISION 9:	\$6.00	OR	\$0.00
DECISION 10:	\$5.25	OR	\$0.00
DECISION 11:	\$4.50	OR	\$0.00
DECISION 12:	\$3.75	OR	\$0.00
DECISION 13:	\$3.00	OR	\$0.00
DECISION 14:	\$2.25	OR	\$0.00
DECISION 15:	\$1.50	OR	\$0.00
DECISION 16:	\$0.75	OR	\$0.00
DECISION 17:	\$0.00	OR	\$0.00
DECISION 18:	\$0.00	OR	\$0.75
DECISION 19:	\$0.00	OR	\$1.50
DECISION 20:	\$0.00	OR	\$2.25
DECISION 21:	\$0.00	OR	\$3.00
DECISION 22:	\$0.00	OR	\$3.75
DECISION 23:	\$0.00	OR	\$4.50
DECISION 24:	\$0.00	OR	\$5.25
DECISION 25:	\$0.00	OR	\$6.00
DECISION 26:	\$0.00	OR	\$6.75
DECISION 27:	\$0.00	OR	\$7.50
DECISION 28:	\$0.00	OR	\$8.25
DECISION 29:	\$0.00	OR	\$9.00
DECISION 30:	\$0.00	OR	\$9.75
DECISION 31:	\$0.00	OR	\$10.50
DECISION 32:	\$0.00	OR	\$11.25
DECISION 33:	\$0.00	OR	\$12.00



This figure shows the multiple price list that participants saw on the same screen as the text in the previous figure. This is the high-incentive treatment; the low-incentive version of this multiple price list has a maximum bonus of \$4 and increments by \$0.25, instead of a maximum bonus of \$12 and increments of \$0.75 as above.

Figure S.21: Part 2 Information: No reminder emails

The part 2 bonus payment was randomly selected to be \$4. Part 2 of the study was randomly selected to be available for one week starting on Friday, October 7th.

The computer randomly selected for you to not get reminders.

You will NOT receive the three reminder emails.

Participants who would not receive reminder emails were shown a version of this screen after completing the 16 multiple price list screens; the part 2 bonus and availability was randomly selected and varies across participants.

Figure S.22: Part 2 Information: Reminder emails

The part 2 bonus payment was randomly selected to be \$4. Part 2 of the study was randomly selected to be available for one week starting on Friday, October 7th.

The computer randomly selected for you to get reminders.

You will receive the three reminder emails.

Participants who would receive reminder emails were shown a version of this screen after completing the 16 multiple price list screens; the part 2 bonus and availability was randomly selected and varies across participants.

Figure S.23: Link Screen: No reminder emails

The following link will take you to part 2 of the study and be active from 12:01am ET on Friday, October 7th to 11:59pm ET on Thursday, October 13th.

https://wharton.qualtrics.com/jfe/form/SV_9HoYFs0wKssND9k

If you complete part 2 of the study during this week, you will receive a part 2 bonus payment of \$4.

Please make a note of this link. You will not receive any reminders to complete part 2 of the study.

Participants who would not receive reminder emails were shown this screen at the end of part 1 of the study.

Figure S.24: Link Screen: Reminder emails

The following link will take you to part 2 of the study and be active from 12:01am ET on Friday, October 7th to 11:59pm ET on Thursday, October 13th.

https://wharton.qualtrics.com/jfe/form/SV_9HoYFs0wKssND9k

If you complete part 2 of the study during this week, you will receive a part 2 bonus payment of \$4.

Please make a note of this link. You will also be sent this link when you are sent reminder emails to complete part 2 of the study.

Participants who would receive reminder emails were shown this screen at the end of part 1 of the study.

Figure S.25: Demographic Information

To complete part 1 of this study, please answer the short follow-up survey below. None of your answers on this follow-up survey will influence your payments in any way.

*How old are you (in years)?

*What is your gender?

Male

Female

Other

Prefer not to say

*Please select the highest level of education that you have completed.

Elementary School

Middle School

High School or equivalent

Some college

College Graduate with Associate's Degree (2 year)

College Graduate with Bachelor's Degree (4 year)

Master's Degree (MS)

Doctoral Degree (PhD)

Professional Degree (MD, JD, etc.)

Other

***What was your income in 2020?**

Less than \$10,000

\$10,000 to \$14,999

\$15,000 to \$24,999

\$25,000 to \$34,999

\$35,000 to \$49,999

\$50,000 to \$74,999

\$75,000 to \$99,999

\$100,000 to 149,999

\$150,000 to \$199,999

\$200,000 or more

Click the button to advance to the next screen and receive your payment code for this MTurk HIT.

[>>](#)

Figure S.26: Final Screen

You have completed part 1 of the study.

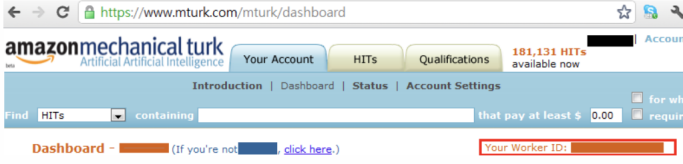
The payment code is: JL4RN12K921-70040.

Please enter that code into the HIT and submit.

Participants saw their MTurk payment code as their final screen before exiting the study.

S.2.2 Part 2

Figure S.27: Eligibility Screen



The screenshot shows the Amazon Mechanical Turk dashboard. The browser address bar displays <https://www.mturk.com/mturk/dashboard>. The page header includes the Amazon Mechanical Turk logo, navigation tabs for 'Your Account', 'HITs', and 'Qualifications', and a notification for '181,131 HITs available now'. Below the header is a search bar with a dropdown menu set to 'HITs' and a filter for 'that pay at least \$ 0.00'. A red box highlights the 'Your Worker ID' field.

Thank you for returning to complete part 2 of our study. To verify that you are eligible to participate in this part of the study, please enter your Mechanical Turk Worker ID into the box below.

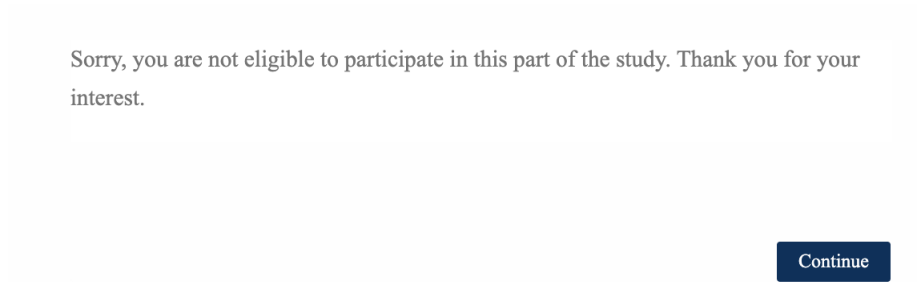
(See above for where you can find your Worker ID. Your Worker ID starts with the letter A and has 12-14 letters or numbers. It must be all CAPITAL letters and no spaces. It is NOT your email address.)

If you have questions about this study at any time, please contact upenn.experiments@gmail.com

This is the screen in which the participant entered their MTurk ID. In order to proceed, the participant had to enter the MTurk ID they used for part 1 of the study.

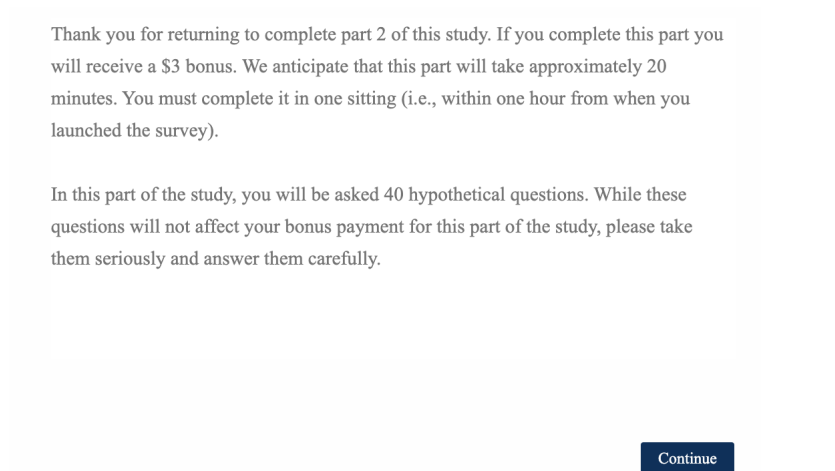
Participants were then asked for their demographic information on screens identical to those in Figure S.25.

Figure S.28: If Ineligible Screen



If a participant entered an MTurk ID that did not match one used for part 1 of the study, they saw this screen and were automatically screened out.

Figure S.29: Introduction Screen



Participants received this introduction after the eligibility check. The bonus amount shown was the bonus randomly assigned to them in part 1 of the study. Participants who took more than one hour to complete the study were treated as not having completed part 2 of the study.

Figure S.30: Instructions for Gambles over Money

On each of the next 20 screens, we will ask you **hypothetical** questions about your preferences for gambles over **money**.

When you are ready, click the continue button to advance to the first of the 20 screens.

Continue

The order was randomized such that some participants saw the gambles over money first, while other participants saw the gambles over lottery tickets first.

Figure S.31: Example Question about Gambles over Money

Question 2 out of 40:

You are given \$100. Would you rather keep what you have or accept a gamble with a 50% chance of losing \$99 and a 50% chance of gaining \$53?

- Keep what I have
- Accept a gamble with a 50% chance of losing \$99 and a 50% chance of gaining \$53

Participants answered 20 questions similar to the one shown here.

Figure S.32: Instructions for Gambles over Lottery Tickets

On each of the next 20 screens, we will ask you **hypothetical** questions about your preferences for gambles over **lottery tickets**.

Imagine that there are 1,000 lottery tickets total, and exactly one of them is the winning ticket. The winning ticket earns a prize of \$1,000. So if you have all 1,000, you win \$1,000 for sure. If you have 500, you win \$1,000 half the time. If you have 100, you win \$1,000 one out of every ten times.

When you are ready, click the continue button to advance to the first of the 20 screens.

[Continue](#)

Figure S.33: Example Question about Gambles over Lottery Tickets

Question 21 out of 40:

Would you rather have 54 lottery tickets for sure or a 50% chance of 110 lottery tickets?

54 lottery tickets for sure

a 50% chance of 110 lottery tickets

[Continue](#)

Participants answered 20 questions similar to the one shown here.

Figure S.34: Attention Check Question

Sometimes participants in survey studies don't read all of the questions fully, and answer by clicking randomly. This question is a check on whether you are reading all of the questions. To indicate that you have read the question, please click on the "Continue" button, and do not mark "Yes," "Maybe," or "No" below.

Yes

Maybe

No

[Continue](#)

Participants were asked the above attention check question to assess whether they were paying attention, but this question did not affect payments in any way.

Figure S.35: Final Screen

Thank you for completing this survey. You will receive your part 2 bonus of \$3 through the original MTurk HIT three days after the window to complete this part of the study ends.

[Continue](#)

Participants saw this screen before exiting the survey. The bonus amount shown was based on the bonus randomly assigned to them in part 1 of the study.

S.3 Experiment 3

Figure S.36: Introduction Screen

Please use Chrome or Firefox on a laptop or desktop computer for this study and make your browser window as large as possible on your screen. Thank you.



Participants were informed of the browser and device restrictions of the study, and were advised to maximize the size of the browser window.

Figure S.37: Browser or Device Ineligibility Screen

*This study can only be taken on a **laptop or desktop computer** using **Chrome or Firefox**. Please return your submission on Prolific by selecting the "Stop without completing" button if you are unable to do so. Thank you.*



If participants had opened the study on a mobile phone or on browser other than Chrome or Firefox, they were shown this screen and excluded from participating.

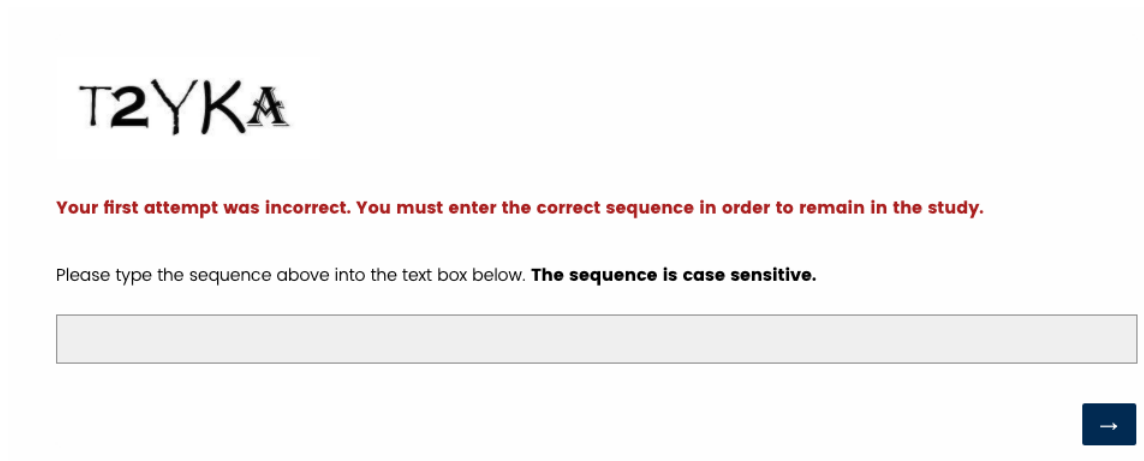
Figure S.38: Attention Check (first attempt)

T2YKA

Please type the sequence above into the text box below. **The sequence is case sensitive.**



Figure S.39: Attention Check (second attempt)



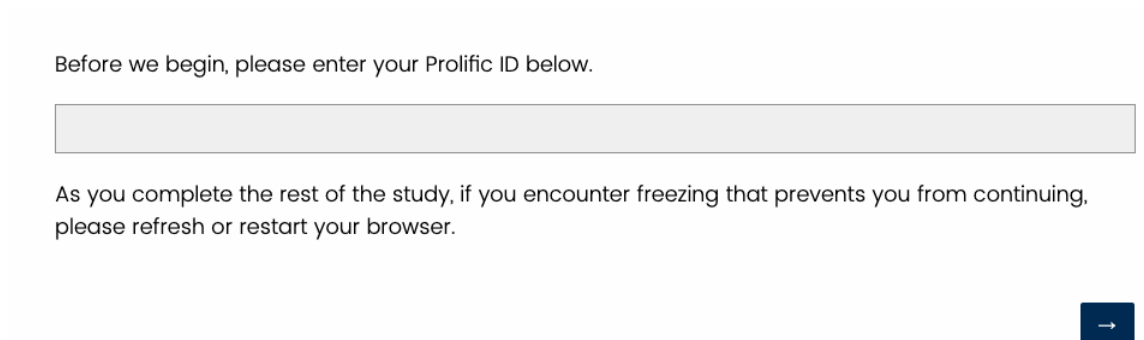
T2YKA

Your first attempt was incorrect. You must enter the correct sequence in order to remain in the study.

Please type the sequence above into the text box below. **The sequence is case sensitive.**

If participants answered the attention check question incorrectly the first time, they saw this screen which warned them that failure to enter the sequence correctly would remove them from the study.

Figure S.40: Prolific ID Entry



Before we begin, please enter your Prolific ID below.

As you complete the rest of the study, if you encounter freezing that prevents you from continuing, please refresh or restart your browser.

Figure S.41: Consent Form

This is a consent form. Please read and click below to continue.

Study Background and Purpose: This study examines how much effort people put into simple tasks with different incentive schemes. Your participation in this research will take approximately 20 minutes.

What Happens in this Research Study: If you decide to participate, you will be asked to do the following:

- Complete a series of arithmetic tasks, where you will receive monetary rewards for accuracy.
- Answer a few questions about which types of arithmetic tasks you want to complete.

Payments: There are no known costs to you for participating in this research study except for your time. Upon completion of the survey, you will be redirected to Prolific. You will be paid \$2.50 for completing the entire survey today, and you will have the possibility of earning an additional reward.

Confidentiality: Your data will be anonymous and will not be linked to your identity.

Voluntary Participation: Participating in this research is voluntary. You can withdraw from the study at any time.

Contact: If you have questions, concerns, or complaints regarding this research, please contact the researchers at upenn.experiments@gmail.com. If a member of the research team cannot be reached or you want to talk to someone other than those working on the study, you may contact the Office of Regulatory Affairs with any question, concerns or complaints at the University of Pennsylvania by calling (215) 898-2614.

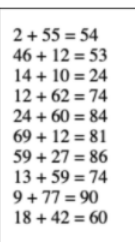
Agreement to Participate: By clicking to continue, you are indicating that you have read this consent form and that you voluntarily agree to participate in the study.

Figure S.42: Instructions, Screen 1

Instructions

There are 2 blocks of math tasks in this study, and each block involves 7 math tasks.

For each math task, you will see a picture like the one below, which lists multiple equations. Some equations are correct; others are incorrect. For example, in the picture below, the first two equations are incorrect and the third one is correct.



$2 + 55 = 54$
$46 + 12 = 53$
$14 + 10 = 24$
$12 + 62 = 74$
$24 + 60 = 84$
$69 + 12 = 81$
$59 + 27 = 86$
$13 + 59 = 74$
$9 + 77 = 90$
$18 + 42 = 60$

In each math task, the computer will select the fraction of correct equations from two equally likely possibilities. You will be told the two possibilities, but not what the computer selected. For example, in the picture above, you might be told that either 60% of the equations ($6/10$) are correct, or that 40% of the equations ($4/10$) are correct. It will be your job to determine which of these is true.

The computer will randomly select one of the 14 math tasks to be the task that counts. If you give an accurate answer in the task that counts, you will receive a reward.

The total number of equations that appear in a picture might vary between math tasks. The possibilities for the fraction of correct equations might also vary between math tasks.

Figure S.43: Instructions, Screen 2

(a) Length Arm

Instructions, continued

In all of the 7 math tasks that you see in this block, the fraction of correct equations is 60% or 40%. The computer will randomly select the reward for giving an accurate answer in this block to be \$2, \$3, or \$4.

In 3 of the math tasks, the picture will have 10 equations. In 3 of the math tasks, the picture will have 100 equations. For the remaining math task, you may have a chance to choose whether the picture has 10 equations or has 100 equations. These 7 math tasks will be presented in random order. We will explain how you make this choice on the next screen.

(b) Discernibility Arm

Instructions, continued

In all of the 7 math tasks that you see in this block, the pictures will have 100 equations. The computer will randomly select the reward for giving an accurate answer in this block to be \$2, \$3, or \$4.

In 3 of the math tasks, the computer will randomly (and with equal chance) select whether the fraction of correct equations is 60% or 40%. In 3 of the math tasks, the computer will randomly (and with equal chance) select whether the fraction of correct equations is 95% or 5%. For the remaining math task, you may have a chance to choose whether the computer randomly selects between 60% or 40% correct or whether the computer randomly selects between 95% and 5% correct. These 7 math tasks will be presented in random order. We will explain how you make this choice on the next screen.

Participants saw one of the above instruction screens, depending on the arm they were assigned to.

Figure S.44: Instructions, Screen 3

(a) Length Arm

If the remaining math task is selected as the task that counts, one of the decisions you make on an upcoming screen will determine whether the remaining math task in the block has 10 equations or 100 equations. (If the remaining math task is not selected as the task that counts, the computer will select whether the remaining math task has 10 equations or 100 equations.)

On the upcoming screen, you will see three sets of decisions. Each set of decisions is in a table with 33 rows, and each row is its own decision. **Any one of the decisions could be chosen to count.** If your decision is chosen to count:

- If you choose the option on the left, you will complete a math task with 100 equations. You will also receive the additional money listed in the option on the left (this money is in addition to any reward you receive for giving an accurate answer in the math task).
- If you choose the option on the right, you will complete a math task with 10 equations. You will also receive the additional money listed in the option on the right (this money is in addition to any reward you receive for giving an accurate answer in the math task).

Each set of decisions applies to a given reward for giving an accurate answer to the associated math task. That is, a decision from that table will only be selected if that reward for accuracy is randomly selected (and the remaining math task is selected as the task that counts).

What this means is that it is in your best interest to make each decision carefully and honestly.

(b) Discernibility Arm

If the remaining math task is selected as the task that counts, one of the decisions you make on an upcoming screen will determine whether the computer will randomly select between 60% or 40% correct equations or between 95% or 5% correct equations for the remaining math task in the block. (If the remaining math task is not selected as the task that counts, the computer will select whether the remaining math task has 60% or 40% correct equations or has 95% or 5% correct equations.)

On the upcoming screen, you will see three sets of decisions. Each set of decisions is in a table with 33 rows, and each row is its own decision. **Any one of the decisions could be chosen to count.** If your decision is chosen to count:

- If you choose the option on the left, you will complete a math task in which the computer will randomly select between 60% or 40% correct equations. You will also receive the additional money listed in the option on the left (this money is in addition to any reward you receive for giving an accurate answer in the math task).
- If you choose the option on the right, you will complete a math task in which the computer will randomly select between 95% or 5% correct equations. You will also receive the additional money listed in the option on the right (this money is in addition to any reward you receive for giving an accurate answer in the math task).

Each set of decisions applies to a given reward for giving an accurate answer to the associated math task. That is, a decision from that table will only be selected if that reward for accuracy is randomly selected (and the remaining math task is selected as the task that counts).

What this means is that it is in your best interest to make each decision carefully and honestly.

Participants saw one of the above instruction screens, depending on their arm.

Figure S.45: Comprehension Questions, Screen 3

(a) Length Arm

You must answer this question correctly in order to remain in the study. If the associated math task is selected as the task that counts and you chose the option on the LEFT in the randomly selected decision, what would happen?

- You will complete a math task with 100 equations. You will also receive the additional money listed in the option on the left (this money is in addition to any reward you receive for giving an accurate answer in the math task).
- You will complete a math task with 10 equations. You will also receive the additional money listed in the option on the right (this money is in addition to any reward you receive for giving an accurate answer in the math task).

You must answer this question correctly in order to remain in the study. If the associated math task is selected as the task that counts and you chose the option on the RIGHT in the randomly selected decision, what would happen?

- You will complete a math task with 100 equations. You will also receive the additional money listed in the option on the left (this money is in addition to any reward you receive for giving an accurate answer in the math task).
- You will complete a math task with 10 equations. You will also receive the additional money listed in the option on the right (this money is in addition to any reward you receive for giving an accurate answer in the math task).

(b) Discernibility Arm

You must answer this question correctly in order to remain in the study. If the associated math task is selected as the task that counts and you chose the option on the LEFT in the randomly selected decision, what would happen?

- You will complete a math task in which the computer randomly selects between 60% or 40% correct equations. You will also receive the additional money listed in the option on the left (this money is in addition to any reward you receive for giving an accurate answer in the math task).
- You will complete a math task in which the computer randomly selects between 95% or 5% correct equations. You will also receive the additional money listed in the option on the right (this money is in addition to any reward you receive for giving an accurate answer in the math task).

You must answer this question correctly in order to remain in the study. If the associated math task is selected as the task that counts and you chose the option on the RIGHT in the randomly selected decision, what would happen?

- You will complete a math task in which the computer randomly selects between 60% or 40% correct equations. You will also receive the additional money listed in the option on the left (this money is in addition to any reward you receive for giving an accurate answer in the math task).
- You will complete a math task in which the computer randomly selects between 95% or 5% correct equations. You will also receive the additional money listed in the option on the right (this money is in addition to any reward you receive for giving an accurate answer in the math task).



On the same screen as Figure S.44, participants answered one of the sets of comprehension questions above depending on their arm. If at least one of the questions was answered incorrectly, the participant was removed from the study.

Figure S.46: Multiple Price List Attention Check

Before you make any decisions, we have one more attention check. To signal to us that you are reading all instructions, simply click the continue button below, without clicking on anything in any of the 33 rows below. If you click on any of the rows below, you will be excluded from the study. The decisions will start on the screen after this one.

	60% OR 40% CORRECT +	OR	95% OR 5% CORRECT +
DECISION 1:	\$4.00	OR	\$0.00
DECISION 2:	\$3.75	OR	\$0.00
DECISION 3:	\$3.50	OR	\$0.00
DECISION 4:	\$3.25	OR	\$0.00
DECISION 5:	\$3.00	OR	\$0.00
DECISION 6:	\$2.75	OR	\$0.00
DECISION 7:	\$2.50	OR	\$0.00
DECISION 8:	\$2.25	OR	\$0.00
DECISION 9:	\$2.00	OR	\$0.00
DECISION 10:	\$1.75	OR	\$0.00
DECISION 11:	\$1.50	OR	\$0.00
DECISION 12:	\$1.25	OR	\$0.00
DECISION 13:	\$1.00	OR	\$0.00
DECISION 14:	\$0.75	OR	\$0.00
DECISION 15:	\$0.50	OR	\$0.00
DECISION 16:	\$0.25	OR	\$0.00
DECISION 17:	\$0.00	OR	\$0.00
DECISION 18:	\$0.00	OR	\$0.25
DECISION 19:	\$0.00	OR	\$0.50
DECISION 20:	\$0.00	OR	\$0.75
DECISION 21:	\$0.00	OR	\$1.00
DECISION 22:	\$0.00	OR	\$1.25
DECISION 23:	\$0.00	OR	\$1.50
DECISION 24:	\$0.00	OR	\$1.75
DECISION 25:	\$0.00	OR	\$2.00
DECISION 26:	\$0.00	OR	\$2.25
DECISION 27:	\$0.00	OR	\$2.50
DECISION 28:	\$0.00	OR	\$2.75
DECISION 29:	\$0.00	OR	\$3.00
DECISION 30:	\$0.00	OR	\$3.25
DECISION 31:	\$0.00	OR	\$3.50
DECISION 32:	\$0.00	OR	\$3.75
DECISION 33:	\$0.00	OR	\$4.00



Participants saw one last attention check, in which they were asked to click “continue” without making any choices to demonstrate they were reading the instructions. Participants who selected a choice were automatically removed from the study. The screen above was presented to participants in the discernibility arm; participants in the length arm saw the same table, but with the headers “100 Equations +” and “10 Equations +”.

Figure S.47: Multiple Price List Instructions

(a) Length Arm

Choosing the remaining math task in Block 1

Recall that the reward for answering the math tasks accurately could be either \$2, \$3, or \$4.

The first table of decisions below is about what kind of math task you would like to answer (and how strong your preference is) if the accuracy reward is \$2. The second table is about what you would like if the accuracy reward is \$3. The third table is about what you would like if the accuracy reward is \$4.

In each of the three tables below, each of the 33 rows is its own separate decision. If the reward is randomly selected to be the one listed at the top of the table and the remaining math task in this block is selected as the task that counts, then for the randomly selected decision:

- If you choose the option on the left, the math task will have 100 equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the left.
- If you choose the option on the right, the math task will have 10 equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the right.

The different amounts of additional money in each decision of each table are for assessing how much more or less you prefer to answer a 10-equation math task over a 100-equation math task. For example, the more likely you think you are to accurately answer a 10-equation math task, the more you might want to choose the options in the right column of each table. And because higher accuracy rewards make answering tasks accurately more important, the point where you cross over from choosing options on the left to choosing options on the right might then be higher up in tables with higher accuracy rewards. The opposite would apply if you think you are more likely to accurately answer a 100-equation math task.

Please indicate which option you prefer in each decision in each table. To speed things up, we made it so that in each table you can simply click on the decision where you want to switch from choosing the option on the left to the option on the right. The more you prefer the math task in the right column, the higher up you should switch from options on the left to options on the right. The more you prefer the math task in the left column, the lower down you should switch from options on the left to options on the right. What you choose in each decision will be highlighted in orange. (Note that you cannot click on the submit button until you have selected your decisions in each table.)

(b) Discernibility Arm

Choosing the remaining math task in Block 1

Recall that the reward for answering the math tasks accurately could be either \$2, \$3, or \$4.

The first table of decisions below is about what kind of math task you would like to answer (and how strong your preference is) if the accuracy reward is \$2. The second table is about what you would like if the accuracy reward is \$3. The third table is about what you would like if the accuracy reward is \$4.

In each of the three tables below, each of the 33 rows is its own separate decision. If the reward is randomly selected to be the one listed at the top of the table and the remaining math task in this block is selected as the task that counts, then for the randomly selected decision:

- If you choose the option on the left, the computer will randomly select between 60% or 40% correct equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the left.
- If you choose the option on the right, the computer will randomly select between 95% or 5% correct equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the right.

The different amounts of additional money in each decision of each table are for assessing how much more or less you prefer to answer a math task with 95% or 5% correct equations over a math task with 60% or 40% correct equations. For example, the more likely you think you are to accurately answer a math task with 95% or 5% correct equations, the more you might want to choose the options in the right column of each table. And because higher accuracy rewards make answering tasks accurately more important, the point where you cross over from choosing options on the left to choosing options on the right might then be higher up in tables with higher accuracy rewards. The opposite would apply if you think you are more likely to accurately answer a math task with 60% or 40% correct.

Please indicate which option you prefer in each decision in each table. To speed things up, we made it so that in each table you can simply click on the decision where you want to switch from choosing the option on the left to the option on the right. The more you prefer the math task in the right column, the higher up you should switch from options on the left to options on the right. The more you prefer the math task in the left column, the lower down you should switch from options on the left to options on the right. What you choose in each decision will be highlighted in orange. (Note that you cannot click on the submit button until you have selected your decisions in each table.)

Participants saw one of the above instruction screens, depending on the arm they were assigned to.

Figure S.48: Multiple Price Lists

	\$2 ACCURACY REWARD		OR	\$3 ACCURACY REWARD		OR	\$4 ACCURACY REWARD	
	100 EQUATIONS +	10 EQUATIONS +		100 EQUATIONS +	10 EQUATIONS +		100 EQUATIONS +	10 EQUATIONS +
#1:	\$4.00			\$4.00			\$4.00	
#2:	\$3.75			\$3.75			\$3.75	
#3:	\$3.50			\$3.50			\$3.50	
#4:	\$3.25			\$3.25			\$3.25	
#5:	\$3.00			\$3.00			\$3.00	
#6:	\$2.75			\$2.75			\$2.75	
#7:	\$2.50			\$2.50			\$2.50	
#8:	\$2.25			\$2.25			\$2.25	
#9:	\$2.00			\$2.00			\$2.00	
#10:	\$1.75			\$1.75			\$1.75	
#11:	\$1.50			\$1.50			\$1.50	
#12:	\$1.25			\$1.25			\$1.25	
#13:	\$1.00			\$1.00			\$1.00	
#14:	\$0.75			\$0.75			\$0.75	
#15:	\$0.50			\$0.50			\$0.50	
#16:	\$0.25			\$0.25			\$0.25	
#17:	\$0.00			\$0.00			\$0.00	
#18:	\$0.00			\$0.00			\$0.00	\$0.25
#19:	\$0.00			\$0.00			\$0.00	\$0.50
#20:	\$0.00			\$0.00			\$0.00	\$0.75
#21:	\$0.00			\$0.00			\$0.00	\$1.00
#22:	\$0.00			\$0.00			\$0.00	\$1.25
#23:	\$0.00			\$0.00			\$0.00	\$1.50
#24:	\$0.00			\$0.00			\$0.00	\$1.75
#25:	\$0.00			\$0.00			\$0.00	\$2.00
#26:	\$0.00			\$0.00			\$0.00	\$2.25
#27:	\$0.00			\$0.00			\$0.00	\$2.50
#28:	\$0.00			\$0.00			\$0.00	\$2.75
#29:	\$0.00			\$0.00			\$0.00	\$3.00
#30:	\$0.00			\$0.00			\$0.00	\$3.25
#31:	\$0.00			\$0.00			\$0.00	\$3.50
#32:	\$0.00			\$0.00			\$0.00	\$3.75
#33:	\$0.00			\$0.00			\$0.00	\$4.00

This figure shows the multiple price list that participants in the length arm saw on the same screen as the text in Figure S.47. Participants in the discernibility arm saw the same display, but with the headers in Figure S.46, i.e., “60% or 40% correct +” and “95% or 5% correct +”.

Figure S.49: Block 1 Start Screen

You will now complete the first block of 7 math tasks. Recall that these 7 math tasks will be presented in random order.

Your reward for accurate answers in this block is \$2.



After completing the MPLs, participants were told the randomly assigned reward for accurate answers before starting the first block.

Figure S.50: Task Examples

(a) Baseline

In this math task, there are 100 equations and 60% or 40% are correct. If you accurately identify whether there are more correct or incorrect equations in this math task, and this math task is randomly selected to be the task that counts, you will receive a **\$2 reward**.

Please select which of the two possibilities below accurately describes equations in this math task:

59 + 36 = 95	56 + 18 = 73	9 + 56 = 61	42 + 39 = 84	21 + 1 = 22
80 + 8 = 88	79 + 19 = 100	51 + 12 = 62	60 + 10 = 70	27 + 3 = 26
1 + 48 = 45	2 + 13 = 15	33 + 13 = 41	14 + 85 = 95	2 + 62 = 64
20 + 9 = 25	40 + 53 = 95	23 + 24 = 47	61 + 28 = 89	46 + 3 = 46
38 + 31 = 66	28 + 27 = 53	5 + 14 = 20	12 + 38 = 50	22 + 49 = 71
54 + 1 = 55	11 + 45 = 56	20 + 26 = 48	4 + 91 = 95	20 + 48 = 68
64 + 19 = 83	2 + 4 = 4	15 + 78 = 90	72 + 3 = 72	2 + 16 = 16
55 + 14 = 72	22 + 18 = 45	47 + 31 = 78	77 + 20 = 97	14 + 56 = 70
62 + 13 = 75	5 + 2 = 4	42 + 18 = 63	33 + 8 = 46	35 + 14 = 49
45 + 30 = 72	37 + 54 = 96	61 + 29 = 87	18 + 44 = 62	84 + 4 = 88
81 + 18 = 99	18 + 81 = 95	3 + 37 = 44	4 + 85 = 93	37 + 4 = 45
41 + 52 = 91	46 + 45 = 93	18 + 43 = 57	36 + 27 = 66	58 + 39 = 97
45 + 26 = 73	58 + 6 = 67	30 + 28 = 60	40 + 59 = 98	50 + 6 = 56
63 + 4 = 67	15 + 71 = 86	24 + 38 = 62	26 + 43 = 68	10 + 21 = 30
45 + 50 = 95	16 + 60 = 71	2 + 13 = 12	45 + 48 = 92	64 + 29 = 93
19 + 9 = 33	49 + 7 = 56	78 + 3 = 81	26 + 8 = 30	68 + 6 = 71
65 + 31 = 92	19 + 51 = 75	23 + 17 = 40	5 + 16 = 21	18 + 57 = 75
23 + 1 = 20	19 + 59 = 80	54 + 23 = 77	18 + 6 = 29	34 + 36 = 70
11 + 16 = 27	4 + 77 = 76	24 + 54 = 78	33 + 43 = 76	12 + 82 = 96
69 + 18 = 89	36 + 51 = 85	96 + 1 = 102	68 + 28 = 94	70 + 4 = 70

There are **60 correct** equations and **40 incorrect** equations

There are **40 correct** equations and **60 incorrect** equations

(b) Easier Length Version

In this math task, there are 10 equations and 60% or 40% are correct. If you accurately identify whether there are more correct or incorrect equations in this math task, and this math task is randomly selected to be the task that counts, you will receive a **\$2 reward**.

Please select which of the two possibilities below accurately describes equations in this math task:

$23 + 1 = 24$
$52 + 24 = 71$
$66 + 1 = 67$
$8 + 46 = 55$
$52 + 30 = 82$
$61 + 15 = 77$
$25 + 62 = 88$
$30 + 8 = 42$
$46 + 46 = 97$
$73 + 2 = 75$

There are **6 correct** equations and **4 incorrect** equations

There are **4 correct** equations and **6 incorrect** equations

(c) Easier Discernibility Version

In this math task, there are 100 equations and 95% or 5% are correct. If you accurately identify whether there are more correct or incorrect equations in this math task, and this math task is randomly selected to be the task that counts, you will receive a **\$2 reward**.

Please select which of the two possibilities below accurately describes equations in this math task:

$62 + 30 = 94$	$48 + 9 = 62$	$35 + 25 = 59$	$54 + 41 = 90$	$88 + 9 = 102$
$13 + 41 = 53$	$40 + 13 = 53$	$4 + 78 = 84$	$74 + 3 = 76$	$27 + 57 = 89$
$3 + 75 = 80$	$17 + 14 = 36$	$68 + 20 = 84$	$23 + 57 = 80$	$56 + 15 = 76$
$24 + 65 = 92$	$27 + 60 = 87$	$50 + 20 = 71$	$44 + 25 = 74$	$16 + 83 = 98$
$44 + 21 = 60$	$18 + 14 = 34$	$18 + 32 = 49$	$10 + 71 = 82$	$12 + 65 = 73$
$24 + 2 = 23$	$40 + 20 = 55$	$37 + 3 = 44$	$50 + 44 = 94$	$64 + 31 = 94$
$10 + 8 = 22$	$44 + 51 = 93$	$62 + 1 = 68$	$9 + 40 = 45$	$56 + 11 = 63$
$13 + 56 = 73$	$15 + 20 = 39$	$5 + 13 = 17$	$40 + 15 = 57$	$36 + 39 = 77$
$54 + 40 = 89$	$14 + 22 = 38$	$15 + 61 = 74$	$44 + 4 = 46$	$62 + 15 = 73$
$86 + 1 = 83$	$40 + 8 = 43$	$33 + 3 = 33$	$62 + 32 = 97$	$77 + 13 = 92$
$55 + 28 = 81$	$1 + 21 = 18$	$31 + 62 = 96$	$86 + 1 = 91$	$23 + 45 = 70$
$39 + 37 = 73$	$19 + 62 = 83$	$51 + 15 = 63$	$16 + 34 = 55$	$38 + 1 = 35$
$28 + 64 = 88$	$86 + 11 = 93$	$27 + 34 = 64$	$12 + 83 = 100$	$50 + 3 = 49$
$35 + 4 = 43$	$36 + 23 = 64$	$64 + 6 = 74$	$31 + 7 = 39$	$6 + 11 = 14$
$7 + 20 = 29$	$27 + 50 = 74$	$47 + 49 = 99$	$49 + 15 = 59$	$10 + 48 = 62$
$15 + 3 = 19$	$7 + 23 = 34$	$47 + 45 = 92$	$7 + 9 = 14$	$29 + 40 = 71$
$31 + 30 = 65$	$14 + 17 = 30$	$50 + 45 = 100$	$23 + 2 = 26$	$47 + 23 = 65$
$21 + 17 = 37$	$48 + 13 = 58$	$49 + 8 = 59$	$45 + 6 = 54$	$10 + 52 = 59$
$28 + 46 = 75$	$2 + 91 = 98$	$35 + 7 = 39$	$44 + 30 = 69$	$57 + 15 = 67$
$33 + 36 = 71$	$24 + 6 = 34$	$36 + 21 = 59$	$24 + 44 = 72$	$31 + 60 = 92$

There are **95 correct** equations and **5 incorrect** equations

There are **5 correct** equations and **95 incorrect** equations

This figure shows examples of the three types of tasks that participants faced. Participants in the length arm saw the task types in (a) and (b), and participants in the discernibility arm saw the task types in (a) and (c).

Figure S.51: End of Block 1

(a) No Feedback, Both Length and Discernibility Arms

You have now completed the first block of the study. You will now complete the second block, which will be very similar to the first.

(b) Feedback, Length Arm

You have now completed the first block of the study. You will now complete the second block, which will be very similar to the first.

Here is a summary of how you did in the first block:

- Out of the 4 math tasks with 10 equations, you answered **50%** (2 out of 4) accurately.
- Out of the 3 math tasks with 100 equations, you answered **33%** (1 out of 3) accurately.

(c) Feedback, Discernibility Arm

You have now completed the first block of the study. You will now complete the second block, which will be very similar to the first.

Here is a summary of how you did in the first block:

- Out of the 4 math tasks with 95% or 5% correct equations, you answered **75%** (3 out of 4) accurately.
- Out of the 3 math tasks with 60% or 40% correct equations, you answered **33%** (1 out of 3) accurately.

After completing the tasks in block 1, participants saw one of the screens above, depending on their arm and whether they were randomly assigned to receive feedback on their performance.

Figure S.52: Screen Before Second Set of MPLs

For the second block, there will again be 7 math tasks.

Again, the computer will randomly choose whether the reward for accurately answering a math task is \$2, \$3, or \$4 for each of the math tasks in this block.

Figure S.53: Multiple Price Lists, Feedback

Choosing the remaining math task in Block 2

Recall that the reward for answering the math tasks accurately could be either \$2, \$3, or \$4.

The first table of decisions below is about what kind of math task you would like to answer (and how strong your preference is) if the accuracy reward is \$2. The second table is about what you would like if the accuracy reward is \$3. The third table is about what you would like if the accuracy reward is \$4.

In each of the three tables below, each of the 33 rows is its own separate decision. If the reward is randomly selected to be the one listed at the top of the table and the remaining math task in this block is selected as the task that counts, then for the randomly selected decision:

- If you choose the option on the left, the math task will have 100 equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the left.
- If you choose the option on the right, the math task will have 10 equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the right.

The different amounts of additional money in each decision of each table are for assessing how much more or less you prefer to answer a 10-equation math task over a 100-equation math task. For example, the more likely you think you are to accurately answer a 10-equation math task, the more you might want to choose the options in the right column of each table. And because higher accuracy rewards make answering tasks accurately more important, the point where you cross over from choosing options on the left to choosing options on the right might then be higher up in tables with higher accuracy rewards. The opposite would apply if you think you are more likely to accurately answer a 100-equation math task.

Please indicate which option you prefer in each decision in each table. To speed things up, we made it so that in each table you can simply click on the decision where you want to switch from choosing the option on the left to the option on the right. The more you prefer the math task in the right column, the higher up you should switch from options on the left to options on the right. The more you prefer the math task in the left column, the lower down you should switch from options on the left to options on the right. What you choose in each decision will be highlighted in orange. (Note that you cannot click on the submit button until you have selected your decisions in each table.)

Recall that in block 1, you accurately answered 2 out of 4 of the 10-equation math tasks, and 1 out of 3 of the 100-equation math tasks. This means that if your performance in block 2 is the same as in block 1, you will, on average, earn the following amounts:

If the accuracy reward is \$2		If the accuracy reward is \$3		If the accuracy reward is \$4	
100-equation math task	10-equation math task	100-equation math task	10-equation math task	100-equation math task	10-equation math task
Earn \$0.67	Earn \$1.00	Earn \$1.00	Earn \$1.50	Earn \$1.33	Earn \$2.00

If participants were in the feedback treatment, the MPL screen preceding block 2 included the sentence beginning “Recall that...” and the table of expected earnings. (This is an example of a participant in the length arm; for a participant in the discernibility arm, the table headings were “60% or 40% correct equations” and “95% or 5% correct equations.”) If the participant was not in the feedback treatment, the instructions were identical to Figure S.47. The MPLs themselves were identical to those in block 1, as pictured in Figure S.48.

Figure S.54: Demographic Information

You are almost done with the study! Please complete the remaining questions below. After that, we will tell you about any additional reward you might have earned for this study.

***How old are you (in years)?**

***What is your gender?**

Male

Female

Other

Prefer not to say

***Please select the highest level of education that you have completed.**

Elementary School

Middle School

High School or equivalent

Some college

College Graduate with Associate's Degree (2 year)

College Graduate with Bachelor's Degree (4 year)

Master's Degree (MS)

Doctoral Degree (PhD)

Professional Degree (MD, JD, etc.)

Other

***What was your income in 2020?**

Less than \$10,000

\$10,000 to \$14,999

\$15,000 to \$24,999

\$25,000 to \$34,999

\$35,000 to \$49,999

\$50,000 to \$74,999

\$75,000 to \$99,999

\$100,000 to \$149,999

\$150,000 to \$199,999

\$200,000 or more

Figure S.55: Final Screen

(a) If the chosen task was not determined by choices in the MPL

Thank you for completing the experiment.

The math task we have randomly selected to determine your reward is math task 1 from block 2.

In the chosen math task, there were 100 equations, of which 40% were correct; so, there were fewer correct equations than incorrect ones. You said that there were fewer correct equations than incorrect ones. This is accurate. Thus, you do get the \$3 accuracy reward that was associated with this math task.

This was one of the math tasks that was selected by the computer, and thus the only reward associated with this math task is the reward for getting it right.

When done viewing this information, please advance to the next screen. This will end the study, redirect you to Prolific, and automatically record your response as complete. (You must advance to the next page for your response to be recorded as complete.)

(b) If the chosen task was determined by choices in the MPL

Thank you for completing the experiment.

The math task we have randomly selected to determine your reward is math task 5 from block 2.

In the chosen math task, there were 100 equations, of which 40% were correct; so, there were fewer correct equations than incorrect ones. You said that there were more correct equations than incorrect ones. This is inaccurate. Thus, you do not get the \$3 accuracy reward that was associated with this math task.

This was one of the 2 math tasks where you indicated preferences for the possible fraction correct. The randomly chosen row from your decisions in block 2 that was used to select this math task was the one where you chose between (a) "60% or 40% correct + bonus of \$3.75" and (b) "95% or 5% correct + bonus of \$0." You chose "60% or 40% correct + bonus of \$3.75". Thus, you get an additional \$3.75 reward.

When done viewing this information, please advance to the next screen. This will end the study, redirect you to Prolific, and automatically record your response as complete. (You must advance to the next page for your response to be recorded as complete.)

Participants saw one of the above screens that displayed their study outcomes. If the task selected to count for payment was not one whose type was determined by the participant's decisions in the multiple price lists, the participant saw the top panel. If the task selected to count for payment was one whose type was determined by the participant's decisions in the multiple price lists, the participant saw the bottom panel.