**Instructions:**

When you decide to buy a new product it is usually a good idea to compare the features of the different brands that make that product. This allows you to decide what product would be best for you. The following questions will give you different situations about people deciding which video game system they want to buy.

**EXAMPLE:**

Imagine a person whose aunt is going to buy them a video game system for their birthday. All that person has to do is pick out what video game system they want. A magazine rated video game systems on each of five features as follows, where high is best:

**Low** **Medium** **High**

For example two video gaming systems and their ratings are listed in the table below:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |

Which video game system is the best in game selection and variety? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What is video game system 2’s best feature? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What is the price of video game system 1? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Low** **Medium** **High**

The following questions are about people choosing between video game systems, like the two above. For each question, think about how each person makes their choice and what features are important to them, then pick what video game system you think they will choose. But be careful, because the video game system will change from question to question.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| QUESTION  1 | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |

Jackie only cares about how easy the video game system is to use.

Which video game system will Jackie choose? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| QUESTION  2 | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |

Tom wants a video game system that is special in at least one way. For him, that means at least medium in either how good the sound is or game selection and variety.

Which video game system will Tom choose? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Low** **Medium** **High**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| QUESTION  3 | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |
| **Video game system 3** |  |  |  |  | $300.00 |

Is there one video game system clearly better than another one?

Yes No (circle one)

If yes, video game system \_\_\_\_\_\_\_\_\_ is clearly better than video game system \_\_\_\_\_\_\_

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| QUESTION  4 | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |
| **Video game system 3** |  |  |  |  | $300.00 |

Bobby has decided to use the following rule. He doesn’t want any video game system that is below medium in his most important feature, how easy it is to use. He then throws out any video game system less than medium in his next most important feature, game selection and variety. Which video game system will Bobby choose? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Low** **Medium** **High**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| QUESTION  5 | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |
| **Video game system 3** |  |  |  |  | $300.00 |

Kim chooses the video game system that is the best on her most important feature, how good the sound is. If some video game systems are tied, she then takes the two tied video game systems and chooses the one that is best on her second most important feature, how easy it is to use.

Which video game system would Kim choose? \_\_\_\_\_\_\_\_\_\_\_\_\_\_

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| QUESTION  6 | **How easy it is to use** | **How good the graphic is** | **How good the sound is** | **Game selection and variety** | **Price** |
| **Video game system 1** |  |  |  |  | $300.00 |
| **Video game system 2** |  |  |  |  | $300.00 |
| **Video game system 3** |  |  |  |  | $300.00 |

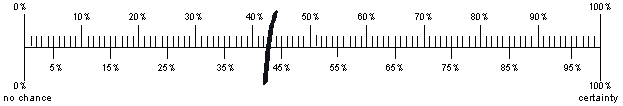
Jane can’t stand video game systems that are really low in any features. For her, that means being better than medium for how good the sound is and game selection and variety, and better than low for the others.

Which video game system would Jane choose? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CRP-1

**Instructions:**

**Each of these questions asks for your best guess at the chance that something will happen to you in the future. You should use the “probability” scale that you see below. To answer each question, please put a mark on the scale at one specific tick mark, as follows:**

****

**If you think that something has no chance of happening to you, mark it as having a 0% chance. If you think that something is certain to happen to you, mark it as having a 100% chance.**

**Just to make sure that you are comfortable with the scale, please answer the following practice questions.**

What is the probability that you will eat pizza during the next month?



What is the probability that you will get the flu during the next month?



**That is the end of the practice. If you have any questions, please ask them now.**

**The following questions ask about events that may happen to you some time during *the next month*.**

1. What is the probability that you will go to the principal or have your parents called because of bad behavior at school during the next month?



2. What is the probability that you will hit or punch someone because of an argument at school during the next month?



3. What is the probability that you will ride a bike, scooter, skateboard or rollerblades without a helmet during the next month?



4. What is the probability that you will smoke a cigarette during the next month?



5. What is the probability that you will be injured during an activity/sporting event during the next month?



6. What is the probability that you will gain too much weight during the next month?



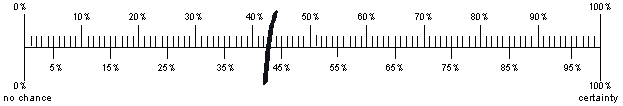
7. What is the probability that you will have to go to the dentist because of a tooth cavity during the next month?



CRP-2

**Instructions:**

**Each of these questions asks for your best guess at the chance that something will happen to you in the future. You should use the “probability” scale that you see below. To answer each question, please put a mark on the scale at one specific tick mark, as follows:**

****

**If you think that something has no chance of happening to you, mark it as having a 0% chance. If you think that something is certain to happen to you, mark it as having a 100% chance.**

**Just to make sure that you are comfortable with the scale, please answer the following practice questions.**

What is the probability that you will eat pizza during the next two years?



What is the probability that you will get the flu during the next two years?



**That is the end of the practice. If you have any questions, please ask them now.**

**The following questions ask about events that may happen to you some time during *the next 2 years*.**

1. What is the probability that you will go to the principal or have your parents called because of bad behavior at school during the next 2 years?



2. What is the probability that you will hit or punch someone because of an argument at school during the next 2 years?



3. What is the probability that you will ride a bike, scooter, skateboard or rollerblades without a helmet during the next 2 years?



4. What is the probability that you will smoke a cigarette during the next 2 years?



5. What is the probability that you will be injured during an activity/sporting event during the next 2 years?



6. What is the probability that you will gain too much weight during the next 2 years?



7. What is the probability that you will have to go to the dentist because of a tooth cavity during the next 2 years?



DECISION PROBLEMS 1 (Framing+Sunk Cost)

**Instructions:**

**Each of the following problems presents a choice between two options or a scale rating 1 through 6. For each item, please circle the answer that best reflects your relative preference between the two options. There are no right or wrong answers on this survey.**

Problem 1:

In a recent survey at a local middle school, 65% of the students said that they had cheated on a spelling test.

Given these results, how much cheating happens at this school?

1 2 3 4 5 6

Very little Very much

Problem 2:

Imagine that a cold medicine cures 75% of people who take it. Can the company that makes the medicine claim that their product is a “good method for curing colds”?

1 2 3 4 5 6

Probably YES Probably NO

Problem 3:

Suppose that there are two new methods for teaching an advanced math topic.

Method A: Of 100 students using this method, 50 will get a better grade.

Method B: There is a 50% chance that all 100 students will get a better grade and a 50% chance that none of the students will get a better grade.

Which method would you recommend?

1 2 3 4 5 6

Most likely to Most likely to

recommend A recommend B

Problem 4:

Imagine a pesticide used by farmers is threatening the lives of 1,200 endangered animals. Two response options have been suggested:

If Option A is used, 600 animals will be lost for sure.

If Option B is used, there is a 75% chance that 400 animals will be lost and a 25% chance that 1,200 animals will be lost.

Which option do you recommend to use?

1 2 3 4 5 6

Most likely to Most likely to

recommend A recommend B

Problem 5:

Imagine that 100 students will drop out of school during the next year. Two programs have been proposed to address this problem.

If Program A is adopted, 60 of the 100 students will quit school.

If Program B is adopted, there is a 40% chance that no student will drop out and a 60% chance that all 100 students will drop out.

Which program would you favor?

1 2 3 4 5 6

Most likely to Most likely to

favor A favor B

Problem 6:

After a large meal at a restaurant, you order your favorite dessert with chocolate and ice cream. After finishing half of it, you find you are full. What would you be more likely to do?

1 2 3 4 5 6

Most likely to Most likely to

finish the dessert not finish the dessert

Problem 7:

The label on the ground beef at the grocery store says 85% lean. What is the quality of the ground beef?

1 2 3 4 5 6

Very low Very high

DECISION PROBLEMS 2 (Framing + Sunk Costs)

**Instructions:**

**Each of the following problems presents a choice between two options or a scale rating 1 through 6. For each item, please circle the answer that best reflects your relative preference between the two options. There are no right or wrong answers on this survey.**

Problem 1:

You have been looking forward to this year’s Halloween party. You have the right cape and the right hat. All week you have been trying to perfect the outfit by cutting out a large number of tiny stars to glue to the cape and the hat, and you still need to glue them on. On the day of Halloween, someone shows you an outfit that looks better on you. What would you do?

1 2 3 4 5 6

Most likely Most likely to

to finish and wear wear the new outfit

the outfit with the stars

Problem 2:

Suppose that there are two new methods for teaching an advanced math topic.

Method A: Of 100 students using this method, 50 will fail to get a better grade.

Method B: There is a 50% chance that all 100 students will fail to get a better grade and a 50% chance that none of the students will fail to get a better grade.

Which method would you recommend?

1 2 3 4 5 6

Most likely Most likely to

to recommend A recommend B

Problem 3:

In a recent survey at a local middle school, 35% of the students said that they had never cheated on a spelling test.

Given the results, how much cheating happens at this school?

1 2 3 4 5 6

Very little Very much

Problem 4:

Imagine a pesticide used by farmers is threatening the lives of 1,200 endangered animals. Two response options have been suggested:

If Option A is used, 600 animals will be saved for sure.

If Option B is used, there is a 75% chance that 800 animals will be saved and a 25% chance that no animals will be saved.

Which option do you recommend to use?

1 2 3 4 5 6

Most likely Most likely

to recommend A to recommend B

Problem 5:

Imagine that 100 students will drop out of school during the next year. Two programs have been proposed to address this problem.

If Program A is adopted, 40 of the 100 students will stay in school.

If Program B is adopted, there is a 40% chance that all 100 students will stay in school and a 60% chance that none of the 100 students will stay in school.

Which program would you favor?

1 2 3 4 5 6

Most likely Most likely

to favor A to favor B

Problem 6:

Imagine that a cold medicine fails to cure 25% of people who take it. Can the company that makes the medicine claim that their product is a “good method for curing colds”?

1 2 3 4 5 6

Probably YES Probably NO

Problem 7:

You and a friend are at a movie theater together. Both you and your friend think the movie is getting boring. You’d hate to waste the money spent on the movie ticket, but you both feel that you would have more fun playing videogames at your friend’s house. You could sneak out without other people noticing.

Would you be more likely to stay or to leave?

1 2 3 4 5 6

Most likely to Most likely to

stay leave

Problem 8:

The label on the ground beef at the grocery store says 15% fat. What is the quality of the ground beef?

1 2 3 4 5 6

Very low Very high

OVERCONFIDENCE

Instructions

This survey has True/False questions. For example,

**Iowa State University's football team nickname is the Cyclones.**

We want you to do two things:

First, answer the question. In this example, you might think "*Yes, the football team nickname is the Cyclones. So the statement is* true." Then you would circle ‘true’.

**Iowa State University's football team nickname is the Cyclones.**

This statement is [ True / False].

Second, think about how sure you are of your answer. Give a number from 50% to 100%. In other words, what is the percent chance that you are right? Circle one of the numbers on the scale.

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

If your answer is a total guess, circle 50%. This means that there is a 50% chance that you are right, and a 50% chance that you are wrong. If you are absolutely sure, circle 100%. If you aren’t sure, then circle a number in between, to show how sure you are.

In this example, you might think "*I'm absolutely sure it's true, so 100%*." So you would circle 100%.

**Iowa State University's football team nickname is the Cyclones.**

This statement is [ True / False].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

Please read the examples below then go on to the questions on the next page. Read them closely, and make sure you understand their answers.

Example 2:

**Thanksgiving Day is on the fourth Thursday of November.**

*Yes, I think that’s when Thanksgiving is. I would say* TRUE.

*I’m pretty sure, but it might be on the third Thursday of November, so 80%.*

Your answer would look like this:

**Thanksgiving Day is on the fourth Thursday of November.**

This statement is [True / False].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

Example 3:

**Election day is the second Tuesday in November.**

*• No, I don’t think that’s when election day is. I would say* FALSE *but I’m just guessing.*

*• I’m not very sure about my answer. It could be the second Tuesday, so 50%.*

Your answer would look like this:

**Election day is the second Tuesday in November.**

This statement is [ True / False].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**There are 18 questions that ask about everyday knowledge. Please answer them the same way as shown in these examples.**

If you have any questions, please ask now.

**1. A robin’s eggs are orange.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**2. Water will begin to freeze at 32 degrees Fahrenheit.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**3. The biggest city in Iowa is Des Moines.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**4. A male deer is a doe.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**5. The first person to fly in space was from the United States.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**6. There are 3 members in the U.S. Senate from the state of Iowa.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**7. Penguins live near the South Pole, but not near the North Pole.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**8. The Declaration of Independence was written in 1776.**This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**9. Des Moines was originally a fort.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**10. Alaska was the last state to become part of the U.S.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**11. The recording artist who sold the most records was Elvis Presley.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**12. The Mississippi River is more than 3000 miles long.**This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**13. In order to go to St. Louis, you drive South.**This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**14. Abraham Lincoln was killed after the Civil War ended.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**15. The biggest money making movie series of all time was the Star Wars series.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**16. The tallest building in the world is the Empire State Building.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**17. The word “Iowa” comes from the Native American word meaning “Beautiful Land”.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure

**18. Iowa City was originally the state capitol.**

This statement is [True / False ].

50% 60% 70% 80% 90% 100%

just guessing absolutely sure