TEMPTING FATE SCRIPT

**Welcome and general introduction**

Welcome. Thank you for taking the time to come today. [**Introduce Experimenters and Assistants**] You can ask any of us questions during today’s programme.

We have invited you here, today, because we want to learn about how people in this area take decisions. You are going to be asked to take decisions about money. The money that results from your decisions will be yours to keep.

What you need to do will be explained fully in a few minutes. But first we want to make a couple of things clear.

First of all, this is not our money. We belong to a university, and this money has been given to us for research.

Participation is voluntary. You may still choose not to participate in the exercise.

We also have to make clear that this is research about your decisions. Therefore you cannot talk with others. This is very important. I’m afraid that if we find you talking with others, we will have to send you home, and you will not be able to earn any money here today. Of course, if you have questions, you can ask one of us. We also ask you to switch off your mobile phones.

Make sure that you listen carefully to us. You will be able to make a good amount of money here today, and it is important that you follow our instructions.

During today’s programme, you will be asked to make one choice, which will be explained to you very clearly. That choice will affect the money you will be paid. Any money you earn will be paid out to you privately and confidentially after all parts of the exercise are complete.

Now, before we explain what you need to do, it is really important to bear one more thing in mind. You will be asked to make a decision about money that it is not a matter of getting it right or wrong; it will be about what you prefer. However, it is important to think seriously about your decision because it will affect how much money you can take home.

**Group 1**

**[Give the following instructions to everyone]**

You see here in front of you two tables. Let’s first go to the table on the right. You see these counters? There are 20 counters spread out on this table. Each counter is worth 400 Shillings so 20 times 400 equals 8000 shillings. These 20 counters represent the 8,000 shillings on the voucher which you have been given a few weeks ago. That money is yours and you can do with it exactly what you like.

For example, you could decide to do nothing with it. That means we give you 8,000 actual shillings and you can take those 8,000 shillings home.

But we’re also giving you the opportunity to invest some or all of that money. Let me show you what happens if you decide to invest.

For example, let’s say you decided to invest 4,000 shillings. You would then take 10 counters (remember, each counter represents 400 shillings) and you would place them here, right next to the beaker.

Now, we would then toss this coin that has A written on one side and B on the other. We put it in the beaker, put the lid on top, shake it and then we put the beaker upside down, like this; we remove the beaker: and which side of the coin shows?

It’s [A/B]. That means the investment [is successful/failed]. So there are 2 possibilities: the investment can succeed or fail. It succeeds when A comes up; it fails when B comes up. Now let me explain what success and failure mean.

If the investment succeeds, we triple what you have invested. So since you had invested 4,000, we give you back three times 4,000 equals 12,000 **[count out cash next to invested counters]**. We add that to the money you had not invested (4,000) **[count out cash next to uninvested counters]**, so you go home with 4,000 + 12,000 = 16,000 **[count up total cash].**

Now, what happens if the investment fails? To explain that we need to go to the table on the left. You see, it also has a coin on it: A on one side, B on the other. So let’s put that coin in the beaker, put on the lid, shake it vigorously, like this and then we put the beaker upside down, like this.

Now, I’m not going to show you whether the coin has come up showing A or B. We’ll leave it as it is and go back to the table on the right. It will not be altered or moved in any way, and will remain untouched until the very end of the task, when we work out how much you will be paid.

[**Back at the table on the right**] Remember, I was explaining to you what happens if your investment fails. It depends on what happens to the coin on the other table [**point to the table on the left**]. If that coin will show A, then your investment failing means you lose half of it. So half of the 4,000 invested is 2,000. You lose that, you keep the other half you invested, so you will take home 4000 + 2,000 = 6,000

But if the coin on that table [**point to the table on the left**] will show B, then your investment failing means you lose all of it. So you will take home 4,000.

So, if your investment failed, it has already been determined by how much it failed. Whether you lose all or half of your investment in case your investment fails has already been determined by the coin we tossed on that table [**point to the table on the left**]: we won’t toss it again. Your investment could succeed or fail: both are equally likely. But if your investment fails, the coin that has already been tossed [**point to the table on the left**] determines whether you lose all or half.

I´ll give you a few more examples of how that would work out.

* If you decide to invest 3 counters, and your investment succeeds, you take home 10,400; if it were to fail, you either take home 7,400 or 6,800.
* If you invest 7 counters, and your investment succeeds, you take home 13,600; if it were to fail, you either take home 6,600 or 5,200.
* If you invest 17 counters, and your investment succeeds, you take home 21,600; if it were to fail, you either take home 4,600 or 1,200.
* If you invest 20 counters, and your investment succeeds, you take home 24,000; if it were to fail, you either take home 4,000 or nothing.

So, you should feel free to invest any number of counters you choose: you can invest zero counters; you can invest 20 counters, or any number of counters between zero and 20.

So remember: if the coin on this table [**point to the table on the right**] shows A, we triple what you invested. If it shows B, the investment fails. That can mean two things: perhaps you’ve lost all of it – that would be if the coin on that table [**point to the table on the left**] shows B; or perhaps you’ve lost half of it – that would be if the coin on that table [**point to the table on the left**] shows A.

I’m not going to show you what that coin on the left table underneath the beaker shows. It has been there for some time: we know that the A or B side has come up on top, but I will only remove the beaker after the whole task is complete.

“Do you have any questions about how the tasks will work?”

**[Answer any questions as clearly and accurately as possible]**

If no-one has any further questions you will now each make your decision in private.

**[Ask all subjects to wait outside of the experiment room. An experimenter or assistant should bring the first subject into the experiment room, and then ask the subject the following control question and record the answer]**

We just want to check your understanding of the task. What happens to your investment if it succeeds? **[pause for answer, correct if necessary]** What are the two possible outcomes if your investment fails?  **[pause for answer, correct if necessary. Record whether or not subject answers correctly: 1=all parts correct, 0=one or more parts incorrect.]**

Thank you. So, remember: investing any number of counters between 0 and 20 is absolutely fine with us. It’s entirely up to you. Just remember that the investment can succeed or fail, and what happens in case of failure depends on the coin on that table [**point to the table on the left**], which we will leave untouched; it will remain as it is now. Whether your investment succeeds or fails is yet to be decided, but if it fails, whether you lose half or lose all has already been decided, you are just not aware what the outcome is. Please now move the number of counters you would like to invest next to the beaker. Remember each counter is worth 400 shillings.

**[Wait for subject to make their choice, and record it; then invite in the next subject until all have made their decision.]**

**Resolution**

**[Invite all subjects into the room.]** “Thank you. Now you have made all of your decisions, we will find out how much money you will each leave with today. To do this we must first toss the coin on this table on the right. **[Toss coin, allow subject to shake and reveal. If the coin comes up A, inform all subjects that their investment has succeeded and therefore the amount they invested will be tripled. If B, comes up, move to the left table, reveal the result of the early coin toss and inform subjects whether they have lost either half or all of their investment. One enumerator sits outside the room, subjects exit one-by-one and are paid by that enumerator.]**

**Group 2**

**[Give the following instructions to everyone]**

You see here in front of you two tables. Let’s first go to the table on the right. You see these counters? There are 20 counters spread out on this table. Each counter is worth 400 Shillings so 20 times 400 equals 8000 shillings. These 20 counters represent the 8,000 shillings on the voucher which you have been given a few weeks ago. That money is yours and you can do with it exactly what you like.

For example, you could decide to do nothing with it. That means we give you 8,000 actual shillings and you can take those 8,000 shillings home.

But we’re also giving you the opportunity to invest some or all of that money. Let me show you what happens if you decide to invest.

For example, let’s say you decided to invest 4,000 shillings. You would then take 10 counters (remember, each counter represents 400 shillings) and you would place them here, right next to the beaker.

Now, we would then toss this coin that has A written on one side and B on the other. We put it in the beaker, put the lid on top, shake it and then we put the beaker upside down, like this; we remove the beaker: and which side of the coin shows?

It’s [A/B]. That means the investment [is successful/failed]. So there are 2 possibilities: the investment can succeed or fail. It succeeds when A comes up; it fails when B comes up. Now let me explain what success and failure mean.

If the investment succeeds, we triple what you have invested. So since you had invested 4,000, we give you back three times 4,000 equals 12,000 **[count out cash next to invested counters]**. We add that to the money you had not invested (4,000) **[count out cash next to uninvested counters]**, so you go home with 4,000 + 12,000 = 16,000 **[count up total cash].**

Now, what happens if the investment fails? To explain that we need to go to the table on the left. You see, it also has a coin on it: A on one side, B on the other. So let’s put that coin in the beaker, put on the lid, shake it vigorously, like this and then we put the beaker upside down, like this.

Now, the coin has come up showing [A/B]. It can come up showing A or B, right? Now, let’s go back to the table on the right.

[**Back at the table on the right**] Remember, I was explaining to you what happens if your investment fails. It depends on what happens to the coin on the other table [**point to the table on the left**], which would be tossed after it is found out that your investment has failed (if that were to happen). If that coin will show A, then your investment failing means you lose half of it. So half of the 4,000 invested is 2,000. You lose that, you keep the other half you invested, so you will take home 4000 + 2,000 = 6,000

But if the coin on that table [**point to the table on the left**] will show B, then your investment failing means you lose all of it. So you will take home 4,000.

So, if your investment failed, something else will happen that determines by how much it failed. Whether you lose all or half of your investment in case your investment fails will be determined by tossing a coin on that table [**point to the table on the left**]. Your investment could succeed or fail: both are equally likely. But if your investment fails, tossing a coin on that table [**point to the table on the left**] determines whether you lose all or half.

I´ll give you a few more examples of how that would work out.

* If you decide to invest 3 counters, and your investment succeeds, you take home 10,400; if it were to fail, you either take home 7,400 or 6,800.
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So, you should feel free to invest any number of counters you choose: you can invest zero counters; you can invest 20 counters, or any number of counters between zero and 20.

So remember: if the coin on this table [**point to the table on the right**] shows A, we triple what you invested. If we find out that it shows B – so your investment has failed – we’ll have to take you to the other table. You will then toss the coin on that table [**point to the table on the left**]. Perhaps you will then lose all of your investment – that would be if the coin on that table [**point to the table on the left**] will show B; or perhaps you will lose half of your investment – that would be if the coin on that table [**point to the table on the left**] will show A.

So, just to make it clear: first you will find out whether your investment fails or succeeds by tossing the coin on this table [**point to the table on the right**]. If it succeeds, we don’t need to go to that table [**point to the table on the left**]. But if your investment fails, we then need to go to that table [**point to the table on the left**]. The coin on that table will then be tossed [**point to the table on the left**] to find out whether you have lost all of your investment or half of it.

“Do you have any questions about how the tasks will work?”

**[Answer any questions as clearly and accurately as possible]**

If no-one has any further questions you will now each make your decision in private.

**[Ask all subjects to wait outside of the experiment room. An experimenter or assistant should bring the first subject into the experiment room, and then ask the subject the following control question and record the answer]**

We just want to check your understanding of the task. What happens to your investment if it succeeds? **[pause for answer, correct if necessary]** What are the two possible outcomes if your investment fails?  **[pause for answer, correct if necessary. Record whether or not subject answers correctly: 1=all parts correct, 0=one or more parts incorrect.]**

Thank you. So, remember: investing any number of counters between 0 and 20 is absolutely fine with us. It’s entirely up to you. Just remember that the investment can succeed or fail, and what happens in case of failure depends on the coin on that table [**point to the table on the left**], which we will have to toss after it was found that your investment failed (if that were to happen). Please now move the number of counters you would like to invest next to the beaker. Remember each counter is worth 400 shillings.

**[Wait for subject to make their choice, and record it; then invite in the next subject until all have made their decision.]**

**Resolution**

**[Invite all subjects into the room.]** “Thank you. Now you have made all of your decisions, we will find out how much money you will each leave with today. To do this we must first toss the coin on this table on the right. **[Toss coin, allow subject to shake and reveal. If the coin comes up A, inform all subjects that their investment has succeeded and therefore the amount they invested will be tripled. If B comes up, move to the left table, toss the coin and inform subjects whether they have lost either half or all of their investment. One enumerator sits outside the room, subjects exit one-by-one and are paid by that enumerator.]**