

Online Appendix

This is the online appendix, in which we provide further details on the experimental design. In particular, we present the screens of the online version of the competition experiment.

Screen 1: Intro

Welcome. This questionnaire contains an experiment. If you follow the instructions, you can earn approximately 10 euros. After the experiment, this money will be added to your account (it can take a while before it is transferred). Note: the money that you earn with this experiment will only be transferred, if you go through both rounds of the experiment and complete the questionnaire.

In this experiment we ask you to solve math puzzles. Each puzzle consists of eight numbers, of which two add up to exactly 10. The goal is to check those two numbers.

Before the experiment starts, we offer a practice round. After this, there will be two rounds in which you can earn money. In each round you get 3 minutes to solve as many puzzles as possible. We end the questionnaire with some questions that relate to the experiment. Because the amount you earn may depend on the performance of other participants, your payment is determined after the survey period.

As usual in the LISS panel, your responses will be kept strictly confidential and will be used only for scholarly purposes. We thank you in advance for your participation in this experiment.

["Next" button]

Screen 2: Instruction

After the following explanation the practice round begins.

When you click "Next", a matrix appears on the screen which contains eight numbers between 0 and 10. The goal is that you click those two numbers in the matrix that add up to exactly 10. When you have clicked the correct two numbers, a new matrix appears.

Below you find an example of a matrix, with the solution next to it:

<input type="checkbox"/> 6.71	<input type="checkbox"/> 9.72	<input type="checkbox"/> 8.87	<input type="checkbox"/> 6.71	<input checked="" type="checkbox"/> 9.72	<input type="checkbox"/> 8.87
<input type="checkbox"/> 5.05		<input type="checkbox"/> 0.28	<input type="checkbox"/> 5.05		<input checked="" type="checkbox"/> 0.28
<input type="checkbox"/> 0.26	<input type="checkbox"/> 9.44	<input type="checkbox"/> 1.86	<input type="checkbox"/> 0.26	<input type="checkbox"/> 9.44	<input type="checkbox"/> 1.86

Figure 1: Examples of a matrix in start position (left) and a correctly solved matrix (right).

This round does not have a time limit. When you have solved three matrices, you can choose to do another practice round, or to go to the next round.

Click "Next" in order to start the practice round.

["Previous" button]

["Next" button]

Screen 3: Practice round (multiple screens)

Number of correct matrices: 0 [count of correct matrices]

Select the two numbers that precisely add up to 10.

<input type="checkbox"/> 6.71	<input type="checkbox"/> 9.72	<input type="checkbox"/> 8.87
<input type="checkbox"/> 5.05		<input type="checkbox"/> 0.28
<input type="checkbox"/> 0.26	<input type="checkbox"/> 9.44	<input type="checkbox"/> 1.86

Screen 4: Repeat practice round

This was the practice round. Would you like another practice round before the real experiment begins?

- Yes, I would like to practice one more time
- No, I would like to continue to the real experiment

["Previous" button]

["Next" button]

Screen 5: Instruction round 1

After this instruction the first round starts, in which you can earn money for each correct matrix. You get 3 minutes to solve as many matrices as possible. For each matrix you solve within these 3 minutes, you receive 40 cents.

When you click "Next" at the bottom of this screen, the 3 minute count down starts. A counter in the left top of the screen indicates how much time you have left. One by one, matrices with numbers will appear. As soon as you have checked those two numbers that exactly add up to 10, a new matrix will appear. The top left of the screen shows the time left as well as the number of correct matrices.

When the time is up, you can no longer check numbers. Then click "Next" to continue with the experiment and questionnaire.

As soon as you click "Next", the first matrix appears and the timer starts counting down.

["Previous" button]

["Next" button]

Screen 6: Round 1 (multiple screens)

Time: 3:00 *[timer counts down from 3 minutes]*

Number of correct matrices: 0 *[count of correct matrices]*

Select the two numbers that precisely add up to 10.

<input type="checkbox"/> 6.25	<input type="checkbox"/> 9.81	<input type="checkbox"/> 1.46
<input type="checkbox"/> 6.50		<input type="checkbox"/> 2.46
<input type="checkbox"/> 7.10	<input type="checkbox"/> 4.10	<input type="checkbox"/> 7.54

When time is up, click “Next”.

[“Next” button]

Screen 7: Instruction Round 2

[Respondents could not navigate back in the questionnaire]

After this instruction the second round starts, in which you can again earn money.

Before the start of the second round, we ask you to choose on how to make money. There are two payment schemes: piece rate and tournament.

- 1) If you choose to be paid according to the **piece rate**, you receive 40 cents for each matrix you solved, just as in the previous round.
- 2) If you choose to be paid according to the **tournament**, your performance will be evaluated relative to the performance of another randomly chosen participant. If your score is higher, you receive 100 cents for each matrix you solved. If your score is lower, you receive nothing. In case of a tie, you receive 40 cents per correct matrix.

Which payment scheme do you choose?

- Piece rate**, thus 40 cents per correct matrix, regardless of how other participants perform.
- Tournament**, thus 100 cents if you do better than another randomly chosen opponent, and 0 cent if you do worse.

["Next" button]

Screen 8: Round 2

Time: 3:00 *[timer counts down from 3 minutes]*

Number of correct matrices: 0 *[count of correct matrices]*

Select the two numbers that precisely add up to 10.

<input type="checkbox"/> 6.63	<input type="checkbox"/> 8.60	<input type="checkbox"/> 9.58
<input type="checkbox"/> 0.42		<input type="checkbox"/> 0.97
<input type="checkbox"/> 5.72	<input type="checkbox"/> 7.70	<input type="checkbox"/> 7.73

["Next" button]

Screen 10: Debriefing

NB: Please complete the questionnaire until you're returned to the starting screen. Only then the questionnaire is registered as **fully completed**. Finally. What did you think of this questionnaire?

1 = definitely no

5 = definitely yes

	1	2	3	4	5
1. Was it difficult to answer the questions?	<input type="radio"/>				
2. Were the questions sufficiently clear?	<input type="radio"/>				
3. Did the questionnaire get you thinking about things?	<input type="radio"/>				
4. Was it an interesting subject?	<input type="radio"/>				
5. Did you enjoy answering the questions?	<input type="radio"/>				

["Next" button]