

17. Feedback - Instructions for the Piece Rate - No Feedback treatment

You are about to participate in an experiment in economics during which you can earn money. You will receive €5 for participating in this experiment. Your other earnings during this experiment are expressed in points, with the following conversion rate:

$$10 \text{ points} = 1 \text{ Euro}$$

At the end of the session, your earnings in points will be converted into Euros (rounded up) and added to the show-up fee. The total amount of the compensation you will receive will be paid to you in cash in private and in a separate room to preserve confidentiality.

Content of the task:

During this session you are given the opportunity to perform a task during a maximum of 20 minutes. This task consists of adding up four two-digit numbers that are randomly generated and that are displayed on your screen, like in the following example:

Example: 23
 45
 67
 12

Your task consists of adding up these numbers, that is $23+45+67+12$. The correct answer in this example is 147.

The use of paper, pencil, or calculator is forbidden. You must make these calculations in your head.

Once your calculation has been done, you enter your answer in the specified area and you submit your answer by clicking the "submit" button. You are immediately informed on whether your answer is correct or wrong. A new series of numbers appears automatically. This continues for 20 minutes.

During the experiment, you are free to read any books or magazines that you have brought with you; you can also read the newspaper that has been put on your desk. You must remain seated and silent until the end of the session.

Determination of payoffs:

You earn 1 point for each correct answer. You do not lose any points if you submit a wrong answer.

Information on your screen:

On your screen, you are informed of the remaining time. You are also informed on your current score (the current number of correct answers) and a cursor lengthens as soon as you submit a new correct answer.

After 20 minutes have elapsed, you will be informed of your score and the number of points you have earned.

Practice:

Before starting the experiment, we ask you to practice by adding up numbers during 3 minutes. This practice provides you with no additional points.

Then, after 20 minutes, we will ask you to answer a series of questions.

It is forbidden to communicate with the other subjects, or you would be excluded from the session. If you have any question regarding these instructions, please raise your hand. We will answer your question in private.

Appendix 3 – Instructions for the Tournament - Continuous Feedback treatment

You are about to participate in an experiment in economics during which you can earn money. You will receive €5 for participating in this experiment. Your other earnings during this experiment are expressed in points, with the following conversion rate:

$$10 \text{ points} = 1 \text{ Euro}$$

At the end of the session, your earnings in points will be converted into Euros (rounded up) and added to the show-up fee. The total amount of the compensation you will receive will be paid to you in cash in private and in a separate room to preserve confidentiality.

At the beginning of the session, all the subjects are randomly matched in pairs. Therefore, you are matched with another subject (your co-subject) throughout the session. The identity of this person will never be revealed to you.

Content of the task:

During this session, you are given the possibility to perform a task during a maximum of 20 minutes. This task consists of adding up four two-digit numbers that are randomly generated and that are displayed on your screen, like in the following example:

Example: 23
 45
 67
 12

Your task consists of adding up these numbers, that is $23+45+67+12$. The correct answer in this example is 147.

The use of paper, pencil, or calculator is forbidden. You must make these calculations in your head.

Once your calculation has been done, you enter your answer in the specified area and you submit your answer by clicking the "submit" button. You are immediately informed on whether your answer is correct or wrong. Whatever correct or wrong, a new series of numbers appears automatically. This can continue during 20 minutes.

During the experiment, you are free to read a book or a magazine that you have brought with you; you can also read the newspaper that has been put on your desk. In contrast, you must remain seated and silent until the end of the session.

Determination of payoffs:

You do not lose any point if you submit a wrong answer.

Your earnings depend on your score and on the score of your co-subject. After 20 minutes, your score is compared to the score of your co-subject. Three situations can occur.

- If your score is higher than your co-subject' score, you earn 170 points that are added to your show-up fee.
- If your score is lower than your co-subject' score, you earn 0 point. Thus, you only earn your show-up fee.
- If both scores are equal, we randomly determine who, between you and your co-subject, earns 170 points and who earns 0 point. These earnings are added to your show-up fee.

Information on your screen:

On your screen, you are permanently informed of the remaining time. You are also currently informed on your score (the current number of correct answers) and a cursor lengthens as soon as you submit a new correct answer.

Moreover, you are permanently informed of the score of your co-subject (the current number of correct answers of your co-subject) and a cursor lengthens as soon as your co-subject submits a new correct answer.

After 20 minutes have elapsed, you will be informed of your score, the score of your co-subject and the number of points you will earn.

Practice:

Before starting the experiment, we ask you to practice by adding up numbers during 3 minutes. This practice provides you with no additional point.

Then, after 20 minutes, we will ask you to answer a series of questions.

It is forbidden to communicate with the other subjects, or you would be excluded from the session. If you have any question regarding these instructions, please raise your hand. We will answer your question in private.