

Appendixes (For Online Publication Only)

A Additional Tables and Results Mentioned in Main Text

Table A.1: The 36 main bundles

	n = 4				n = 3				n = 2			
<i>n/4-bundles</i>												
1st amount	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	0	<i>d</i>	<i>d</i>	<i>d</i>	0	<i>d</i>	<i>d</i>	0
2nd amount	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	0	<i>d</i>	<i>d</i>	0	0	<i>d</i>	<i>d</i>
3rd amount	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	0	<i>d</i>	<i>d</i>	0	0	<i>d</i>
4th amount	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	0	<i>d</i>	<i>d</i>	0	0
Total amount	4 <i>d</i>	4 <i>d</i>	4 <i>d</i>	4 <i>d</i>	3 <i>d</i>	3 <i>d</i>	3 <i>d</i>	3 <i>d</i>	2 <i>d</i>	2 <i>d</i>	2 <i>d</i>	2 <i>d</i>
<i>n/5-bundles</i>												
1st-4th amount	same as in <i>n/4-bundles</i>											
5th amount	0	0	0	0	0	0	0	0	0	0	0	0
Total amount	4 <i>d</i>	4 <i>d</i>	4 <i>d</i>	4 <i>d</i>	3 <i>d</i>	3 <i>d</i>	3 <i>d</i>	3 <i>d</i>	2 <i>d</i>	2 <i>d</i>	2 <i>d</i>	2 <i>d</i>
<i>(n+1)/5-bundles</i>												
1st-4th amount	same as in <i>n/4-bundles</i>											
5th amount	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>	<i>d</i>
Total amount	5 <i>d</i>	5 <i>d</i>	5 <i>d</i>	5 <i>d</i>	4 <i>d</i>	4 <i>d</i>	4 <i>d</i>	4 <i>d</i>	3 <i>d</i>	3 <i>d</i>	3 <i>d</i>	3 <i>d</i>

Each column indicates the amounts associated with each bundle. Note that while the four-amount bundles with $n = 4$ only vary in terms of which value for d is randomly selected (since there are no zeros in those bundles), the four bundles with $n = 2$ and the four bundles with $n = 3$ also vary in terms of which amounts (i.e., the 1st, 2nd, 3rd, and/or 4th amount shown on the decision screen) are zero. In the *n/5-bundles* and *(n+1)/5-bundles*, the payoff structure for the first four amounts is the same as in the corresponding *n/4-bundle*. 0 indicates a zero-amount, and d indicates a non-zero of d that is randomly selected on the participant-bundle level such that $d \in \{51, 52, 53, 54, 55, 56, 57, 58, 59\}$.

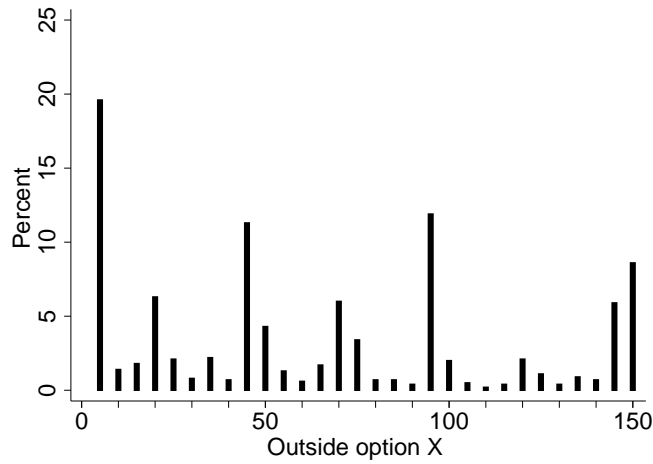
Table A.2: The 12 non-main bundles

	n = 4^L				n = 3^L				n = 1			
<i>n/4-bundles</i>												
1st amount	d^L	d^L	d^L	d^L	0	d^L	d^L	d^L	d	0	0	0
2nd amount	d^L	d^L	d^L	d^L	d^L	0	d^L	d^L	0	d	0	0
3rd amount	d^L	d^L	d^L	d^L	d^L	d^L	0	d^L	0	0	d	0
4th amount	d^L	d^L	d^L	d^L	d^L	d^L	d^L	0	0	0	0	d
Total amount	4 <i>d</i> ^L	4 <i>d</i> ^L	4 <i>d</i> ^L	4 <i>d</i> ^L	3 <i>d</i> ^L	3 <i>d</i> ^L	3 <i>d</i> ^L	3 <i>d</i> ^L	d	d	d	d

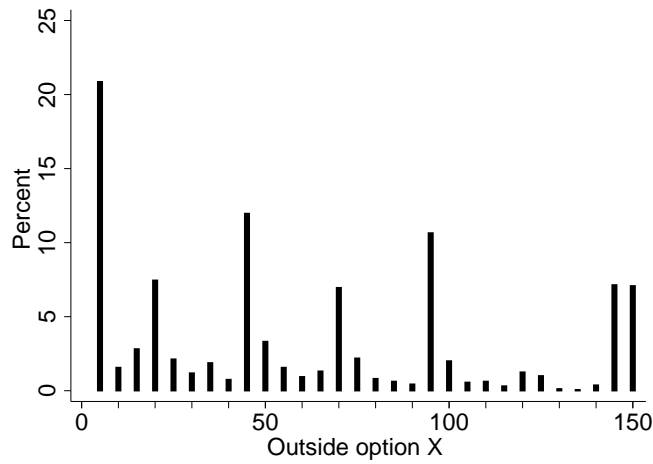
Each column indicates the amounts associated with each bundle. 0 indicates a zero-amount, d^L indicates a non-zero of d^L that is randomly selected on the participant-bundle level such that $d^L \in \{30, 31, 32, 33, 34, 35, 36, 37, 38\}$ and d indicates a non-zero of d that is randomly selected on the participant-bundle level such that $d \in \{51, 52, 53, 54, 55, 56, 57, 58, 59\}$.

Figure A.1: Distribution of X values

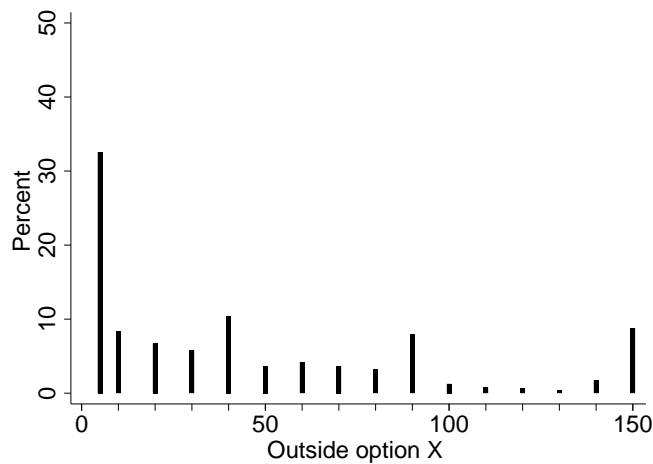
(a) Study 1



(b) Study 2



(c) Study 3



Data include all participants' decisions in the calibration procedure across all versions of Study 1 in Panel A, across all versions of Study 2 in Panel B, and across all versions of Study 3 in Panel C. X is set to the lower bound of participants' implied indifference range from the calibration procedure except for when there is a zero lower bound and so X is set to 5 cents. There is a zero lower bound for 12% of the 1000 participants in Study 1, for 13% of the 1596 participants in Study 2, and for 26% of the 1505 participants in Study 3.

Table A.3: In the *Self/Charity* and the *Charity/Charity* version of Study 1, regression of choosing a main bundle

Sample:	full			choice varies	X is lower bound
	main bundles (1)	if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	main bundles (4)	main bundles (5)
(+0)	-0.06*** (0.01)	-0.04*** (0.02)	-0.07*** (0.01)	-0.08*** (0.01)	-0.07*** (0.01)
(+1)	0.11*** (0.01)	0.03** (0.02)	0.15*** (0.02)	0.14*** (0.02)	0.12*** (0.01)
<i>Charity/Charity</i> *(+0)	0.07*** (0.02)	0.06*** (0.02)	0.08*** (0.02)	0.09*** (0.02)	0.08*** (0.02)
<i>Charity/Charity</i> *(+1)	0.17*** (0.02)	-0.02 (0.02)	0.27*** (0.02)	0.15*** (0.02)	0.16*** (0.02)
<i>Charity/Charity</i>	0.03 (0.03)	0.15*** (0.03)	-0.03 (0.03)	0.00 (0.02)	0.01 (0.03)
N	14292	4764	9528	12708	12492
$k_n * l_d$ FEs	yes	yes	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in the *Self/Charity* version or in the *Charity/Charity* version of Study 1, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, (+1) is an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle, *Charity* is an indicator for the *Charity/Charity* version, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Columns 1–3 analyze all participants' decisions: in all main bundles in Column 1, involving the baseline $4/4$ -bundles in Column 2, and involving the baseline $2/4$ - and $3/4$ -bundles in Column 3. Column 4 analyzes all main bundles but among a restricted sample of participants who choose the bundle at least once and choose their outside option at least once across all 48 decisions. Column 5 analyzes all main bundles but among a restricted sample of participants with outside option X set to the lower bound of their indifference range (and thus excludes participants with a zero lower bound).

Table A.4: Considering the role of experience in the *Self/Charity* version of Study 1, regression of choosing a main bundle

	5-bundles first (1)	4-bundles first (2)	early bundles (3)	late bundles (4)
(+0)	-0.06*** (0.02)	-0.06*** (0.02)	-0.04** (0.02)	-0.08*** (0.02)
N	3744	3384	3568	3560
(+1) controls	yes	yes	yes	yes
$k_n * l_d$ FEs	yes	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in the *Self/Charity* version of Study 1, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, (+1) controls involve an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Columns 1–2 analyze decisions in all main bundles by participants who first view the set of five-amount bundles then the set of four-amount bundles in Column 1 and instead by participants who first view the set of four-amount bundles then the set of five-amount in Column 2. Columns 3–4 analyze all participants’ decisions in main bundles that occur “early” within each set of bundles (i.e., decisions 1–12 and 25–36) in Column 3 and that instead occur “late” within the set of bundles (i.e., decisions 13–24 and 37–48) in Column 4.

Table A.5: Considering the role of inattention and simplifying the decision environment in Study 1, regression of choosing a main bundle

<i>Self/Charity</i> and			
	attentive decisions from <i>Self/Charity-Choice</i> (1)	<i>Self/Charity</i> - <i>Sum</i> (2)	<i>Self/Charity</i> - <i>Unavoidable Sum</i> (3)
(+0)	-0.11*** (0.02)	-0.03*** (0.01)	-0.02 (0.01)
<i>Self/Charity</i> *(+0)	0.05** (0.02)	-0.03* (0.02)	-0.04** (0.02)
<i>Self/Charity</i>	-0.12*** (0.03)	0.04 (0.03)	0.08* (0.04)
N	10209	14544	13176
(+1) controls	yes	yes	yes
$k_n * l_d$ FEs	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, *Self/Charity* is an indicator for being in the *Self/Charity* version, (+1) controls involve an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle as well as an interaction of that indicator with the *Self/Charity* indicator, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Column 1 analyzes all participants' decisions in all main bundles in the *Self/Charity* version of Study 1 and all participants' decisions that are "attentive" (as indicated by them fully revealing information in that decision) in all main bundles in the *Self/Charity-Choice* version of Study 1. Column 2 analyzes all participants' decisions in all main bundles in the *Self/Charity* version of Study 1 and all participants' decisions in all main bundles in the *Self/Charity-Sum* version of Study 1. Column 3 analyzes all participants' decisions in all main bundles in the *Self/Charity* version of Study 1 and all participants' decisions in all main bundles in the *Self/Charity-Unavoidable Sum* version of Study 1.

Table A.6: In the *Self/Charity* and *Charity/Charity* versions of Study 2, regression of choosing a main bundle

Sample:	main bundles (1)	full if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	choice varies main bundles (4)	X is lower bound main bundles (5)
Panel A: <i>Self/Charity</i> version					
(+0)	-0.09*** (0.01)	-0.10*** (0.02)	-0.08*** (0.01)	-0.13*** (0.02)	-0.10*** (0.01)
(+1)	0.07*** (0.01)	0.01 (0.01)	0.10*** (0.02)	0.10*** (0.02)	0.08*** (0.01)
N	7308	2436	4872	5148	6048
$k_n * l_d$ FEs	yes	yes	yes	yes	yes
Panel B: <i>Charity/Charity</i> version					
(+0)	-0.04*** (0.01)	-0.03* (0.02)	-0.05*** (0.01)	-0.05*** (0.01)	-0.04*** (0.01)
(+1)	0.17*** (0.02)	0.00 (0.02)	0.26*** (0.02)	0.19*** (0.02)	0.18*** (0.02)
N	6876	2292	4584	6192	5940
$k_n * l_d$ FEs	yes	yes	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in the *Self/Charity* version of Study 2 in Panel A and in the *Charity/Charity* version of Study 2 in Panel B, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, (+1) is an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Columns 1–3 analyze all participants' decisions: in all main bundles in Column 1, involving the baseline $4/4$ -bundles in Column 2, and involving the baseline $2/4$ - and $3/4$ -bundles in Column 3. Column 4 analyzes all main bundles but among a restricted sample of participants who choose the bundle at least once and choose their outside option at least once across all 48 decisions. Column 5 analyzes all main bundles but among a restricted sample of participants with outside option X set to the lower bound of their indifference range (and thus excludes participants with a zero lower bound).

Table A.7: In the *Self/Charity* and the *Charity/Charity* version of Study 2, regression of choosing a main bundle

Sample:	full			choice varies	X is lower bound
	main bundles (1)	if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	main bundles (4)	main bundles (5)
(+0)	-0.09*** (0.01)	-0.10*** (0.02)	-0.08*** (0.01)	-0.13*** (0.02)	-0.10*** (0.01)
(+1)	0.07*** (0.01)	0.01 (0.01)	0.10*** (0.02)	0.10*** (0.02)	0.08*** (0.01)
<i>Charity/Charity</i> *(+0)	0.05*** (0.02)	0.07** (0.03)	0.04* (0.02)	0.08*** (0.02)	0.06*** (0.02)
<i>Charity/Charity</i> *(+1)	0.10*** (0.02)	-0.01 (0.02)	0.16*** (0.03)	0.09*** (0.02)	0.10*** (0.02)
<i>Charity/Charity</i>	0.16*** (0.03)	0.21*** (0.04)	0.13*** (0.03)	0.06** (0.03)	0.13*** (0.03)
N	14184	4728	9456	11340	11988
$k_n * l_d$ FEs	yes	yes	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in the *Self/Charity* version or in the *Charity/Charity* version of Study 1, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, (+1) is an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle, *Charity/Charity* is an indicator for the *Charity/Charity* version, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Columns 1–3 analyze all participants' decisions: in all main bundles in Column 1, involving the baseline $4/4$ -bundles in Column 2, and involving the baseline $2/4$ - and $3/4$ -bundles in Column 3. Column 4 analyzes all main bundles but among a restricted sample of participants who choose the bundle at least once and choose their outside option at least once across all 48 decisions. Column 5 analyzes all main bundles but among a restricted sample of participants with outside option X set to the lower bound of their indifference range (and thus excludes participants with a zero lower bound).

Table A.8: Considering the role of inexperience in the *Self/Charity* and *Charity/Charity* versions of Study 2, regression of choosing a main bundle

	5-bundles first (1)	4-bundles first (2)	early bundles (3)	late bundles (4)
Panel A: <i>Self/Charity</i>				
(+0)	-0.09*** (0.02)	-0.09*** (0.02)	-0.07*** (0.02)	-0.11*** (0.02)
N	3744	3564	3665	3643
(+1) controls	yes	yes	yes	yes
$k_n * l_d$ FEs	yes	yes	yes	yes
Panel B: <i>Charity/Charity</i>				
(+0)	-0.03 (0.02)	-0.05*** (0.02)	-0.02 (0.02)	-0.06*** (0.02)
N	3060	3816	3462	3414
(+1) controls	yes	yes	yes	yes
$k_n * l_d$ FEs	yes	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in in the *Self/Charity* version of Study 2 in Panel A and in the *Charity/Charity* version of Study 2 in Panel B, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, (+1) controls involve an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Columns 1–2 analyze decisions in all main bundles by participants who first view the set of five-amount bundles then the set of four-amount bundles in Column 1 and instead by participants who first view the set of four-amount bundles then the set of five-amount in Column 2. Columns 3–4 analyze all participants’ decisions in main bundles that occur “early” within each set of bundles (i.e., decisions 1–12 and 25–36) in Column 3 and that instead occur “late” within the set of bundles (i.e., decisions 13–24 and 37–48) in Column 4.

Table A.9: Considering the role of inattention and simplifying the decision environment in Study 2, regression of choosing a main bundle

Panel A: Self/Charity versions		
	<i>Self/Charity</i> and attentive decisions from <i>Self/Charity-Choice</i> (1)	<i>Self/Charity</i> and <i>Self/Charity-Sum</i> (2)
(+0)	-0.16*** (0.03)	-0.08*** (0.01)
<i>Self/Charity</i> *(+0)	0.07** (0.03)	-0.01 (0.02)
<i>Self/Charity</i>	-0.20*** (0.04)	-0.00 (0.04)
N	9378	14328
(+1) controls	yes	yes
$k_n * l_d$ FEs	yes	yes
Panel B: Charity/Charity versions		
	<i>Charity/Charity</i> and attentive decisions from <i>Charity/Charity-Choice</i> (1)	<i>Charity/Charity</i> and <i>Charity/Charity-Sum</i> (2)
(+0)	-0.06*** (0.01)	-0.03*** (0.01)
<i>Charity/Charity</i> *(+0)	0.02 (0.02)	-0.01 (0.02)
<i>Charity/Charity</i>	-0.04* (0.02)	0.01 (0.02)
N	10767	14148
(+1) controls	yes	yes
$k_n * l_d$ FEs	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in the *Self/Charity* or *Self/Charity-Choice* versions of Study 2 in Column 1 and in the *Self/Charity* or *Self/Charity-Sum* versions of Study 2 in Column 2, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, *Self/Charity* is an indicator for being in the *Self/Charity* version, (+1) controls involve an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle as well as an interaction of that indicator with the *Self/Charity* indicator, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Column 1 analyzes all participants' decisions in all main bundles in the *Self/Charity* version of Study 2 and all participants' decisions that are "attentive" (as indicated by them fully revealing information in that decision) in all main bundles in the *Self/Charity-Choice* version of Study 2. Column 2 analyzes all participants' decisions in all main bundles in the *Self/Charity* version of Study 2 and all participants' decisions in all main bundles in the *Self/Charity-Sum* version of Study 2.

Table A.10: In the *Self/Charity* and the *Charity/Charity* version of Study 3, regression of choosing the 200-cent donation

Sample:	full				X is lower bound	monotonic calibration
Version:	Anchor-1	Anchor-2	Addition	All	All	All
	(1)	(2)	(3)	(4)	(5)	(6)
<i>Complex</i>	-0.11** (0.04)	-0.10** (0.04)	-0.20*** (0.05)	-0.13*** (0.03)	-0.09*** (0.03)	-0.17*** (0.04)
<i>Charity/Charity</i>	0.12*** (0.03)	0.12*** (0.03)	0.12*** (0.03)	0.12*** (0.03)	0.05** (0.03)	0.14*** (0.03)
<i>Charity/Charity</i> * <i>Complex</i>	0.11** (0.05)	0.11** (0.05)	0.14** (0.06)	0.12*** (0.04)	0.09** (0.04)	0.16*** (0.04)
Constant	0.80*** (0.02)	0.80*** (0.02)	0.80*** (0.02)	0.80*** (0.02)	0.89*** (0.02)	0.81*** (0.03)
N	908	905	906	1505	1110	1159

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are robust and shown in parentheses. The results are from a linear probability model of the likelihood to choose the 200-cent donation in the *Self/Charity* version or in the *Charity/Charity* version of Study 3, where *Complex* is an indicator for one of the non-baseline versions and *Charity/Charity* is an indicator for the *Charity/Charity* version. All columns include results from the *Baseline* version. The non-baseline versions included are the *Anchor-1* version in Column 1, the *Anchor-2* version in Column 2, the *Addition* version in Column 3, and all of these versions in Columns 4–6. Column 5 involves a restricted sample of participants with outside option X set to the lower bound of their indifference range (and thus excludes participants with a zero lower bound). Column 6 involves a restricted sample of participants who are monotonic in their calibration decisions.

B Additional Information about Study 2

B.1 Additional Experimental Design Information about Study 2

Implementation details

From October 10–13, 2016, we recruited and randomized 1200 participants from Amazon’s Mechanical Turk (MTurk) into one of six study versions in a 2×3 design: $\{Self/, Charity/\} \times \{Charity, Charity-Choice, Charity-Sum\}$, and 1196 participants completed the study. On March 13, 2017, we recruited and randomized 400 participants into one of two study versions: $Self(150)/Charity$ and $Charity(ARC)/Charity$, and all 400 participants completed the study. To be eligible for any of our study versions, workers must have previously completed at least 100 HITs with a 95% or better approval rating and must be working from a United States IP address. Overall, 50% of participants are female, the median age is 33 years old, and the median educational attainment is an Associate’s Degree. There are not significant differences across the $Self/$ version and the $Charity/$ version for any of $\{Charity, Charity-Choice, Charity-Sum\}$ or between $Self(150)/Charity$ and $Charity(ARC)/Charity$, demonstrating successful randomization. Full instructions for Study 2 can be found in Appendix D.2.

State Chapters

Due to constraints (related to which chapters were approved by the IRB to receive donations and related to how some states shared chapters), we randomly drew states from a list of 28 states that we matched with corresponding Make-A-Wish Foundation chapters. This list of states was: Alaska, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Michigan, Missouri, Nebraska, Nevada, New Hampshire, New York, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, and Wisconsin.

Study Versions

The eight versions of Study 2 vary along two dimensions: (1) the recipient and level of the outside option and (2) what information about the bundle participants must learn before making each choice. The differences across the eight versions of Study 2 are best visualized in Appendix Table B.1.

Table B.1: Study 2 Versions

Outside Option to...		...Charity		...Self	
Information	Optional		<i>Charity/</i> <i>Charity-Choice</i> (n = 215)	<i>Self/</i> <i>Charity-Choice</i> (n = 190)	
	Required	<i>Charity(ARC)/</i> <i>Charity</i> (n = 200)	<i>Charity/</i> <i>Charity</i> (n = 191)	<i>Self/</i> <i>Charity</i> (n = 203)	<i>Self(150)/</i> <i>Charity</i> (n = 200)
	Required and Sum Shown		<i>Charity/</i> <i>Charity-Sum</i> (n = 202)	<i>Self/</i> <i>Charity-Sum</i> (n = 195)	
Bundle to...		...Charity			

B.2 Additional Results from Study 2 to Address Additional Psychological Explanations

In this section, we present results from the final two versions of Study 2 to show the robustness of our results and to further confirm that observed differences between the *Self/* and *Charity/* versions of each study are due to self-serving motives.

The calibration procedure described in Section 2.1 ensures that each participant in Study 1 and Study 2 values their outside options roughly equivalently regardless of whether they are randomized into a *Self/* or *Charity/* version of the study. The calibration has a number of important advantages as described in Section 2.1. In that section, we emphasize that our identification strategy involves exploring decision errors within a person who faces a fixed outside option, and so we do not expect the calibration procedure to have an impact on our results.

Nevertheless, two concerns were raised to us: (i) errors might be more likely in the *Self/Charity* versions than the *Charity/Charity* versions because the calibration sets the nominal level of the outside option far from the sum of the donations in the bundle, which might make the amounts harder to compare; (ii) errors might be more likely in the *Self/Charity* versions than the *Charity/Charity* versions because the recipient of the bundle and the outside option were more similar in the *Charity/Charity* versions (the charities are always the Make-A-Wish Foundation national chapter or state chapters and the self is a different recipient).³⁹

Note that for such concerns to explain our results, they would need to make it easier to process the *addition of a zero* when the outside option is 150 cents for the Make-A-Wish Foundation national chapter and harder to process the *addition of a zero* when the outside option is a calibrated amount for oneself. That is, for a feature of the calibration or outside option to drive the differences across our versions it could not simply be that the calibration or outside option makes decisions “harder” in general in the *Self/Charity* versions, but rather it must be that this difficulty interacts with

³⁹We are grateful to George Loewenstein for raising these concerns to us and inspiring the final two versions of Study 2, which are presented in this section.

adding a zero in Study 1 and interacts with changing the salience of a state chapter in Study 2. While neither of the concerns raised above struck us as likely to interact with the ability to process the addition of a zero, we ran two additional study versions to address them. The *Self(150)/Charity* version of Study 2 was run to assuage concerns related to point (i).⁴⁰ The *Charity(ARC)/Charity* version of Study 2 was run to assuage concerns related to point (ii).

In the *Self(150)/Charity* version, we still ask participants the calibration question (to keep procedures identical to the other treatments), but all participants make all decisions with 150 cents for themselves as the outside option, so the calibration does not affect their outside option. In this *Self(150)/Charity* version, the rate of choosing a baseline $n/4$ -bundle is only 0.24. This is substantially and statistically significantly lower than the 0.42 rate of choosing a baseline $n/4$ -bundle in the *Self/Charity* version of Study 2. This difference suggests the need for the calibration in order to avoid censoring concerns from participants being too far from indifferent between the outside option and the bundles (an issue raised in Section 2.1). Indeed, while only 25% of participants in the *Self/Charity* version of Study 2 choose their outside option in all 48 decisions, this rate doubles to 51% in the *Self(150)/Charity* version. In spite of the lower rate of selecting bundles mechanically shrinking the effect in percentage point terms, Appendix Table B.2 shows that the response to making salient a charity that does not receive a donation is robust to the 150-cent outside option. Column 1 shows that participants are 5 percentage points less likely to choose a bundle when we add to it a charity that does not receive a donation. Given the lower rate of choosing the bundles in this version, the 5 percentage point reduction is the same percent effect (21%) as the percent effect in the *Self/Charity* version of Study 2 (21%). Columns 2 to 5 confirm the robustness of this result. Notably, in Column 4, when we focus on the restricted sample of participants who choose the bundle in at least one of the 48 decisions and choose the outside option in at least one of the 48 decisions, we see a coefficient that is similarly sized as in the *Self/Charity* version (10 percentage points here as compared to 9 percentage points in the *Self/Charity* version of Study 2). Thus, these results indicate that self-serving motives — rather than something about the calibration — are driving the larger effects we observe the *Self/* versions than in the *Charity/* versions.

In the *Charity(ARC)/Charity* version, the bundle continues to go to Make-A-Wish Foundation state chapters, but the outside option is now 150 cents for the American Red Cross, a charity that differs from the Make-A-Wish Foundation in both its mission and the types of people that it serves. If differences between recipients of the bundle and the outside option cause the errors that we see, then this difference should increase errors relative to the standard *Charity/Charity* version of Study 2, in which the recipients are more similar. As shown in Appendix Table B.2, the frequency of errors does not increase in the *Charity(ARC)/Charity* and instead becomes statistically indistinguishable from 0. In fact, the estimated coefficient estimated on (+0) in *Charity(ARC)/Charity* is statistically

⁴⁰It is worth noting that we observe motivated errors among participants with various X values, including participants with X that are close to, and exactly, 150 cents, which made it seem unlikely that concerns related to point (i) would be problematic.

significantly smaller than that observed in the *Charity/Charity* version. This evidence directly counters the hypothesis that the difference between the recipient of the outside option and the recipient of the bundle is a key driver of the size of the bias. It should be noted, however that any variant of this difference-in-recipient argument that claims the differential effects across our *Self/* and *Charity/* versions arise due to particular difficulties associated with making *self-other* trade-offs will be isomorphic to our argument that self-serving motives (arising from a desire to keep money for oneself) are at play. We are thus happy to call any response particular to a self-other trade-off a result of self-serving motives.

Table B.2: In the *Self(150)/Charity* and *Charity(ARC)/Charity* versions of Study 2, regression of choosing a main bundle

Sample:	full			choice varies	X is lower bound
	main bundles (1)	if 4/4 baseline (2)	if 2/4 or 3/4 baseline (3)	main bundles (4)	main bundles (5)
Panel A: <i>Self(150)/Charity</i> version					
(+0)	-0.05*** (0.01)	-0.07*** (0.02)	-0.03*** (0.01)	-0.10*** (0.02)	-0.05*** (0.01)
(+1)	0.07*** (0.01)	0.01 (0.01)	0.10*** (0.01)	0.14*** (0.02)	0.07*** (0.01)
N	7200	2400	4800	3384	6372
$k_n * l_d$ FEs	yes	yes	yes	yes	yes
Panel B: <i>Charity(ARC)/Charity</i> version					
(+0)	-0.01 (0.01)	-0.00 (0.01)	-0.02 (0.01)	-0.02 (0.01)	-0.02* (0.01)
(+1)	0.21*** (0.01)	0.03** (0.01)	0.30*** (0.02)	0.23*** (0.01)	0.22*** (0.01)
N	7200	2400	4800	6408	6012
$k_n * l_d$ FEs	yes	yes	yes	yes	yes

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are clustered at the participant-level and shown in parentheses. The results are from a linear probability model of the likelihood to choose a main bundle in the *Self(150)/Charity* version of Study 2 in Panel A and in the *Charity(ARC)/Charity* version of Study 2 in Panel B, where (+0) is an indicator for an $n/5$ -bundle that is constructed by adding a fifth amount that is equal to zero to a baseline $n/4$ -bundle, (+1) is an indicator for an $(n+1)/5$ -bundle that is constructed by adding a fifth amount that is non-zero to a baseline $n/4$ -bundle, $k_n * l_d$ FEs include all possible interactions of dummies for the number of non-zero amounts within the underlying baseline $n/4$ -bundle (see Table A.1) and dummies for the value of the non-zero amount d in the bundle to fully control for the sum of the amounts in the baseline bundle. Columns 1-3 analyze all participants' decisions: in all main bundles in Column 1, involving the baseline $4/4$ -bundles in Column 2, and involving the baseline $2/4$ - and $3/4$ -bundles in Column 3. Column 4 analyzes all main bundles but among a restricted sample of participants who choose the bundle at least once and choose their outside option at least once across all 48 decisions. Column 5 analyzes all main bundles but among a restricted sample of participants with outside option X set to the lower bound of their indifference range (and thus excludes participants with a zero lower bound).

B.3 Additional Results from Study 2 on Information Avoidance

There is a vast literature on how individuals avoid information in order to maintain “moral wiggle room” about the extent to which a decision is selfish. The canonical example involves the hidden information treatment in [Dana, Weber and Kuang \(2007\)](#): subjects frequently avoid learning how their decisions influence the payoffs of others, and this avoidance results in more selfish behavior (as compared to when subjects cannot avoid learning how their decisions influence the payoffs of others). There is a subsequent literature that finds similar results ([Larson and Capra, 2009](#); [Matthey and Regner, 2011](#); [Conrads and Irlenbusch, 2013](#); [Feiler, 2014](#); [Grossman, 2014](#); [van der Weele et al., 2014](#); [Exley and Petrie, 2018](#); [Serra-Garcia and Szech, 2019](#)); that shows how willful ignorance may help agents rationalize discriminatory behavior ([Bartoš et al., 2016](#)) and avoid learning about refugees ([Freddi, 2018](#)); that shows how willful ignorance can help agents avoid blame from others ([Bartling, Engl and Weber, 2014](#)); that shows how willful ignorance depends on what individuals expect to learn and how motivated information acquisition can also occur ([Spiekermann and Weiss, 2016](#)); and that develops related theoretical models ([Nyborg, 2011](#); [Grossman and van der Weele, 2017](#)).⁴¹

As discussed in our Introduction, when individuals make decisions under uncertainty (even if they could have resolved that uncertainty), they may appeal to preferences under uncertainty to rationalize self-serving decisions. [Dana, Weber and Kuang \(2007\)](#) indeed note that participants in their hidden payoff treatment “appear to exploit the payoff uncertainty as an excuse.” How our results differ from that finding, and differ from the larger motivated information avoidance literature, is that participants in the *Self/Charity* study versions cannot avoid payoff information on how their decisions influence others. In addition, there is no payoff uncertainty in the decisions they make, so they cannot appeal to preferences under uncertainty to rationalize self-serving decisions. Moreover, since we document self-serving decisions in response to payoff-irrelevant information, they cannot appeal to any preference or belief over payoffs to rationalize their self-serving decisions.

However, since we also conduct study versions in which participants can avoid payoff information on how their decisions influence others — the *Self/Charity-Choice* and the *Charity/Charity-Choice* versions — we can speak to this motivated information avoidance literature directly. In the results that follow, we will only consider results from the Study 2 since we did not run a *Charity/Charity-Choice* version of Study 1.

First, we show that we can replicate a common finding in the information avoidance literature: participants who avoid information make more selfish decisions. As shown in the two bars on the left side of Panel A of [Figure B.1](#), when we look at settings where information is likely to encourage giving (i.e., decisions where the sum of donations in the bundle is greater than 150 cents), participants

⁴¹Closely related to motivated information avoidance is the literature on motivated avoidance of prosocial asks ([Jacobsen et al., 2011](#); [DellaVigna, List and Malmendier, 2012](#); [Lazear, Malmendier and Weber, 2012](#); [Kamdar et al., 2015](#); [Trachtman et al., 2015](#); [Andreoni, Rao and Trachtman, 2016](#); [Lin, Schaumberg and Reich, 2016](#)), and for a review of more broadly related literature, including other motives for information avoidance, see [Golman, Hagmann and Loewenstein \(2017\)](#).

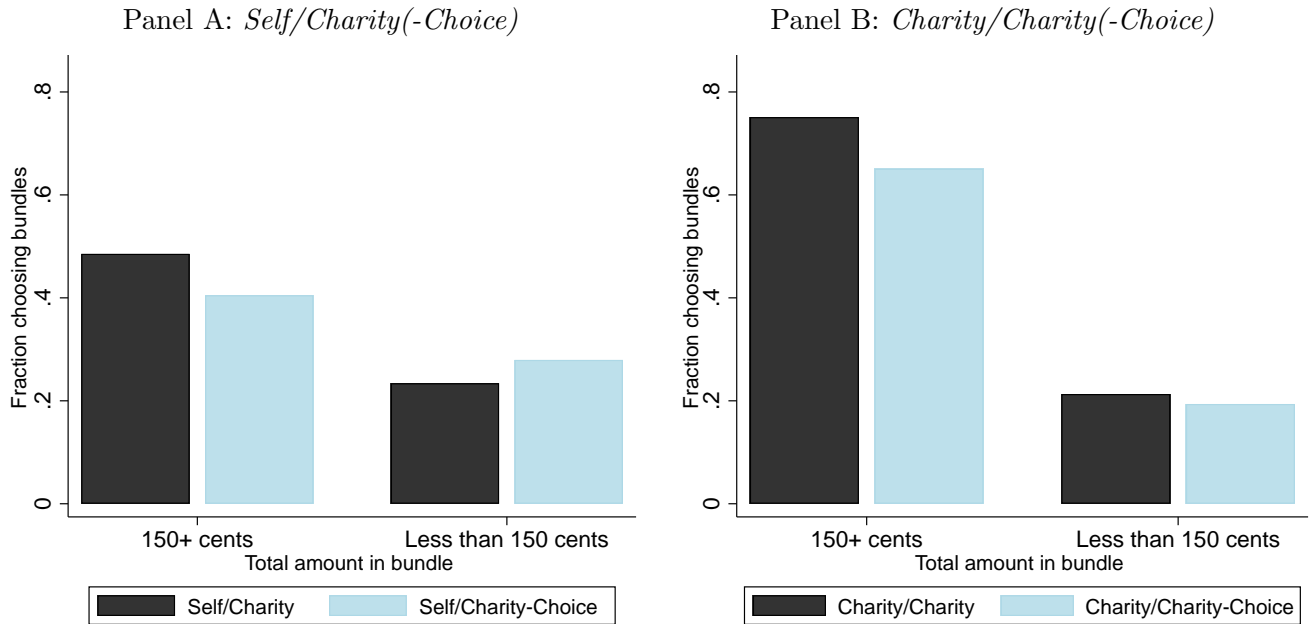
who can avoid information are significantly less likely to choose the bundle than participants who are forced to fully reveal information in the *Self/Charity* version. These bundles are chosen 49% of the time in the *Self/Charity-Choice* version and 41% in the *Self/Charity* version ($p < 0.05$ with standard errors clustered at the participant level). This increased selfish behavior is also consistent with motivated information avoidance, as participants in the *Self/Charity-Choice* version choose to avoid revealing all the information about these bundles 70% of the time.

Second, unlike most of the prior literature, our experiments additionally include decisions in which information is likely to discourage giving (i.e., decisions where the sum of donations in the bundle is less than 150 cents).⁴² In these bundles, we again observe that participants in the *Self/Charity-Choice* version frequently choose to avoid revealing all information (such avoidance occurs 68% of the time). This avoidance — perhaps not surprisingly given the nature of the information — no longer results in reduced giving. As shown in the two bars on the right side of Panel A of Figure B.1, participants who can avoid the information in the *Self/Charity-Choice* version are, if anything, more likely to choose bundles than participants who are forced to fully reveal information in the *Self/Charity* version. These bundles are chosen 23% of the time in *Self/Charity-Choice* version and 28% in the *Self/Charity* version ($p = 0.16$ with standard errors clustered at the participant level). This finding suggests that in settings where there is uncertainty about whether revealing information is going to encourage or discourage giving, information avoidance may backfire as a strategy to behave selfishly.

Third, our results provide the first test, to our knowledge, of whether individuals avoid information *more* when they have a self-serving motive than when they do not (even though, given our calibration procedure, the stakes involved are the same). This test is worth performing because there may be other, unmotivated reasons to avoid information in decision environments, including the implicit costs of collecting and processing information. Pooling across all 48 bundles, we observe significant unmotivated information avoidance: participants avoid fully revealing information about the bundles in 50% of decisions in the *Charity/Charity-Choice* version when self-serving motives are not relevant. However, we also observe evidence of motivated information avoidance. The rate at which participants avoid fully revealing information about the bundles is 70% in the *Self/Charity-Choice* version when self-serving motives are relevant (this is statistically significantly higher than the 50% in the *Charity/Charity-Choice* version, $p < 0.01$ with standard errors clustered

⁴²In [Dana, Weber and Kuang \(2007\)](#), revealing information either eliminates the possibility to engage in costly prosocial behavior (i.e., when subjects find themselves in an “aligned” state where the option that is most beneficial to them is also most beneficial to another subject) or encourages costly prosocial behavior (i.e., when subjects find themselves in an “unaligned” state and thus learn that sacrificing some of their own payoff would be very beneficial to another subject). In our study, while revealing information may also encourage costly prosocial behavior (e.g., if participants learn that sacrificing the outside option that benefits themselves would be very beneficial to charity, resulting in a large donation of more than 150 cents), it may also discourage costly prosocial behavior (e.g., if participants learn that sacrificing the outside option would be only somewhat beneficial to charity, resulting in a small donation of less than 150 cents). Also, while our findings are in similar in spirit to [Spiekermann and Weiss \(2016\)](#) since they also examine information that may encourage or discourage giving, our findings differ in that participants cannot ex-ante know whether information may encourage or discourage giving.

Figure B.1: In the *Self/Charity*, *Self/Charity-Choice*, *Charity/Charity*, and *Charity/Charity-Choice* versions of Study 2, fraction choosing a main bundle



Data include all participants' decisions in all 48 bundles: in the *Self/Charity* and *Self/Charity-Choice* versions of Study 2 in Panel A and the *Charity/Charity* and *Charity/Charity-Choice* versions of Study 2 in Panel B.

at the participant level). Thus, our estimates suggest that 71% (i.e., 0.50/0.70) of the information avoidance we observe in the *Self/Charity-Choice* version is unmotivated in nature while only 29% (i.e., 0.20/0.70) is due to self-serving motives. Moreover, the two bars on the left side of Panel B of Figure B.1 show that being able to avoid information also decreases giving to bundles with a sum greater than 150 cents when self-serving motives are removed.

In light of these results, future work on motivated information avoidance and its impact on decisions may seek to net out possible unmotivated information avoidance and its impact on decisions by considering settings where self-serving motives are and are not relevant. Related to this, recent results from [Serra-Garcia and Szech \(2019\)](#) provide evidence of more information avoidance when self-serving motives are relevant in settings in which subjects are incentivized to avoid or to acquire information.

C Additional Information on Study 4

C.1 Experimental Design

Study 4 included 588 participants randomized into one of four study versions arising from a 2×2 design of $\{Self/Charity, Charity/Charity\} \times \{Baseline, Correlated\}$.⁴³ Each participant received \$2 for completing the 15-minute study. In addition, one decision was randomly selected for each participant and determined any additional bonus payment.

Study 4 largely follows a similar procedure as Study 3. First, as in Study 3, in all versions of Study 4, participants complete 17 calibration decisions to determine their X value such that they are indifferent between X cents for themselves and 150 cents for the Make-A-Wish Foundation. Each decision involves a binary choice between: (i) 150 cents for charity and (ii) Y_i cents for themselves where $Y_i \in \{0, 5, 10, 20, 30, \dots, 150\}$. Second, as in Study 3, after completing the calibration decisions in Study 4, participants make one final decision in which they choose between a 200-cent donation to the Make-A-Wish Foundation national chapter and an “outside option.” The outside option equals a X -cent bonus payment for the participant in the *Self/Charity* versions and a 150-cent donation to the Make-A-Wish Foundation national chapter in the *Charity/Charity* versions. Third, as in Study 3, in the *Baseline* versions of Study 4, the information on the 200-cent donation directly states that the donation amount equals 200 cents.

Study 4 only differs from Study 3 in its introduction of the *Correlated* versions. In these versions, the information on the 200-cent donation indirectly states the donation amount. In particular, participants are informed that: (i) the donation amount equals the sum of Amounts 1 and 2; (ii) Amount 1 equals 0; (iii) the estimate of Amount 2 equals the average of Amount 1 and Amount 2, which equals $(0 + \text{Amount } 2)/2$; and (iv) the estimate of Amount 2 equals 100 cents. We chose this implementation to present correlated information in a similar (but even simpler) manner as it is presented in the *low complexity treatment* of [Enke and Zimmermann \(2019\)](#).

C.2 Experimental Results

Figure C.1 shows the results from the *Self/Charity* and *Charity/Charity* versions of Study 4. Panel A shows that, in the *Self/Charity* versions, the *Correlated* version dramatically decreases the rate at which participants choose the 200-cent donation for charity. Panel B, however, shows that this effect is also massive in the *Charity/Charity* versions when self-serving motives are absent.

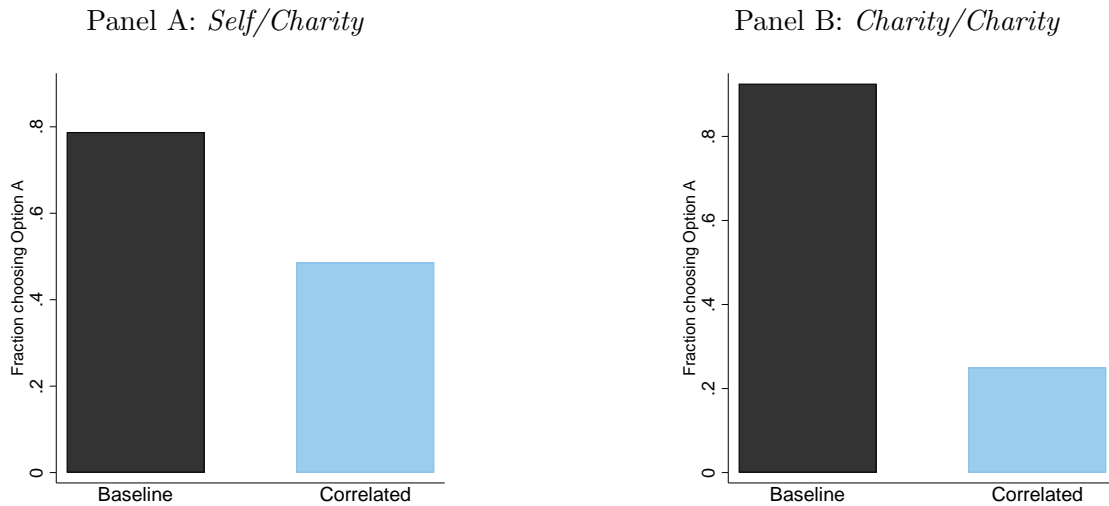
Table C.1 presents results from Figure C.1 in a regression framework. The coefficient on *Correlated* in Column 1 of Panel A shows that the correlated information decreases willingness to choose the 200-cent donation by 30 percentage points in the *Self/Charity* version. The coefficient on *Correlated* in Column 1 of Panel B shows that this decrease is also significant but larger — equal to 68

⁴³On November 8, 2019, we recruited and randomized 588 participants from Amazon’s Mechanical Turk (MTurk) into one of these four versions. We intended to recruit 600 participants, but due to some subjects submitting invalid completion codes (mostly from participation in prior studies), we ended up with 588 participants. To be eligible, workers must have previously completed at least 100 HITs with a 95% or better approval rating and must be working from a United States IP address. Full instructions for Study 4 can be found in Appendix D.4.

percentage points — in the *Charity/Charity* version. Columns 2 and 3 show similar results among more restricted samples.

Clearly, as discussed in Section 5, this evidence does not support individuals exploiting correlation neglect as an excuse. That said, given the extent to which the correlated information decreases individuals’ willingness to choose the 200-cent donation absent self-serving motives in the *Charity/Charity* version, it is also clear that it would be close to — if not entirely — impossible to identify *more* errors due to self-serving motives in this setting.⁴⁴

Figure C.1: In the *Self/Charity* version and the *Charity/Charity* version of Study 4, fraction choosing the 200-cent donation



Data include all participants’ decisions in the *Self/Charity* version of Study 4 in Panel A and the *Charity/Charity* version of Study 4 in Panel B.

⁴⁴We ran a small pilot (n=77) at the Wharton Behavioral Lab to examine if we could reduce the impact of correlated information in the *Charity/Charity* version — and thus plausibly be able to test for an additional impact of self-serving motives — by using a subject pool of University of Pennsylvania students. In this pilot, however, the correlated information still resulted in a substantial decrease in the willingness to choose a donation amount described with correlated information in the *Charity/Charity* versions, without self-serving motives. We saw a 59 and 56 percentage point decrease when information was presented in a manner similar to the *standard treatment* and the *low complexity treatment*, respectively, of Enke and Zimmermann (2019). These results suggest that when participants are making binary choices between two payoff options (rather than being incentivized to accurately produce an estimate based on correlated information), the impact of correlated information is *substantial*.

Table C.1: In the *Self/Charity* and *Charity/Charity* versions of Study 4, regression of choosing the 200-cent donation

Sample:	full	X is lower bound	monotonic calibration
	(1)	(2)	(3)
Panel A: <i>Self/Charity</i> version			
<i>Correlated</i>	-0.30*** (0.05)	-0.38*** (0.06)	-0.39*** (0.06)
Constant	0.79*** (0.03)	0.86*** (0.03)	0.77*** (0.04)
N	292	218	209
Panel B: <i>Charity/Charity</i> version			
<i>Correlated</i>	-0.68*** (0.04)	-0.74*** (0.04)	-0.81*** (0.04)
Constant	0.93*** (0.02)	0.94*** (0.02)	0.95*** (0.02)
N	296	217	215

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$. Standard errors are robust and shown in parentheses. The results are from a linear probability model of the likelihood to choose the 200-cent donation in the *Self/Charity* version of Study 4 in Panel A and in the *Charity/Charity* version of Study 4 in Panel B, where *Correlated* is an indicator for the *Correlated* version. Column 1 involves the full sample, Column 2 involves a restricted sample of participants with outside option X set to the lower bound of their indifference range (and thus excludes participants with a zero lower bound), and Column 3 involves a restricted sample of participants who are monotonic in their calibration decisions.

D Experimental Instructions

D.1 Full instructions for Study 1

D.1.1 Instructions for *Self/Charity* version of Study 1

After consenting to participate in the study, each participant is informed of the \$4 study completion fee and of the opportunity to earn additional payment for themselves or the Make-A-Wish Foundation. Figure D.1 shows how this payment information is explained and the corresponding understanding question that must be answered correctly in order for the participant to proceed.

Figure D.1: Payment Information

Your Payment: This study involves two Parts -- Part 1 and Part 2 -- followed by a short survey. For completing this study, you will receive a minimum payment of \$4 dollars within 24 hours. Also, Part 1 or Part 2 will be randomly selected as the part-that-counts. According to the instructions in the part-that-counts, you may also have the chance to earn additional payments.

Any additional payment you earn for yourself will be distributed via a bonus payment within one week.

Any additional payments you earn not for yourself will be distributed to the national chapter of Make-A-Wish Foundation as a donation. Make-A-Wish Foundation is a 501(c)(3) charitable organization that organizes and funds “wishes” for children with life-threatening medical conditions. On their website (<http://wish.org>), Make-A-Wish Foundation describes their activities as follows: “We grant the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy [...] Most wish requests fall into four major categories:

- **I wish to go:**
Some wish kids want to travel to their favorite theme park, while others want to visit an exotic beach, go on a cruise, see snow for the first time, or attend a major sporting event or concert.
- **I wish to be:**
Children search the depths of their imagination when they wish to be someone for a day— a firefighter, a police officer or a model.
- **I wish to meet:**
Many want to meet their favorite athlete, recording artist, television personality, movie star, politician or public figure.
- **I wish to have:**
Children often wish for a special gift, such as a computer, a tree house, a shopping spree or something that they have coveted for a long time.”

Understanding Question: Which of the following statements is true?

All of my decisions will influence the resulting payments from this study.

None of my decisions will influence the resulting payments from this study.

My decisions in the part-that-counts can only result in me receiving a bonus payment within one week.

My decisions in the part-that-counts will result in me receiving a bonus payment within one week and/or Make-A-Wish Foundation receiving a donation.

In Part 1, each participant completes a multiple price list that allows us to calibrate the outside option used for the decisions in Part 2. In particular, the outside option equals X cents for participants, where we calibrate X to make the participant indifferent between X cents for themselves and 150 cents for the Make-A-Wish Foundation. Figure D.2 presents the instructions for the multiple price list and corresponding understanding questions that the participant must answer correctly to proceed. Figure D.3 shows how the multiple price list appears.

Figure D.2: Part 1 Instructions

Part 1 Instructions

In Part 1, you will have to make several decisions by completing one list. Each row of the list will present two payment options.

- The payment option on the left will always involve the Make-A-Wish Foundation receiving 150 cents as a donation.
- The payment option on the right will involve you receiving some amount of money as a bonus payment. The amount of money will increase from 0 to 150 cents as you proceed down the rows of the list.

Your task is to decide which payment option you prefer on each row by clicking on the row at which you prefer to switch from choosing the option on the left to the option on the right.

If Part 1 is randomly selected as the part-that-counts, one row from this list will be randomly selected. The payment option you select on that row would then be distributed.

Understanding Question: If Part 1 is randomly selected as the part-that-counts and you chose the option on the left in the randomly selected row, what would happen?

Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Understanding Question: If Part 1 is randomly selected as the part-that-counts and you chose the option on the right in the randomly selected row, what would happen?

Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Figure D.3: Part 1 Decisions: Multiple Price List

Before decisions are indicated

Please indicate which payment option you prefer on each row by clicking on the row where you would like to switch from choosing the option on the left to choosing the option on the right.

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

DONATION FOR MAKE-A-WISH FOUNDATION		BONUS PAYMENT FOR YOU
150 CENTS	OR	0 CENTS
150 CENTS	OR	5 CENTS
150 CENTS	OR	10 CENTS
150 CENTS	OR	15 CENTS
150 CENTS	OR	20 CENTS
150 CENTS	OR	25 CENTS
150 CENTS	OR	30 CENTS
150 CENTS	OR	35 CENTS
150 CENTS	OR	40 CENTS
150 CENTS	OR	45 CENTS
150 CENTS	OR	50 CENTS
150 CENTS	OR	55 CENTS
150 CENTS	OR	60 CENTS
150 CENTS	OR	65 CENTS
150 CENTS	OR	70 CENTS
150 CENTS	OR	75 CENTS
150 CENTS	OR	80 CENTS
150 CENTS	OR	85 CENTS
150 CENTS	OR	90 CENTS
150 CENTS	OR	95 CENTS
150 CENTS	OR	100 CENTS
150 CENTS	OR	105 CENTS
150 CENTS	OR	110 CENTS
150 CENTS	OR	115 CENTS
150 CENTS	OR	120 CENTS
150 CENTS	OR	125 CENTS
150 CENTS	OR	130 CENTS
150 CENTS	OR	135 CENTS
150 CENTS	OR	140 CENTS
150 CENTS	OR	145 CENTS
150 CENTS	OR	150 CENTS

After decisions are indicated if $X = 100$

Please indicate which payment option you prefer on each row by clicking on the row where you would like to switch from choosing the option on the left to choosing the option on the right.

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

DONATION FOR MAKE-A-WISH FOUNDATION		BONUS PAYMENT FOR YOU
150 CENTS	OR	0 CENTS
150 CENTS	OR	5 CENTS
150 CENTS	OR	10 CENTS
150 CENTS	OR	15 CENTS
150 CENTS	OR	20 CENTS
150 CENTS	OR	25 CENTS
150 CENTS	OR	30 CENTS
150 CENTS	OR	35 CENTS
150 CENTS	OR	40 CENTS
150 CENTS	OR	45 CENTS
150 CENTS	OR	50 CENTS
150 CENTS	OR	55 CENTS
150 CENTS	OR	60 CENTS
150 CENTS	OR	65 CENTS
150 CENTS	OR	70 CENTS
150 CENTS	OR	75 CENTS
150 CENTS	OR	80 CENTS
150 CENTS	OR	85 CENTS
150 CENTS	OR	90 CENTS
150 CENTS	OR	95 CENTS
150 CENTS	OR	100 CENTS
150 CENTS	OR	105 CENTS
150 CENTS	OR	110 CENTS
150 CENTS	OR	115 CENTS
150 CENTS	OR	120 CENTS
150 CENTS	OR	125 CENTS
150 CENTS	OR	130 CENTS
150 CENTS	OR	135 CENTS
150 CENTS	OR	140 CENTS
150 CENTS	OR	145 CENTS
150 CENTS	OR	150 CENTS

In Part 2, each participant makes 48 binary decisions between a bundle that changes from decision to decision and an outside option that is fixed for all 48 decisions. Choosing the outside option results in the participants receiving X cents for themselves, where X is calibrated from Part 1 as previously explained. Choosing a bundle results in Make-A-Wish Foundation receiving the sum of the 4 or 5 amounts in the bundle. Appendix Tables A.1 and A.2 in the paper detail the amounts that comprise each bundle. The first amount in a bundle is always revealed by default, and a participant is required to reveal all of the remaining amounts in a bundle by clicking on the header above each amount before proceeding onto the next decision screen. Also, the order of these decision screens varies. It is randomly determined whether a participant first makes the 24 decisions involving bundles with four amounts or instead first makes the 24 decisions involving bundles with five amounts. Within each block of 24 decisions, the order of those decisions is also randomly determined.

Prior to making these 48 decisions, participants face extensive instructions and understanding questions. Figure D.4 shows the first and second pages of the instructions for Part 2 along with the corresponding understanding questions that the participant must answer correctly to proceed. These understanding questions ensure that participants understand the payoffs that result from choosing a bundle versus the outside option and that they must reveal all amounts in a bundle before making a decision. Figure D.5 shows the subsequent three example bundles and corresponding understanding questions that the participant must answer correctly to proceed. These understanding questions ensure that participants know how to determine the total donation amount made by a bundle.

Figure D.4: Part 2 Instructions

First Page (if $X = 100$)

Part 2 Instructions

In Part 2, you will face 48 decisions. In each decision, you may choose between two payment options, Option A and Option B, which are as follows:

- **Option A:** Make-A-Wish Foundation receives a donation equal to the sum of several amounts. The exact amount of this sum may vary across the decisions.
- **Option B:** You receive a bonus payment of 100 cents.

If Part 2 is randomly selected as the part-that-counts, one decision will be randomly selected. The payment option you select in that decision would then be distributed.

Understanding Question: If Part 2 is randomly selected as the part-that-counts and you chose Option A in the randomly selected decision, what would happen?

Make-A-Wish Foundation would receive a donation of 150 cents.

How much Make-A-Wish Foundation would receive as a donation would depend on the sum of the amounts in that decision.

Understanding Question: If Part 2 is randomly selected as the part-that-counts and you chose Option B in the randomly selected decision, what would happen?

I would receive 100 cents as a bonus payment.

I would receive an amount that may be more than or less than 100 cents as a bonus payment.

Second Page

Part 2 Instructions Continued . . .

In each decision in Part 2, choosing Option A will result in Make-A-Wish Foundation receiving the sum of the donation amounts shown in Option A. Across decisions, this sum may vary.

Prior to making each decision in Part 2, you will always have the opportunity to learn all of the amounts in Option A. While you will have the opportunity to learn this information, you may choose to make decisions with or without learning this information.

Understanding Question: Prior to making each decision in Part 2, do you have to learn all of the amounts in Option A?

No

Yes

Figure D.5: Part 2 Examples

Example 1

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of amounts were presented for Option A in the randomly selected decision, what would happen if you chose Option A?

In total, Make-A-Wish Foundation would receive less than 200 cents as a donation.

In total, Make-A-Wish Foundation would receive exactly 200 cents as a donation.

In total, Make-A-Wish Foundation would receive more than 200 cents as a donation.

Note that the first amount in Option A is shown and to learn the remaining amounts you may click on the relevant headers.

Amount 1:
48 cents
Amount 2:
Amount 3:
Amount 4:

Example 2

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of amounts were presented for Option A in the randomly selected decision, what would happen if you chose Option A?

In total, Make-A-Wish Foundation would receive less than 150 cents as a donation.

In total, Make-A-Wish Foundation would receive more than 150 cents as a donation.

In total, Make-A-Wish Foundation would receive exactly 150 cents as a donation.

Note that the first amount in Option A is shown, and to learn the remaining amounts, you may click on the relevant headers.

Amount 1:
54 cents
Amount 2:
Amount 3:
Amount 4:

Example 3

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of donation amounts were presented for Option A in the randomly selected decision, what would happen if you chose Option A?

In total, Make-A-Wish Foundation would receive less than 100 cents as a donation.

In total, Make-A-Wish Foundation would receive more than 100 cents as a donation.

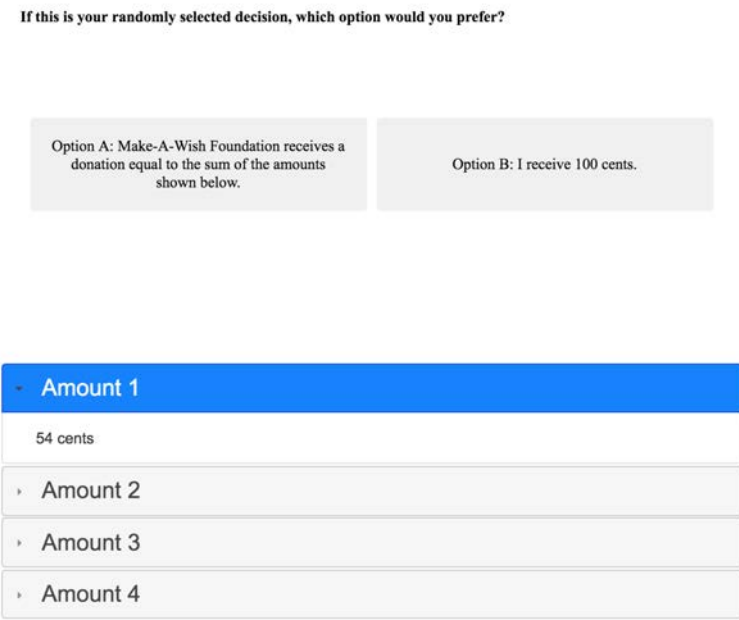
In total, Make-A-Wish Foundation would receive exactly 100 cents as a donation.

Note that the first amount in Option A is shown, and to learn the remaining amounts, you may click on the relevant headers.

Amount 1:
0 cents
Amount 2:
Amount 3:
Amount 4:

Only after completing all of these understanding questions successfully do participants proceed to make their 48 decisions. Each decision appears on a separate screen, and Figure D.6 shows an example of one such decision.

Figure D.6: Part 2: Example Decision Screen



After completing all 48 decisions in Part 2, participants answer follow-up questions about their decisions in the study and provide demographic information. We distributed the relevant payments after the study was completed.

D.1.2 Instructions for other versions of Study 1

The previous section details the instructions for the *Self/Charity* version of Study 1. In this section, we describe how these instructions differ for the remaining five versions of Study 1.

In the *Self/Charity-Choice* version, all that differs is that — aside from the first amount in a bundle still being revealed by default — participants can choose whether or not to reveal the other amounts in a bundle. Thus, how decision screens appear in Part 2 is still as shown in Figure D.6, but the participant can make a decision without clicking on all the headers.

In the *Self/Charity-Sum* version, all that differs is that participants are also shown the sum of amounts in the bundle on the decision screen, as shown in Figure D.7.

Figure D.7: Part 2: Example Decision Screen for *Self/Charity-Sum* version of Study 2

If this is your randomly selected decision, which option would you prefer?

Note: If you choose Option A, the total amount will be 162 cents.

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below.

Option B: I receive 100 cents.

▾ Amount 1

54 cents

▸ Amount 2

▸ Amount 3

▸ Amount 4

In the *Self/Charity-Unavoidable Sum* version, there are two main differences. First, prior to each decision screen, participants face a screen where they are informed of, and must accurately report, the sum of the amounts in the bundle that will be on the decision screen, as shown in Figure D.8. Second, participants are shown the sum of amounts in the bundle on the decision screen in a manner that is arguably more salient than in the *Self/Charity-Sum* version, as shown in Figure D.9.

Figure D.8: Part 2: Example Before-Decision-Screen Screen for *Self/Charity-Unavoidable Sum* version of Study 2

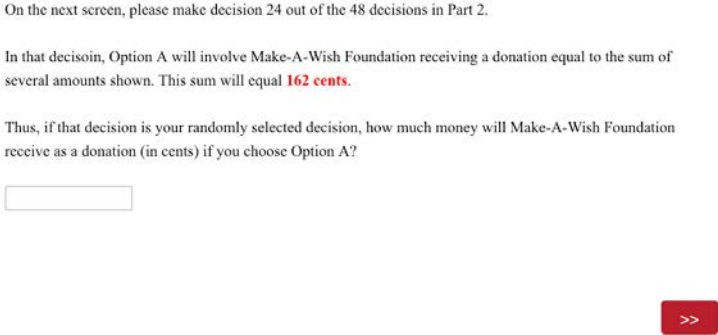
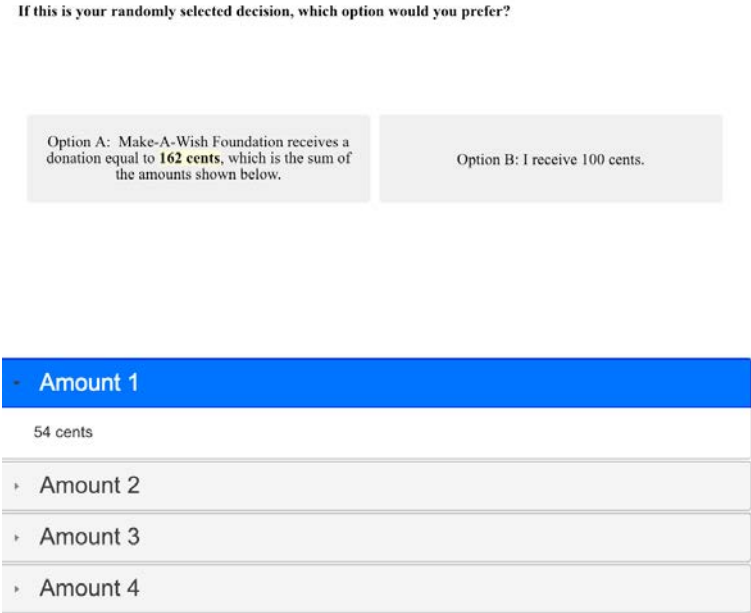


Figure D.9: Part 2: Example Decision Screen for *Self/Charity-Unavoidable Sum* version of Study 2



In the *Charity/Charity* version, choosing the outside option now results in 150 cents being given to Make-A-Wish Foundation (regardless of the decisions in Part 1), as shown in Figure D.10.

Figure D.10: Part 2: Example Decision Screen for *Charity/Charity* version of Study 2

If this is your randomly selected decision, which option would you prefer?

Option A: Make-A-Wish Foundation receives a donation equal to the sum of the amounts shown below.	Option B: Make-A-Wish Foundation receives 150 cents.
---	--

Amount 1
54 cents
Amount 2
Amount 3
Amount 4

In the *Self(150)/Self* version, choosing the outside option now results in 150 cents being given to the participant (regardless of the participant's decisions in Part 1) and choosing a bundle now results in the amount of money in the bundle being given to the participant, as shown in Figure D.11.

Figure D.11: Part 2: Example Decision Screen for *Self(150)/Self* version of Study 2

If this is your randomly selected decision, which option would you prefer?

Option A: I receive a bonus payment equal to the sum of the amounts shown below.	Option B: I receive a bonus payment of 150 cents.
--	---

Amount 1
54 cents
Amount 2
Amount 3
Amount 4

D.2 Full instructions for Study 2

D.2.1 Instructions for *Self/Charity* version of Study 2

After consenting to participate in the study, each participant is informed of the \$4 study completion fee and of the opportunity to earn additional payment for either themselves or the Make-A-Wish Foundation. Figure D.12 shows how this payment information is explained along with the corresponding understanding question that the participant must answer correctly to proceed.

Figure D.12: Payment Information

Your Payment: This study involves two Parts -- Part 1 and Part 2 -- followed by a short survey. For completing this study, you will receive a minimum payment of \$4 dollars within 24 hours. Also, Part 1 or Part 2 will be randomly selected as the part-that-counts. According to the instructions in the part-that-counts, you may also have the chance to earn additional payments.

Any additional payment you earn for yourself will be distributed via a bonus payment within one week.

Any additional payments you earn not for yourself will be distributed to the national chapter of or a state chapter of Make-A-Wish Foundation as a donation. Make-A-Wish Foundation is a 501(c)(3) charitable organization that organizes and funds “wishes” for children with life-threatening medical conditions. On their website (<http://wish.org>), Make-A-Wish Foundation describes their activities as follows: “We grant the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy [...] Most wish requests fall into four major categories:

- **I wish to go:**
Some wish kids want to travel to their favorite theme park, while others want to visit an exotic beach, go on a cruise, see snow for the first time, or attend a major sporting event or concert.
- **I wish to be:**
Children search the depths of their imagination when they wish to be someone for a day— a firefighter, a police officer or a model.
- **I wish to meet:**
Many want to meet their favorite athlete, recording artist, television personality, movie star, politician or public figure.
- **I wish to have:**
Children often wish for a special gift, such as a computer, a tree house, a shopping spree or something that they have coveted for a long time.”

Understanding Question: Which of the following statements is true?

All of my decisions will influence the resulting payments from this study.

None of my decisions will influence the resulting payments from this study.

My decisions in the part-that-counts can only result in me receiving a bonus payment within one week.

My decisions in the part-that-counts will result in me receiving a bonus payment within one week and/or Make-A-Wish Foundation chapter(s) receiving a donation.

In Part 1, each participant completes a multiple price list that allows us to calibrate the outside option used for the decisions in Part 2. In particular, the outside option equals X cents for participants, where we calibrate X to make the participant indifferent between X cents for themselves and 150 cents for the national chapter of the Make-A-Wish Foundation. Figure D.13 presents the instructions for the multiple price list and corresponding understanding questions that the participant must answer correctly to proceed. Figure D.14 shows how the multiple price list appears.

Figure D.13: Part 1 Instructions

Part 1 Instructions

In Part 1, you will have to make several decisions by completing one list. Each row of the list will present two payment options.

- The payment option on the left will always involve the national chapter of Make-A-Wish Foundation receiving 150 cents as a donation.
- The payment option on the right will involve you receiving some amount of money as a bonus payment. The amount of money will increase from 0 to 150 cents as you proceed down the rows of the list.

Your task is to decide which payment option you prefer on each row by clicking on the row at which you prefer to switch from choosing the option on the left to the option on the right.

If Part 1 is randomly selected as the part-that-counts, one row from this list will be randomly selected. The payment option you select on that row would then be distributed.

Understanding Question: If Part 1 is randomly selected as the part-that-counts and you chose the option on the left in the randomly selected row, what would happen?

The national chapter of Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Understanding Question: If Part 1 is randomly selected as the part-that-counts and you chose the option on the right in the randomly selected row, what would happen?

The national chapter of Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Figure D.14: Part 1 Decisions: Multiple Price List

Before decisions are indicated

After decisions are indicated if $X = 100$

Please indicate which payment option you prefer on each row by clicking on the row where you would like to switch from choosing the option on the left to choosing the option on the right.

Please indicate which payment option you prefer on each row by clicking on the row where you would like to switch from choosing the option on the left to choosing the option on the right.

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

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

DONATION FOR MAKE-A-WISH FOUNDATION NATIONAL CHAPTER		BONUS PAYMENT FOR YOU
150 CENTS	OR	0 CENTS
150 CENTS	OR	5 CENTS
150 CENTS	OR	10 CENTS
150 CENTS	OR	15 CENTS
150 CENTS	OR	20 CENTS
150 CENTS	OR	25 CENTS
150 CENTS	OR	30 CENTS
150 CENTS	OR	35 CENTS
150 CENTS	OR	40 CENTS
150 CENTS	OR	45 CENTS
150 CENTS	OR	50 CENTS
150 CENTS	OR	55 CENTS
150 CENTS	OR	60 CENTS
150 CENTS	OR	65 CENTS
150 CENTS	OR	70 CENTS
150 CENTS	OR	75 CENTS
150 CENTS	OR	80 CENTS
150 CENTS	OR	85 CENTS
150 CENTS	OR	90 CENTS
150 CENTS	OR	95 CENTS
150 CENTS	OR	100 CENTS
150 CENTS	OR	105 CENTS
150 CENTS	OR	110 CENTS
150 CENTS	OR	115 CENTS
150 CENTS	OR	120 CENTS
150 CENTS	OR	125 CENTS
150 CENTS	OR	130 CENTS
150 CENTS	OR	135 CENTS
150 CENTS	OR	140 CENTS
150 CENTS	OR	145 CENTS
150 CENTS	OR	150 CENTS

DONATION FOR MAKE-A-WISH FOUNDATION NATIONAL CHAPTER		BONUS PAYMENT FOR YOU
150 CENTS	OR	0 CENTS
150 CENTS	OR	5 CENTS
150 CENTS	OR	10 CENTS
150 CENTS	OR	15 CENTS
150 CENTS	OR	20 CENTS
150 CENTS	OR	25 CENTS
150 CENTS	OR	30 CENTS
150 CENTS	OR	35 CENTS
150 CENTS	OR	40 CENTS
150 CENTS	OR	45 CENTS
150 CENTS	OR	50 CENTS
150 CENTS	OR	55 CENTS
150 CENTS	OR	60 CENTS
150 CENTS	OR	65 CENTS
150 CENTS	OR	70 CENTS
150 CENTS	OR	75 CENTS
150 CENTS	OR	80 CENTS
150 CENTS	OR	85 CENTS
150 CENTS	OR	90 CENTS
150 CENTS	OR	95 CENTS
150 CENTS	OR	100 CENTS
150 CENTS	OR	105 CENTS
150 CENTS	OR	110 CENTS
150 CENTS	OR	115 CENTS
150 CENTS	OR	120 CENTS
150 CENTS	OR	125 CENTS
150 CENTS	OR	130 CENTS
150 CENTS	OR	135 CENTS
150 CENTS	OR	140 CENTS
150 CENTS	OR	145 CENTS
150 CENTS	OR	150 CENTS

In Part 2, each participant makes 48 binary decisions between a bundle that changes from decision to decision and an outside option that is fixed for all 48 decisions. Choosing the outside option results in the participants receiving X cents for themselves, where X is calibrated from Part 1 as previously explained. Choosing a bundle results in various state chapters of the Make-A-Wish Foundation each receiving an amount from the bundle. Appendix Tables A.1 and A.2 in the paper detail the amounts that comprise each bundle. Due to constraints (related to which chapters were IRB approved and to how some states shared Make-A-Wish Foundation chapters), we randomly drew states for each bundle from a list of 28 states that we matched with corresponding Make-A-Wish Foundation chapters. This list of states was: Alaska, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Michigan, Missouri, Nebraska, Nevada, New Hampshire, New York, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas, Utah, Virginia, Washington, and Wisconsin.

The first amount in a bundle is always revealed by default, and a participant is required to reveal all of the remaining amounts in a bundle by clicking on the header above each amount before proceeding onto the next decision screen. Also, the order of these decision screens varies. It is randomly determined whether a participant first makes the 24 decisions involving bundles with four amounts or instead first makes the 24 decisions involving bundles with five amounts. Within each block of 24 decisions, the order of those decisions is also randomly determined.

Prior to making these 48 decisions, participants face extensive instructions and understanding questions. Figure D.15 shows the first and second pages of the instructions for Part 2 along with the corresponding understanding questions that the participant must answer correctly to proceed. These understanding questions ensure that participants understand the payoffs that result from choosing a bundle versus the outside option and that they must reveal all amounts in a bundle before making a decision. Figure D.16 shows the subsequent three example bundles and corresponding understanding questions that the participant must answer correctly to proceed. These understanding questions ensure that participants know the number of state chapters that receive a donation from the bundle and the total donation amount made by a bundle.

Figure D.15: Part 2 Instructions

First Page (if $X = 100$)

Part 2 Instructions

In Part 2, you will face 48 decisions. In each decision, you may choose between two payment options.

- You may choose to receive 100 cents as a bonus payment for yourself, or
- You may choose to give up your 100 cent bonus payment to instead have some amount of money donated to Make-A-Wish Foundation state chapters. How much money is donated to which Make-A-Wish Foundation state chapters may vary across the decisions.

If Part 2 is randomly selected as the part-that-counts, one decision will be randomly selected. The payment option you select in that decision would then be distributed.

Understanding Question: If Part 2 is randomly selected as the part-that-counts and you chose to keep money for yourself in the randomly selected decision, what would happen?

☺☺

I would receive 100 cents as a bonus payment.

I would receive some amount of money, which may vary across decisions, as a bonus payment.

Understanding Question: If Part 2 is randomly selected as the part-that-counts and you chose give up your 100 cents bonus payment in the randomly selected decision to instead give to Make-A-Wish Foundation state chapters, what would happen?

One state chapter of Make-A-Wish Foundation would receive a donation of 100 cents.

State chapters of Make-A-Wish Foundation would receive donation amounts as indicated in the selected decision.

Second Page

Part 2 Instructions Continued ...

In each decision in Part 2, you will be presented with a set of Make-A-Wish Foundation state chapters. Each Make-A-Wish Foundation state chapter presented in a particular decision will either receive a donation or not receive a donation. All Make-A-Wish Foundation state chapters that receive a donation in a particular decision will receive the same amount.

Across decisions, the donation amounts may vary and the number of Make-A-Wish Foundation state chapters that receive no donation may vary.

Prior to making each decision in Part 2, you will always have to learn exactly how much money would be given to which Make-A-Wish Foundation state chapters. You cannot make a decision without learning this information, as the button to proceed onto the next page will be disabled until you learn this information.

Understanding Question: Prior to making each decision in Part 2, do you have to learn exactly how much money would be given to which Make-A-Wish Foundation state chapters?

No

Yes

Figure D.16: Part 2 Examples (if $X = 100$)

Example 1

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of Make-A-Wish Foundation state chapters and corresponding donations were presented in the randomly selected decision, what would happen if you chose to give up your 100 cent bonus payment to instead give to Make-A-Wish Foundation state chapters?

In total, the Make-A-Wish Foundation state chapters would receive less than 200 cents as a donation.

In total, the Make-A-Wish Foundation state chapters would receive exactly 200 cents as a donation.

In total, the Make-A-Wish Foundation state chapters would receive more than 200 cents as a donation.

Note that the donation amount for the first Make-A-Wish Foundation state chapter is shown, and you must learn the donation amounts for the other Make-A-Wish Foundation state chapters by clicking on the relevant headers. As in your decisions in Part 2, you must click to reveal the donation amounts for each Make-A-Wish Foundation state chapter before proceeding onto the next page in the study.

If you choose to give to Make A-Wish Foundation state chapters, the South Carolina chapter will receive:

48 cents

If you choose to give to Make A-Wish Foundation state chapters, the Michigan chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Kentucky chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:

Example 3

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of Make-A-Wish Foundation state chapters and corresponding donations were presented in the randomly selected decision, what would happen if you chose to give up your 100 cent bonus payment to instead give to Make-A-Wish Foundation state chapters?

1 Make-A-Wish Foundation state chapter would receive no donation, and in total, the other Make-A-Wish Foundation state chapters would receive less than 150 cents as a donation.

1 Make-A-Wish Foundation state chapter would receive no donation, and in total, the other Make-A-Wish Foundation state chapters would receive more than 150 cents as a donation.

2 Make-A-Wish Foundation state chapters would receive no donation, and in total, the other state chapters would receive less than 100 cents as a donation.

2 Make-A-Wish Foundation state chapters would receive no donation, and in total, the other state chapters would receive more than 100 cents as a donation.

Note that the donation amount for the first Make-A-Wish Foundation state chapter is shown, and you must learn the donation amounts for the other Make-A-Wish Foundation state chapters by clicking on the relevant headers. As in your decisions in Part 2, you must click to reveal the donation amounts for each Make-A-Wish Foundation state chapter before proceeding onto the next page in the study.

If you choose to give to Make A-Wish Foundation state chapters, the Ohio chapter will receive:

NO DONATION

If you choose to give to Make A-Wish Foundation state chapters, the Florida chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Wisconsin chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Iowa chapter will receive:

Example 2

Understanding Question: If Part 2 is randomly selected as the part-that-counts and the below set of Make-A-Wish Foundation state chapters and corresponding donations were presented in the randomly selected decision, what would happen if you chose to give up your 100 cent bonus payment to instead give to Make-A-Wish Foundation state chapters?

1 Make-A-Wish Foundation state chapter would receive no donation, and in total, the other Make-A-Wish Foundation state chapters would receive less than 150 cents as a donation.

1 Make-A-Wish Foundation state chapter would receive no donation, and in total, the other Make-A-Wish Foundation state chapters would receive more than 150 cents as a donation.

2 Make-A-Wish Foundation state chapters would receive no donation, and in total, the other state chapters would receive less than 100 cents as a donation.

2 Make-A-Wish Foundation state chapters would receive no donation, and in total, the other state chapters would receive more than 100 cents as a donation.

Note that the donation amount for the first Make-A-Wish Foundation state chapter is shown, and you must learn the donation amounts for the other Make-A-Wish Foundation state chapters by clicking on the relevant headers. As in your decisions in Part 2, you must click to reveal the donation amounts for each Make-A-Wish Foundation state chapter before proceeding onto the next page in the study.

If you choose to give to Make A-Wish Foundation state chapters, the New Hampshire chapter will receive:

52 cents

If you choose to give to Make A-Wish Foundation state chapters, the Alaska chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Oklahoma chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the New York chapter will receive:

Only after completing all of these understanding questions successfully do participants proceed to make their 48 decisions. Each decision appears on a separate screen, and Figure D.17 shows an example of one such decision.

Figure D.17: Part 2: Example Decision Screen

If this is your randomly selected decision, would you like to give up your 100 cent bonus payment to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur?

Yes - I would like to give up my 100 cent bonus payment to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur.	No - I would like to keep my 100 cent bonus payment.
---	--

If you choose to give to Make A-Wish Foundation state chapters, the Louisiana chapter will receive:
54 cents
▸ If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:
▸ If you choose to give to Make A-Wish Foundation state chapters, the North Carolina chapter will receive:
▸ If you choose to give to Make A-Wish Foundation state chapters, the Georgia chapter will receive:

After completing all 48 decisions in Part 2, participants answer follow-up questions about their decisions in the study and provide demographic information. We distributed the relevant payments after the study was completed.

D.2.2 Instructions for other versions of Study 2

The previous section details the instructions for the *Self/Charity* version of Study 2. In this section, we describe how these instructions differ for the remaining seven versions of Study 2.

In the *Self/Charity-Choice* version, all that differs is that — aside from the first amount in a bundle that is still revealed by default — participants can choose whether or not to reveal the other amounts in a bundle. Thus, how decision screens appear in Part 2 is still as shown in Figure D.17, but the participant can make a decision without clicking on all the headers.

In the *Self/Charity-Sum* version, all that differs is that participants are also shown the sum of amounts in the bundle on the decision screen, as shown in Figure D.18.

Figure D.18: Part 2: Example Decision Screen for *Self/Charity-Sum* version of Study 2

If this is your randomly selected decision, would you like to give up your 100 cent bonus payment to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur?

Note: If you choose to have the Make-A-Wish Foundation state chapters receive the donations detailed below, the total amount given to them will be 162 cents.

Yes - I would like to give up my 100 cent bonus payment to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur.

No - I would like to keep my 100 cent bonus payment.

If you choose to give to Make A-Wish Foundation state chapters, the Louisiana chapter will receive:

54 cents

If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the North Carolina chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Georgia chapter will receive:

In the *Self(150)/Charity* version, choosing a bundle results in the same payoffs, but choosing the outside option now results in results in 150 cents being given to the participant (regardless of the participant's decisions in Part 1), as shown in Figure D.19.

Figure D.19: Part 2: Example Decision Screen for *Self(150)/Charity* version of Study 2

If this is your randomly selected decision, would you like to give up your 150 cent bonus payment to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur?

Yes - I would like to give up my 150 cent bonus payment to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur.	No - I would like to keep my 150 cent bonus payment.
---	--

If you choose to give to Make A-Wish Foundation state chapters, the Louisiana chapter will receive:
54 cents
If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:
If you choose to give to Make A-Wish Foundation state chapters, the North Carolina chapter will receive:
If you choose to give to Make A-Wish Foundation state chapters, the Georgia chapter will receive:

In the *Charity/Charity* version, choosing the outside option now results in 150 cents being given to the national chapter of Make-A-Wish Foundation (regardless of the participant's decisions in Part 1), as shown in Figure D.20.

Figure D.20: Part 2: Example Decision Screen for *Charity/Charity* version of Study 2

If this is your randomly selected decision, would you like to give up the 150 cent donation for the Make-A-Wish Foundation national chapter to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur?

Yes - I would like to give up the 150 cent donation for the Make-A-Wish Foundation national chapter to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur.	No - I would like to keep the 150 cent donation for the Make-A-Wish Foundation national chapter.
---	--

If you choose to give to Make A-Wish Foundation state chapters, the Louisiana chapter will receive:

54 cents

If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the North Carolina chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Georgia chapter will receive:

In the *Charity/Charity-Choice* version, subjects face the same bundles and outside options as in the *Charity/Charity* version. All that differs is that — aside from the first amount in a bundle that is still revealed by default — participants can choose whether or not to reveal the other amounts in a bundle. Thus, how decision screens appear in Part 2 is still as shown in Figure D.20, but the participant can make a decision without clicking on all the headers.

In the *Charity/Charity-Sum* version, subjects face the same bundles and outside options as in the *Charity/Charity* version. All that differs is that participants are also shown the sum of amounts in the bundle on the decision screen, as shown in Figure D.21.

Figure D.21: Part 2: Example Decision Screen for *Charity/Charity-Sum* version of Study 2

If this is your randomly selected decision, would you like to give up the 150 cent donation for the Make-A-Wish Foundation national chapter to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur?

Note: If you choose to have the Make-A-Wish Foundation state chapters receive the donations detailed below, the total amount given to them will be 162 cents.

Yes - I would like to give up the 150 cent donation for the Make-A-Wish Foundation national chapter to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur.

No - I would like to keep the 150 cent donation for the Make-A-Wish Foundation national chapter.

If you choose to give to Make A-Wish Foundation state chapters, the Louisiana chapter will receive:

54 cents

If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the North Carolina chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Georgia chapter will receive:

In the *Charity(ARC)/Charity* version, subjects face the same bundles as in the *Charity/Charity* version, but choosing the outside option now results in 150 cents being given to the American Red Cross, as shown in Figure D.22.

Figure D.22: Part 2: Example Decision Screen for *Charity(ARC)/Charity* version of Study 2

If this is your randomly selected decision, would you like to give up the 150 cent donation for the American Red Cross to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur?

Yes - I would like to give up the 150 cent donation for the American Red Cross to instead have the Make-A-Wish Foundation state chapter donations detailed below to occur.

No - I would like to keep the 150 cent donation for the American Red Cross.

If you choose to give to Make A-Wish Foundation state chapters, the Louisiana chapter will receive:

54 cents

If you choose to give to Make A-Wish Foundation state chapters, the Washington chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the North Carolina chapter will receive:

If you choose to give to Make A-Wish Foundation state chapters, the Georgia chapter will receive:

D.3 Full instructions for Study 3

D.3.1 Instructions for *Self/Charity-Baseline* version of Study 3

After consenting to participate in the study, each participant is informed of the \$2 study completion fee and of the opportunity to earn additional payment. Figure D.23 shows how this payment information is explained along with the corresponding understanding question that the participant must answer correctly to proceed.

Figure D.23: Payment Information

Your Payment: This study involves 18 decisions that ask you to choose between different payment options, followed by a short survey. For completing this study, you will receive a minimum payment of \$2.00 dollars within 24 hours. Also, one out of the 18 decisions will be randomly selected as the decision-that-counts. Whichever payment option you choose in the decision-that-counts will be distributed as additional payment from this study. More specifically:

If you choose a payment option that benefits you in the decision-that-counts, the corresponding additional payment will be given to you as a bonus payment within two weeks.

If you choose a payment option that benefits charity in the decision-that-counts, the corresponding additional payment will be given to a charity, the Make-A-Wish Foundation, as a donation. Make-A-Wish Foundation is a 501(c)(3) charitable organization that organizes and funds “wishes” for children with life-threatening medical conditions. On their website (<http://wish.org>), Make-A-Wish Foundation describes their activities as follows: “We grant the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy [...] Most wish requests fall into four major categories:

- **I wish to go:**
Some wish kids want to travel to their favorite theme park, while others want to visit an exotic beach, go on a cruise, see snow for the first time, or attend a major sporting event or concert.
- **I wish to be:**
Children search the depths of their imagination when they wish to be someone for a day— a firefighter, a police officer or a model.
- **I wish to meet:**
Many want to meet their favorite athlete, recording artist, television personality, movie star, politician or public figure.
- **I wish to have:**
Children often wish for a special gift, such as a computer, a tree house, a shopping spree or something that they have coveted for a long time.”

Understanding Question: Which of the following statements is true?

All of my decisions will influence the resulting payments from this study.

None of my decisions will influence the resulting payments from this study.

My decision-that-counts can only result in me receiving a bonus payment within two weeks.

My decision-that-counts will result in me receiving a bonus payment within two weeks or a charity receiving a donation.

Participants first complete the “calibration decisions” by making 17 binary decisions between (i) 150 cents from the national chapter of Make-A-Wish Foundation and (ii) Z cents for themselves where $Z \in \{0, 5, 10, 20, 30, 40, 50, 60, 70, 80, 90, 100, 110, 120, 130, 140, 150\}$. The calibration decisions are randomized on the subject-level and allow us to calibrate the outside option used for each subject’s

subsequent main decision. In particular, the outside option equals X cents for participants, where we calibrate X to make the participant indifferent between X cents for themselves and 150 cents for the national chapter of the Make-A-Wish Foundation. Figure D.24 presents the instructions for the calibration decisions and the corresponding understanding question that the participant must answer correctly to proceed. Figure D.25 shows an example of one of these decisions.

Figure D.24: Instructions for Calibration Decisions

Instructions for Decisions 1 - 17:

In each of the next 17 decisions (i.e., Decisions 1 - 17), you will be asked to choose between two options, Option A and Option B, which are as follows:

- Option A will always involve the Make-A-Wish Foundation receiving 150 cents as a donation.
- Option B will always involve you receiving some amount of money as a bonus payment. This amount of money will vary from 0 to 150 cents across decisions.

If one of these decisions is randomly selected as the decision-that-counts, the payment option you choose in that decision would then be distributed.

Understanding Question: If one of these decisions is randomly selected as the decision-that-counts and you chose Option A in that decision, what would happen?

Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Understanding Question: If one of these decisions is randomly selected as the decision-that-counts and you chose Option B in that decision, what would happen?

Make-A-Wish Foundation would receive 150 cents as a donation.

I would receive some amount of money as a bonus payment.

Figure D.25: Example of a Calibration Decision

In this decision, choosing:

- **Option A** means that a **donation of 150 cents** will be given to Make-A-Wish Foundation.
- **Option B** means that a **bonus payment of 80 cents** will be given to you.

Decision 1: Which option do you prefer?

Option A	Option B
----------	----------

Participants then complete their main decision. Figure D.26 presents the instructions and corresponding understanding questions that the participant must answer correctly to proceed to this decision, and Figure D.27 shows the corresponding decision screen.

Figure D.26: Instructions for Main Decision

Instructions for Decision 18:

You only have one more decision to make: Decision 18.

In this decision, you will be asked to choose between two options, Option A and Option B, which are as follows:

- **Option A:** Make-A-Wish Foundation receives a donation amount. Information about this donation amount will be described on the decision screen.
- **Option B:** You receive a bonus payment of 100 cents.

If this decision is randomly selected as the decision-that-counts, the payment option you select in this decision would then be distributed.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option A in that decision, what would happen?

Make-A-Wish Foundation would receive a donation equal to 150 cents.

Make-A-Wish Foundation would receive a donation that may or may not equal 150 cents. The donation amount will be described on the decision screen.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option B in that decision, what would happen?

I would receive a bonus payment of 100 cents.

I would receive a bonus payment that may or may not equal 100 cents. The bonus payment amount will be described on the decision screen.

Figure D.27: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals 200 cents.

- **Option B** means that a **bonus payment** will be given to you.

This bonus payment equals 100 cents.

Decision 18: Which option do you prefer?

Option A

Option B

D.3.2 Instructions for other versions of Study 3

The previous section details the instructions for the *Self/Charity-Baseline* version of Study 3. In this section, we will detail how these instructions differ for the remaining seven versions of the Study 3.

Relative to the *Self/Charity-Baseline* version of Study 3, all that differs in the *Self/Charity-Anchor-1*, *Self/Charity-Anchor-2*, *Self/Charity-Addition* versions is the main decision screen. Figures D.28 - D.30 show these decision screens.

Figure D.28: *Self/Charity-Anchor-1*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals the **smaller** of the following two amounts: 400 cents and 200 cents.

-**Option B** means that a **bonus payment** will be given to you.

This bonus payment equals 100 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

Figure D.29: *Self/Charity-Anchor-2*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

The donation equals 400 cents **minus** 200 cents.

-**Option B** means that a **bonus payment** will be given to you.

This bonus payment equals 100 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

Figure D.30: *Self/Charity-Addition*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

The donation equals 50 cents + 50 cents + 50 cents + 50 cents + **0 cents**.

-**Option B** means that a **bonus payment** will be given to you.

This bonus payment equals 100 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

Relative to the *Self/Charity-Baseline* version of Study 3, all that differs in the *Charity/Charity-Baseline*, the *Charity/Charity-Anchor-1*, *Charity/Charity-Anchor-2*, *Charity/Charity-Addition* versions are the instructions for the main decision and the decision screen for the main decision. Figure D.31 shows the instructions and Figures D.32 - D.34 show these decision screens.

Figure D.31: *Charity/Charity*: Instructions for Main Decision

Instructions for Decision 18:

You only have one more decision to make: Decision 18.

In this decision, you will be asked to choose between two options, Option A and Option B, which are as follows:

- **Option A:** Make-A-Wish Foundation receives a donation amount. Information about this donation amount will be described on the decision screen.

- **Option B:** Make-A-Wish Foundation receives a donation amount of 150 cents.

If this decision is randomly selected as the decision-that-counts, the payment option you select in this decision would then be distributed.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option A in that decision, what would happen?

Make-A-Wish Foundation would receive a donation equal to 150 cents.

Make-A-Wish Foundation would receive a donation that may or may not equal 150 cents. The donation amount will be described on the decision screen.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option B in that decision, what would happen?

Make-A-Wish Foundation would receive a donation equal to 150 cents.

Make-A-Wish Foundation would receive a donation that may or may not equal 150 cents. The donation amount will be described on the decision screen.

Figure D.32: *Charity/Charity-Anchor-1*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals the **smaller** of the following two amounts: 400 cents and 200 cents.

- **Option B** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals 150 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

Figure D.33: *Charity/Charity-Anchor-2*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

The donation equals 400 cents **minus** 200 cents.

- **Option B** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals 150 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

Figure D.34: *Charity/Charity-Addition*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

The donation equals 50 cents + 50 cents + 50 cents + 50 cents + **0 cents**.

- **Option B** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals 150 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

D.4 Full Instructions for Study 4

Appendix D.3 details the instructions for Study 3. Study 4 involves four versions: *Self/Charity - Baseline*, *Charity/Charity - Baseline*, *Self/Charity - Correlated*, and *Charity/Charity - Correlated*. The first two *Baseline* versions are identical to those in Study 3. For the latter two *Correlated* versions, all that differs relative to the Baseline versions are the instructions, understanding questions, and decision screen for the main decision.

Figures D.35 and D.36 shows the instructions and understanding questions for the *Self/Charity - Correlated* and *Charity/Charity - Correlated*, respectively. Figures D.37 and D.38 show the decision screens.

Figure D.35: *Self/Charity - Correlated*: Instructions for Main Decision

Instructions for Decision 18 out of 18:

You have one, final decision to make: Decision 18.

In this decision, you will be asked to choose between two options, Option A and Option B, which are as follows:

- **Option A:** Make-A-Wish Foundation receives a donation. Information about this donation will be described on the decision screen.

In particular, you will be informed that the donation equals the sum of Amounts 1 and 2, although you will NOT be directly told the donation. Rather, you will be informed that Amount 1 equals 0, and you will be informed of the estimate of Amount 2. The estimate of Amount 2 will equal the average of Amount 1 and Amount 2. Thus, you will be informed of the following:

*Amount 1 equals 0

*The estimate of Amount 2 equals the average of Amount 1 and Amount 2, which equals $(0 + \text{Amount 2})/2$.

- **Option B:** You receive a bonus payment of 100 cents.

If this decision is randomly selected as the decision-that-counts, the payment option you select in this decision would then be distributed.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option A in that decision, what would happen?

Make-A-Wish Foundation would receive a donation equal to 150 cents for sure.

Make-A-Wish Foundation would receive a donation that depends on the information provided on the decision screen.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option B in that decision, what would happen?

I would receive a bonus payment of 100 cents.

I would receive a bonus payment that depends on the information provided on the decision screen.

Understanding Question: If Amount 2 in Option A equals 80, what would the estimate of Amount 2 equal?

20

40

80

120

Figure D.36: *Charity/Charity - Correlated*: Instructions for Main Decision

Instructions for Decision 18 out of 18:

You have one, final decision to make: Decision 18.

In this decision, you will be asked to choose between two options, Option A and Option B, which are as follows:

- **Option A:** Make-A-Wish Foundation receives a donation. Information about this donation will be described on the decision screen.

In particular, you will be informed that the donation equals the sum of Amounts 1 and 2, although you will NOT be directly told the donation. Rather, you will be informed that Amount 1 equals 0, and you will be informed of the estimate of Amount 2. The estimate of Amount 2 will equal the average of Amount 1 and Amount 2. Thus, you will be informed of the following:

*Amount 1 equals 0

*The estimate of Amount 2 equals the average of Amount 1 and Amount 2, which equals $(0 + \text{Amount 2})/2$.

- **Option B:** Make-A-Wish Foundation receives a donation of 150 cents.

If this decision is randomly selected as the decision-that-counts, the payment option you select in this decision would then be distributed.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option A in that decision, what would happen?

Make-A-Wish Foundation would receive a donation equal to 150 cents for sure.

Make-A-Wish Foundation would receive a donation that depends on the information provided on the decision screen.

Understanding Question: If the next decision is randomly selected as the decision-that-counts and you chose Option B in that decision, what would happen?

Make-A-Wish Foundation would receive a donation equal to 150 cents.

Make-A-Wish Foundation would receive a donation that depends on the information provided on the decision screen.

Understanding Question: If Amount 2 in Option A equals 80, what would the estimate of Amount 2 equal?

20

40

80

120

Figure D.37: *Self/Charity - Correlated*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals the sum of Amounts 1 and 2. More specifically, note that:

*Amount 1 equals 0 cents

*The estimate of Amount 2 equals 100 cents.

Remember, the estimate of Amount 2 equals the average of Amount 1 and Amount 2, which equals $(0 + \text{Amount } 2)/2$.

- **Option B** means that a **bonus payment** will be given to you.

This bonus payment equals 100 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------

Figure D.38: *Charity/Charity - Correlated*: Main Decision

In this decision, choosing:

- **Option A** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals the sum of Amounts 1 and 2. More specifically, note that:

*Amount 1 equals 0 cents

*The estimate of Amount 2 equals 100 cents.

Remember, the estimate of Amount 2 equals the average of Amount 1 and Amount 2, which equals $(0 + \text{Amount } 2)/2$.

- **Option B** means that a **donation** will be given to Make-A-Wish Foundation.

This donation equals 150 cents.

Decision 18: Which option do you prefer?

Option A	Option B
----------	----------