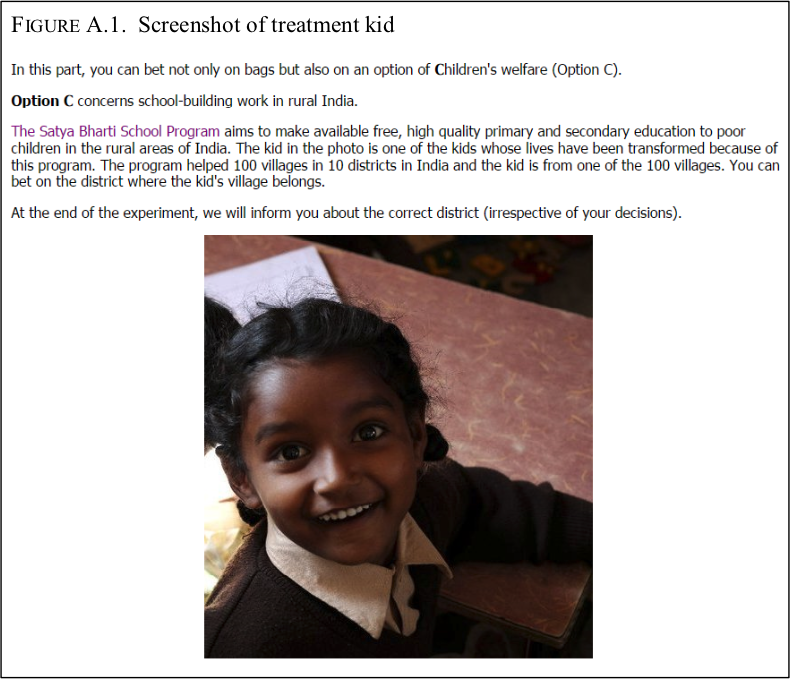
Stimuli

Screenshot of instructions"



The rest of the pages are similar to the other treatments (screenshots shown in the paper) but with ten colors replaced by the ten Indian districts detailed in the paper.

**Instructions**

**Task**

This experiment consists of five independent parts. Each part has its own instructions and payment rules. The basic task in each choice scenario is to choose the preferred one from two options. You can take time as long as you wish when answering the decision questions.

**Payment**

To thank you for your participation you will receive €5 show-up fee. In addition, you have a chance to earn an extra amount of money (up to €500) depending on your choices during the experiment.

At the end of the experiment, one of the participants will be randomly selected and one of the answers will be randomly selected to be executed for real.

**Decisions**

There are no right or wrong answers in this experiment. All that matters is what you want yourself. This is also what we are interested in and what this study wants to investigate. Keep in mind that any decisions may be paid out for real at the end of the experiment. It is therefore best for you to always choose what you truly prefer.

**Bag K and Bag U**

In many decision scenarios in the real experiment, you will choose between two different bags, bag K or bag U. Both bags contain 100 balls with ten different colors: yellow, orange, red, dark-pink, light-pink, purple, dark-blue, light-blue, light-green, and dark-green. (No need to memorize all the colors.) The proportions of balls of 10 colors are always **K**nown and listed for Bag **K**. They are always **U**nknown for Bag **U**, to both the experiment participants and the experimenters. The unknown Bag U is prepared by a third party before the experiment.

If a decision involving Bag K or Bag U is randomly selected for payment, the participant can draw one ball from the preferred bag without looking inside the bag. An experimenter checks the color of the ball drawn by the participant and compares the color with the participant's bet. If the ball is in one of the colors the participant bet on, the participant gets the corresponding reward specified in that decision.



**Procedure of Decisions**

Some decision tasks consist of two choice-stages. In the first stage, you choose the object you want to bet on in this decision task. For example, the object you want to bet on could be one of the colors of balls in the bag. After determining what you will bet on in that decision, the second stage is choosing your preferred option in each decision scenario. After you have made the decision for each decision scenario, a confirmation page will show up, displaying all the choices you make. You can go back and change your choices. Once you confirm on the confirmation page, your choices are final and you can no longer change them.

Some other decision tasks consist of only one choice-stage. In those cases, the object you bet on is already determined beforehand. You only need to indicate your preferred option in each decision scenario. You can also change or confirm your choices on the confirmation page.

We begin with a trial question which is not payoff-relevant, but helps you understand the procedure of decisions better.

**Part 1**

There are six questions to be answered in this part. Remember that one of the questions in this part may be randomly selected for payment and played out for real.

In this part, you first choose one or more colors to bet on. Then you choose between the two different bags, bag K and bag U, in 101 decision scenarios. One ball will be randomly drawn from the bag you prefer, if a scenario is randomly selected for payment. You receive €250 **right now** if the ball that is drawn has one of the colors you bet on; otherwise, you receive €250 **in 8 weeks**. The outcomes differ not in the amount, but in when you will receive the money.

**Part 2**

There are six questions to be answered in this part. Remember that one of the questions in this part may be randomly selected for payment and played out for real.

In this part, you first choose one or more colors to bet on. Then you choose between the two different bags, bag K and bag U, in 101 decision scenarios. One ball will be randomly drawn from the bag you prefer, if a scenario is randomly selected for payment. You receive €500 if the ball that is drawn has one of the colors you bet on; otherwise, you receive nothing (€0).

**Part 3**

There are six questions to be answered in this part. If this part is selected for payment, you will receive a fixed payment of €250. Although your actual decisions here do not affect your real payment, we hope that you will still take the questions seriously, thus helping us with our research.

In this part, you first choose one or more colors to bet on. Then you choose between the two different bags, bag K and bag U, in 101 decision scenarios. Imagine that one ball will be randomly drawn from the bag you prefer. You receive €5000 **right now** if the ball that is drawn has one of the colors you bet on; otherwise, you receive €5000 **in 10 years**.

**Part 4**

There are six questions in this part. If this part is selected for real payment, you will receive a fixed payment of €250. Although your actual decisions here do not affect your payment, we hope that you will take the questions seriously, thus helping us with our research.  
  
Imagine that you are diagnosed with a certain disease. You have to receive a treatment against the disease; there is no possibility to abstain from treatment. The only choice you have is which treatment you will receive.  
Research on the disease all over the world has revealed the following facts: There are ten possible viruses causing the disease (i.e. virus 1, virus 2, virus 3, virus 4, virus 5, virus 6, virus 7, virus 8, virus 9, and virus 10). The frequency of the viruses causing the disease is unknown. And there is no way to diagnose which virus you have; they all lead to the same disease. (The viruses are mutually exclusive; you will always have just one virus). Only if the real virus is treated will the disease be totally cured. Assume that then you will live **50 years** longer in good health and die. If the real virus is not treated, you will live only **1 year** longer in good health and die.

For all the decision scenarios in this part, there are two possible treatments. Both treatments have the **same treatment duration**and the **same costs**. Neither treatment has **adverse side effects**.  
**Treatment K:**  
Treatment K treats the disease with a **K**nown success rate. The success rate is known from experiences with previous patients. It uses a broad-spectrum antiviral supplement, which is not specific to one of the viruses, but is generally effective for all viruses alike. For example, for treatment K, the success rate can be 10%. (As an explanation: if 10 out of 100 patients are cured, the success rate is 10%.) We will also consider other possible success rates. If you are cured by treatment K, you will live 50 years longer in good health; otherwise you will live only 1 years longer in good health.  
**Treatment U:**  
Treatment U is new. It uses ten different supplements. We name the ten supplements S1, S2, S3, S4, S5, S6, S7, S8, S9, and S10 respectively. Each supplement is effective for the corresponding virus. (For example, supplement S7 is only effective for virus 7.) However, different supplements are not always available. You will therefore be treated only with the available supplements. Remember that there is no way to tell which virus causes your disease. If the right supplement for the real virus is chosen, then you will be cured and live 50 years longer in good health; otherwise you will live only 1 years longer in good health.

**Part 5**

There are six questions to be answered in this part. Remember that one of the questions in this part may be randomly selected for payment and played out for real.

In this part, your basic task is to decide whether to bet on the **K**nown bag (K) or on the option **C**harity (C).

**Bag K** contains 100 colored balls with known proportions, which is exactly the same as in some previous parts. If you choose bag K, then if the ball drawn from the bag matches the color(s) you bet on, you win €500 (otherwise you receive nothing (€0)).

**Option C** concerns school-building charity work in rural India.

The Satya Bharti School Program aims to make available free, high quality primary and secondary education to poor children in the rural areas of India. The boys in the photo are some of the kids whose life have been transformed because of this charity. They are from one of the 100 locations in 10 districts that the charity helped. You can first declare the district(s) you bet on, and if the boys are indeed from one of these district(s), then you win €500 (otherwise you receive nothing (€0)).

At the end of the experiment, we will inform you about the correct district irrespective of your decisions.