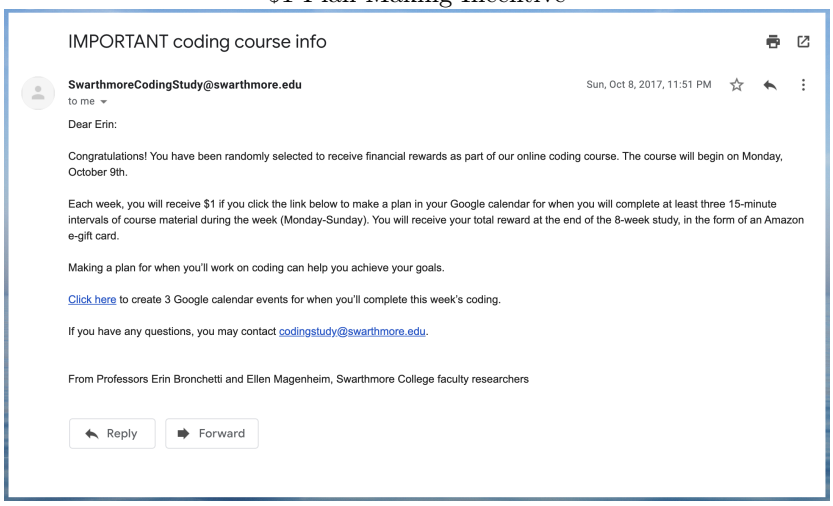
Screenshots Appendix

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

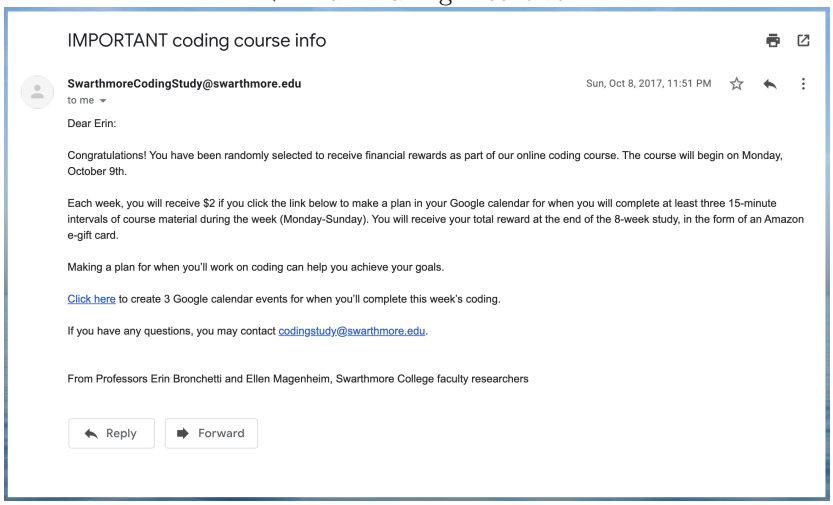
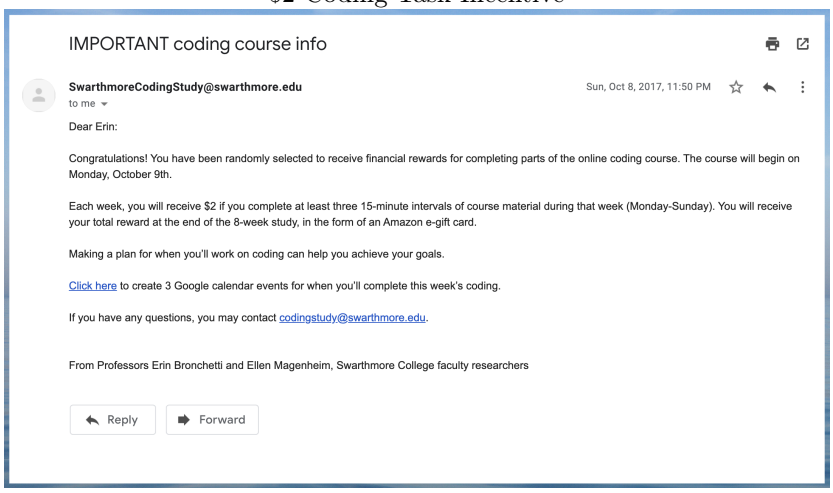


Figure S.2: *Pay-to-Code* Treatment Emails, Week 1

$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.

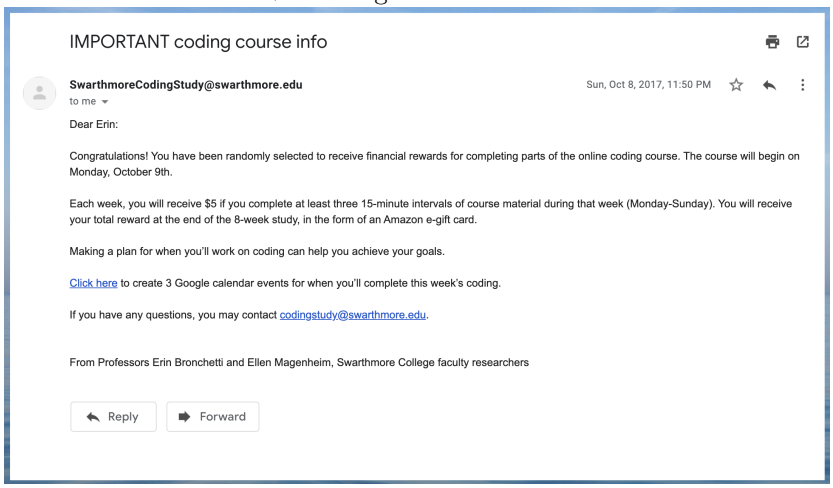
Click here to create 3 Google calendar events for when you'll complete this week's coding.

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

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

Reply Forward

$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.

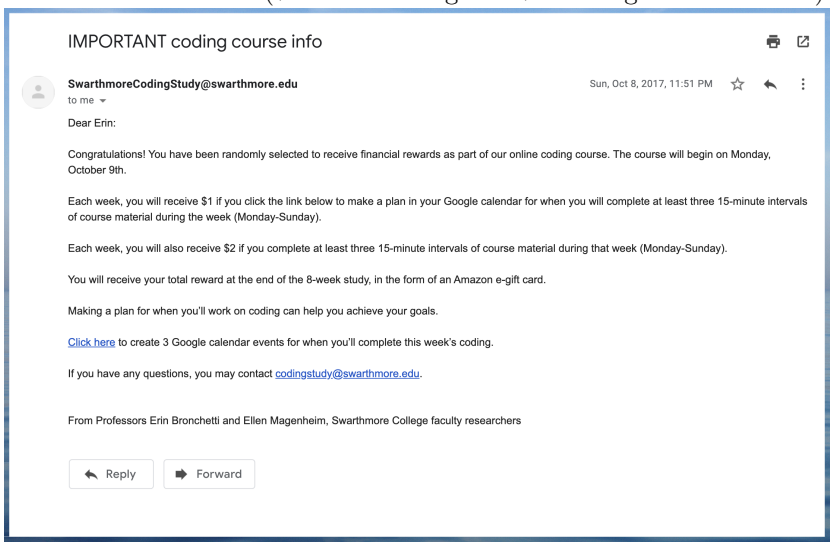
If you have any questions, you may contact codingstudy@swarthmore.edu.

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

Reply Forward

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

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



IMPORTANT coding course info

SwarthmoreCodingStudy@swarthmore.edu Sun, Oct 8, 2017, 11:51 PM
to me

Dear Erin:

Congratulations! You have been randomly selected to receive financial rewards as part of our online coding course. The course will begin on Monday, October 9th.

Each week, you will receive $1 if you click the link below to make a plan in your Google calendar for when you will complete at least three 15-minute intervals of course material during the week (Monday-Sunday).

Each week, you will also 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.

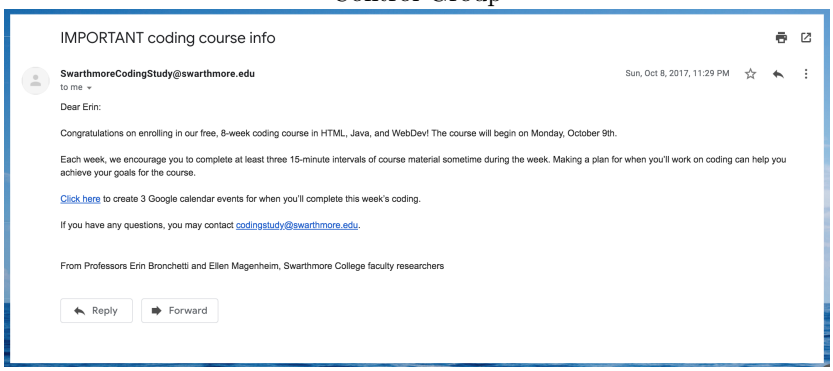
Click here to create 3 Google calendar events for when you'll complete this week's coding.

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

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

Reply Forward

Control Group



IMPORTANT coding course info

SwarthmoreCodingStudy@swarthmore.edu Sun, Oct 8, 2017, 11:29 PM
to me

Dear Erin:

Congratulations on enrolling in our free, 8-week coding course in HTML, Java, and WebDev! The course will begin on Monday, October 9th.

Each week, we encourage you to complete at least three 15-minute intervals of course material sometime during the week. Making a plan for when you'll work on coding can help you achieve your goals for the course.

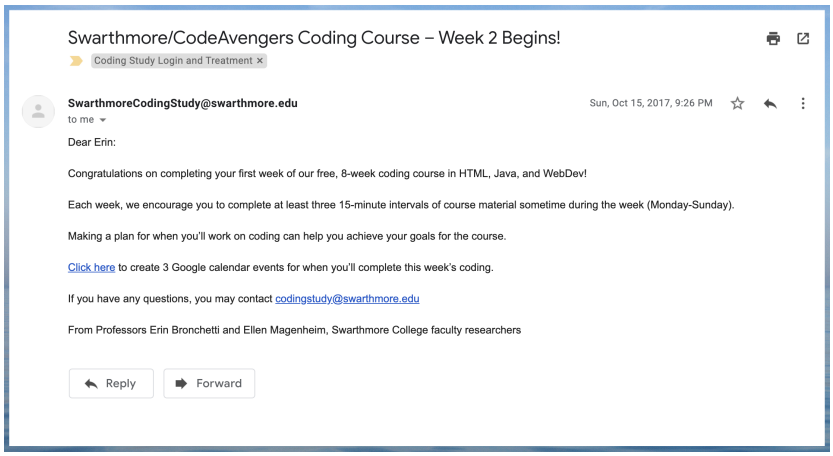
Click here to create 3 Google calendar events for when you'll complete this week's coding.

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

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

Reply Forward

Figure S.4: Weekly Reminder Email, All Groups



Swarthmore/CodeAvengers Coding Course – Week 2 Begins!

Coding Study Login and Treatment ×

SwarthmoreCodingStudy@swarthmore.edu Sun, Oct 15, 2017, 9:26 PM

to me

Dear Erin:

Congratulations on completing your first week of our free, 8-week coding course in HTML, Java, and WebDev!

Each week, we encourage you to complete at least three 15-minute intervals of course material sometime during the week (Monday-Sunday).

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

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 codingstudy@swarthmore.edu

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

Reply Forward

S.2 Experiment 2

S.2.1 Part 1

Figure S.5: Eligibility Screen

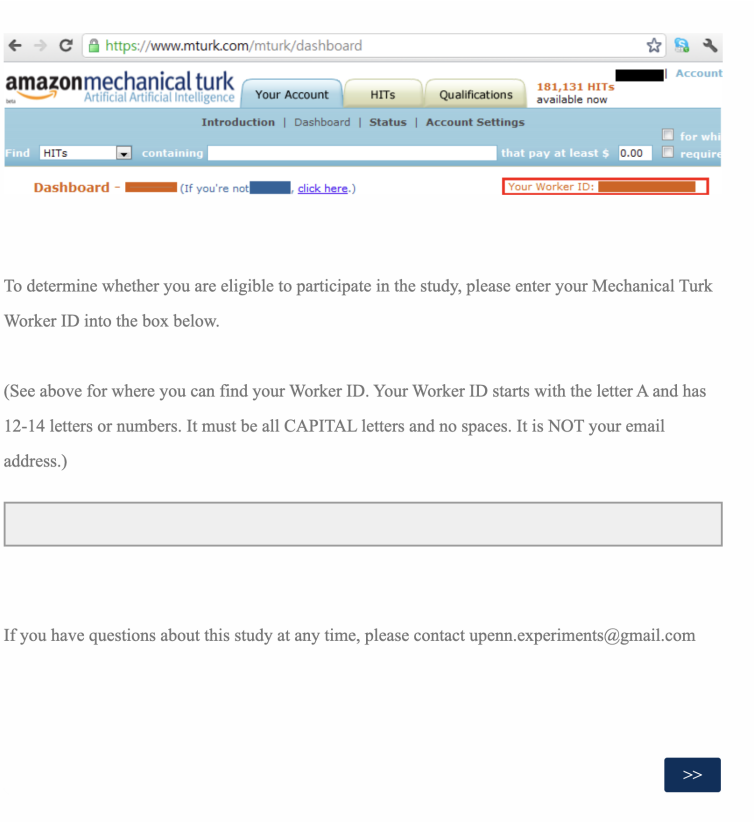
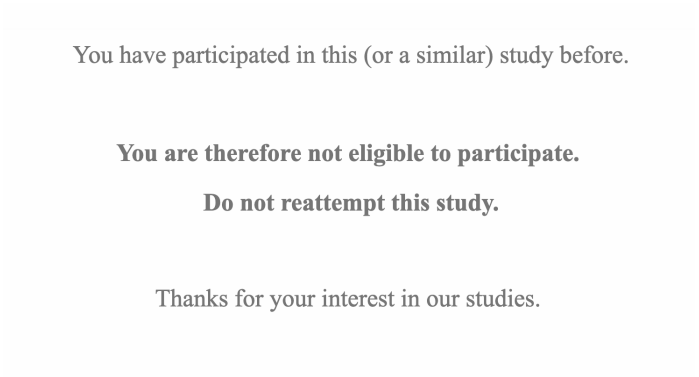


Figure S.6: If Ineligible Screen



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

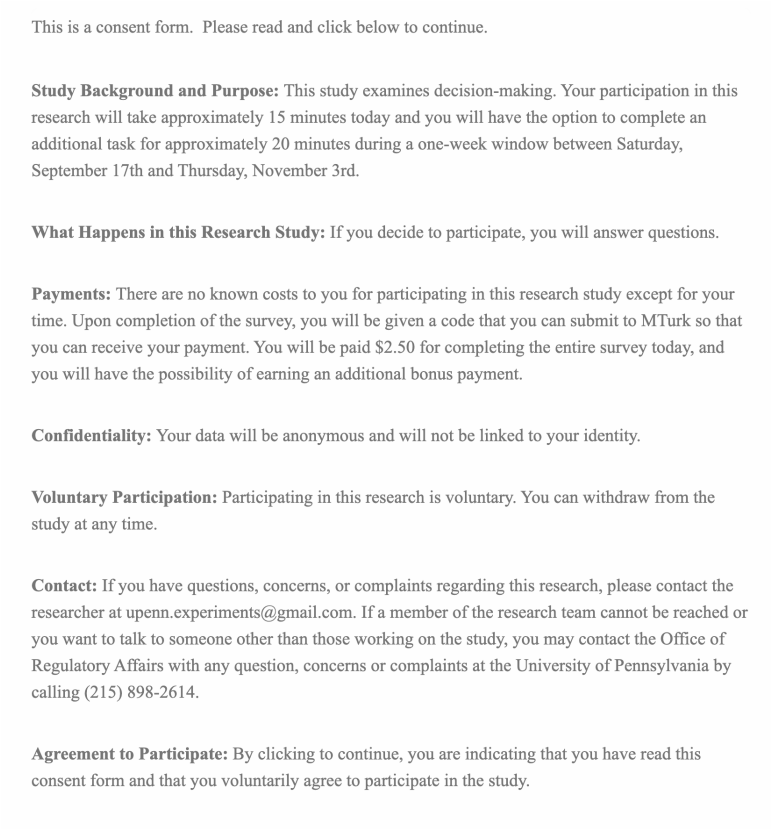
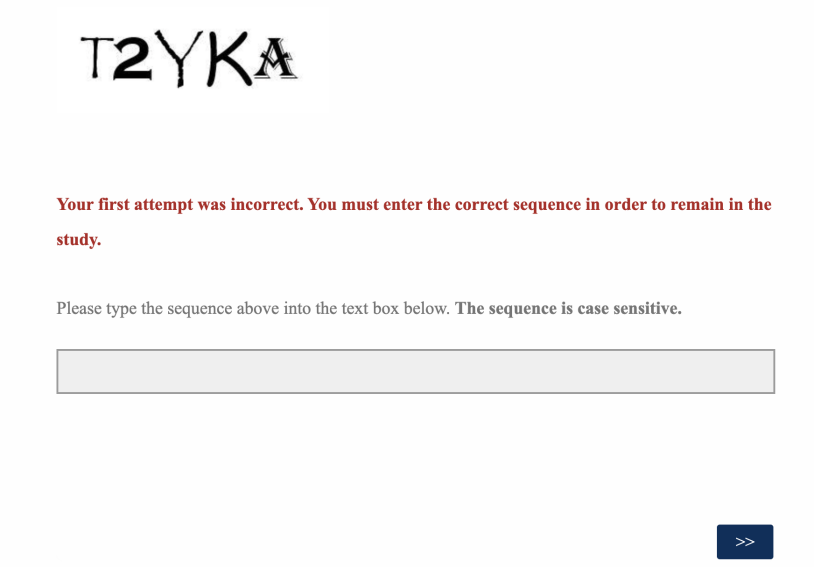


Figure S.8: Attention Check (first attempt)

Figure S.9: Attention Check (second attempt)



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

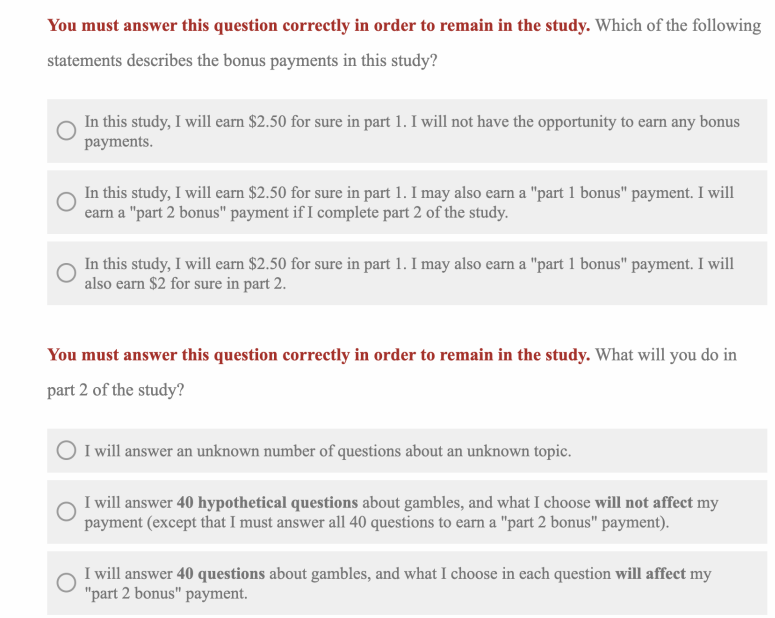


Figure S.12: Instructions, Screen 2

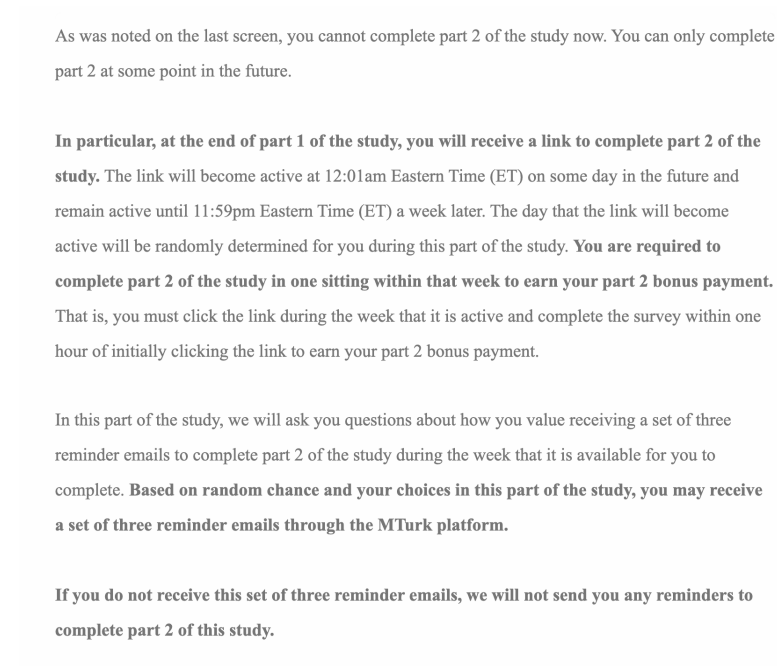


Figure S.13: Understanding Questions for Instructions, Screen 2

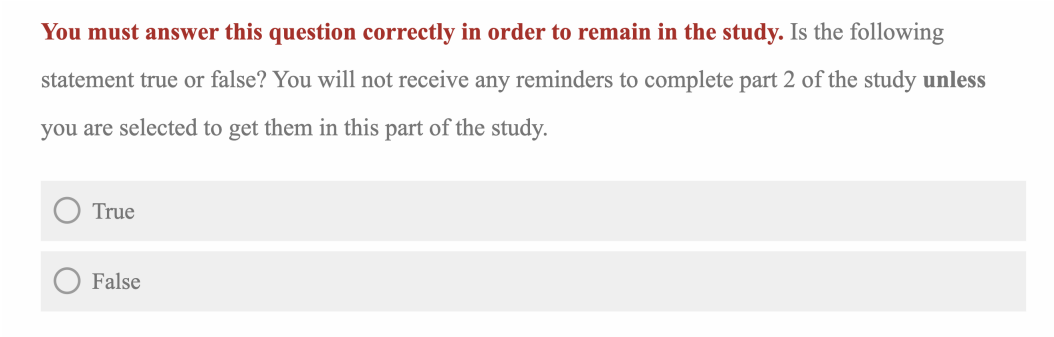


Figure S.14: Instructions, Screen 3

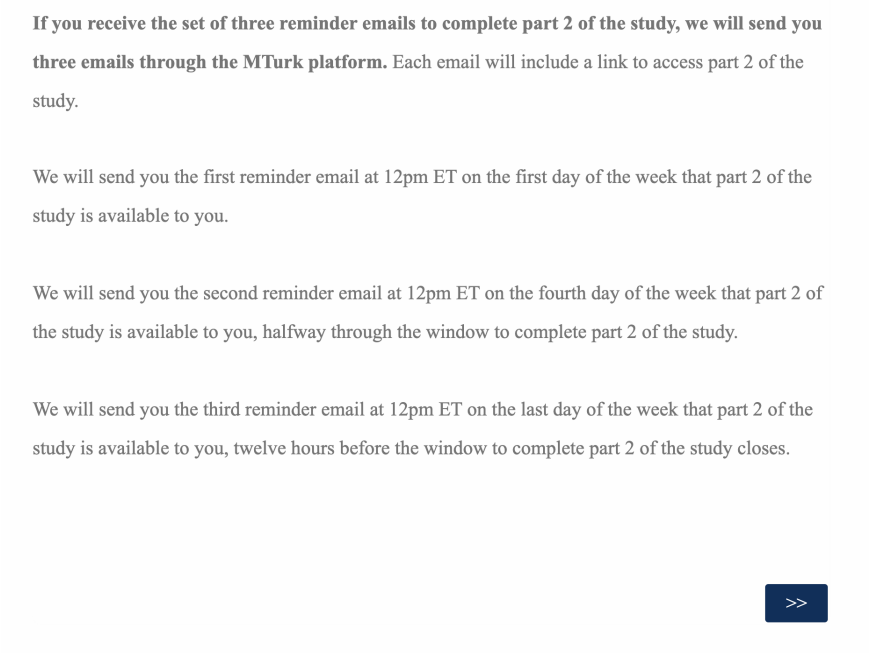


Figure S.15: Instructions, Screen 4

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.

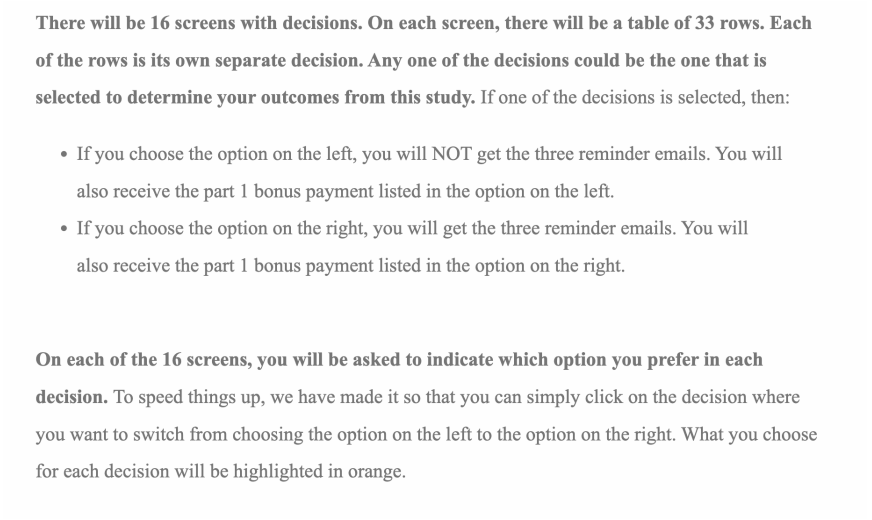
Because they are randomly selected, you cannot affect which part 2 bonus payment you are eligible to receive or which week part 2 of the study will be available to you. Instead, you will make decisions on the following screens assuming that a given part 2 bonus payment and a given week have been randomly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

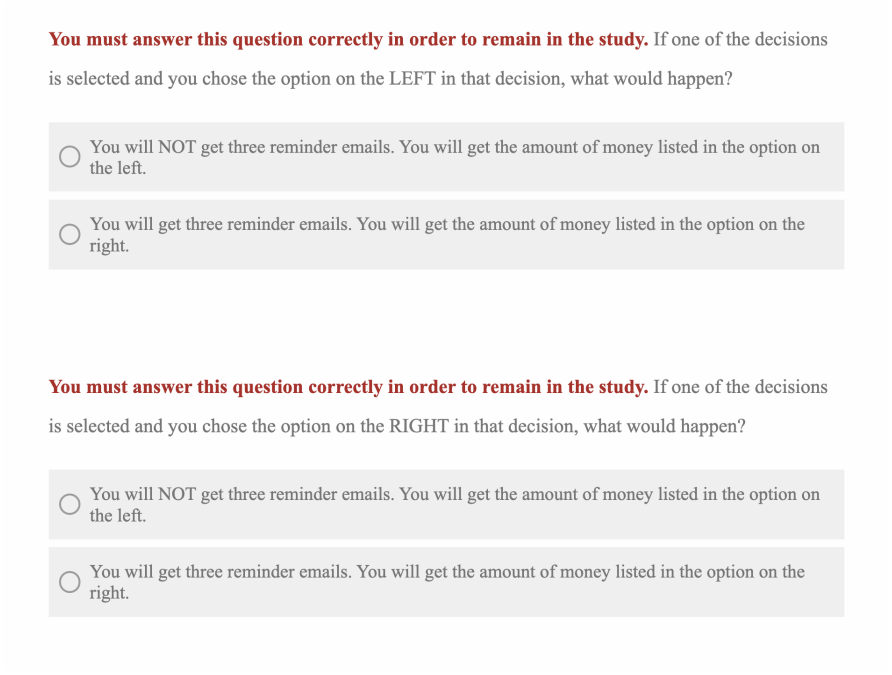


There will be 16 screens with decisions. On each screen, there will be a table of 33 rows. Each of the rows is its own separate decision. Any one of the decisions could be the one that is selected to determine your outcomes from this study. If one of the decisions is selected, then:

- 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.

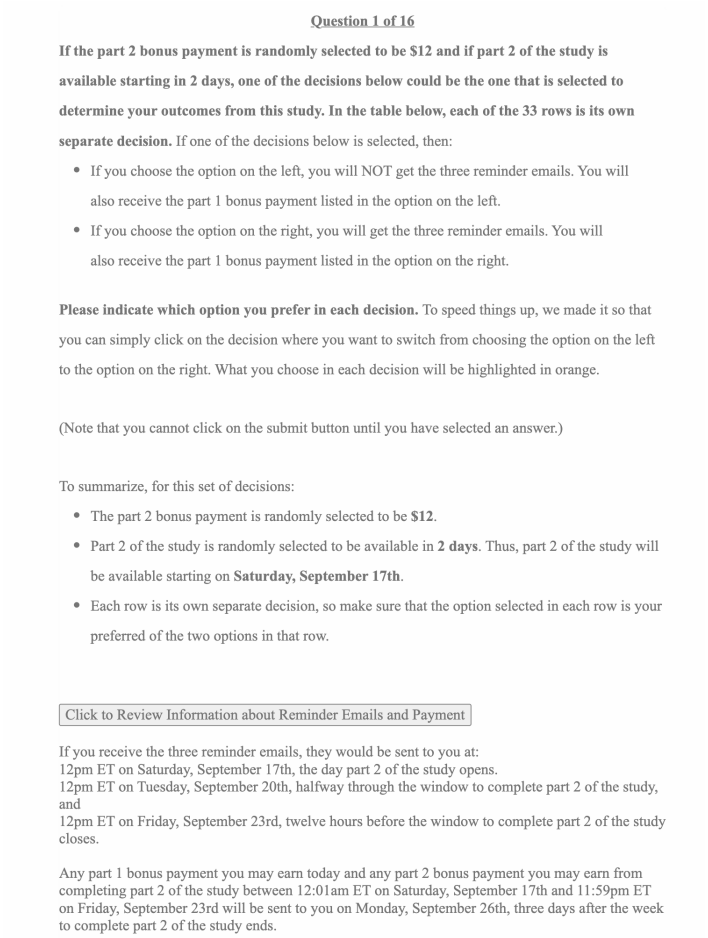
Figure S.18: Multiple Price List Attention Check

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 +		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.

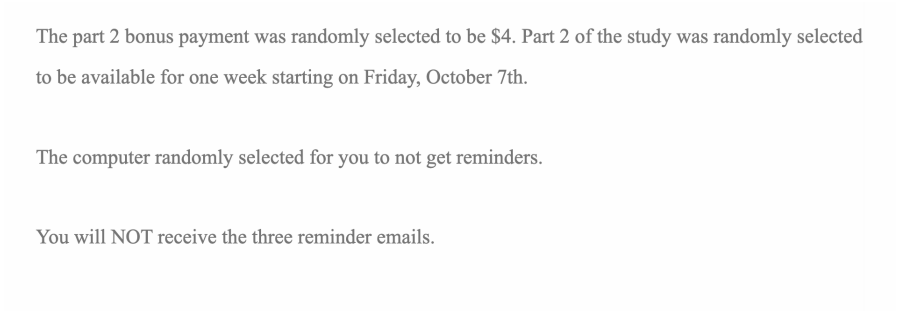
Figure S.20: Example Multiple Price List with Incentive Level of $12 and Delay of 2 Days

	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

>>

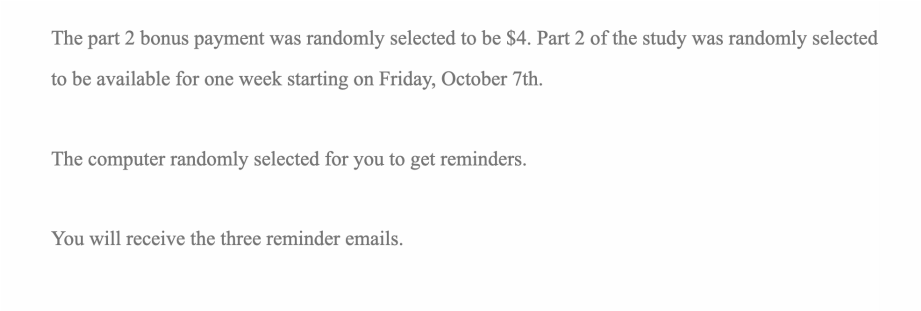
This figure shows the multiple price list that participants saw on the same screen as the text in the previous figure. This is the high-incentive treatment; the low-incentive version of this multiple price list has a maximum bonus of $4 and increments by $0.25, instead of a maximum bonus of $12 and increments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

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



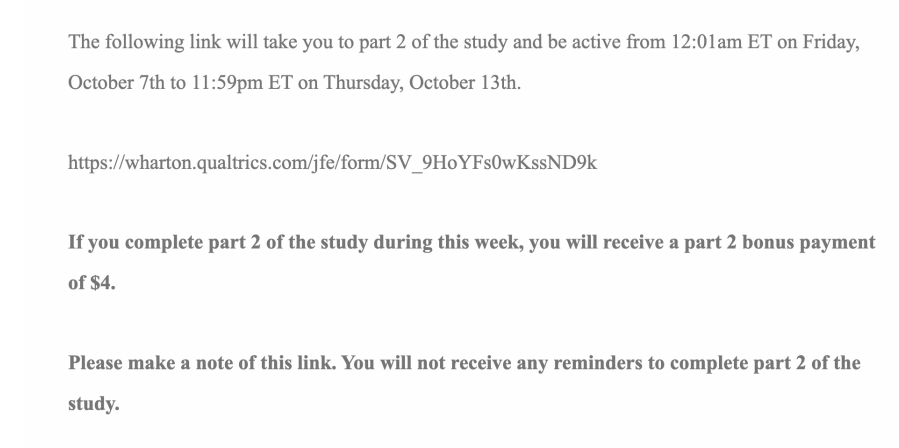
Participants who would not receive reminder emails were shown a version of this screen after completing the 16 multiple price list screens; the part 2 bonus and availability was randomly selected and varies across participants.

Figure S.22: Part 2 Information: Reminder emails



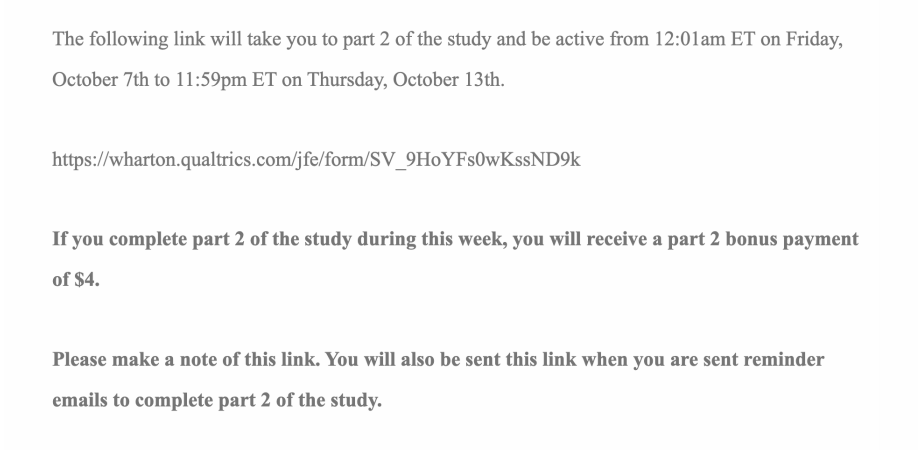
Participants who would receive reminder emails were shown a version of this screen after completing the 16 multiple price list screens; the part 2 bonus and availability was randomly selected and varies across participants.

Figure S.23: Link Screen: No reminder emails



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



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

Figure S.25: Demographic Information

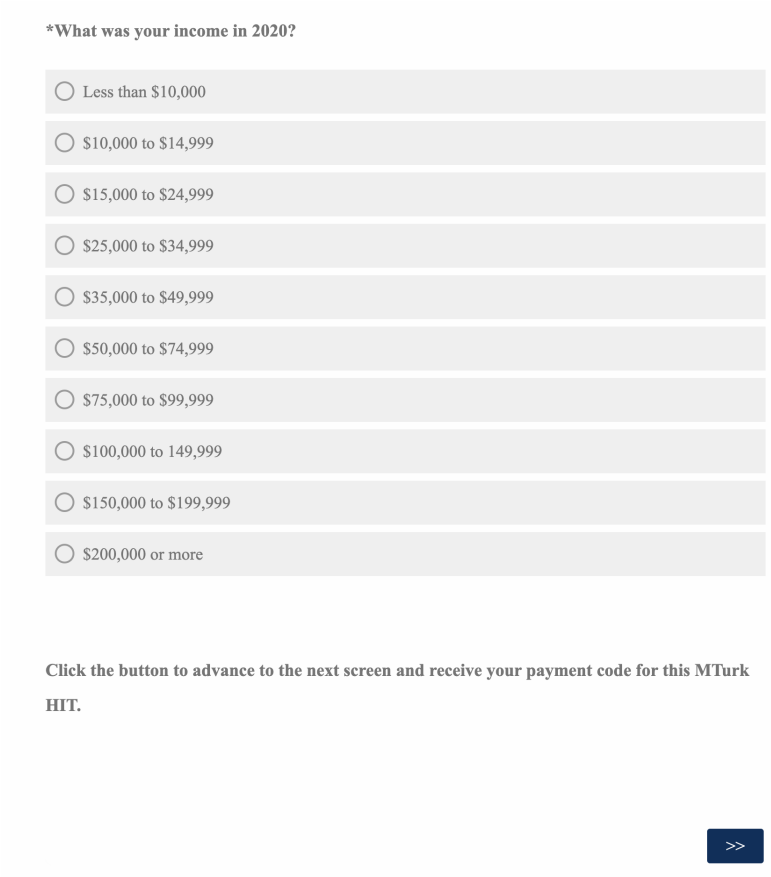
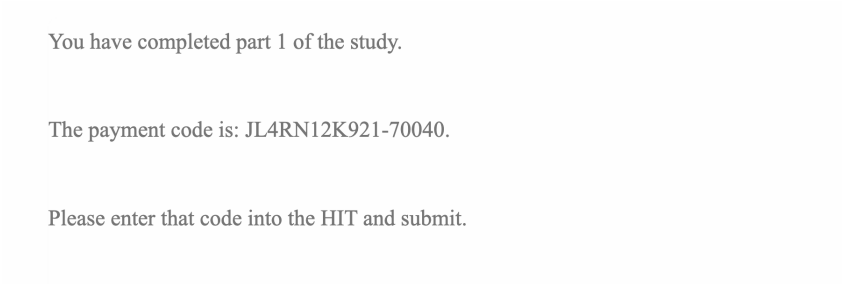


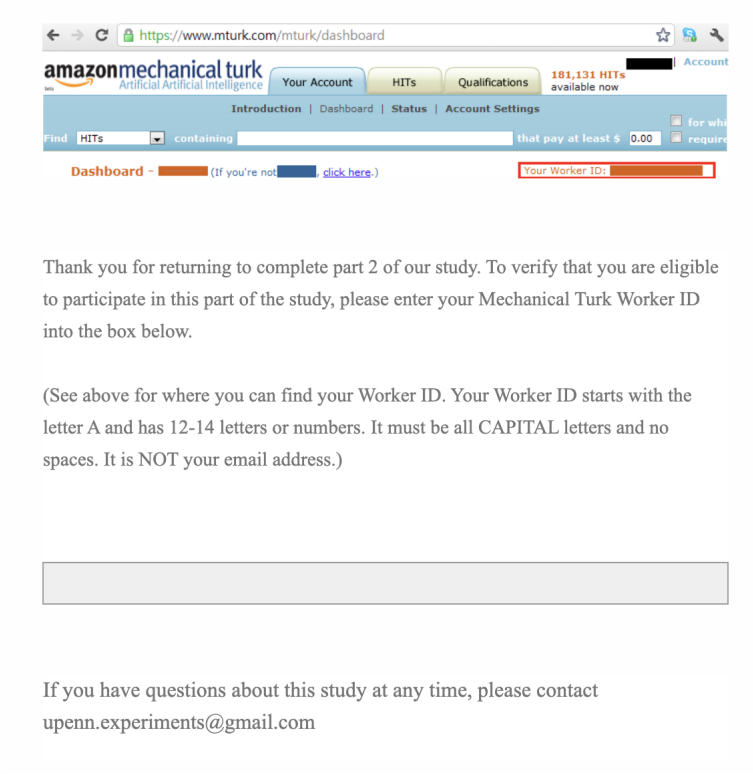
Figure S.26: Final Screen



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

S.2.2 Part 2

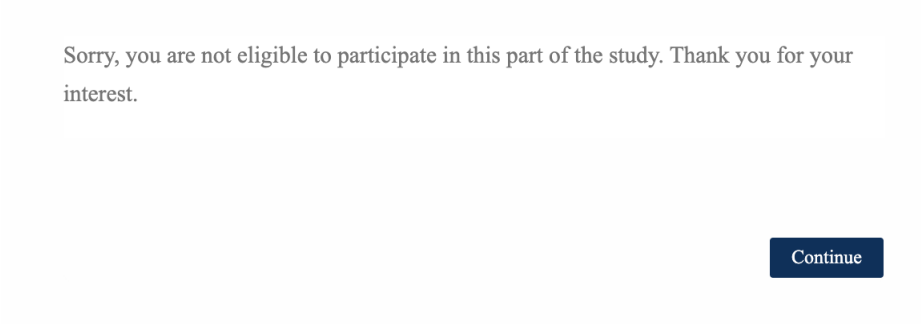
Figure S.27: Eligibility Screen



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.

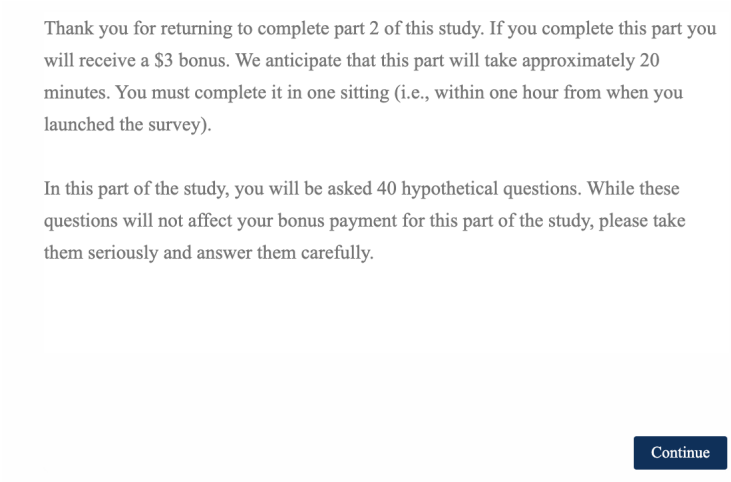
Participants were then asked for their demographic information on screens identical to those in Figure S.25.

Figure S.28: If Ineligible Screen



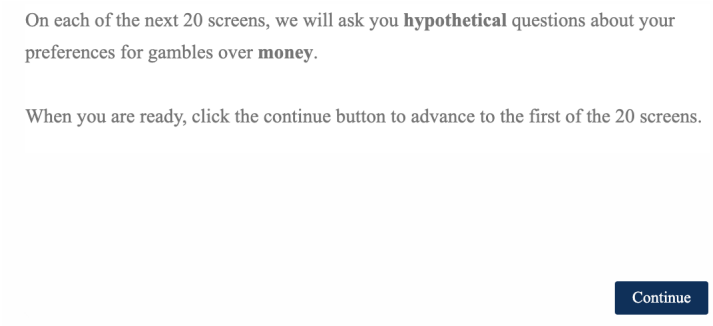
If a participant entered an MTurk ID that did not match one used for part 1 of the study, they saw this screen and were automatically screened out.

Figure S.29: Introduction Screen



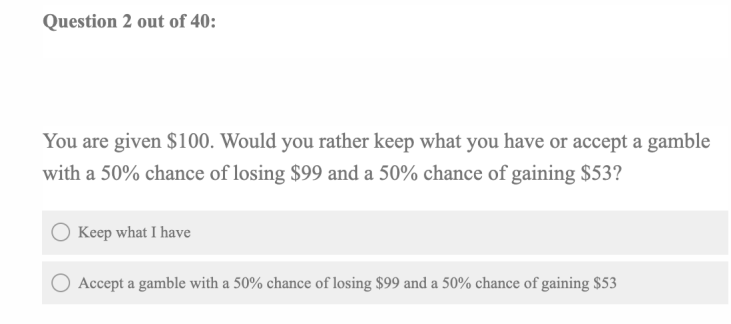
Participants received this introduction after the eligibility check. The bonus amount shown was the bonus randomly assigned to them in part 1 of the study. Participants who took more than one hour to complete the study were treated as not having completed part 2 of the study.

Figure S.30: Instructions for Gambles over Money



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



Participants answered 20 questions similar to the one shown here.

Figure S.32: Instructions for Gambles over Lottery Tickets

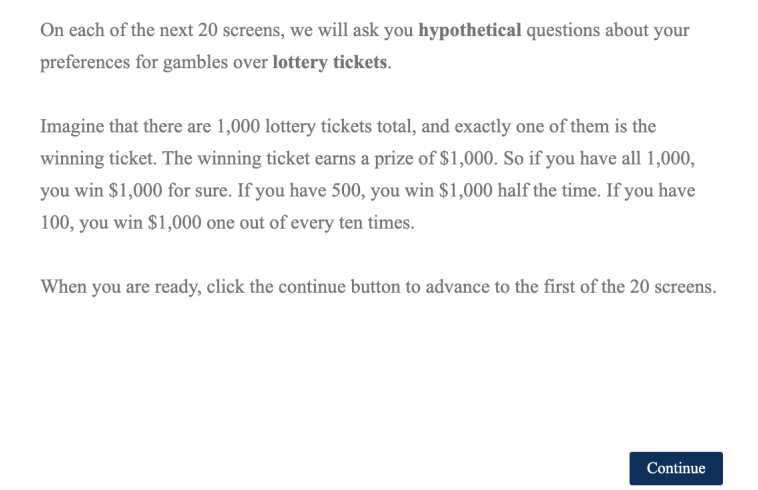
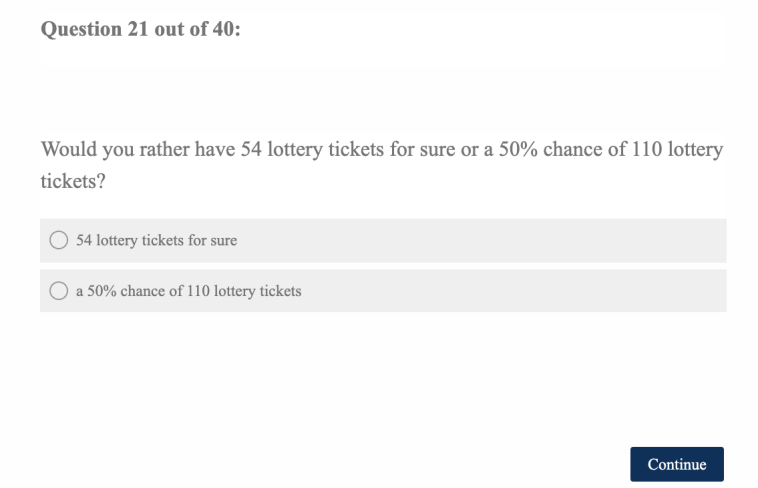
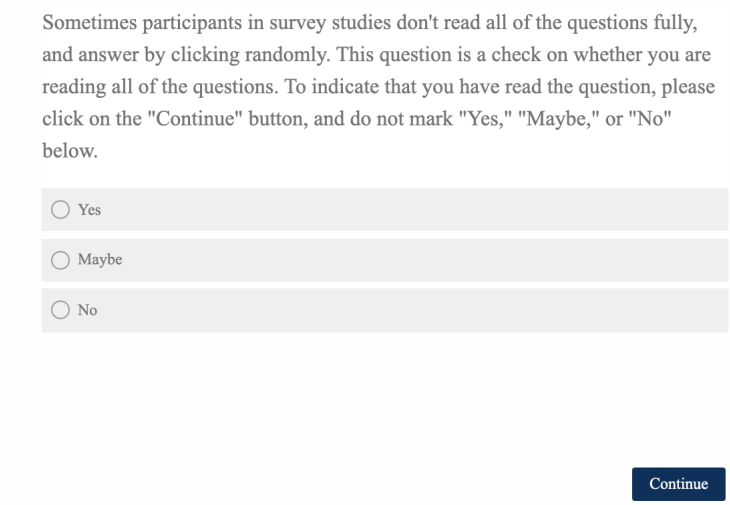


Figure S.33: Example Question about Gambles over Lottery Tickets



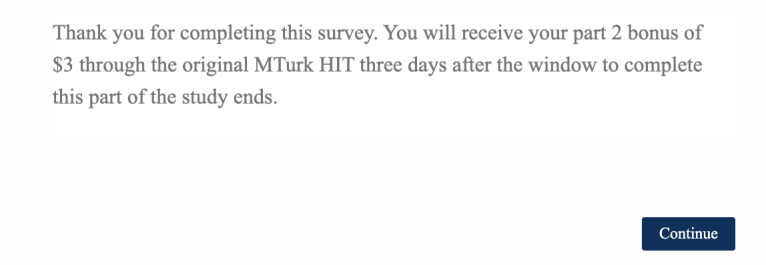
Participants answered 20 questions similar to the one shown here.

Figure S.34: Attention Check Question



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.

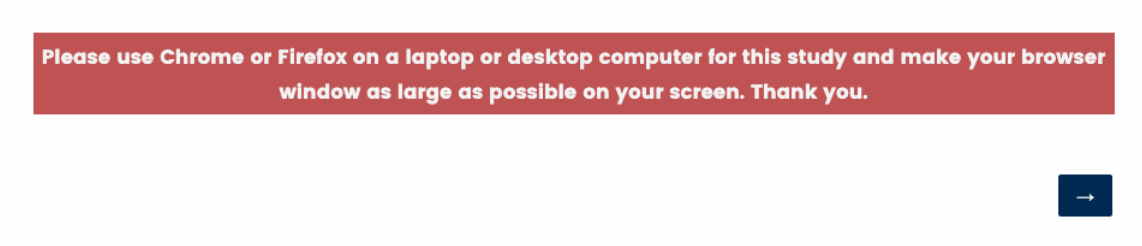
Figure S.35: Final Screen



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.

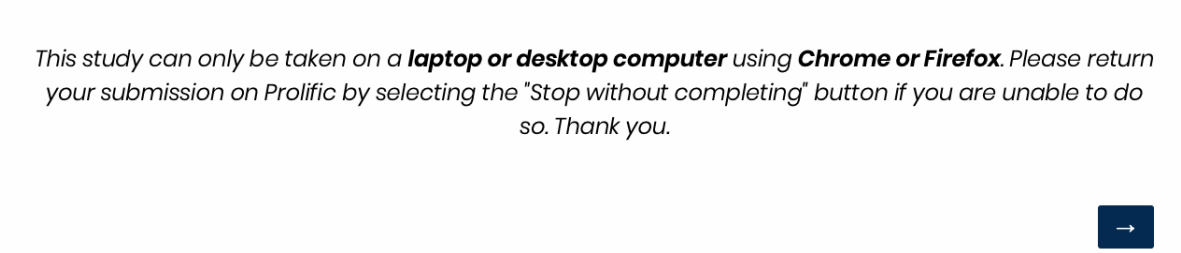
S.3 Experiment 3

Figure S.36: Introduction Screen



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



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)

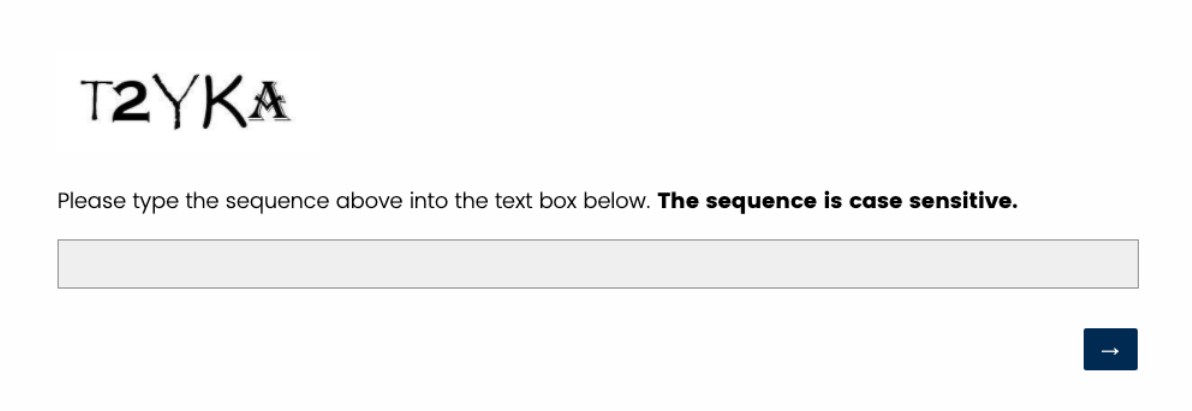
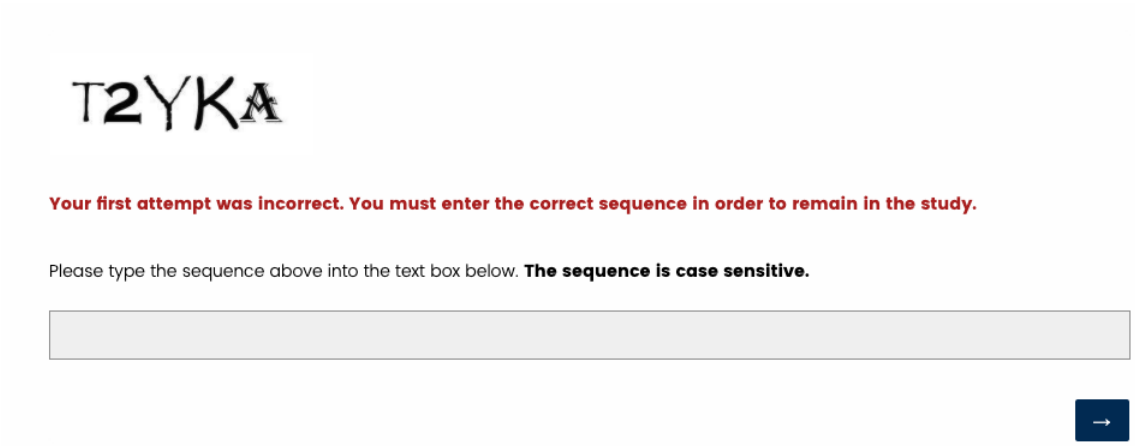


Figure S.39: Attention Check (second attempt)



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

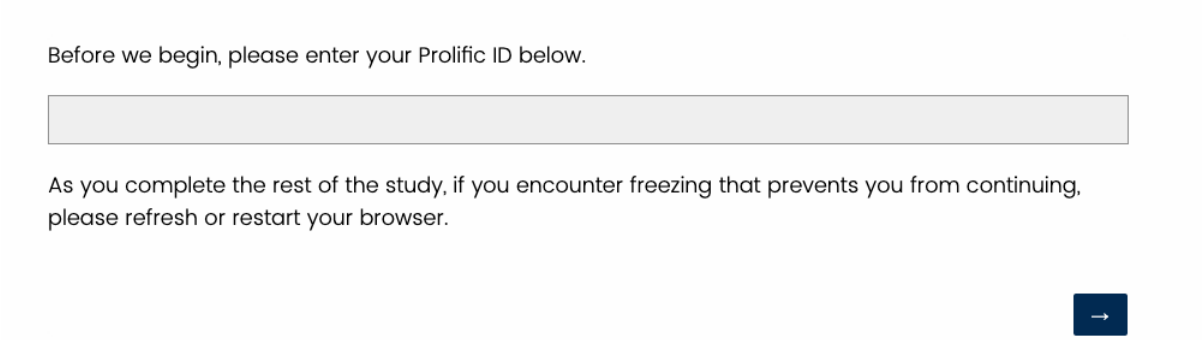


Figure S.41: Consent Form

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.

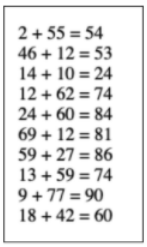
Agreement to Participate: By clicking to continue, you are indicating that you have read this consent form and that you voluntarily agree to participate in the study.

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.



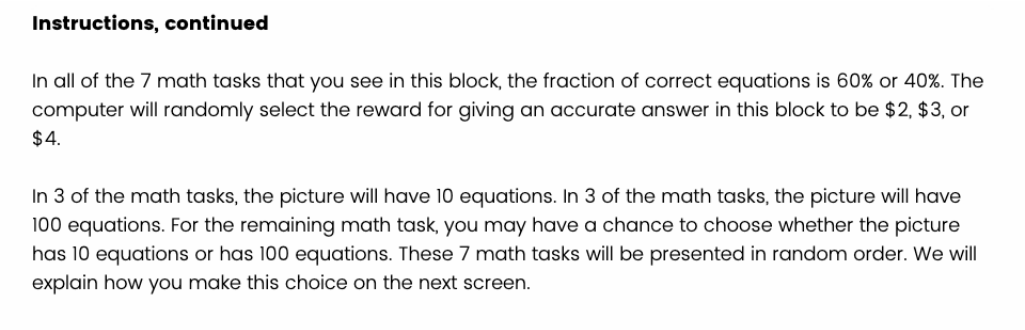
In each math task, the computer will select the fraction of correct equations from two equally likely possibilities. You will be told the two possibilities, but not what the computer selected. For example, in the picture above, you might be told that either 60% of the equations (6/10) are correct, or 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.

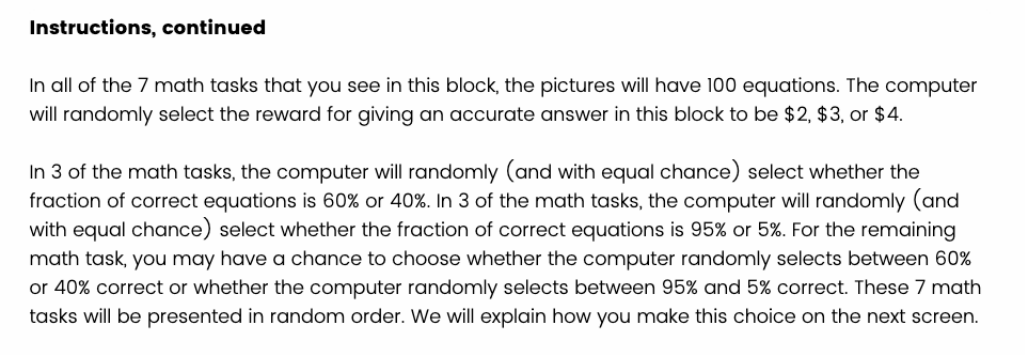
The total number of equations that appear in a picture might vary between math tasks. The possibilities for the fraction of correct equations might also vary between math tasks.

Figure S.43: Instructions, Screen 2

(a) Length Arm



(b) Discernibility Arm



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).

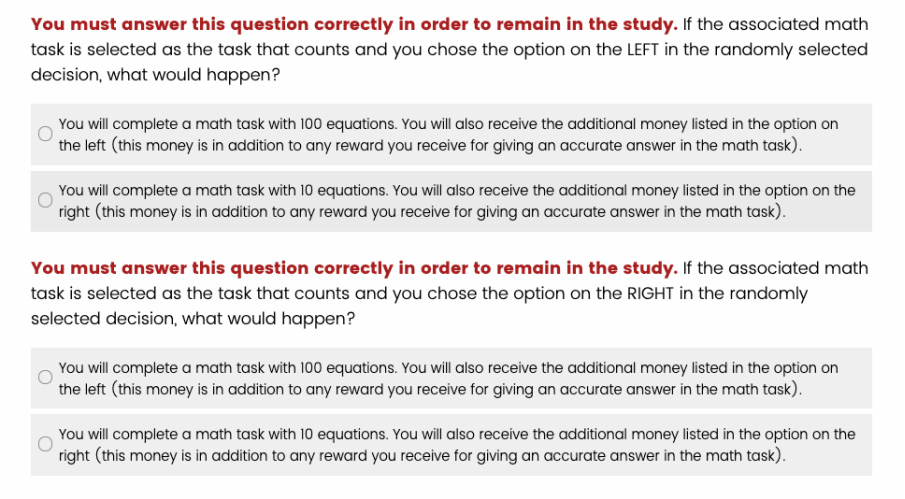
Each set of decisions applies to a given reward for giving an accurate answer to the associated math task. That is, a decision from that table will only be selected if that reward for accuracy is randomly selected (and the remaining math task is selected as the task that counts).

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

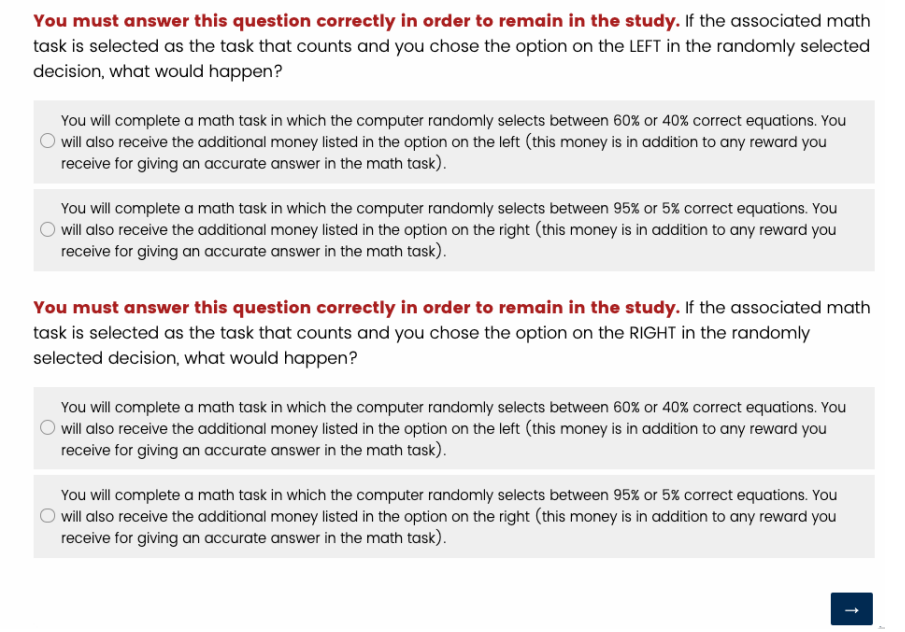
Participants saw one of the above instruction screens, depending on their arm.

Figure S.45: Comprehension Questions, Screen 3

(a) Length Arm

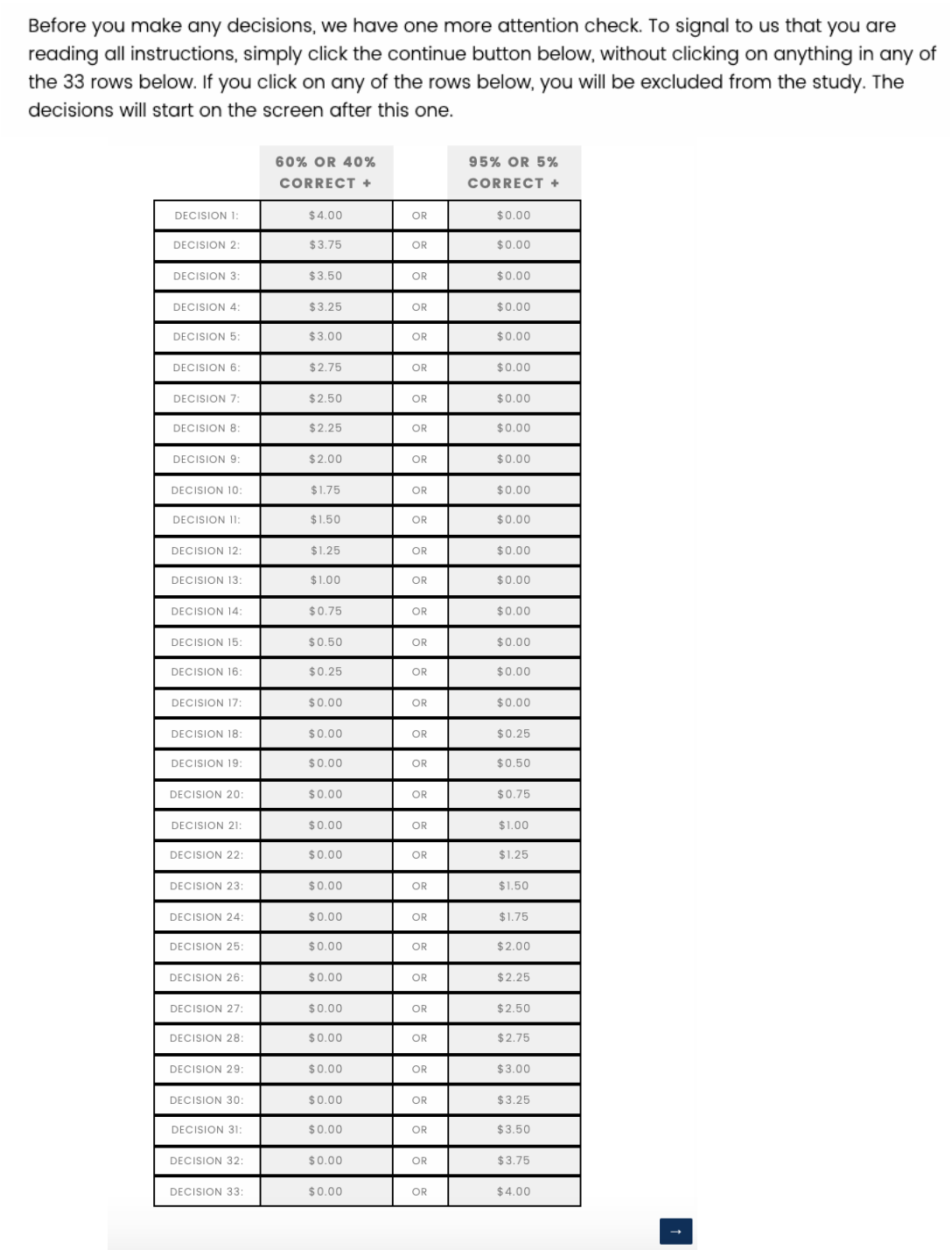


(b) Discernibility Arm



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



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:

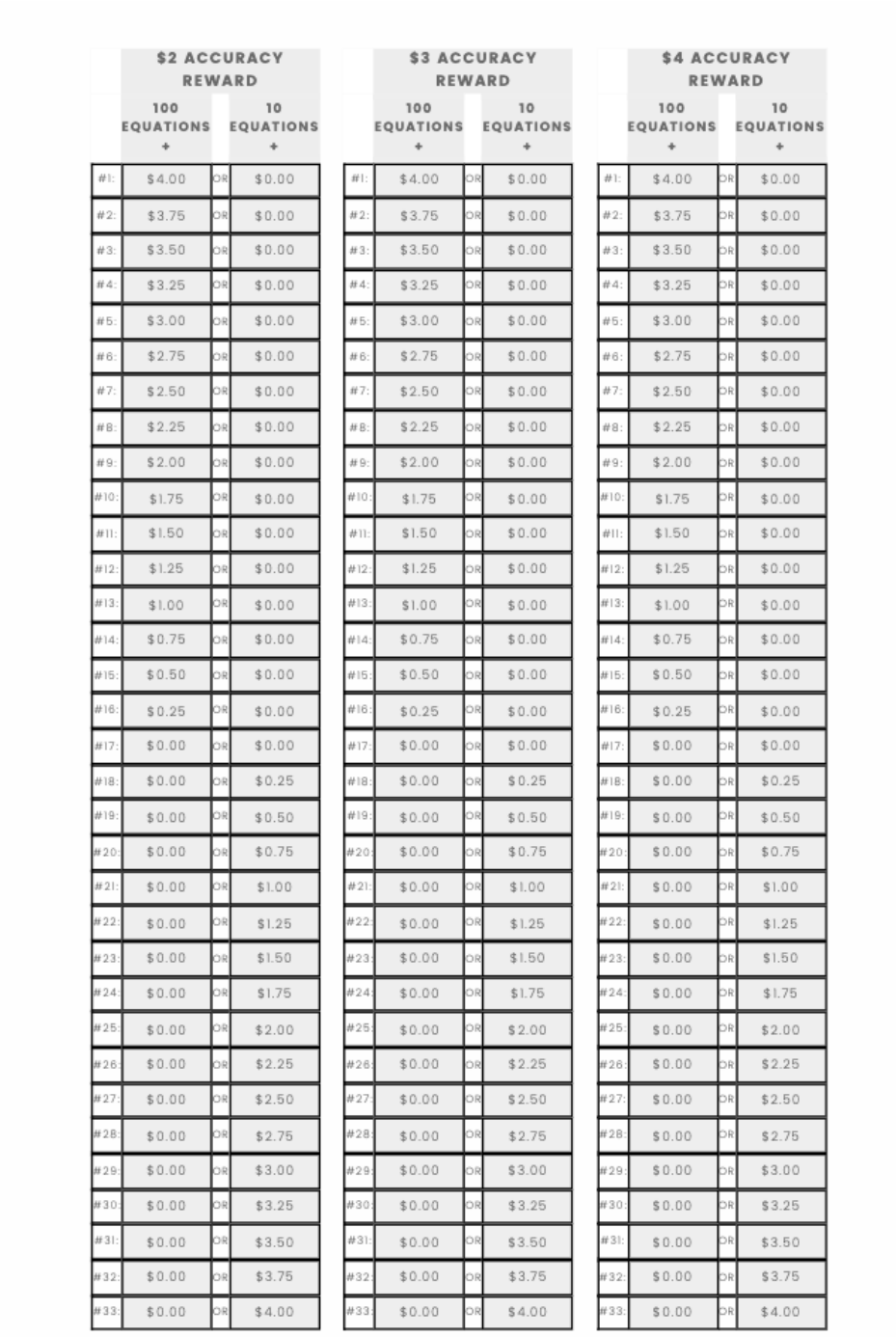
- If you choose the option on the left, the computer will randomly select between 60% or 40% correct equations. You will also receive the **additional** money (i.e., in addition to the bonus you would get if you accurately answer the math task) listed in the option on the left.
- If you choose the option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

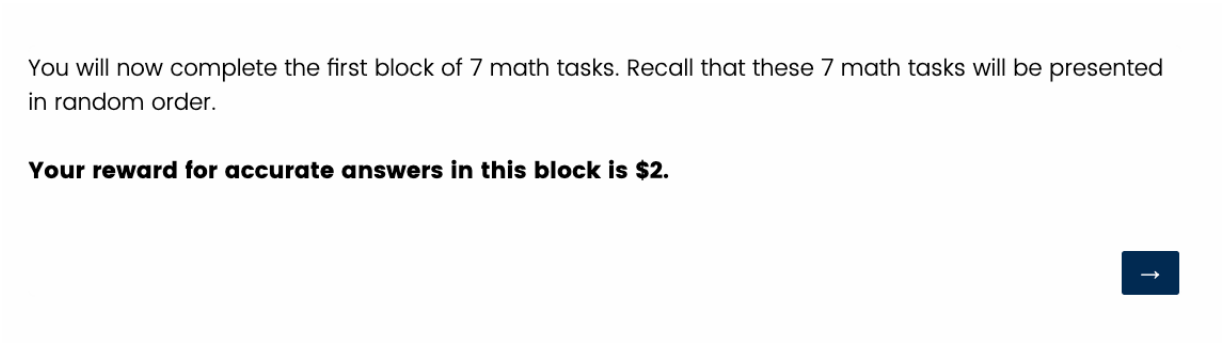
Figure S.48: Multiple Price Lists



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

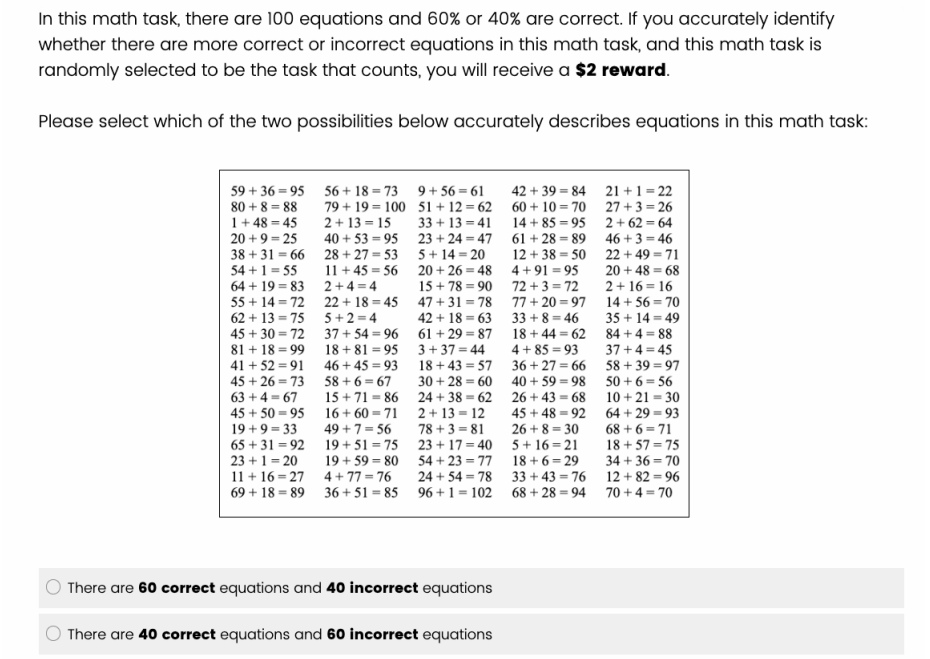
Figure S.49: Block 1 Start Screen



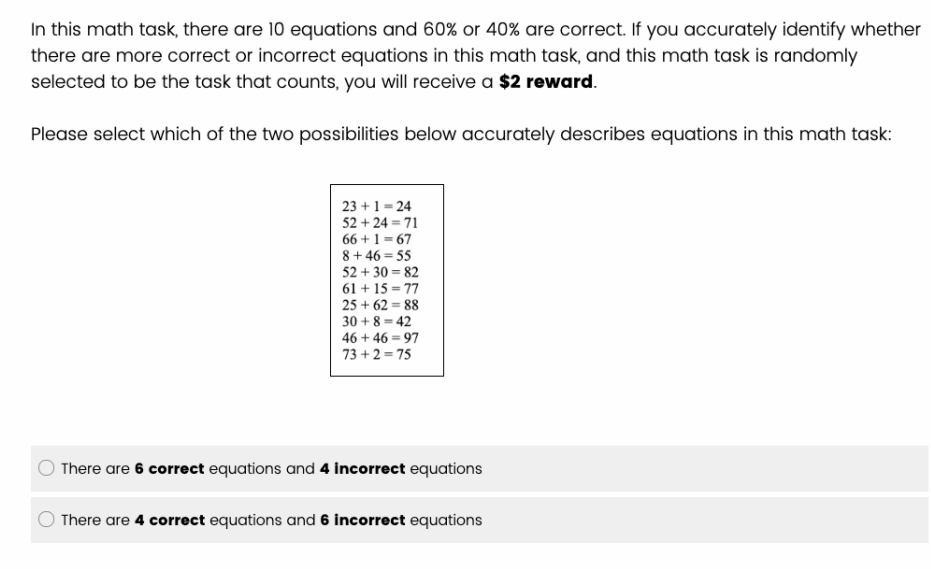
After completing the MPLs, participants were told the randomly assigned reward for accurate answers before starting the first block.

Figure S.50: Task Examples

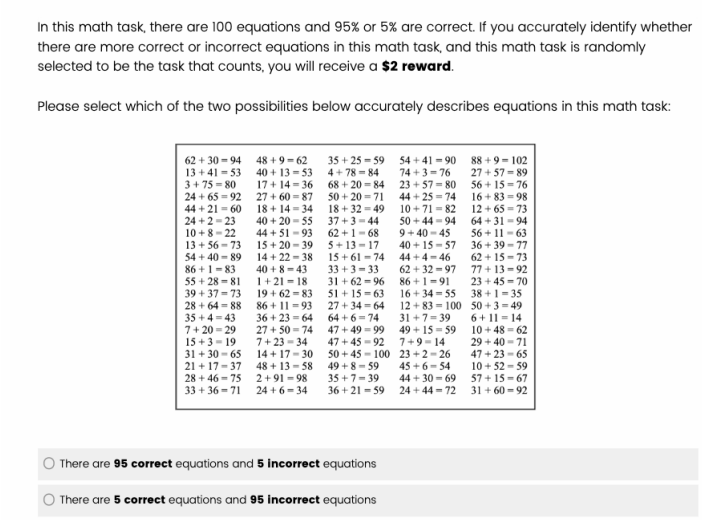
(a) Baseline



(b) Easier Length Version



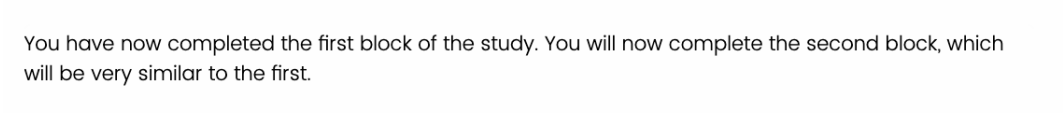
(c) Easier Discernibility Version



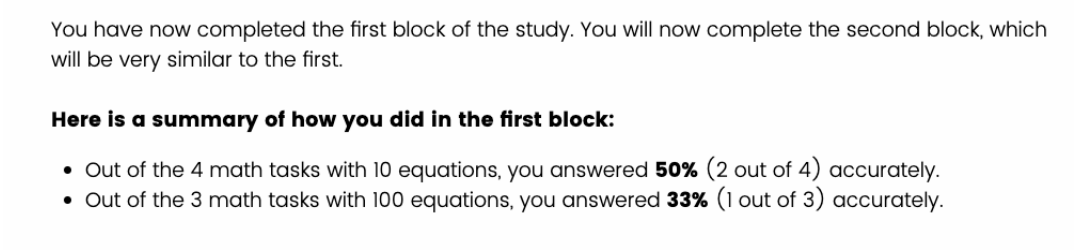
This figure shows examples of the three types of tasks that participants faced. Participants in the length arm saw the task types in (a) and (b), and participants in the discernibility arm saw the task types in (a) and (c).

Figure S.51: End of Block 1

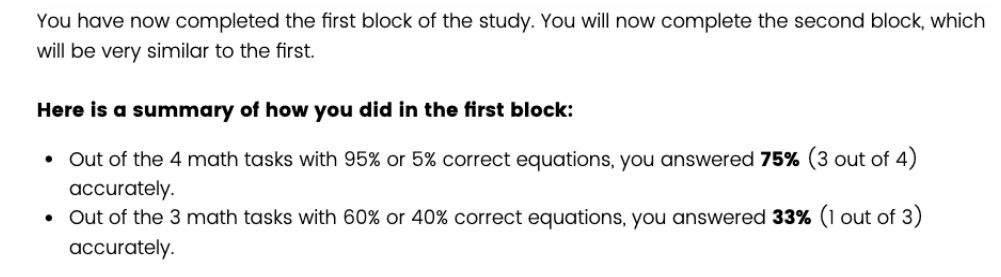
(a) No Feedback, Both Length and Discernibility Arms



(b) Feedback, Length Arm



(c) Feedback, Discernibility Arm



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

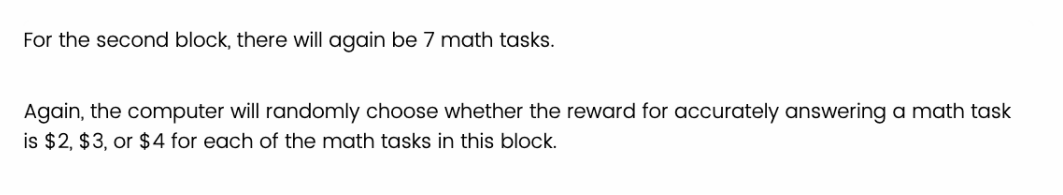


Figure S.53: Multiple Price Lists, Feedback

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.

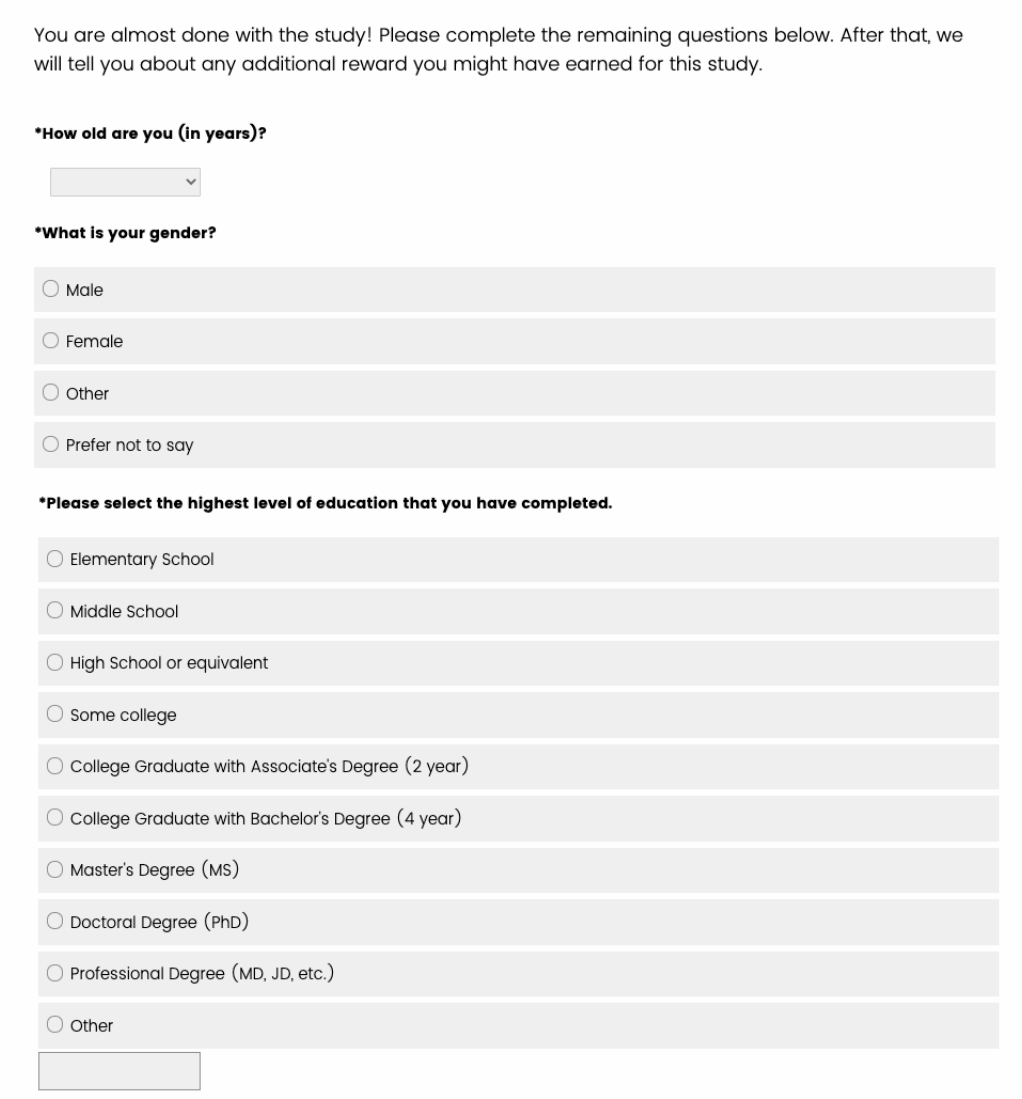
Please indicate which option you prefer in each decision in each table. To speed things up, we made it so that in each table you can simply click on the decision where you want to switch from choosing the option on the left to the option on the right. The more you prefer the math task in the right column, 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

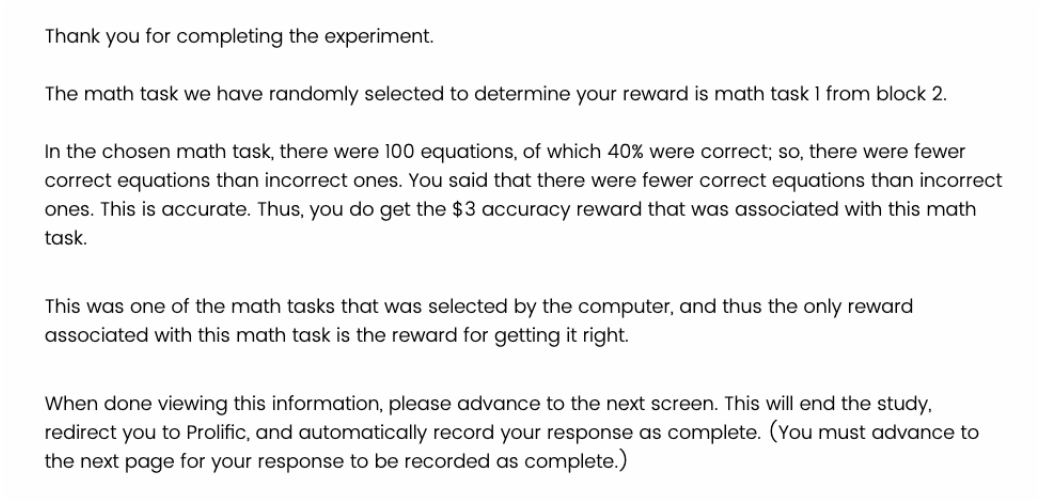


***What was your income in 2020?**

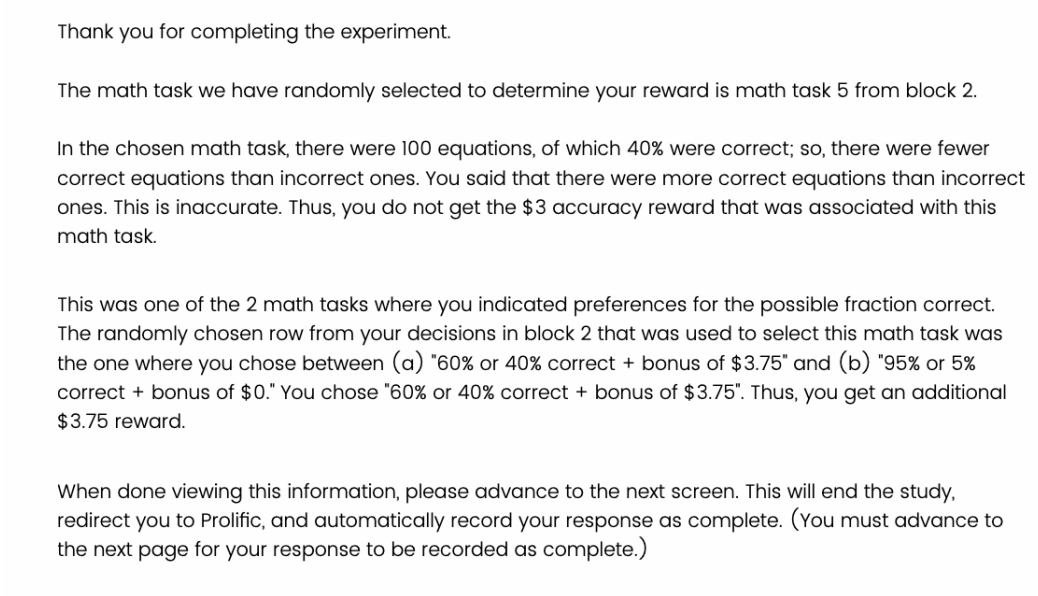
- ○ Less than $10,000
- ○ $10,000 to $14,999
- ○ $15,000 to $24,999
- ○ $25,000 to $34,999
- ○ $35,000 to $49,999
- ○ $50,000 to $74,999
- ○ $75,000 to $99,999
- ○ $100,000 to $149,999
- ○ $150,000 to $199,999
- ○ $200,000 or more

Figure S.55: Final Screen

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



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



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.