

## Near-Replication Materials

[Page 1]

We are researchers at the University of Pennsylvania and we are studying decision making. In this survey, you will make a hypothetical decision, answer questions about your preferences, and provide demographic information. Please be assured that your responses will be kept completely confidential.

The survey will take you approximately 2 minutes to complete. For completing this survey, you will be compensated 50 cents by MTurk.

Your participation in this research is voluntary. You have the right to withdraw from the study at any point and for any reason without penalty.

By continuing with this survey, you acknowledge that you have read the information above and are consenting to participate.

Enter your MTurk ID:

>>

[Page 2 - Control]

Imagine that the principal of a neighborhood kindergarten had sent you an email requesting that you make a donation to buy Christmas gifts for the children there.

In the email, the principal informs you that the kindergarten consists of 20 children from low-income families, and he expresses his hope that you will make a donation to be used for buying Christmas gifts for these 20 children.

Please think about these 20 children. How much would you be willing to help these 20 children? Please enter the amount you would decide and agree to donate:

\$

>>

[Page 2 - Unit Ask]

Imagine that the principal of a neighborhood kindergarten had sent you an email requesting that you make a donation to buy Christmas gifts for the children there.

In the email, the principal informs you that the kindergarten consists of 20 children from low-income families, and he expresses his hope that you will make a donation to be used for buying Christmas gifts for these 20 children.

Before you decide how much to donate to help these 20 children, please first think about one such child and answer a hypothetical question: How much would you donate to help this one child? Please indicate the amount here.

\$

Please think about these 20 children. How much would you be willing to help these 20 children? Please enter the amount you would decide and agree to donate:

\$

>>

[Page 2 – Thinking Only]

Imagine that the principal of a neighborhood kindergarten had sent you an email requesting that you make a donation to buy Christmas gifts for the children there.

In the email, the principal informs you that the kindergarten consists of 20 children from low-income families, and he expresses his hope that you will make a donation to be used for buying Christmas gifts for these 20 children.

Before you decide how much to donate to help these 20 children, please first think about one such child and consider a hypothetical question: How much would you donate to help this one child?

Please think about these 20 children. How much would you be willing to help these 20 children? Please enter the amount you would decide and agree to donate:

\$

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[Page 3]

How many students were in the kindergarten described on the previous page?

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[Page 4]

Please indicate your gender.

- Male
- Female

How old are you?

>>

## Exact-Replication Materials

[Page 1]

We are researchers at the University of Pennsylvania and we are studying decision making. In this survey, you will make a hypothetical decision, answer questions about your preferences, and provide demographic information. Please be assured that your responses will be kept completely confidential.

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Your participation in this research is voluntary. You have the right to withdraw from the study at any point and for any reason without penalty.

**By continuing with this survey, you acknowledge that you have read the information above and are consenting to participate.**

Enter your MTurk ID:

>>

[Page 2]

Imagine the following: Christmas is around the corner. The principal of a neighborhood kindergarten sent you an email asking for donations. You know her personally and trust her words. The email directs you to a website with the following questions. Please answer these questions as if you were making actual donation decisions.

next page

[Page 3 - Control]

DONATION WEBSITE:

Thanks for visiting our website. Please read the following carefully and answer the ensuing questions. Even if you are not willing to make a donation, please still answer the questions; you may simply enter \$0. You can revise your answers, and your answers will not be recorded until you press the "Submit" button.

Our kindergarten currently has 20 children (like the one pictured below), they are all from low-income families and their parents have little money to buy Christmas gifts for them. We hope you can make a donation, so we can use the money to buy Christmas gifts for them. Even a few dollars will help!



previous page

next page

[Page 3 – Unit Ask]

DONATION WEBSITE:

Thanks for visiting our website. Please read the following carefully and answer the ensuing questions. Even if you are not willing to make a donation, please still answer the questions; you may simply enter \$0. You can revise your answers, and your answers will not be recorded until you press the "Submit" button.

Our kindergarten currently has 20 children (like the one pictured below), they are all from low-income families and their parents have little money to buy Christmas gifts for them. We hope you can make a donation, so we can use the money to buy Christmas gifts for them. Even a few dollars will help!



Before you decide how much to donate to help these 20 children, please first think about one such child and answer a hypothetical question: How much would you donate to help this one child? Please indicate the amount here:

\$

previous page

next page

## [Page 3 – Thinking Only]

### DONATION WEBSITE:

Thanks for visiting our website. Please read the following carefully and answer the ensuing questions. Even if you are not willing to make a donation, please still answer the questions; you may simply enter \$0. You can revise your answers, and your answers will not be recorded until you press the "Submit" button.

Our kindergarten currently has 20 children (like the one pictured below), they are all from low-income families and their parents have little money to buy Christmas gifts for them. We hope you can make a donation, so we can use the money to buy Christmas gifts for them. Even a few dollars will help!



Before you decide how much to donate to help these 20 children, please first think about one such child and think about a hypothetical question: How much would you donate to help this one child? You do not need to write down your answer.

previous page

next page

## [Page 4 – Control]

Please think about all 20 of these children. How much are you willing to donate to help these 20 children? Please enter the amount of money you decide and agree to donate:

\$

previous page

Submit

## [Page 4 – Unit Ask / Thinking Only]

Now please think about all 20 of these children. How much are you willing to donate to help these 20 children? Please enter the amount of money you decide and agree to donate:

\$

previous page

Submit

[Page 5]

How many students were in the kindergarten described on the previous page?

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[Page 6]

Please indicate your gender.

- Male  
 Female

How old are you?

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