

GENERAL INSTRUCTIONS

{Greetings of the participants that are appropriate to the culture. Participants should feel comfortable and at ease. This is not an exam. They are not on the spot. Please write these greetings down so we can keep them constant throughout the workshops.}

Thank you for agreeing to participate in today's study. Just for showing up today, we would like to give you UZS 20 000 for your time. By participating in all of the activities here today, you could make even more money.

The amount of money that you will go home with depends partly on your choices in the activities that follow, the choices of other participants, and partly on luck. You should understand that this is not our own money. It is money given to us by our universities to use to do this research study. This study may take about 1-2 hours, so if you think you will not be able to stay that long without leaving please let us know now. If at any time you find that this is something that you do not wish to participate in for any reason, you are of course free to leave whether we have started the task. We will still give you the UZS 20 000 participation fee today.

If you have heard about a task that has been played here in the past you should try to forget everything that you have been told. This is a completely different task. It is important that you listen as carefully as possible, because only people who understand the task will actually be able to participate in it. We will run through many examples. To be sure that you understand how to do it, each of you will have a chance to ask questions in private with one of us by raising your hand.

This study will consist of 3 rounds of activity 1, activity 2 and a final survey. Each round of each activity allows you to earn money. Once all the activities and the survey are completed, at the very end, we will randomly select one round of activity 1 to be the one that is actually paid to you. We will select it by having you pull a number from a bag. Then we will calculate your earnings for activity 2, for which you will also be paid. So, your total earning today will be the sum of 3 factors:

1. Show up fee = UZS 20 000
2. earnings from 1 round of activity 1 (randomly chosen)
3. earnings from activity 2

Thank you for participating.

Please make sure your mobile phones are turned off to avoid interruptions during the experiment!

TIME TO CIRCULATE AND EXPLAIN THE CONSENT FORM AND POSSIBLY GET A SIGNATURE OR EQUIVALENT.

ACTIVITY 1 – COUNTING THE ZEROS

Okay. Now let us begin Activity 1. The main purpose of this task is to count how many zeros (**0**) are in the table. For example, please look at the front page of your booklet. It is the same image here on this poster *{show poster}*. Here you will see a table containing zeros and ones. Your job is to count how many zeros are there. For example, here the correct answer is 8.

EXAMPLE for poster

0	0	1	1
0	0	1	0
1	1	0	1
1	0	0	1

Number of 0= _____

In this activity, you will be presented with a page containing 16 tables. You get a score of one point per each table you correctly solve. You will have 1 minute to solve as many tables as you can.

There will be 3 rounds of this activity. Each round has its own payment rules. Before each round, we will explain the payment rules of that round in detail. Each person can only be awarded payment in 1 of the 3 rounds of this task. At the end of the 3 rounds, there will a random draw to determine which of the rounds you will be awarded payment. Since the drawing is completely random, if you want to earn the highest payment, you should try your best in every round.

Please do not turn your page to begin the next task until I tell you.

ROUND 1 - “Piece-Rate”

In this round, your payment will be determined by the number of tables you correctly solve in 0.45 minute. For each correct answer, you will receive UZS 5000. So, if you solve 5 correctly, you will earn UZS 25 000. If you solve 10 correctly, you will earn UZS 50 000. If you solve 15 correctly, you will earn UZS 75 000. If you solve none correctly, you will earn UZS 0, and so on.

We call this payment method the “**Piece-Rate**” payment.

Note: If Round 1 is selected in the random drawing then this round is the round for which you will receive payment today (in addition to the show-up fee and the payment for the other activities).

Are there any questions?

{No questions then}. When we tell you so,

Please turn to page 2 of your booklet. I will now start the timer and you will have 1 minute to solve as many tables as possible.

{ENUMERATOR: after 1 minute, tell everyone to put down their pencils and stop. They must NOT move to the next page until you tell them so.}

ROUND 2 Part A - "Tournament"

In this round, you will find another page of tables. Again, you get a score of one point per each table that you correctly solve. You must solve as many of these tables as you can in 1 minute.

This time, we will randomly and anonymously select three other persons in this room to be your opponents. You and these other three people will form a group of four competitors. You will not be told who these people are either during or after the experiment, and they will not be told who you are either during or after the experiment.

Your payment in this round depends on whether you solve more tables than at least 2 others in your group. Each of you will be asked to solve the same set of tables. We will then rank the four of you from the person that has the highest score (1st rank), to the second to highest (2nd rank), to third (3rd rank), to the last rank (4th rank). Ranks 1 and 2 will be the winners. Ranks 3 and 4 will be the losers.

If your score is one of the TOP TWO scores, you will be paid UZS 10 000 for each table you solve and you will have a decision to make (whether to send some of your win to one of the losers). If your score is one of the BOTTOM TWO scores, you will be paid UZS 0 for this round and will not have a decision to make. If you or others of your opponents have the same number of correct answers as someone else, we will break the ties randomly, so that each group will have two clear winners and two clear losers.

Then, each top scorer (winner) will be paired with a bottom scorer (loser). You will then have a decision to make: you can choose how much of the amount that you earned you will receive and how much of the amount you earned will go to the other person (the loser).

If your score is one of the BOTTOM TWO scores, you will earn UZS 0 in the task and be paired with a winner. You will earn any amount the winner chooses to send to you.

We call this payment method "**Tournament**" payment.

Note: If Round 2 is selected in the random drawing then this round is the round for which you will receive payment today (in addition to the show-up fee and the payment for the other activities).

Are there any questions?

{No questions then}. When we tell you so,

Please turn to page 3 of your handout. I will now start the timer and you will have 1 minute to solve as many tables as possible.

{ENUMERATOR: after 1 minute, tell everyone to put down their pencils and stop. They must NOT move to the next page until you tell them so.}

ROUND 2 Part B - "Allocation"

You don't know yet if you are a top performer (winner) or not. You will know it only at the very end, and only if this round gets randomly selected for payment. But, if this round gets selected and you are among one of the two winners of the tournament, your allocation decision you make here is going to be the one that will be implemented for real money.

So, imagine you are a top performer (your score is one of the top two scores in your group of four people). You are then going to be paired with a person whose score is one of the bottom two scores. You have a decision to make: you can choose whether you want to give some of the amount that you earned with this

other person. In other words, you will have to decide how much you will keep for yourself and how much you want to send to this other person. You could send nothing (0% of your earned amount), 10% of your amount, 20% of your amount, 30% of your amount, 40% of your amount, 50% of your amount, 60% of your amount, 70% of your amount, 80% of your amount, 90% of your amount or 100% (all of your amount).

If your score is one of the bottom two scores, you will not have a decision to make. You will only earn any amount one of the top scorers chooses to send to you.

Are there any questions?

{No questions then}. When we tell you so,

Please turn to page 4 of your handout.

{ENUMERATOR: let them think about 5 minutes, then tell everyone to put down their pencils and stop. They must NOT move to the next page until you tell them so.}

ROUND 2 Part C - "Guess Rank"

Guess your rank in your group of four where 1 is best and 4 is worst.

If Round 2 is selected in the random drawing for payment, then in addition to any payoff from the task in Round 2, you will also receive UZS 20 000 if you correctly guess your rank.

Please mark your answer on page 5 of your booklet.

ROUND 3 - "CHOICE"

In this round, the task is the same as before, solving as many tables as possible but now, before starting, you choose your own payment method. You can choose either the "Piece-Rate" payment method or the "Tournament" payment method.

If Round 3 is randomly selected for payment:

1. If you choose the "Piece-Rate" payment method, you will receive NPR 50 for each table you solve this round, same as Round 1.
2. If you choose the "Tournament" payment method, your payoff will be similar to Round 2. Specifically, your payoff will depend on both your score and the past scores of 3 other group members. Importantly, we will compare your score not to the current performance in Round 3 of other group members, but to their past performance in Round 2. As in Round 2, you will earn UZS 10 000 for every correct answer, but only if you solve more tables in Round 3 than at least 2 other group members did in Round 2. If you or others of your opponents have the same number of correct answers as someone else, we will break the ties randomly, so that each group will have two clear winners and two clear losers.

3. In addition, if you are a winner, like in Round 2, you then have a choice to make: How much of your earning (if anything) you would like to send to one of the losers.

If two other group members solved more matrices in Round 2 than you do in this round, you will not earn anything from the tables task, but you may receive something from one of the winners.

For example, suppose you choose the “Tournament” payment method, and your score is 4. We will compare your current score to the past performance of your 3 group members. Suppose that in Round 2 they scored 3, 2, and 5, respectively:

	You	Other member 1	Other member 2	Other member 3
				
Scores in Round 2	3	<u>3</u>	<u>2</u>	5
Scores in Round 3	<u>4</u>			

Then, since your score of 4 is the second highest score (between 4, 3, 2, and 5), you will receive UZS 10 000 per table. If instead of solving 4, you solve 1 table in Round 3, then you will receive UZS 0, because you have the lowest score (between 0, 3, 2, and 5). If you win but tie with the third player, you will both earn UZS 50 000 per correct answer.

Remember: if you win, you can then decide to send any amount of your earnings to one of the losers.

Note: If Round 3 is selected in the random drawing then this round is the round for which you will receive payment today (in addition to the show-up fee and the payment for the other activities).

Are there any questions?

{No questions then}. When we tell you so, please turn to page 6 of your handout and chose your payment method. Wait until we tell you to turn to page 7.

{ENUMERATOR: after 1 minute, tell everyone to put down their pencils and stop. They must NOT move to the next page until you tell them so.}

ROUND 3 Part C - “Allocation”

We will now come around and tell you if you are a top performer or not. If, at the end of today’s activities, this round gets randomly selected for payment and you are among one of the two winners of the tournament, your allocation decision you make here is going to be the one that will be implemented for real money.

If you are a top performer (your score is one of the top two scores in your group of four people), then you are going to be paired with a person whose score is one of the bottom two scores. You have a decision to make: you can choose whether you want to give some of the amount that you earned to this other person. In other words, you will have to decide how much you will keep for yourself and how much you want to send to this other person. You could send nothing (0% of your earned amount), 10% of your amount, 20% of your amount, 30% of your amount, 40% of your amount, 50% of your amount, 60% of your amount, 70% of your amount, 80% of your amount, 90% of your amount or 100% (all of your amount).

If your score is one of the bottom two scores, you will not have a decision to make. You will only earn any amount one of the top scorer chooses to send to you.

Are there any questions?

{No question then}. When we tell you so, please turn to page 8 of your handout and make your decision.

{ENUMERATOR: let them think about 5 minutes, then tell everyone to put down their pencils and stop. They must NOT move to the next page until you tell them so.}

ACTIVITY 2: RISK TASK (“Coin Toss”)

We are now about to begin a new task where you will have a chance to earn real money. I am going to present you with a list of lottery tickets that show 2 amounts of money. One is always a lower amount and the other is always a higher amount. In each option there is an equal chance that you could earn the lower amount or the higher amount. In fact, I will flip a coin to determine whether you earn the lower or higher amount.

Please look here on the poster, it shows you 6 tickets. You will soon have to choose one of these 6 tickets. Later, you will have to flip a coin. Each option here tells you how much money you will earn when you flip

the coin. For each ticket, the amount of the left tells you how much you would earn if the coin lands on “heads”, and the amount on the right tells you how much you would earn if the coin lands on “tails”. Remember that these amounts are real money.

For example:

- Suppose that you choose TICKET 1. When you flip the coin at the end of the workshop, if the coin lands on HEADS, you will earn UZS 50 000 (show HEADS on coin and point to corresponding number on the poster). If it lands on TAILS, you will also earn UZS 50 000 (show TAILS on coin and point).
- Suppose that you choose TICKET 2. When you flip the coin at the end of the workshop, if the coin on HEADS, you will earn UZS 60 000 (show HEADS on coin and point to corresponding number on the poster), but if it lands on TAILS, you will earn UZS 45 000 (show TAILS on coin and point).”
- Suppose that you choose TICKET 3. When you flip the coin at the end of the workshop, if the coin lands on HEADS, you will earn UZS 70 000 (show HEADS on coin and point to corresponding number on the poster). If it lands on TAILS, you will earn UZS 40 000 (show TAILS on coin and point).
- Suppose that you choose TICKET 4. When you flip the coin at the end of the workshop, if the coin on HEADS, you will earn UZS 80 000 (show HEADS on coin and point to corresponding number on the poster), but if it lands on TAILS, you will earn UZS 35 000 (show TAILS on coin and point).
- Suppose that you choose TICKET 5. When you flip the coin at the end of the workshop, if the coin on HEADS, you will earn UZS 90 000 (show HEADS on coin and point to corresponding number on the poster), but if it lands on TAILS, you will earn UZS 30 000 (show TAILS on coin and point).”
- Suppose that you choose TICKET 6. When you flip the coin at the end of the workshop, if the coin on HEADS, you will earn UZS 100 000 (show HEADS on coin and point to corresponding number on the poster), but if it lands on TAILS, you will earn UZS 25 000 (show TAILS on coin and point).

{ENUMERATOR: go through each example and hold up real money to demonstrate the high and low amounts from each Ticket}

The ticket you choose will determine the money that you will earn after you toss the coin. At the end of the workshop, when you come to get your payment, I will ask you to toss a coin. If the coin lands on “head”, you will earn the money corresponding to “heads” for the ticket you have chosen on the form. If the coin lands on tails, you will earn the money corresponding to “tails” for the ticket you have circled on the form.

Do you have any questions?

When we tell you so, please turn to page 9 of your handout.

{ENUMERATOR: let them think about 5-7 minutes, then tell everyone to put down their pencils and stop. They must NOT move to the next page until you tell them so.}

	<u>HEADS</u>	<u>TAILS</u>
TICKET 1:	50 000	50 000
TICKET 2:	45 000	60 000
TICKET 3:	40 000	70 000
TICKET 4:	35 000	80 000
TICKET 5:	30 000	90 000
TICKET 6:	25 000	100 000