Appendix A.
<table>
<thead>
<tr>
<th></th>
<th>(1) Allocator Retention, Instructions before round 1</th>
<th>(2) Allocator Retention, Instructions after round 8</th>
<th>(3) Allocator Retention, Instructions after round 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Payment in Rounds 1-16 (in 100s of tokens)</td>
<td>0.072 [0.017]**</td>
<td>0.049 [0.013]**</td>
<td>0.076 [0.012]**</td>
</tr>
<tr>
<td>Average Payment in Rounds 1-4 Minus Avg. payments Rds. 1-16 (in 100’s of tokens)</td>
<td>0.013 [0.021]</td>
<td>0.023 [0.016]</td>
<td>0.000 [0.015]</td>
</tr>
<tr>
<td>Average Payment in Rounds 9-12 Minus Avg. payments Rds. 1-16 (in 100’s of tokens)</td>
<td>0.024 [0.022]</td>
<td>0.055 [0.016]**</td>
<td>0.003 [0.015]</td>
</tr>
<tr>
<td>Average Payment in Rounds 13-16 Minus Avg. payments Rds. 1-16 (in 100’s of token)</td>
<td>0.017 [0.021]</td>
<td>0.028 [0.016]*</td>
<td>0.036 [0.015]**</td>
</tr>
<tr>
<td>Constant</td>
<td>-0.171 [0.213]</td>
<td>0.182 [0.164]</td>
<td>-0.211 [0.145]</td>
</tr>
<tr>
<td>Observations</td>
<td>205</td>
<td>342</td>
<td>418</td>
</tr>
<tr>
<td>R-squared</td>
<td>0.088</td>
<td>0.072</td>
<td>0.106</td>
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Standard errors in brackets
* significant at 10%; ** significant at 5%; *** significant at 1%
Table A2: Experiment 2, Predicting Incumbent Allocator Retention by Lottery Outcome

<table>
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<tr>
<th></th>
<th>(1) Allocator Retention, All Participants</th>
<th>(2) Allocator Retention, All Participants</th>
<th>(3) Allocator Retention, All Participants</th>
<th>(4) Allocator Retention, All Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lottery Payment 5000, Either Round</td>
<td>0.091 [0.034]***</td>
<td>0.089 [0.033]***</td>
<td>0.086 [0.033]***</td>
<td></td>
</tr>
<tr>
<td>Lottery Payment -5000, Either Round</td>
<td>-0.034 [0.035]</td>
<td>-0.030 [0.034]</td>
<td>-0.035 [0.033]</td>
<td></td>
</tr>
<tr>
<td>Average &gt; 1200 in Rounds 1-16</td>
<td>0.208 [0.028]***</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lottery Payment 0, Round 16</td>
<td>0.035 [0.045]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lottery Payment 5000, Round 8</td>
<td>0.082 [0.048]*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lottery Payment 5000, Round 16</td>
<td>0.140 [0.049]***</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant</td>
<td>0.699 [0.022]***</td>
<td>0.589 [0.026]***</td>
<td>-0.126 [0.097]</td>
<td>0.680 [0.032]***</td>
</tr>
<tr>
<td>Observations</td>
<td>1003</td>
<td>1003</td>
<td>1003</td>
<td>1003</td>
</tr>
<tr>
<td>R-squared</td>
<td>0.013</td>
<td>0.066</td>
<td>0.082</td>
<td>0.015</td>
</tr>
</tbody>
</table>

Standard errors in brackets
* significant at 10%; ** significant at 5%; *** significant at 1%
Table A3: Experiment 3, Predicting Incumbent Allocator Retention by Prime

<table>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Payment in Rounds 1-16 (in 100s of tokens)</td>
<td>0.062 [0.014]**</td>
<td>0.086 [0.014]**</td>
<td>0.051 [0.014]**</td>
<td>0.062 [0.014]**</td>
<td>0.084 [0.014]**</td>
<td>0.049 [0.014]**</td>
</tr>
<tr>
<td>Average Payment in Rounds 1-4 Minus Avg. payments Rds. 1-16 (in 100's of tokens)</td>
<td>0.002 [0.017]</td>
<td>-0.023 [0.018]</td>
<td>-0.038 [0.017]**</td>
<td>0.026 [0.017]</td>
<td>0.017 [0.018]</td>
<td>-0.027 [0.016]</td>
</tr>
<tr>
<td>Average Payment in Rounds 9-12 Minus Avg. payments Rds. 1-16 (in 100's of tokens)</td>
<td>0.030 [0.017]**</td>
<td>0.005 [0.018]**</td>
<td>-0.004 [0.017]</td>
<td>0.030 [0.017]**</td>
<td>0.005 [0.018]**</td>
<td>-0.004 [0.017]</td>
</tr>
<tr>
<td>Average Payment in Rounds 13-16 Minus Avg. payments Rds. 1-16 (in 100's of tokens)</td>
<td>-0.073 [0.167]</td>
<td>-0.335 [0.169]**</td>
<td>0.096 [0.166]</td>
<td>-0.078 [0.167]</td>
<td>-0.312 [0.169]**</td>
<td>0.125 [0.166]</td>
</tr>
<tr>
<td>Constant</td>
<td>-0.073 [0.167]</td>
<td>-0.335 [0.169]**</td>
<td>0.096 [0.166]</td>
<td>-0.078 [0.167]</td>
<td>-0.312 [0.169]**</td>
<td>0.125 [0.166]</td>
</tr>
<tr>
<td>Observations</td>
<td>344</td>
<td>335</td>
<td>345</td>
<td>344</td>
<td>335</td>
<td>345</td>
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<tr>
<td>R-squared</td>
<td>0.057</td>
<td>0.102</td>
<td>0.038</td>
<td>0.071</td>
<td>0.119</td>
<td>0.060</td>
</tr>
</tbody>
</table>

Standard errors in brackets
* significant at 10%; ** significant at 5%; *** significant at 1%
Table A4: Experiment 3, Predicting Incumbent Allocator Retention by Prime, Alternative Models of Decay

<table>
<thead>
<tr>
<th>(1) Allocator Retention, Koyck Decay, No Prime</th>
<th>(2) Allocator Retention, Koyck Decay, Informational Prime</th>
<th>(3) Allocator Retention, Koyck Decay, Hedonic Prime</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decay weighted payment &gt; 1200 in 1-16</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Constant</td>
<td>0.430</td>
<td>0.293</td>
</tr>
<tr>
<td></td>
<td>[0.065]***</td>
<td>[0.069]***</td>
</tr>
<tr>
<td>Observations</td>
<td>345</td>
<td>335</td>
</tr>
<tr>
<td>R-squared</td>
<td>0.057</td>
<td>0.106</td>
</tr>
<tr>
<td>R-Squared maximizing decay (on [0,1])</td>
<td>0.89</td>
<td>0.93</td>
</tr>
</tbody>
</table>

Standard errors in brackets
* significant at 10%; ** significant at 5%; *** significant at 1%

Note: Models presented are those that maximize R-squared with a grid search over values of the decay parameter in a Koyck model. The Koyck regression model is specified as

\[
Retention = \sum_{i=1}^{16} \delta^{16-i} \beta I(x_i > 1200)
\]  

(A1)

where \(x_i\) is the number of tokens received in round \(i\), and \(I(\cdot)\) is an indicator function returning one if its arguments are true, and zero otherwise. The parameters estimated are \(\delta\), the decay parameter constrained to \((0, 1]\), and \(\beta\), the impact coefficient, unconstrained. Values searched over \(\delta\) are .01 to 1 in increments of .01. The decay parameter is smaller for more rapid delay, and larger for less rapid decay.
Table A5: Experiment 2, Effect of Lottery Outcome on Allocator Retention by Proxies for Respondent Attentiveness

<table>
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<tr>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Average Payment in Rounds 1-16 (in 100s of tokens)</td>
<td>0.068 [0.008]***</td>
<td>0.069 [0.008]***</td>
<td>0.066 [0.008]***</td>
<td>0.075 [0.014]***</td>
<td>0.080 [0.013]***</td>
<td>0.057 [0.013]***</td>
</tr>
<tr>
<td>Lottery Payment 5000, Either Round</td>
<td>0.086 [0.033]***</td>
<td>0.086 [0.033]***</td>
<td>0.095 [0.033]***</td>
<td>0.110 [0.058]*</td>
<td>-0.036 [0.057]</td>
<td>0.182 [0.055]***</td>
</tr>
<tr>
<td>Lottery Payment -5000, Either Round</td>
<td>-0.035 [0.033]</td>
<td>-0.033 [0.033]</td>
<td>-0.033 [0.033]</td>
<td>0.064 [0.059]</td>
<td>-0.133 [0.058]**</td>
<td>-0.037 [0.055]</td>
</tr>
<tr>
<td>Lottery 5000*Time to retention</td>
<td>0.032 [0.012]***</td>
<td>0.030 [0.021]</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lottery -5000*Time to retention</td>
<td>0.020 [0.011]*</td>
<td>0.001 [0.022]</td>
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<td></td>
<td></td>
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<tr>
<td>Time from start to retention in minutes (mean-deviated)</td>
<td>0.023 [0.033]</td>
<td>0.123 [0.064]*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Payments Rounds 1-16*Time to retention</td>
<td>-0.003 [0.003]</td>
<td>-0.009 [0.005]*</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Constant</td>
<td>-0.126 [0.097]</td>
<td>-0.132 [0.098]</td>
<td>-0.099 [0.100]</td>
<td>-0.266 [0.173]</td>
<td>-0.229 [0.167]</td>
<td>0.017 [0.166]</td>
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<td>R-squared</td>
<td>0.082</td>
<td>0.092</td>
<td>0.093</td>
<td>0.094</td>
<td>0.112</td>
<td>0.083</td>
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</table>

Note: Time to retention is the number of minutes from the time the participant started the survey to the time they submitted the page where they kept or discarded their initial allocator after round 16. Column 3 truncates this variable due to outliers on the upper bound, setting times above the 90th percentile at the 90th percentile.
Table A6: Summary Statistics by Experiment and Intervention

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<th>Experiment 3</th>
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<tr>
<td>Average</td>
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<tr>
<td>&gt; 1200 in Rounds 1-16</td>
<td>0.55</td>
<td>0.51</td>
<td>0.51</td>
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<td>[0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50]</td>
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<td>Average</td>
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<td>&gt; 1200 in Rounds 1-4</td>
<td>0.51</td>
<td>0.45</td>
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<tr>
<td>Average</td>
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<td></td>
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</tr>
<tr>
<td>&gt; 1200 in Rounds 5-8</td>
<td>0.58</td>
<td>0.52</td>
<td>0.48</td>
</tr>
<tr>
<td></td>
<td>[0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50]</td>
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</tr>
<tr>
<td>Average</td>
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<tr>
<td>&gt; 1200 in Rounds 9-12</td>
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<td>0.51</td>
<td>0.5</td>
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<tr>
<td>Average</td>
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</tr>
<tr>
<td>&gt; 1200 in Rounds 13-16</td>
<td>0.52</td>
<td>0.54</td>
<td>0.5</td>
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<tr>
<td></td>
<td>[0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50] [0.50]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 1-16 (in 100s of tokens)</td>
<td>12.12</td>
<td>12.04</td>
<td>12.03</td>
</tr>
<tr>
<td></td>
<td>[1.80] [1.66] [1.79] [1.73] [1.90] [1.70] [1.73] [1.80] [1.62] [1.79] [1.71] [1.74]</td>
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</tr>
<tr>
<td>Average Payment in Rounds 1-4 (in 100s of tokens)</td>
<td>12.18</td>
<td>11.88</td>
<td>12.12</td>
</tr>
<tr>
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<td>[2.41] [2.38] [2.50] [2.16] [2.56] [2.46] [2.36] [2.27] [2.50] [2.48] [2.43] [2.38]</td>
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<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 5-8 (in 100s of tokens)</td>
<td>12.03</td>
<td>12.1</td>
<td>11.94</td>
</tr>
<tr>
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<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 9-12 (in 100s of tokens)</td>
<td>10.1</td>
<td>12.02</td>
<td>11.99</td>
</tr>
<tr>
<td></td>
<td>[2.37] [2.43] [2.55] [2.52] [2.58] [2.35] [2.38] [2.24] [2.69] [2.47] [2.51] [2.47]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 13-16 (in 100s of tokens)</td>
<td>12.17</td>
<td>12.14</td>
<td>12.06</td>
</tr>
<tr>
<td></td>
<td>[2.46] [2.25] [2.54] [2.50] [2.49] [2.38] [2.79] [2.57] [2.45] [2.46] [2.42] [2.59]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 1-4 Minus Avg. payments Rds. 1-16 (in 100's of tokens)</td>
<td>0.06</td>
<td>0.16</td>
<td>0.09</td>
</tr>
<tr>
<td></td>
<td>[1.79] [1.69] [1.80] [1.67] [1.75] [1.63] [1.71] [1.71] [1.77] [1.76] [1.76] [1.72]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 9-12 Minus Avg. payments Rds. 1-16 (in 100's of tokens)</td>
<td>-0.02</td>
<td>-0.01</td>
<td>-0.03</td>
</tr>
<tr>
<td></td>
<td>[1.66] [1.66] [1.80] [1.69] [1.76] [1.67] [1.74] [1.80] [1.76] [1.73] [1.73] [1.80]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Payment in Rounds 13-16 Minus Avg. payments Rds. 1-16 (in 100's of tokens)</td>
<td>0.05</td>
<td>0.1</td>
<td>0.03</td>
</tr>
<tr>
<td></td>
<td>[1.72] [1.65] [1.81] [1.58] [1.70] [1.72] [1.95] [1.82] [1.74] [1.72] [1.73] [1.76]</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Observations</td>
<td>205</td>
<td>342</td>
<td>418</td>
</tr>
</tbody>
</table>

Note: Cell entries are means, standard deviations in brackets.
These are complete instructions for Experiment 1: End bias in retrospective assessments
You are being asked to complete an online research survey and game that will take approximately 6-8 minutes. The survey and game are part of a research study conducted by Yale University. The goal is to learn about how people make decisions in light of events.

Findings from this study may be reported in scholarly journals, at academic seminars, and at research association meetings. The data will be stored at a secured location and retained indefinitely. No identifying information about you will be made public and all of your choices will be kept completely confidential. Your participation is voluntary. You are free to stop the survey at any time without penalty.

There are no known risks associated with this study beyond those associated with everyday life. Although this study will not benefit you personally, we hope that our results will add to the knowledge about how people make decisions. You will receive $0.25 for completing survey, plus an average of $0.80 depending upon the choices you make during the survey, paid through Amazon Mechanical Turk.

To participate in the study, you must be at least 18 years old and a United States resident.

If you have any questions about the research, you can contact Seth Hill at seth.hill@yale.edu. If you have any questions about your rights as a research participant or concerns about the conduct of this study, you may contact the Yale University Human Subjects Committee, Box 208010, New Haven, CT 06520-8010, 203-785-4688, human.subjects@yale.edu.

Note: Please do not close your browser or attempt to re-start the game. If you do so you will be deemed ineligible and will not be paid.

When you are ready to begin, please elect to participate and press the Submit button. You will then be presented with the instructions for the game.

- I agree to participate.
- I do not agree to participate.

Submit
We are interested in learning about your preferences on a variety of topics, including colors. To demonstrate that you've read this much, just go ahead and select both green and yellow among the alternatives below, no matter what your favorite color is. Yes, ignore the question below and select both of those options.

What is your favorite color?
- [ ] pink
- [ ] red
- [ ] green
- [ ] white
- [ ] yellow
- [ ] blue

We are also interested in your ability to make simple judgments about numbers, such as in the test below. To demonstrate that you've read this much, just go ahead and select both one and two among the alternatives below, no matter what the question asks. Yes, ignore the question below and select both of those options.

Which number is the largest?
- [ ] 1
- [ ] 2
- [ ] 3

Next
You are about to play a game in which you will have the opportunity to earn tokens. Tokens are converted into dollars at the end of the game. The conversion rate is 50000 tokens = 1 dollar. The amount you earn will be paid to you as a bonus through Mechanical Turk.

Here are some details about that game:

The game has 32 rounds. In each round an Allocator will give you a number of tokens. The number of tokens the Allocator gives you will vary from round to round, but are related to the Allocator's type.

When the game begins, the computer will randomly choose an Allocator for you. Your Allocator's type is a number that ranges from 950 to 1450 with equal probability. The computer chooses the type at random. You will not be told your Allocator's type.

When the computer is choosing your Allocator's type, each value on the darkened portion of this line (from 950 to 1450) is selected with equal probability.

In each round, the number of tokens given to you will be drawn at random from a distribution with a bell shaped curve centered on the Allocator's type. This means that although the amount given in each round will vary, the amount you are given will tend to be close to the Allocator's type. For example, if your Allocator is of type 1000, in any given round it is more likely that you will be given 900 or 1100 than 800 or 1200. The most common amount you will receive from an Allocator of type 1000 will be 1000 tokens.
When you are ready to begin, please press the Next button. You will then be taken to a screen that will present the first round, and continue to other rounds from there.

Randomization here: In the instructions before round 1 condition, the screen of instructions would have appeared before this screen.
This is round 1.
Your Allocator has given you 1489 tokens.
This is round 2.
Your Allocator has given you 1468 tokens.
You have just completed round 8. There are 32 rounds in this game. There are therefore 24 rounds remaining.

Please click next to continue.

Randomization here: In the instructions after round 8 condition, the screen of instructions would have appeared instead of this screen after round 8. This screen is presented after round 8 in the instructions before round 1 and instructions after round 12 conditions. A similar screen is presented after round 12 for the instructions before round 1 and instructions after round 8 condition so that the total number of screens, and the potential distraction of the instructions at this point in the game is mimicked.
Here are some additional details about this game:

After round 16, after you have received tokens from your Allocator you will have the opportunity to choose to keep your current Allocator or instead have the computer assign you a new Allocator for the final 16 rounds of the game.

If you choose a new Allocator, a new Allocator will be randomly selected by the computer and will have a type that ranges from 950 to 1450, the same range from which your initial allocator was selected. That new Allocator will then give you tokens for the final 16 rounds. If you instead keep your current Allocator, that Allocator will continue to give you tokens for the final 16 rounds.

Randomization here: This is the instructions screen, presented either before round 1, after round 8, or, as here, after round 12. This, along with the corresponding distractor screens, is the only variation across the three interventions described as "instructions before round 1," "instructions after round 8," and "instructions after round 12."
This is round 16.
Your Allocator has given you 1283 tokens.
You may now choose whether to keep your current Allocator who has been giving you tokens during the first 16 rounds or to have the computer replace your Allocator with a new one. What would you like to do?
- Keep current Allocator.
- Replace current Allocator.
You have chosen to keep the current Allocator. The current Allocator will give you tokens for the next 16 rounds.

How much, on average, do you think your Allocator gave you over each of the first 16 rounds? While you may not remember exactly how much you were given, we would like your best guess. (Please enter numbers only.)

Looking back over the first 16 rounds, how satisfied were you with your Allocator?

- Very satisfied.
- Somewhat satisfied.
- Neither satisfied nor unsatisfied.
- Somewhat unsatisfied.
- Very unsatisfied.

How much, on average, do you think you will be given in each of the remaining 16 rounds? Once again, we'd like your best guess. (Please enter numbers only.)
This is round 17.
Your Allocator has given you 2165 tokens.
This is round 32.
Your Allocator has given you 1786 tokens.
Thank you for your participation. Please answer the following two pages of questions, after which we will reveal your earnings to you and give you the code to use on Mechanical Turk for payment.

How much, on average, do you think your Allocator gave you in each of the most recent 16 rounds? While you may not remember exactly how much you were given, we would like your best guess. (Please enter numbers only.)

If the current game were to continue, would you keep your current Allocator or choose to have the computer replace your current Allocator with a new one?

- Keep current Allocator.
- Replace current Allocator.

How did you decide whether to keep or replace your Allocator after the first 16 rounds?

How did you keep track of how much your Allocator gave you in each of the first 16 rounds?

- By memory.
- I wrote it down or recorded it in some other way.
- I did not keep track.

In what round did you start to keep track of how much your Allocator gave you?

Have you ever participated in any economics, psychology or political science experimental studies before?

- Yes.
- No.

Have you ever participated in any economics, psychology or political science experimental studies before on Mechanical Turk?

- Yes.
- No.
Please continue to answer the following questions. This is the last page of questions, after which you will be given the code to use on Mechanical Turk for payment.

What is the year of your birth?

What is your gender?

- Female.
- Male.

What is the highest level of education that you have achieved?

- No high school diploma.
- High school diploma or equivalent.
- Some college.
- Two year degree.
- Four year college graduate.
- Post-graduate.

If you would like to leave any comments or feedback, please do so here (up to 500 characters):

Next
Thank you for your participation!

You have now completed the game. Your total payment from Allocators is 95 cents.

If you have any questions, please contact seth.hill@yale.edu. If you have any questions about your rights as a research participant or concerns about the conduct of this study, you may contact the Yale University Human Subjects Committee at human.subjects@yale.edu.

For the purposes of getting paid on Mechanical Turk, please enter the following code into the box on the survey's Mechanical Turk HIT page:

ibrslhejpk
These are selected instructions for Experiment 2: Irrelevant information, showing only differences between this experiment and experiment 1.
You are being asked to complete an online research survey and game that will take approximately 6-8 minutes. The survey and game are part of a research study conducted by Yale University. The goal is to learn about how people make decisions in light of events.

Findings from this study may be reported in scholarly journals, at academic seminars, and at research association meetings. The data will be stored at a secured location and retained indefinitely. No identifying information about you will be made public and all of your choices will be kept completely confidential. Your participation is voluntary. You are free to stop the survey at any time without penalty.

There are no known risks associated with this study beyond those associated with everyday life. Although this study will not benefit you personally, we hope that our results will add to the knowledge about how people make decisions. You will receive $0.50 for completing survey, plus an average of $0.80 depending upon the choices you make during the survey, paid through Amazon Mechanical Turk.

To participate in the study, you must be at least 18 years old and a United States resident.

If you have any questions about the research, you can contact Seth Hill at seth.hill@yale.edu. If you have any questions about your rights as a research participant or concerns about the conduct of this study, you may contact the Yale University Human Subjects Committee, Box 208010, New Haven, CT 06520-8010, 203-785-4688, human.subjects@yale.edu.

Note: Please do not close your browser or attempt to re-start the game. If you do so you will be deemed ineligible and will not be paid.

When you are ready to begin, please elect to participate and press the Submit button. You will then be presented with the instructions for the game.

- I agree to participate.
- I do not agree to participate.

Submit
We are interested in learning about your preferences on a variety of topics, including colors. To demonstrate that you've read this much, just go ahead and select both green and yellow among the alternatives below, no matter what your favorite color is. Yes, ignore the question below and select both of those options.

What is your favorite color?
- pink
- red
- green
- white
- yellow
- blue

We are also interested in your ability to make simple judgments about numbers, such as in the test below. To demonstrate that you've read this much, just go ahead and select both one and two among the alternatives below, no matter what the question asks. Yes, ignore the question below and select both of those options.

Which number is the largest?
- 1
- 2
- 3
You are about to play a game in which you will have the opportunity to earn tokens. Tokens are converted into dollars at the end of the game. The conversion rate is 50000 tokens = 1 dollar. The amount you earn will be paid to you as a bonus through Mechanical Turk.

Here are some details about that game:

The game has 32 rounds. In each round an Allocator will give you a number of tokens. The number of tokens the Allocator gives you will vary from round to round, but are related to the Allocator's type.

When the game begins, the computer will randomly choose an Allocator for you. Your Allocator's type is a number that ranges from 950 to 1450 with equal probability. The computer chooses the type at random. You will not be told your Allocator's type.

In each round, the number of tokens given to you will be drawn at random from a distribution with a bell shaped curve centered on the Allocator's type. This means that although the amount given in each round will vary, the amount you are given will tend to be close to the Allocator's type. For example, if your Allocator is of type 1000, in any given round it is more likely that you will be given 900 or 1100 than 800 or 1200. The most common amount you will receive from an Allocator of type 1000 will be 1000 tokens.

After the 8th round, you will also participate in a lottery. The computer will determine at random your outcome from the lottery. 30 percent of the time the computer will deduct 5000 tokens from your earnings, 30 percent of the time the computer will award you 5000 tokens, and the remaining 40 percent of the time the computer will make no award. **Your payouts from the lottery are unrelated to your Allocator's type.**

Randomization here: All participants in the lottery experiment receive this text. Half are given the lottery in round 8, indicated with the first sentence in the above paragraph, and half in round 12.
Here are some additional details about this game:

After round 16, after you have received tokens from your Allocator and any lottery payout, you will have the opportunity to choose to keep your current Allocator or instead have the computer assign you a new Allocator for the final 16 rounds of the game.

If you choose a new Allocator, a new Allocator will be randomly selected by the computer and will have a type that ranges from 950 to 1450, the same range from which your initial allocator was selected. That new Allocator will then give you tokens for the final 16 rounds. If you instead keep your current Allocator, that Allocator will continue to give you tokens for the final 16 rounds.
When you are ready to begin, please press the Next button. You will then be taken to a screen that will present the first round, and continue to other rounds from there.
This is round 2.
Your Allocator has given you 824 tokens.
This is round 8.

**Your Allocator has given you 1407 tokens.**

You also participated in a lottery this round.

*Your payout from the lottery are unrelated to your Allocator’s type.*

*Your lottery payout is 0 tokens.*
You have just completed round 12. There are 32 rounds in this game. There are therefore 20 rounds remaining. Please click next to continue.
This is round 16.
Your Allocator has given you 1396 tokens.
You may now choose whether to keep your current Allocator who has been giving you tokens during the first 16 rounds or to have the computer replace your Allocator with a new one. What would you like to do?

- Keep current Allocator.
- Replace current Allocator.
You have chosen to replace your Allocator with a new one. The computer has now randomly selected a new Allocator who will give you tokens for the next 16 rounds.

How much, on average, do you think your Allocator gave you over each of the first 16 rounds? While you may not remember exactly how much you were given, we would like your best guess. (Please enter numbers only.)

Looking back over the first 16 rounds, how satisfied were you with your Allocator?

- Very satisfied.
- Somewhat satisfied.
- Neither satisfied nor unsatisfied.
- Somewhat unsatisfied.
- Very unsatisfied.

How much, on average, do you think you will be given in each of the remaining 16 rounds? Once again, we'd like your best guess. (Please enter numbers only.)
This is round 17.
Your Allocator has given you 1649 tokens.
This is round 32.

Your Allocator has given you 1030 tokens.
Thank you for your participation. Please answer the following two pages of questions, after which we will reveal your earnings to you and give you the code to use on Mechanical Turk for payment.

How much, on average, do you think your Allocator gave you in each of the most recent 16 rounds? While you may not remember exactly how much you were given, we would like your best guess. (Please enter numbers only.)

If the current game were to continue, would you keep your current Allocator or choose to have the computer replace your current Allocator with a new one?
- Keep current Allocator.
- Replace current Allocator.

How did you decide whether to keep or replace your Allocator after the first 16 rounds?

How did you keep track of how much your Allocator gave you in each of the first 16 rounds?
- By memory.
- I wrote it down or recorded it in some other way.
- I did not keep track.

In what round did you start to keep track of how much your Allocator gave you?

Have you ever participated in any economics, psychology or political science experimental studies before?
- Yes.
- No.

Have you ever participated in any economics, psychology or political science experimental studies before on Mechanical Turk?
- Yes.
- No.
Please continue to answer the following questions. This is the last page of questions, after which you will be given the code to use on Mechanical Turk for payment.

What is the year of your birth?

What is your gender?
- Female.
- Male.

What is the highest level of education that you have achieved?
- No high school diploma.
- High school diploma or equivalent.
- Some college.
- Two year degree.
- Four year college graduate.
- Post-graduate.

If you would like to leave any comments or feedback, please do so here (up to 500 characters):
Thank you for your participation!

You have now completed the game. Your total payment from Allocators is 92 cents. Your total payment from the lottery is 0 cents. [Lottery payment presented here.]

If you have any questions, please contact [insert contact information]. If you have any questions about your rights as a research participant or concerns about the conduct of this study, you may contact [insert contact information].

For the purposes of getting paid on Mechanical Turk, please enter the following code into the box on the survey's Mechanical Turk HIT page:

ngvcslbpma
These are selected instructions for Experiment 3: Evaluative priming, showing only differences between this experiment and experiment 1.
You are being asked to complete an online research survey and game that will take approximately 6-8 minutes. The survey and game are part of a research study conducted by [Yale University]. The goal is to learn about how people make decisions in light of events.

Findings from this study may be reported in scholarly journals, at academic seminars, and at research association meetings. The data will be stored at a secured location and retained indefinitely. No identifying information about you will be made public and all of your choices will be kept completely confidential. Your participation is voluntary. You are free to stop the survey at any time without penalty.

There are no known risks associated with this study beyond those associated with everyday life. Although this study will not benefit you personally, we hope that our results will add to the knowledge about how people make decisions. You will receive $0.50 for completing survey, plus an average of $0.80 depending upon the choices you make during the survey, paid through Amazon Mechanical Turk.

To participate in the study, you must be at least 18 years old and a United States resident.

If you have any questions about the research, you can contact Seth Hill at seth.hill@yale.edu. If you have any questions about your rights as a research participant or concerns about the conduct of this study, you may contact the [Yale University Human Subjects Committee].

Note: Please do not close your browser or attempt to re-start the game. If you do so you will be deemed ineligible and will not be paid.

When you are ready to begin, please elect to participate and press the Submit button. You will then be presented with the instructions for the game.

- I agree to participate.
- I do not agree to participate.

Submit
We are interested in learning about your preferences on a variety of topics, including colors. To demonstrate that you've read this much, just go ahead and select both green and yellow among the alternatives below, no matter what your favorite color is. Yes, ignore the question below and select both of those options.

What is your favorite color?
- pink
- red
- green
- white
- yellow
- blue

We are also interested in your ability to make simple judgments about numbers, such as in the test below. To demonstrate that you've read this much, just go ahead and select both one and two among the alternatives below, no matter what the question asks. Yes, ignore the question below and select both of those options.

Which number is the largest?
- 1
- 2
- 3
You are about to play a game in which you will have the opportunity to earn tokens. Tokens are converted into dollars at the end of the game. The conversion rate is 50000 tokens = 1 dollar. The amount you earn will be paid to you as a bonus through Mechanical Turk.

Here are some details about that game:

The game has 32 rounds. In each round an Allocator will give you a number of tokens. The number of tokens the Allocator gives you will vary from round to round, but are related to the Allocator's type.

When the game begins, the computer will randomly choose an Allocator for you. Your Allocator's type is a number that ranges from 950 to 1450 with equal probability. The computer chooses the type at random. You will not be told your Allocator’s type.

When the computer is choosing your Allocator’s type, each value on the darkened portion of this line (from 950 to 1450) is selected with equal probability.

In each round, the number of tokens given to you will be drawn at random from a distribution with a bell shaped curve centered on the Allocator's type. This means that although the amount given in each round will vary, the amount you are given will tend to be close to the Allocator's type. For example, if your Allocator is of type 1000, in any given round it is more likely that you will be given 900 or 1100 than 800 or 1200. The most common amount you will receive from an Allocator of type 1000 will be 1000 tokens.

Next
Here are some additional details about this game:

After round 16, after you have received tokens from your Allocator you will have the opportunity to choose to keep your current Allocator or instead have the computer assign you a new Allocator for the final 16 rounds of the game.

If you choose a new Allocator, a new Allocator will be randomly selected by the computer and will have a type that ranges from 950 to 1450, the same range from which your initial allocator was selected. That new Allocator will then give you tokens for the final 16 rounds. If you instead keep your current Allocator, that Allocator will continue to give you tokens for the final 16 rounds.
When you are ready to begin, please press the Next button. You will then be taken to a screen that will present the first round, and continue to other rounds from there.
This is round 1.
Your Allocator has given you 1728 tokens.
You have just completed round 8. There are 32 rounds in this game. There are therefore 24 rounds remaining. Please click next to continue.
You have just completed round 12. There are 32 rounds in this game. There are therefore 20 rounds remaining. Please click next to continue.
This is round 16.
Your Allocator has given you 1875 tokens.
Looking back at the tokens you received, what would you estimate was the average amount given to you by your Allocator during each of the first 16 rounds?

You may now choose whether to keep your current Allocator who has been giving you tokens during the first 16 rounds or to have the computer replace your Allocator with a new one. What would you like to do?

- Keep current Allocator.
- Replace current Allocator.

Randomization here: either this question (informational prime), the hedonic prime, or no question (no prime).
You have chosen to replace your Allocator with a new one. The computer has now randomly selected a new Allocator who will give you tokens for the next 16 rounds.

How much, on average, do you think your Allocator gave you over each of the first 16 rounds? While you may not remember exactly how much you were given, we would like your best guess. (Please enter numbers only.)

Looking back over the first 16 rounds, how satisfied were you with your Allocator?
- Very satisfied.
- Somewhat satisfied.
- Neither satisfied nor unsatisfied.
- Somewhat unsatisfied.
- Very unsatisfied.

How much, on average, do you think you will be given in each of the remaining 16 rounds? Once again, we'd like your best guess. (Please enter numbers only.)
This is round 17.
Your Allocator has given you 1158 tokens.
This is round 32.
Your Allocator has given you 1035 tokens.
Thank you for your participation. Please answer the following two pages of questions, after which we will reveal your earnings to you and give you the code to use on Mechanical Turk for payment.

How much, on average, do you think your Allocator gave you in each of the most recent 16 rounds? While you may not remember exactly how much you were given, we would like your best guess. (Please enter numbers only.)

If the current game were to continue, would you keep your current Allocator or choose to have the computer replace your current Allocator with a new one?

- Keep current Allocator.
- Replace current Allocator.

How did you decide whether to keep or replace your Allocator after the first 16 rounds?

How did you keep track of how much your Allocator gave you in each of the first 16 rounds?

- By memory.
- I wrote it down or recorded it in some other way.
- I did not keep track.

In what round did you start to keep track of how much your Allocator gave you?

Have you ever participated in any economics, psychology or political science experimental studies before?

- Yes.
- No.

Have you ever participated in any economics, psychology or political science experimental studies before on Mechanical Turk?

- Yes.
- No.
Please continue to answer the following questions. This is the last page of questions, after which you will be given the code to use on Mechanical Turk for payment.

What is the year of your birth?

What is your gender?
- Female.
- Male.

What is the highest level of education that you have achieved?
- No high school diploma.
- High school diploma or equivalent.
- Some college.
- Two year degree.
- Four year college graduate.
- Post-graduate.

If you would like to leave any comments or feedback, please do so here (up to 500 characters):
Thank you for your participation!

You have now completed the game. Your total payment from Allocators is **74 cents**.

If you have any questions, please contact [seth.hill@yale.edu](mailto:seth.hill@yale.edu). If you have any questions about your rights as a research participant or concerns about the conduct of this study, you may contact the [human.subjects@yale.edu](mailto:human.subjects@yale.edu).

For the purposes of getting paid on Mechanical Turk, please enter the following code into the box on the survey's Mechanical Turk HIT page:

**cxdpzqtek**