## Web-Appendix of:

# The Rich Domain of Uncertainty: Source Functions and Their Experimental Implementation 

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This Web Appendix provides background information for Abdellaoui et al. (2010).

## A.1. Obtaining Exact Quantitative Predictions

The following examples illustrate how measurements of uncertainty and ambiguity can be operationalized using source functions.

Example A. 1 [Home bias; Within-Person Comparisons]. Consider options yielding $\$ 40000$ or nil, as follows.

Foreign-option: (Favorable Foreign temperature: 40000, otherwise: 0).
Paris-option: (Favorable Paris temperature: 40000, otherwise: 0);
We assume that, both for Paris temperature and for foreign temperature, subject 2 (living in Paris) considers favorable and unfavorable temperatures to be equally likely, and that his utility function on the domain relevant for this example is well approximated by $\mathrm{u}(\mathrm{x})=\mathrm{x}^{0.88}$. Whereas under expected utility this information would completely determine the preference values of the options considered, under binary RDU we need more information. All the required information is captured by the
source functions, displayed in Figure 10a for subject 2. It leads to the following predictions.

Because the decision weight of outcome 40000 is 0.20 for foreign temperature, the certainty equivalent for the foreign option is $\mathrm{u}^{-1}(0.20 \times \mathrm{u}(40000))=\$ 6424$. We use the term uncertainty premium as the analog of risk premium, referring however to the context of uncertainty with unknown probabilities. Choi et al. (2007, Section IV.C) similarly used such premia to combine several components or risk and uncertainty attitudes. Assuming probability 0.50 , the uncertainty premium for the foreign option is $\$ 20000-\$ 6424=\$ 13576$. For risk with known probability $\mathrm{p}=0.50$, the decision weight is 0.40 , giving a certainty equivalent of $\$ 14121$ and a risk premium of $\$ 5879$. Subject 2 exhibits ambiguity aversion for foreign temperature because he evaluates the choice-based probability 0.50 lower than the objective probability 0.50 . We interpret the difference between the uncertainty premium and the risk premium, $\$ 13576-\$ 5879=\$ 7697$, as an ambiguity premium.

Table A. 1 gives similar calculations for Paris temperature, for which subject 2 exhibits considerably more favorable evaluations and is even ambiguity seeking, with a negative ambiguity premium. Subject 2 exhibits a strong home bias for temperature-related investments. This bias cannot be ascribed to beliefs or tastes because they are the same for the investments in Paris and foreign temperature. The home bias is explained by the different source functions displayed in Figure 10.

TABLE A.1. Calculations for Subject 2

|  | Paris temperature | foreign temperature |
| :--- | :--- | :--- |
| decision weight | 0.49 | 0.20 |
| expectation | 20000 | 20000 |
| certainty equivalent | 17783 | 6424 |
| uncertainty <br> premium | 2217 | 13576 |
| risk premium | 5879 | 5879 |
| ambiguity premium | -3662 | 7697 |

Example A. 2 [Less likelihood Sensitivity, and More Gambling and Insurance; Between-Person Comparisons]. Consider an option (Favorable Paris temperature: 40000, otherwise: 0 ). Assume that there are eight exhaustive and mutually exclusive Paris-temperature events that are equally likely according to both Subject 2 and Subject 48. We assume, for clarity of exposition, that the utility function on the domain relevant for this example is well approximated by $u(x)=x^{0.88}$ for both subjects.

Table A.2. Calculations for Paris Temperature

|  | Subject 2, <br> $\mathrm{p}=0.125$ | Subject 48, <br> $\mathrm{p}=0.125$ | Subject 2, <br> $\mathrm{p}=0.875$ | Subject 48, <br> $\mathrm{p}=0.875$ |
| :--- | :--- | :--- | :--- | :--- |
| decision <br> weight | 0.35 | 0.08 | 0.52 | 0.67 |
| expectation | 5000 | 5000 | 35000 | 35000 |
| certainty <br> equivalent | 12133 | 2268 | 19026 | 25376 |
| uncertainty <br> premium | -7133 | 2732 | 15974 | 9624 |
| risk premium | -4034 | 2078 | 5717 | -39 |
| ambiguity <br> premium | -3099 | 654 | 10257 | 9663 |

We consider two cases.

CASE 1. Assume that one of the eight events is favorable and seven are unfavorable, so that the choice-based probability at 40000 is 0.125 . Figure 11 shows that the favorable event has weight 0.35 for subject 2 , yielding certainty equivalent $\$ 12133$. The columns in Table A. 2 with $\mathrm{p}=0.125$ give this number, and several other results that were calculated similarly as in Table A.1.

CASE 2. Assume that seven of the eight events are favorable and one is unfavorable, so that the choice-based probability at 40000 is 0.875 . The two right columns in Table A. 2 give results for this case.

Subject 2 has a higher certainty equivalent for $\mathrm{p}=0.125$ than subject 48 , but a lower one for $\mathrm{p}=0.875$. Thus, at the same time he exhibits more proneness to gambling (small probability at favorable outcome as in Case 1) and to insurance (small probability at unfavorable outcome as in Case 2) than Subject 48. Both the risk and the ambiguity attitudes contribute to these differences between the two subjects, as the premiums show.

It is interesting to consider the changes in evaluations if the number of favorable events changes from one (Case 1) to seven (Case 2). Subject 2 exhibits little sensitivity to this big change in likelihood. His certainty equivalent of the investment changes only by approximately $\$ 7000$ and does not even double, whereas the certainty equivalent of subject 48 changes drastically. We can conclude that subject 48 exhibits considerably more sensitivity to likelihood changes than Subject 2 in the domain considered here.

Subjects 2 and 48 have the same beliefs (as argued by Smith, 1969, and Winkler, 1991), and the same tastes (as argued by Hogarth and Einhorn, 1990). Their different behavior is generated by differences in their source functions, in other words, by differences in the non-Bayesian components of their behavior.

## A.2. Experimental Details for both Studies

Subjects were sampled from two French engineering schools (Ecole des Travaux Publics and Ecole Nationale Supérieure d'Arts et Métiers). The samples were recruited through posters and internet-based registration. The subjects were acquainted with probability theory but not with decision theory.

Procedure. The experiment consisted of individual interviews using a computer, all done by the same interviewer. Subjects' choices were entered by the experimenter so that subjects could focus on the questions. Subjects were told that there were no right or wrong answers.

The random incentive system. The random incentive system has become the almost exclusively used incentive system for individual choice in experimental economics (Holt and Laury 2002; Myagkov and Plott 1997). ${ }^{1}$ We used it in the first experiment.

[^0]For the second experiment, we asked subjects in a pilot study which form of the random incentive system would motivate them better, the traditional form paying one randomly selected choice for each subject, in which case prizes will be moderate, or one were only one choice of one subject will be played for real but the prize is very large. The subjects expressed a clear preference for the single-large prize system that accordingly was implemented in our experiment. ${ }^{2}$ Given that the high prize was usually $€ 1000$, and that subjects would usually choose the more likely gain, the expected value of the subject selected exceeded $1000 / 2=€ 500$, and the expected gain (in addition to the $€ 20$ ) per subject in the real treatment exceeded $500 / 31 \approx € 16$. This payment is in agreement with common payments for experimental subjects used in the traditional random incentive system and in other contexts, where in our case the flat payment of $€ 20$ is added to this amount. A form where not all subjects were paid was also used by Harrison, Lau, and Williams (2002). Two studies that examined differences between this form and the original form where each subject is paid, did not find a difference (Armantier 2006, p. 406; Harrison, Lau, and Rutström 2007, footnote 16). In our studies, as in most others, the data for the real-incentive treatment were of higher quality than the data for the hypothetical-choice treatment, confirming the effectiveness of the incentive system used.

Real incentives and chaining. It is well known that real incentives can be problematic in chained experiments (Harrison 1986). In the first experiment, we added the third step to our chained measurement of indifferences so as to ensure incentive compatibility. This is explained further in Appendix A.3.

Chaining also appeared in our second experiment. Thus, in our construction of the $\mathrm{a}_{\mathrm{i} / \mathrm{j}}$ 's with one $\mathrm{a}_{\mathrm{i} / \mathrm{j}}$ obtained influencing the questions asked next, one may be concerned about it being advantageous for subjects not to answer according to their true preferences in a question but instead to seek to improve the stimuli that will occur in future questions. We organized our chaining of the $\mathrm{a}_{\mathrm{i} j \mathrm{j}}$ 's as follows so as to minimize the chaining problem for our real incentives. First, our subjects did not know about this chaining. In addition, we paid attention during the interviews, all done individually, to whether subjects were aware of this chaining. No interview

[^1]suggested any such awareness. The indifference values used in follow-up questions were midpoints of intervals, so that these values had not occurred before and could not be recognized. Second, even if subjects would know that this chaining took place, they would not know how this was done, so that they would not know in which direction to manipulate their choices. Even for someone who knows the actual organization of the $\mathrm{a}_{\mathrm{i} j \mathrm{j}}$ 's (such as the reader), it is not clear in which direction to manipulate answers so as to improve future stimuli.

Van de Kuilen and Wakker (2009) interviewed subjects after a chained experiment and found that no subject had been aware of the chaining and its strategic implications. As regards the chained bisection method used to measure indifferences, we compared the questions used there with consistency-check questions that were not part of a chained procedure. We found no differences, which again suggests no strategically-driven biases. The parameters found for utility and source functions, and the discrepancies found between real and hypothetical choice, are all in agreement with common findings in the literature, and the subjective probabilities elicited are well calibrated. These findings further suggest that our data were not distorted by strategic considerations generated by chaining.

## A.3. Experimental Details of the Ellsberg Experiment

Subjects and decision context. 20 female and 47 male students participated. They were told that they could win up to $€ 25$ for their participation. Neither the subject nor the experimenter knew the true composition of the unknown urn, and it was emphasized that a new unknown urn was generated for each subject. This procedure served to avoid inference about their urn based on communicated experiences of other subjects. We counterbalanced for the order of presentation of the known and the unknown urn. The experiment took about 20 minutes per subject.

Uniformity. With exchangeability, equivalent to uniformity in our case accepted, noise will still generate some insignificant differences between the source functions of exchangeable events at the individual level resulting from different certainty equivalents. To reduce noise, we usually took the average certainty equivalent in our calculations for each exchangeable event.

Which eption do yeu cheose?

| Option 1 <br> May the lottery below |
| :---: |

Continue
Back
(a) A bet on "the ball is black" in urn K

Which option do you choose?

| Option 1 <br> Play the lottery below | 1 | 2 | Option 2 <br> Receive this amount for sure |
| :---: | :---: | :---: | :---: |
|  | e | c | 04 |
|  | 7 | e | 54 |
|  | $\cdots$ | $e$ | 308 |
|  | \% | \% | 15 e |
| Nin Casif | - | e | 208 |
|  | t | $\tau$ | 258 |

## Continue

Back
(b) A bet on "the ball is black" in urn U

Figure A.1. First step of the elicitation process
Measuring indifferences. We introduced a third step in the choice list procedure, corresponding to the choice list that would have been generated by refining every possible switching point from the first list. In the first step we had divided the range into 5 categories and in the second step into 10 categories. Hence, in the third step we divided the domain into 50 categories. The list had been pre-filled based on the answers given and assuming monotonicity, and was presented to the subject for validation. The program also allowed respondents to backtrack if they felt regret regarding a previous series of choices. In the random incentive system, one of the answers from the third list was chosen at random, so that the system is incentive
compatible and not subject to strategic behavior because of chaining. With the threestep process, we obtain certainty equivalents with a precision of $1 \%$ of the distance between the highest and the lowest outcomes of the prospect. Our elicitation method was similar to the iterative choice list procedure proposed by Andersen et al. (2006); i.e., a second list refined the choice at the point where subjects switched in the first list.

Figure A. 1 ( a and b) (that in our experiments had colors making them considerably clearer) displays the screenshots of the first step in the elicitation process of the certainty equivalent associated with a bet on one color (in urn K and U respectively).

## A.4. Experimental Details of the Natural-Event Experiment

The method used to measure subjective probabilities had been tested by Baillon (2008)

Procedure. 54 male and 8 female students participated. There were 5 minutes of instructions, 10 minutes of practice questions, and 70 minutes of experimental questions, interrupted for small breaks and cakes when deemed desirable. After finishing all questions pertaining to one source, we did not immediately start with the next source, but asked intermediate questions eliciting risk attitudes so as to prevent that subjects continued to think of one source when dealing with the next one.

As in Baillon (2008), for each subject and each source we first elicited boundary values $\mathrm{b}_{0}<\mathrm{b}_{1}$ such that according to the subject there was "almost no chance" that the value to be observed would be outside the interval $\left(b_{0}, b_{1}\right]$. These bounds served only in graphical presentations for the subjects, and to help them get familiar with the stimuli, and their actual values do not play any role in our analysis. To obtain $\mathrm{b}_{0}$ and $-\mathrm{b}_{1}$, we made subjects choose between bets with probability $1 / 1000$ and bets on the events " $<\mathrm{b}_{0}$ " and "> $\mathrm{b}_{1}$ ", using $\$ 1000$ as the prize to be won. According to the notation in the main text, we can write $\mathrm{E}_{1}^{1}=(-\infty, \infty),{ }^{3} \mathrm{a}_{0}=-\infty$, and $\mathrm{a}_{1}=\infty$. The values $b_{0}$ and $b_{1}$ are approximations of $a_{0}$ and $a_{1}$.

The certainty equivalents of $1000_{1 / 8} 0,1000_{1 / 4} 0,1000_{1 / 20}, 1000_{3 / 4} 0$, and $1000_{7 / 8} 0$ were carried out after the CAC40 elicitations. The certainty equivalents of the

[^2]lotteries $500_{1 / 20}, 1000_{1 / 2} 500,500_{1 / 2} 250,750_{1 / 2} 500$, and $1000_{1 / 2} 750$ were carried out after the Paris-temperature elicitations. We explained that the probabilities were generated by random numbers from a computer, with which our subjects were well acquainted. We followed the same procedure here as for unknown probabilities, so as to treat the source of known probability similarly as the sources of unknown probabilities.

Pilots were done with 18 subjects, to determine which sources and which incentive system to use in the real experiment. The pilots suggested that randomized and mixed orders of presentation, with choice questions pertaining to one source or aiming at one indifference question not asked in a row, were tiring and confusing for subjects. Hence we grouped related questions together in the real experiment.

Measuring indifferences. All indifferences were elicited through repeated choices and bisection until a satisfactory degree of precision had been reached. In each case, the second choice of the bisection was repeated later as a consistency check. No matching questions were used. Although bisection is more time consuming than matching, it has been found to provide more reliable results (Bostic, Herrnstein, and Luce 1990; Noussair, Robbin, and Ruffieux 2004). When measuring the midpoint of an interval ( $a, b$ ], we always started with $a / 3+2 b / 3$ and then $2 a / 3+b / 3$ as the first two choice questions, and only then continued with usual bisection. Certainty equivalents were always measured using traditional bisection, starting with the expected value.

Dropping Subjects. For the certainty-equivalence measurements used to analyze risk attitudes, one subject was removed from the group with hypothetical choice because he always chose the sure option, suggesting that he did not seriously consider the choice options. To avoid introducing a bias towards risk seeking (the subject removed behaved as if most risk averse), we also removed the most risk seeking subject from this group. In the group of real incentives, we similarly removed one subject who always chose the safe option and one subject who always chose the risky option, for similar reasons. Thus, 4 subjects were removed and 58 subjects remained, 29 in each treatment. The removal does not affect the results reported.

Measuring observed frequencies for CAC40 over the year 2006. The distribution is based on 254 days. The estimates concern increase rates from 5:30 PM one day until 1PM the next day (the time period considered in our experiment), which can be estimated as (daily rates to the power 19.5/24) - 1 .

Real incentives compared to hypothetical choice. In the second experiment, we used both a real-incentive treatment and a hypothetical-choice treatment so as to investigate the effects of real incentives when examining uncertainty and ambiguity attitudes. Throughout, we find more aversion, and less noise, for real incentives, in agreement with other studies (Hogarth and Einhorn 1990; Keren and Gerritsen 1999), and in agreement with findings in other domains (Camerer and Hogarth 1999). Our finding supports the principle that real incentives should be implemented whenever possible.

## A.5. Alternative Statistical Analysis of the Ellsberg Experiment

In the main text, we provided a simple nonparametric measurement of the source functions. Such measurements do not commit a priori to any properties, so that the data can entirely speak as they are. We added some parametric fittings, with the usual drawback of committing a priori to particular properties but the usual advantage of smoothing noise in the data. Our parametric fittings minimized squared distances. This appendix presents results from econometric techniques, based on probabilistic choice-error theories (Wilcox 2008). They give the same results as the analyses presented in the main text.

We illustrate the econometric approach through a representative agent analysis of our Ellsberg experiment (Study 1). We used choice lists to obtain indifferences, giving $32 \times 50$ binary choices per subject. Therefore, maximum likelihood estimation on discrete choices can be used, with a Fechnerian error term and the standard error being corrected for potential correlation within individuals (Harrison and Rutström 2008, Appendix F). We assume power utility and Prelec's (1998) two-parameter source function (Eq. 10).

Our results are as follows. The utility power does not depend on the source of uncertainty, and it does not differ from 1. For the source function, the "elevation" parameter $\beta$ ( 0.85 ) does not differ across urns and is significantly lower than 1 . The likelihood insensitivity parameter $\alpha$ ( 0.81 for known probability and 0.64 for unknown probability), finally, is also significantly lower than 1 and lower in the unknown urn than in the known urn. These results are all in agreement with the results reported in the main text.

## A.6. Results at the Individual Level

Individual Behavior in the Ellsberg Experiment. There is much variation between individuals. The following figure displays the source functions of 9 subjects.

The "diagonal" subjects 2,44 , and 66 were also reported in the main text; this appendix adds subjects and details. The values corresponding to observations are represented by black (K) and white (U) circles, and the fitted source functions by a continuous line for K and a dash-dot line for U .

Figure A.2. Individual Results


The curves of subjects 2,33 , and 57 display the common features, namely an inverseS shaped source function in urn K and both more pessimism and less likelihood sensitivity in $U$ than in $K$. Some subjects $(8,26$ and 61$)$ are globally optimistic under risk, exhibiting an almost concave source function in K . Their attitudes under ambiguity differ: subject 26 's likelihood insensitivity is larger for the unknown urn, while subject 61 becomes considerably more pessimistic for the unknown urn (concave source function). Both phenomena are present in subject 8 's source function under ambiguity. Subject 44, whose risk attitude is mostly characterized by high likelihood insensitivity, is ambiguity averse, her source function for $U$ being shifted down. Subject 66, on the contrary, is ambiguity seeking; the source function for $U$, while displaying the same kind of curvature, is above that for K. Subject 60 also is mainly ambiguity seeking but becomes ambiguity averse for high probabilities: ambiguity generates lower likelihood sensitivity and more optimism.

Indexes. Figures 12 and 13 in the main text (Subsection IV.D) display the pessimism and sensitivity indexes observed in the real payment group of the naturalevent experiment. The figures show the relationship between the indexes observed in the various sources with respect to the indexes elicited under risk. They highlight between-source and between-subject heterogeneity. The same results are provided for the Ellsberg experiment and the hypothetical payment group of the natural-event experiment in Figures A.3-A.5. For each graph, we mention the number of subjects above and below the diagonal and the correlations $(\rho)$ together with their p -value.

Figure A.3. Sensitivity indexes in urn U with respect to Urn K in the Ellsberg experiment


Figure A.4: Pessimism indexes in urn U with respect to Urn K in the Ellsberg experiment


Figure A.5: Sensitivity indexes in the ambiguous sources with respect to risk in the natural-event experiment (hypothetical payment)


Fig a. CAC 40


Fig. b. Paris temperature

Figure A.6: Pessimism indexes in the ambiguous sources with respect to risk in the natural-event experiment (hypothetical payment)


Fig a. CAC 40


Fig b. Paris temperature

Figures A.3-A. 6 confirm the two findings described in the main text for Figures 12 and 13: we can infer between-subject heterogeneity from the high and significant correlations. Between-source heterogeneity is confirmed by the high proportion of subjects above the diagonal in Figures A.3-A.6.

Shape of the source functions. The aggregate source functions represented in the main text are inverse-S shaped, as commonly found for risk in the literature.

Figures A.7-A. 9 show how many subjects exhibited particular shapes of nonparametric source functions: inverse-S shaped (taken as crossing the diagonal once, from above to below), optimistic (source functions always above the diagonal), pessimistic (source functions always below the diagonal), and other (source functions satisfying none of the above-mentioned properties). We discuss three results. First, there are always many inverse-S source functions, whatever the source. Second, there are more optimistic source functions under risk than for the other sources. Third and correspondingly, there are more pessimistic source functions for the sources about which subjects had little knowledge (urn U or foreign temperature) than for risk.




Ambiguity attitude. In our experiments, the difference between the source functions in the uncertain sources and the source functions under risk captures the ambiguity attitude of the participants. At each probability level and for each source (except risk), we are thus able to determine if a subject was ambiguity averse or
ambiguity seeking. Figures A.10-A. 12 display how many participants were of each kind. Whereas most participants are ambiguity averse whatever the probability level in the natural-event experiment, in the Ellsberg experiment ambiguity aversion becomes clear only for high probabilities.


FIGURE A.11: Ambiguity attitude at each probability level in the natural-event experiment (Real Payment)


Figure A.12: Ambiguity attitude at each probability level in the natural-event experiment (Hypothetical Payment)


## A.7. Aggregate Statistics

Figure A. 13 is the analog for hypothetical payment of Figure 9 in the main text.


The following tables include all the statistics used in the main text. Table A. 3 provides additional statistics to Table 1 (Section III, Subsection C). In all these tables, each row or column entitled " $t$-test..." provides p-values. All ANOVAs introduce the various sources as a factor. Throughout, HF p-values refer to ANOVAs corrected by the Huynh-Feldt $\varepsilon$. In Table A.6, several p-values are rounded to 0.05 . However, they are followed by + or - , indicating whether the original values were slightly higher (+) or lower (-) than 0.05 . We provide this extra information to clarify some claims in the main text.

Table A.3. Source functions for K and U in the Ellsberg Experiment (66 subjects)

| P | Source | Std | Correlation between $\mathrm{w}_{\mathrm{U}}$ and $\mathrm{w}_{\mathrm{K}}$ ( p -value) | Number of subjects with $w_{s}(\mathrm{p})<\mathrm{p}$ | Number of subjects with $w_{U}(p)<w_{K}(p)$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1/8 | K | 0.20 | 0.36 (0.00) | 17 | 34 |
|  | U | 0.22 |  | 26 |  |
| 2/8 | K | 0.20 | 0.39 (0.00) | 22 | 34 |
|  | U | 0.23 |  | 30 |  |
| 3/8 | K | 0.20 | 0.48 (0.00) | 26 | 36 |
|  | U | 0.23 |  | 31 |  |
| 4/8 | K | 0.20 | 0.58 (0.00) | 34 | 35 |
|  | U | 0.21 |  | 40 |  |
| 5/8 | K | 0.20 | 0.56 (0.00) | 31 | 44 |
|  | U | 0.22 |  | 39 |  |
| 6/8 | K | 0.19 | 0.53 (0.00) | 33 | 46 |
|  | U | 0.23 |  | 41 |  |
| 7/8 | K | 0.15 | 0.52 (0.00) | 27 | 49 |
|  | U | 0.22 |  | 45 |  |

TABLE A.4.a. Source functions in the natural-event experiment (Real Payment - 29 subjects)

| P | Source | Median | Mean | Std | [25\%, 75\%] | $\begin{gathered} t \text {-tests } \\ \mathrm{w}_{\mathrm{s}}(\mathrm{p})=\mathrm{p} \end{gathered}$ | $\begin{aligned} & \text { Number of } \\ & \text { subjects } \\ & \text { with } \\ & w_{s}(p)<p \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1/8 | CAC40 | 0.19 | 0.23 | 0.21 | [0.07, 0.31] | 0.01 | 12 |
|  | Paris temp. | 0.18 | 0.27 | 0.24 | [0.08, 0.43] | 0.00 | 10 |
|  | Foreign temp. | 0.16 | 0.22 | 0.21 | [0.07, 0.26] | 0.03 | 11 |
|  | Risk | 0.23 | 0.29 | 0.22 | [0.14, 0.37] | 0.00 | 7 |
| 2/8 | CAC40 | 0.28 | 0.34 | 0.25 | [0.14, 0.56] | 0.06 | 13 |
|  | Paris temp. | 0.35 | 0.37 | 0.26 | [0.16, 0.52] | 0.02 | 11 |
|  | Foreign temp. | 0.20 | 0.29 | 0.24 | [0.15, 0.40] | 0.43 | 17 |
|  | Risk | 0.34 | 0.39 | 0.23 | [0.21, 0.52] | 0.00 | 9 |
| 4/8 | CAC40 | 0.42 | 0.48 | 0.28 | [0.25, 0.76] | 0.76 | 18 |
|  | Paris temp. | 0.47 | 0.50 | 0.26 | [0.33, 0.70] | 0.95 | 16 |
|  | Foreign temp. | 0.45 | 0.46 | 0.26 | [0.26, 0.66] | 0.38 | 16 |
|  | Risk | 0.53 | 0.54 | 0.18 | [0.40, 0.68] | 0.22 | 12 |
| 6/8 | CAC40 | 0.59 | 0.59 | 0.27 | [0.33, 0.80] | 0.00 | 20 |
|  | Paris temp. | 0.66 | 0.64 | 0.25 | [0.45, 0.85] | 0.03 | 17 |
|  | Foreign temp. | 0.64 | 0.63 | 0.24 | [0.43, 0.83] | 0.01 | 18 |
|  | Risk | 0.75 | 0.72 | 0.18 | [0.64, 0.86] | 0.35 | 15 |
| 7/8 | CAC40 | 0.77 | 0.71 | 0.25 | [0.53, 0.95] | 0.00 | 19 |
|  | Paris temp. | 0.78 | 0.75 | 0.24 | [0.70, 0.95] | 0.01 | 18 |
|  | Foreign temp. | 0.78 | 0.76 | 0.19 | [0.67, 0.91] | 0.00 | 19 |
|  | Risk | 0.88 | 0.83 | 0.16 | [0.75, 0.94] | 0.10 | 14 |

TAbLE A.4b. Source functions in the natural-event experiment (Real Payment - 29
subjects) - Further tests and statistics

| P | Source | ANOVA (including risk) |  | ANOVA (excluding risk) |  | Correlation with risk (p-value) | $t$-tests $\mathrm{w}_{\mathrm{s}}(\mathrm{p})=$ $\mathrm{w}_{\text {risk }}(\mathrm{p})$ | Number of subjects with $w_{s}(p)<$ $\mathrm{w}_{\text {risk }}(\mathrm{p})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \mathrm{p}- \\ \text { value } \end{gathered}$ | $\begin{gathered} \mathrm{HF} \\ \text { p- } \\ \text { value } \end{gathered}$ | $\begin{gathered} \mathrm{p}- \\ \text { value } \end{gathered}$ | $\begin{gathered} \mathrm{HF} \\ \mathrm{p}- \\ \text { value } \end{gathered}$ |  |  |  |
| 1/8 | CAC40 | 0.01 | 0.02 | 0.08 | 0.08 | 0.94 (0.00) | 0.00 | 21 |
|  | Paris temp. |  |  |  |  | 0.85 (0.00) | 0.50 | 17 |
|  | Foreign temp. |  |  |  |  | 0.73 (0.00) | 0.02 | 19 |
| 2/8 | CAC40 | 0.01 | 0.01 | 0.04 | 0.04 | 0.76 (0.00) | 0.18 | 20 |
|  | Paris temp. |  |  |  |  | 0.82 (0.00) | 0.43 | 16 |
|  | Foreign temp. |  |  |  |  | 0.73 (0.00) | 0.00 | 21 |
| 4/8 | CAC40 | 0.11 | 0.12 | 0.43 | 0.42 | 0.60 (0.00) | 0.18 | 19 |
|  | Paris temp. |  |  |  |  | 0.76 (0.00) | 0.24 | 17 |
|  | Foreign temp. |  |  |  |  | 0.78 (0.00) | 0.01 | 20 |
| 6/8 | CAC40 | 0.00 | 0.00 | 0.27 | 0.27 | 0.64 (0.00) | 0.00 | 21 |
|  | Paris temp. |  |  |  |  | 0.70 (0.00) | 0.03 | 18 |
|  | Foreign temp. |  |  |  |  | 0.74 (0.00) | 0.00 | 18 |
| 7/8 | CAC40 | 0.01 | 0.01 | 0.33 | 0.33 | 0.47 (0.01) | 0.01 | 18 |
|  | Paris temp. |  |  |  |  | 0.79 (0.00) | 0.01 | 15 |
|  | Foreign temp. |  |  |  |  | 0.67 (0.00) | 0.02 | 18 |

TABLE A.5a. Source functions in the natural-event experiment (Hypothetical Payment - 29 subjects)

| P | Source | Median | Mean | Std | $[25 \%, 75 \%]$ | $t$-tests <br> $\mathrm{w}_{s}(\mathrm{p})=\mathrm{p}$ | Number of <br> subjects <br> with <br> $\mathrm{w}_{\mathrm{s}}(\mathrm{p})<\mathrm{p}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CAC40 | 0.14 | 0.18 | 0.17 | $[0.06,0.23]$ | 0.10 | 14 |
|  | Paris temp. | 0.16 | 0.21 | 0.19 | $[0.03,0.34]$ | 0.02 | 13 |
|  | Risk | 0.22 | 0.22 | 0.13 | $[0.12,0.31]$ | 0.00 | 8 |
| $2 / 8$ | CAC40 | 0.31 | 0.34 | 0.19 | $[0.15,0.46]$ | 0.02 | 12 |
|  | Paris temp. | 0.25 | 0.30 | 0.22 | $[0.11,0.48]$ | 0.27 | 15 |
|  | Risk | 0.34 | 0.35 | 0.18 | $[0.23,0.49]$ | 0.01 | 9 |
| $4 / 8$ | CAC40 | 0.52 | 0.52 | 0.20 | $[0.37,0.69]$ | 0.57 | 10 |
|  | Paris temp. | 0.47 | 0.46 | 0.26 | $[0.24,0.70]$ | 0.41 | 16 |
|  | Risk | 0.53 | 0.52 | 0.15 | $[0.44,0.65]$ | 0.42 | 11 |
|  | CAC40 | 0.78 | 0.70 | 0.20 | $[0.59,0.85]$ | 0.17 | 14 |
|  | Paris temp. | 0.68 | Risk | 0.78 | 0.75 | 0.23 | $[0.52,0.88]$ |
| 0.08 | 16 |  |  |  |  |  |  |
| $7 / 8$ | CAC40 | 0.88 | 0.82 | 0.14 | $[0.71,0.83]$ | 0.95 | 12 |
|  | Paris temp. | 0.87 | 0.80 | 0.18 | $[0.74,0.92]$ | 0.06 | 14 |
|  | Risk | 0.89 | 0.85 | 0.13 | $[0.81,0.93]$ | 0.04 | 15 |

Table A.5b. Source functions in the natural-event experiment (Hypothetical
Payment - 29 subjects) - Further tests and statistics

| P | Source | ANOVA (including risk) |  | $\begin{gathered} t \text {-tests } \\ \mathrm{w}_{\mathrm{CAC40}}(\mathrm{p})= \\ \mathrm{w}_{\text {Paris }}(\mathrm{p}) \end{gathered}$ | Correlation with risk (p-value) | $t$-tests $\mathrm{w}_{\mathrm{s}}(\mathrm{p})=$ <br> $\mathrm{w}_{\text {risk }}(\mathrm{p})$ | $\begin{gathered} \text { Number of } \\ \text { subjects } \\ \text { with } \\ w_{s}(p)< \\ w_{\text {risk }}(p) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \mathrm{p}- \\ \text { value } \end{gathered}$ | $\begin{gathered} \text { HF } \\ \text { p-value } \end{gathered}$ |  |  |  |  |
| 1/8 | CAC40 | 0.40 | 0.40 | 0.27 | 0.35 (0.06) | 0.23 | 17 |
|  | Paris temp. |  |  |  | 0.44 (0.02) | 0.78 | 14 |
| 2/8 | CAC40 | 0.37 | 0.37 | 0.26 | 0.50 (0.01) | 0.86 | 14 |
|  | Paris temp. |  |  |  | 0.46(0.01) | 0.23 | 17 |
| 4/8 | CAC40 | 0.21 | 0.21 | 0.21 | 0.52(0.00) | 0.94 | 15 |
|  | Paris temp. |  |  |  | 0.57(0.00) | 0.12 | 21 |
| 6/8 | CAC40 | 0.08 | 0.08 | 0.49 | 0.65(0.00) | 0.09 | 15 |
|  | Paris temp. |  |  |  | 0.57(0.00) | 0.04 | 16 |
| 7/8 | CAC40 | 0.09 | 0.10 | 0.32 | 0.68(0.00) | 0.18 | 14 |
|  | Paris temp. |  |  |  | 0.70(0.00) | 0.07 | 14 |

TABLE A.6. Sensitivity Indexes

| Experiment | Ellsberg (66 subjects) |  | Natural-Event / Real Payment (29 subjects) |  |  |  | Natural-EventHypothetical Payment$(29$ subjects $)$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Source | K | U | $\begin{gathered} \text { CAC } \\ 40 \end{gathered}$ | Paris temp. | Foreign temp. | Risk | $\begin{gathered} \text { CAC } \\ 40 \end{gathered}$ | Paris temp. | Risk |
| Mean | 0.19 | 0.31 | 0.41 | 0.39 | 0.29 | 0.30 | 0.19 | 0.22 | 0.17 |
| Median | 0.19 | 0.37 | 0.38 | 0.47 | 0.27 | 0.27 | 0.24 | 0.14 | 0.20 |
| Std | 0.27 | 0.31 | 0.32 | 0.34 | 0.33 | 0.29 | 0.31 | 0.31 | 0.19 |
| $\begin{aligned} & {[25 \%,} \\ & 75 \%] \\ & \hline \end{aligned}$ | $\begin{gathered} \hline[0.02, \\ 0.35] \\ \hline \end{gathered}$ | $\begin{gathered} {[0.08,} \\ 0.52] \\ \hline \end{gathered}$ | $\begin{gathered} {[0.18,} \\ 0.65] \end{gathered}$ | $\begin{array}{\|c} \hline[0.16, \\ 0.65] \\ \hline \end{array}$ | $\begin{gathered} \hline[0.06, \\ 0.55] \end{gathered}$ | $\begin{gathered} {[0.09,} \\ 0.51] \\ \hline \end{gathered}$ | $\begin{gathered} {[-0.06,} \\ 0.41] \end{gathered}$ | $\begin{gathered} {[-0.01,} \\ 0.48] \end{gathered}$ | $\begin{array}{\|c} \hline[0.01, \\ 0.28] \\ \hline \end{array}$ |
| $\begin{gathered} \hline t \text {-test } \\ \mathrm{a}_{\mathrm{s}}=0 \\ \hline \end{gathered}$ | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Number of subjects with $\mathrm{a}_{\mathrm{s}}>0$ | 50 | 52 | 25 | 24 | 23 | 27 | 18 | 21 | 22 |
| $\begin{gathered} t \text {-test } \\ \mathrm{a}_{\mathrm{s}}=\mathrm{a}_{\mathrm{risk}}\left(\text { or } \mathrm{a}_{\mathrm{K}}\right) \end{gathered}$ |  | 0.00 | 0.07 | 0.05+ | 0.87 |  | 0.73 | 0.35 |  |
| Number of subjects with $\mathrm{a}_{\mathrm{s}}>\mathrm{a}_{\text {risk }}\left(\right.$ or $\left.\mathrm{a}_{\mathrm{K}}\right)$ |  | 42 | 14 | 19 | 17 |  | 14 | 17 |  |
| $\begin{gathered} \mathrm{p}- \\ \text { value } \end{gathered}$ |  |  | 0.05- |  |  |  | 0.62 |  |  |
| ANOVA $\square$ <br> pvalue |  |  | 0.05+ |  |  |  | 0.62 |  |  |
| ANOVA (without risk) |  |  | 0.05+ |  |  |  | $\begin{gathered} 0.52 \text { (paired } \\ t \text {-test) } \\ \hline \end{gathered}$ |  |  |
|  |  |  | 0.06 |  |  |  |  |  |  |
| Correlation with risk (urn K) ( p -value) |  | $\begin{gathered} 0.37 \\ (0.00) \end{gathered}$ | $\begin{gathered} 0.50 \\ (0.01) \end{gathered}$ | $\begin{gathered} 0.72 \\ (0.00) \end{gathered}$ | $\begin{gathered} 0.58 \\ (0.00) \end{gathered}$ |  | $\begin{gathered} 0.36 \\ (0.05+) \end{gathered}$ | $\begin{gathered} 0.40 \\ (0.03) \end{gathered}$ |  |
| Correlation between $\mathrm{a}_{\mathrm{s}}$ and $\mathrm{b}_{\mathrm{s}}$ (p-value) | $\begin{gathered} -0.29 \\ (0.02) \end{gathered}$ | $\begin{gathered} 0.00 \\ (0.98) \end{gathered}$ | $\begin{gathered} 0.20 \\ (0.30) \end{gathered}$ | $\begin{gathered} -0.01 \\ (0.97) \end{gathered}$ | $\begin{gathered} -0.08 \\ (0.67) \end{gathered}$ | $\begin{gathered} -0.35 \\ (0.06) \end{gathered}$ | $\begin{gathered} 0.01 \\ (0.97) \end{gathered}$ | $\begin{gathered} -0.09 \\ (0.63) \end{gathered}$ | $\begin{array}{\|l} -0.16 \\ (0.40) \end{array}$ |
| $t$-test between Hypothetical and Real Payment |  |  | 0.01 | 0.05+ |  | 0.05- |  |  |  |

Table A.7. Pessimism Indexes

| Experiment |  | Ellsberg |  | Natural-Event / Real Payment |  |  |  | Natural-Event Hypothetical Payment |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Source |  | K | U | $\begin{gathered} \text { CAC } \\ 40 \end{gathered}$ | Paris temp. | Foreign temp. | Risk | $\begin{gathered} \text { CAC } \\ 40 \end{gathered}$ | Paris temp. | Risk |
| Mean |  | -0.08 | 0.04 | 0.05 | -0.01 | 0.06 | -0.11 | -0.02 | 0.02 | -0.07 |
| Median |  | -0.04 | 0.04 | 0.08 | 0.06 | 0.06 | -0.03 | -0.01 | 0.03 | -0.10 |
| Std |  | 0.33 | 0.40 | 0.45 | 0.45 | 0.39 | 0.34 | 0.29 | 0.36 | 0.25 |
| $\begin{aligned} & {[25 \%,} \\ & 75 \%] \end{aligned}$ |  | $\begin{gathered} {[ } \\ -0.30, \\ 0.09 \\ ] \\ \hline \end{gathered}$ | $\begin{gathered} {[ } \\ -0.20, \\ 0.31 \\ ] \\ \hline \end{gathered}$ | $[$ -0.29, 0.49 $]$ | $\begin{gathered} {[ } \\ -0.30, \\ 0.26 \\ ] \\ \hline \end{gathered}$ | $\begin{gathered} {[ } \\ -0.14, \\ 0.34 \\ ] \end{gathered}$ | $\begin{gathered} {[ } \\ -0.34, \\ 0.13 \\ ] \end{gathered}$ | $\begin{gathered} \hline[ \\ 0.25, \\ 0.16 \\ \text { ] } \end{gathered}$ | $\begin{gathered} {[ } \\ \hline-0.22, \\ 0.35 \\ ] \end{gathered}$ | $\begin{gathered} {[ } \\ -0.28, \\ 0.02 \\ ] \\ \hline \end{gathered}$ |
| $\begin{gathered} t \text {-test } \\ \mathrm{a}_{\mathrm{s}}=0 \end{gathered}$ |  | 0.06 | 0.40 | 0.51 | 0.87 | 0.40 | 0.11 | 0.70 | 0.72 | 0.13 |
| Number of subjects with$\mathrm{a}_{\mathrm{s}}>0$ |  | 27 | 37 | 13 | 16 | 16 | 9 | 17 | 15 | 13 |
| $\begin{gathered} t \text {-test } \\ \mathrm{a}_{\mathrm{s}}=\mathrm{a}_{\mathrm{r} \text { isk }}\left(\text { or } \mathrm{a}_{\mathrm{K}}\right) \end{gathered}$ |  |  | 0.01 | 0.00 | 0.04 | 0.00 |  | 0.23 | 0.07 |  |
| Number of subjects with $\mathrm{a}_{\mathrm{s}}>\mathrm{a}_{\text {risk }}\left(\right.$ or $\left.\mathrm{a}_{\mathrm{k}}\right)$ |  |  | 40 | 23 | 18 | 20 |  | 20 | 20 |  |
| ANOVA | $\begin{gathered} \mathrm{p}- \\ \text { value } \end{gathered}$ |  |  | 0.00 |  |  |  | 0.13 |  |  |
|  | $\begin{gathered} \mathrm{HF} \\ \mathrm{p}- \\ \text { value } \end{gathered}$ |  |  | 0.00 |  |  |  | 0.13 |  |  |
| ANOVA (without risk) | pvalue |  |  | 0.20 |  |  |  | 0.35 |  |  |
|  | $\begin{gathered} \hline \mathrm{HF} \\ \mathrm{p}- \\ \text { value } \\ \hline \end{gathered}$ |  |  | 0.20 |  |  |  |  |  |  |
| Correlation with risk ( p -value) |  |  | $\begin{gathered} 0.53 \\ (0.00) \end{gathered}$ | $\begin{gathered} 0.78 \\ (0.00) \end{gathered}$ | $\begin{gathered} 0.86 \\ (0.00) \end{gathered}$ | $\begin{gathered} 0.82 \\ (0.00) \end{gathered}$ |  | $\begin{gathered} 0.65 \\ (0.00) \end{gathered}$ | $\begin{gathered} 0.63 \\ (0.00) \end{gathered}$ |  |
| $t$-test between <br> Hypothetical and Real Payment |  |  |  | 0.45 | 0.72 |  | 0.68 |  |  |  |

## A.8. Individual Parameters

Table A.8. Individual parameters of the Utility function and of Prelec weighting function, and Individual Indexes - Ellsberg Experiment

|  | Power | tility | Prelec weighting function |  |  |  | Indexes |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | r |  | $\alpha$ |  | $\beta$ |  | a |  | b |  |
|  | K | U | K | U | K | U | K | U | K | U |
| 1 | 0.75 | 0.95 | 0.70 | 0.34 | 1.41 | 1.50 | 0.21 | 0.56 | 0.26 | 0.44 |
| 2 | 0.68 | 0.44 | 1.05 | 0.63 | 0.55 | 0.42 | 0.16 | 0.48 | -0.32 | -0.43 |
| 3 | 1.67 | 1.70 | 1.84 | 0.97 | 1.43 | 0.61 | -0.38 | 0.11 | -0.01 | -0.28 |
| 4 | 0.90 | 0.85 | 0.84 | 0.89 | 0.95 | 1.09 | 0.12 | 0.07 | 0.01 | 0.08 |
| 5 | 1.00 | 1.51 | 0.71 | 0.54 | 0.87 | 0.72 | 0.24 | 0.44 | -0.04 | -0.12 |
| 6 | 1.05 | 1.00 | 1.00 | 1.36 | 0.87 | 1.20 | 0.00 | -0.17 | -0.09 | 0.04 |
| 7 | 0.50 | 1.00 | 0.97 | 0.60 | 0.57 | 0.70 | 0.19 | 0.37 | -0.30 | -0.15 |
| 8 | 1.11 | 1.37 | 0.77 | 0.35 | 1.31 | 1.65 | 0.13 | 0.58 | 0.21 | 0.50 |
| 9 | 1.00 | 1.02 | 0.86 | 1.00 | 0.95 | 1.23 | 0.12 | -0.03 | 0.00 | 0.11 |
| 10 | 2.10 | 1.23 | 0.53 | 0.48 | 1.31 | 1.07 | 0.35 | 0.42 | 0.28 | 0.16 |
| 11 | 1.35 | 7.46 | 0.71 | 1.05 | 0.70 | 2.01 | 0.26 | -0.04 | -0.18 | 0.36 |
| 12 | 1.14 | 1.16 | 0.77 | 0.69 | 0.69 | 0.91 | 0.19 | 0.26 | -0.20 | 0.00 |
| 13 | 0.44 | 24.7 | 0.52 | 1.53 | 0.34 | 0.89 | 0.60 | -0.11 | -0.51 | -0.04 |
| 14 | 0.99 | 1.00 | 0.81 | 0.84 | 0.68 | 1.19 | 0.20 | 0.08 | -0.21 | 0.11 |
| 15 | 1.17 | 1.41 | 0.67 | 0.73 | 1.02 | 0.89 | 0.25 | 0.21 | 0.08 | -0.02 |
| 16 | 0.15 | 0.86 | 1.32 | 1.41 | 0.23 | 1.30 | 0.42 | -0.28 | -0.66 | 0.06 |
| 17 | 1.08 | 0.98 | 0.62 | 0.79 | 0.88 | 0.65 | 0.32 | 0.26 | -0.01 | -0.22 |
| 18 | 0.76 | 0.18 | 0.44 | 0.49 | 0.44 | 0.16 | 0.62 | 0.82 | -0.38 | -0.74 |
| 19 | 1.47 | 2.04 | 0.57 | 0.01 | 1.91 | 1.90 | 0.35 | 1.01 | 0.51 | 0.70 |
| 20 | 1.05 | 0.60 | 0.94 | 1.50 | 0.39 | 0.25 | 0.31 | 0.41 | -0.48 | -0.59 |
| 21 | 2.71 | 4.25 | 0.70 | 0.43 | 0.62 | 1.88 | 0.28 | 0.46 | -0.25 | 0.56 |
| 22 | 0.86 | 0.70 | 1.38 | 0.62 | 0.67 | 0.64 | -0.08 | 0.40 | -0.25 | -0.20 |
| 23 | 1.24 | 0.55 | 0.70 | 0.78 | 1.05 | 0.38 | 0.22 | 0.48 | 0.08 | -0.48 |
| 24 | 5.52 | 2.37 | 1.04 | 0.77 | 1.18 | 1.09 | -0.08 | 0.16 | 0.07 | 0.10 |
| 25 | 0.74 | 1.08 | 0.88 | 0.63 | 0.64 | 0.63 | 0.18 | 0.39 | -0.24 | -0.21 |
| 26 | 0.90 | 1.63 | 0.49 | 0.68 | 0.96 | 1.01 | 0.43 | 0.24 | 0.07 | 0.06 |
| 27 | 0.94 | 1.00 | 1.10 | 1.15 | 0.93 | 1.21 | -0.08 | -0.15 | -0.07 | 0.06 |
| 28 | 1.00 | 1.00 | 1.02 | 0.87 | 0.96 | 0.84 | -0.03 | 0.11 | -0.03 | -0.09 |
| 29 | 0.79 | 0.15 | 0.76 | 0.53 | 0.58 | 0.08 | 0.29 | 0.87 | -0.29 | -0.87 |
| 30 | 3.89 | 0.94 | 1.62 | 0.74 | 1.01 | 1.07 | -0.33 | 0.18 | -0.10 | 0.10 |
| 31 | 3.22 | 2.51 | 3.03 | 0.53 | 9.63 | 2.20 | -0.37 | 0.41 | 0.32 | 0.61 |
| 32 | 2.17 | 1.77 | 0.79 | 0.46 | 1.10 | 1.18 | 0.13 | 0.45 | 0.09 | 0.23 |
| 33 | 1.65 | 12.6 | 0.55 | 0.61 | 1.17 | 3.56 | 0.36 | 0.55 | 0.19 | 0.80 |
| 34 | 0.61 | 0.49 | 1.00 | 0.87 | 0.58 | 0.48 | 0.12 | 0.32 | -0.31 | -0.38 |
| 35 | 1.38 | 3.85 | 1.04 | 1.80 | 0.49 | 0.47 | 0.19 | -0.06 | -0.38 | -0.38 |
| 36 | 0.67 | 2.09 | 1.11 | 1.98 | 0.37 | 0.44 | 0.28 | -0.10 | -0.50 | -0.42 |
| 37 | 2.11 | 1.26 | 0.78 | 0.36 | 1.33 | 0.52 | 0.12 | 0.66 | 0.19 | -0.28 |


| 38 | 0.85 | 1.96 | 0.93 | 1.04 | 0.69 | 1.48 | 0.15 | -0.05 | -0.19 | 0.20 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 39 | 1.04 | 0.94 | 1.08 | 1.06 | 0.82 | 1.03 | -0.01 | -0.02 | -0.12 | 0.01 |
| 40 | 0.84 | 2.40 | 0.89 | 0.45 | 0.41 | 1.08 | 0.42 | 0.43 | -0.43 | 0.18 |
| 41 | 3.30 | 6.13 | 1.12 | 0.58 | 2.00 | 4.22 | -0.08 | 0.68 | 0.31 | 0.85 |
| 42 | 1.98 | 0.79 | 0.58 | 0.61 | 1.94 | 0.52 | 0.36 | 0.46 | 0.51 | -0.31 |
| 43 | 1.30 | 2.58 | 0.48 | 0.46 | 1.01 | 2.12 | 0.43 | 0.54 | 0.12 | 0.60 |
| 44 | 1.51 | 2.10 | 1.31 | 0.46 | 0.68 | 2.04 | -0.10 | 0.49 | -0.24 | 0.59 |
| 45 | 1.07 | 0.86 | 1.17 | 0.64 | 1.04 | 0.64 | -0.10 | 0.36 | -0.03 | -0.21 |
| 46 | 1.71 | 0.70 | 1.51 | 0.95 | 4.00 | 1.65 | 0.02 | 0.02 | 0.39 | 0.27 |
| 47 | 1.59 | 2.05 | 0.61 | 0.41 | 0.94 | 1.39 | 0.32 | 0.52 | 0.03 | 0.36 |
| 48 | 0.46 | 0.95 | 0.61 | 0.64 | 0.30 | 0.91 | 0.58 | 0.29 | -0.56 | 0.01 |
| 49 | 4.91 | 2.25 | 0.96 | 0.37 | 8.13 | 2.10 | 0.68 | 0.56 | 0.87 | 0.64 |
| 50 | 5.22 | 2.65 | 1.67 | 1.61 | 0.95 | 0.84 | -0.33 | -0.29 | -0.11 | -0.17 |
| 51 | 0.92 | 1.29 | 0.89 | 0.33 | 0.90 | 2.23 | 0.11 | 0.65 | -0.04 | 0.69 |
| 52 | 1.72 | 0.81 | 0.84 | 0.60 | 1.29 | 0.71 | 0.07 | 0.39 | 0.17 | -0.13 |
| 53 | 0.87 | 0.98 | 0.53 | 0.61 | 0.44 | 0.94 | 0.57 | 0.31 | -0.38 | 0.04 |
| 54 | 0.84 | 3.75 | 1.04 | 1.16 | 0.43 | 0.84 | 0.29 | -0.01 | -0.43 | -0.09 |
| 55 | 0.87 | 0.75 | 0.64 | 0.34 | 0.97 | 1.15 | 0.29 | 0.57 | 0.05 | 0.25 |
| 56 | 3.19 | 2.15 | 1.84 | 1.14 | 2.19 | 1.03 | -0.37 | -0.12 | 0.21 | -0.05 |
| 57 | 0.83 | 0.45 | 0.80 | 0.40 | 1.03 | 0.65 | 0.15 | 0.57 | 0.05 | -0.15 |
| 58 | 0.09 | 0.98 | 0.70 | 0.65 | 0.08 | 0.81 | 0.86 | 0.31 | -0.87 | -0.07 |
| 59 | 0.26 | 0.02 | 1.39 | 0.51 | 0.15 | 0.01 | 0.55 | 0.98 | -0.76 | -0.98 |
| 60 | 2.01 | 1.59 | 0.77 | 0.81 | 0.99 | 1.57 | 0.17 | 0.09 | 0.03 | 0.31 |
| 61 | 1.15 | 1.01 | 0.91 | 0.45 | 1.11 | 0.72 | 0.04 | 0.52 | 0.07 | -0.09 |
| 62 | 0.95 | 1.10 | 0.84 | 0.81 | 0.78 | 1.97 | 0.13 | 0.17 | -0.13 | 0.42 |
| 63 | 0.16 | 0.21 | 0.56 | 0.35 | 0.15 | 0.25 | 0.81 | 0.79 | -0.76 | -0.61 |
| 64 | 0.73 | 2.18 | 1.53 | 1.76 | 0.55 | 1.53 | -0.07 | -0.37 | -0.33 | 0.06 |
| 65 | 1.32 | 1.23 | 0.29 | 0.30 | 1.60 | 1.25 | 0.66 | 0.62 | 0.50 | 0.32 |
| 66 | 1.74 | 1.07 | 1.10 | 0.71 | 2.05 | 2.52 | -0.08 | 0.36 | 0.35 | 0.58 |

Table A.9. Individual parameters of the Utility function and of Prelec weighting function - Natural Event Experiment

| Utility <br> power | Prelec weighting function |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| r | $\alpha$ |  |  |  |  |  |  | $\beta$ |  |  |
| Risk | CAC40 | Paris <br> temp. | Foreign <br> temp. | Risk | CAC40 | Paris <br> temp. | Foreign <br> temp. | Risk |  |  |


| Real Payment |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1 | 0.56 | 0.15 | 0.17 | 0.21 | 0.49 | 1.14 | 0.89 | 1.68 | 1.06 |
| 2 | 0.81 | 0.91 | 0.44 | 0.51 | 0.90 | 1.39 | 0.62 | 0.94 | 0.94 |
| 3 | 2.65 | 1.45 | 3.61 | 3.30 | 0.81 | 0.97 | 1.06 | 1.04 | 1.00 |
| 4 | 1.04 | 0.80 | 1.56 | 1.50 | 1.04 | 2.46 | 2.92 | 5.51 | 1.35 |
| 5 | 0.78 | 0.39 | 0.82 | 1.47 | 0.38 | 0.46 | 0.36 | 0.93 | 0.22 |
| 6 | 0.97 | 0.41 | 0.47 | 0.75 | 0.82 | 0.95 | 1.17 | 1.15 | 1.06 |
| 7 | 0.73 | 0.32 | 0.18 | 0.19 | 0.55 | 0.83 | 0.99 | 1.12 | 0.72 |
| 8 | 1.05 | 0.21 | 0.22 | 0.27 | 0.49 | 1.60 | 2.15 | 1.89 | 1.42 |
| 9 | 0.62 | 0.15 | 0.21 | 0.15 | 0.25 | 1.89 | 2.14 | 1.38 | 1.65 |
| 10 | 0.24 | 0.38 | 0.54 | 0.83 | 0.52 | 0.52 | 0.53 | 0.36 | 0.29 |
| 11 | 0.82 | 0.58 | 0.33 | 0.43 | 0.47 | 0.87 | 0.88 | 0.67 | 0.70 |
| 12 | 0.23 | 3.60 | 1.96 | 1.60 | 1.00 | 0.06 | 0.12 | 0.20 | 0.26 |
| 13 | 0.84 | 1.02 | 1.41 | 1.22 | 0.92 | 1.93 | 0.71 | 1.29 | 1.25 |
| 14 | 1.20 | 1.30 | 0.36 | 0.97 | 0.44 | 0.59 | 1.74 | 3.64 | 1.75 |
| 15 | 0.92 | 0.57 | 0.65 | 0.70 | 0.45 | 1.29 | 1.06 | 0.84 | 0.93 |
| 16 | 0.59 | 0.28 | 0.64 | 0.67 | 0.92 | 1.66 | 1.13 | 1.62 | 0.95 |
| 17 | 0.63 | 1.65 | 0.94 | 0.67 | 0.65 | 0.14 | 0.22 | 0.70 | 0.28 |
| 18 | 0.70 | 0.32 | 1.44 | 0.71 | 1.07 | 1.13 | 0.78 | 1.54 | 0.71 |
| 19 | 0.50 | 0.22 | 0.55 | 0.70 | 1.01 | 1.57 | 1.57 | 1.11 | 0.63 |
| 20 | 0.75 | 4.07 | 0.78 | 1.07 | 1.10 | 0.33 | 0.56 | 0.74 | 0.51 |
| 21 | 0.40 | 1.62 | 0.73 | 1.08 | 0.74 | 0.29 | 0.14 | 0.20 | 0.50 |
| 22 | 1.11 | 0.84 | 0.67 | 0.80 | 0.84 | 1.20 | 1.37 | 1.32 | 1.06 |
| 23 | 2.00 | 0.71 | 1.17 | 1.51 | 1.83 | 3.02 | 2.83 | 3.81 | 1.66 |
| 24 | 0.51 | 1.96 | 0.95 | 1.10 | 0.92 | 0.29 | 0.61 | 1.03 | 0.69 |
| 25 | 0.08 | 0.56 | 1.73 | 2.85 | 0.69 | 0.10 | 0.04 | 0.01 | 0.11 |
| 26 | 1.13 | 0.73 | 0.75 | 0.84 | 0.91 | 2.36 | 1.25 | 1.24 | 1.44 |
| 27 | 2.00 | 0.13 | 0.36 | 1.69 | 0.39 | 2.90 | 3.45 | 15.95 | 1.15 |
| 28 | 0.28 | 1.03 | 0.38 | 0.31 | 0.90 | 0.55 | 0.69 | 0.82 | 0.48 |
| 29 | 0.51 | 0.98 | 2.50 | 1.51 | 1.21 | 1.05 | 0.24 | 0.73 | 0.46 |
|  |  |  |  |  |  |  |  |  |  |

Hypothetical Payment

| 1 | 0.56 | 0.94 | 0.81 |  | 1.07 | 0.50 | 0.30 |  | 0.50 |
| :--- | ---: | ---: | ---: | :--- | ---: | ---: | ---: | ---: | ---: |
| 2 | 1.03 | 1.41 | 0.87 |  | 0.77 | 0.73 | 1.54 |  | 0.92 |
| 3 | 1.63 | 0.63 | 0.85 |  | 0.68 | 1.21 | 2.19 |  | 1.94 |
| 4 | 0.89 | 0.44 | 1.41 |  | 0.86 | 0.33 | 0.45 |  | 1.06 |
| 5 | 1.32 | 1.02 | 2.97 |  | 0.94 | 1.63 | 3.64 |  | 0.48 |
| 6 | 0.55 | 0.57 | 0.98 |  | 0.75 | 0.79 | 0.80 |  | 0.80 |
| 7 | 0.71 | 0.65 | 1.14 |  | 1.45 | 0.38 | 0.30 |  | 0.59 |
| 8 | 3.29 | 1.37 | 2.14 |  | 1.18 | 1.21 | 13.9 |  | 2.17 |
| 9 | 0.43 | 0.27 | 0.25 |  | 0.94 | 1.37 | 1.30 |  | 1.00 |


| 10 | 1.68 | 1.59 | 0.62 |  | 0.86 | 0.78 | 0.73 |  | 0.56 |
| ---: | ---: | ---: | ---: | :--- | ---: | ---: | ---: | ---: | ---: |
| 11 | 0.42 | 0.52 | 0.30 |  | 0.31 | 0.84 | 0.83 |  | 0.68 |
| 12 | 1.24 | 0.64 | 1.00 |  | 0.70 | 1.26 | 1.05 |  | 0.75 |
| 13 | 1.01 | 0.92 | 0.47 |  | 1.00 | 1.27 | 0.61 |  | 1.03 |
| 14 | 1.71 | 1.80 | 2.28 |  | 1.01 | 0.73 | 3.13 |  | 0.62 |
| 15 | 0.92 | 1.12 | 1.24 |  | 0.75 | 0.97 | 3.02 |  | 0.58 |
| 16 | 0.22 | 0.35 | 0.30 |  | 0.82 | 0.57 | 0.54 |  | 0.43 |
| 17 | 1.02 | 0.28 | 0.39 |  | 0.35 | 1.55 | 2.23 |  | 1.75 |
| 18 | 0.96 | 0.36 | 0.49 |  | 0.86 | 1.02 | 1.59 |  | 0.96 |
| 19 | 0.79 | 1.21 | 0.99 |  | 1.14 | 0.89 | 0.71 |  | 0.66 |
| 20 | 0.70 | 1.63 | 1.04 |  | 1.12 | 0.47 | 0.41 |  | 0.46 |
| 21 | 0.83 | 3.16 | 2.15 |  | 1.10 | 5.49 | 0.68 |  | 1.21 |
| 22 | 0.66 | 1.00 | 2.09 |  | 0.93 | 0.53 | 0.21 |  | 0.89 |
| 23 | 0.70 | 0.87 | 1.02 |  | 0.93 | 0.45 | 0.30 |  | 0.41 |
| 24 | 0.64 | 0.56 | 0.31 |  | 0.63 | 1.72 | 1.99 |  | 1.31 |
| 25 | 1.77 | 1.67 | 1.38 |  | 1.06 | 12.5 | 3.03 |  | 2.11 |
| 26 | 1.01 | 3.87 | 3.31 |  | 0.75 | 0.08 | 71.15 |  | 0.58 |
| 27 | 0.97 | 1.05 | 1.12 |  | 1.20 | 0.88 | 0.83 |  | 0.82 |
| 28 | 0.59 | 0.86 | 0.57 |  | 0.80 | 1.15 | 1.11 |  | 0.77 |
| 29 | 0.96 | 1.48 | 1.13 |  | 1.35 | 1.36 | 1.22 |  | 1.18 |

Table A.10. Individual Indexes - Natural Event Experiment

| Indexes |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| a |  |  |  | b |  |  |  |  |
| CAC40 | Paris <br> temp. | Foreign <br> temp. | Risk | CAC40 | Paris <br> temp. | Foreign <br> temp. | Risk |  |


| Real Payment |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1 | 0.80 | 0.78 | 0.75 | 0.42 | 0.30 | 0.12 | 0.55 | 0.13 |
| 2 | 0.02 | 0.55 | 0.41 | 0.09 | 0.19 | -0.19 | 0.06 | -0.01 |
| 3 | -0.08 | -0.40 | -0.31 | 0.12 | 0.04 | -0.04 | 0.01 | 0.02 |
| 4 | 0.25 | -0.16 | 0.07 | -0.04 | 0.48 | 0.29 | 0.46 | 0.15 |
| 5 | 0.65 | 0.47 | -0.17 | 0.79 | -0.35 | -0.48 | -0.09 | -0.65 |
| 6 | 0.50 | 0.43 | 0.18 | 0.13 | 0.08 | 0.21 | 0.11 | 0.04 |
| 7 | 0.62 | 0.77 | 0.75 | 0.41 | 0.02 | 0.19 | 0.28 | -0.12 |
| 8 | 0.76 | 0.78 | 0.70 | 0.42 | 0.52 | 0.69 | 0.60 | 0.33 |
| 9 | 0.84 | 0.77 | 0.81 | 0.70 | 0.65 | 0.70 | 0.44 | 0.52 |
| 10 | 0.63 | 0.50 | 0.46 | 0.68 | -0.28 | -0.30 | -0.49 | -0.56 |
| 11 | 0.35 | 0.61 | 0.54 | 0.50 | -0.01 | 0.06 | -0.14 | -0.12 |
| 12 | 0.41 | 0.53 | 0.45 | 0.54 | -0.65 | -0.72 | -0.62 | -0.60 |
| 13 | -0.03 | -0.09 | -0.14 | 0.01 | 0.27 | -0.17 | 0.06 | 0.13 |
| 14 | 0.15 | 0.56 | 0.27 | 0.46 | -0.19 | 0.52 | 0.57 | 0.49 |
| 15 | 0.33 | 0.26 | 0.27 | 0.46 | 0.23 | 0.09 | -0.04 | 0.07 |
| 16 | 0.66 | 0.26 | 0.28 | 0.04 | 0.51 | 0.14 | 0.32 | -0.03 |
| 17 | 0.57 | 0.60 | 0.35 | 0.62 | -0.72 | -0.65 | -0.14 | -0.59 |
| 18 | 0.60 | -0.15 | 0.17 | 0.06 | 0.24 | -0.16 | 0.31 | -0.17 |
| 19 | 0.75 | 0.40 | 0.21 | 0.12 | 0.50 | 0.35 | 0.09 | -0.25 |
| 20 | -0.19 | 0.28 | 0.03 | 0.16 | -0.30 | -0.30 | -0.16 | -0.34 |
| 21 | 0.26 | 0.76 | 0.56 | 0.40 | -0.51 | -0.78 | -0.68 | -0.34 |
| 22 | 0.07 | 0.21 | 0.12 | 0.07 | 0.12 | 0.25 | 0.19 | 0.05 |
| 23 | 0.38 | -0.01 | -0.08 | -0.38 | 0.64 | 0.41 | 0.40 | 0.09 |
| 24 | 0.20 | 0.17 | -0.05 | 0.14 | -0.43 | -0.26 | 0.00 | -0.20 |
| 25 | 0.88 | 0.85 | 0.90 | 0.82 | -0.83 | -0.89 | -0.93 | -0.83 |
| 26 | 0.32 | 0.14 | 0.07 | 0.02 | 0.50 | 0.18 | 0.16 | 0.22 |
| 27 | 0.92 | 0.75 | 0.43 | 0.53 | 0.86 | 0.86 | 0.65 | 0.22 |
| 28 | 0.20 | 0.58 | 0.63 | 0.27 | -0.29 | -0.12 | 0.01 | -0.38 |
| 29 | -0.02 | 0.15 | -0.13 | 0.22 | -0.02 | -0.40 | -0.17 | -0.35 |
| 4 |  |  |  |  |  |  |  |  |

## Hypothetical Payment

| 1 | 0.26 | 0.52 |  | 0.22 | -0.35 | -0.56 |  | -0.33 |
| :--- | ---: | ---: | :--- | ---: | ---: | ---: | :--- | ---: |
| 2 | -0.06 | 0.08 |  | 0.18 | -0.15 | 0.25 |  | -0.01 |
| 3 | 0.24 | 0.14 |  | 0.25 | 0.20 | 0.45 |  | 0.45 |
| 4 | 0.68 | 0.14 |  | 0.09 | -0.52 | -0.35 |  | 0.05 |
| 5 | -0.05 | -0.37 |  | 0.31 | 0.22 | 0.11 |  | -0.36 |
| 6 | 0.39 | 0.12 |  | 0.24 | -0.06 | -0.09 |  | -0.09 |
| 7 | 0.52 | 0.39 |  | -0.06 | -0.47 | -0.55 |  | -0.28 |
| 8 | -0.19 | 0.01 |  | -0.09 | 0.08 | 0.51 |  | 0.34 |
| 9 | 0.67 | 0.69 |  | 0.02 | 0.39 | 0.36 |  | -0.02 |
| 10 | -0.16 | 0.36 |  | 0.27 | -0.10 | -0.13 |  | -0.28 |
| 11 | 0.41 | 0.64 |  | 0.66 | -0.01 | 0.03 |  | -0.11 |


| 12 | 0.26 | -0.01 |  | 0.27 | 0.19 | 0.02 |  | -0.13 |
| :--- | ---: | ---: | :--- | ---: | ---: | ---: | :--- | ---: |
| 13 | 0.02 | 0.52 |  | 0.00 | 0.15 | -0.21 |  | 0.01 |
| 14 | -0.27 | -0.31 |  | 0.12 | -0.16 | 0.16 |  | -0.25 |
| 15 | -0.04 | 0.06 |  | 0.30 | -0.01 | 0.33 |  | -0.27 |
| 16 | 0.65 | 0.70 |  | 0.38 | -0.23 | -0.25 |  | -0.41 |
| 17 | 0.64 | 0.62 |  | 0.56 | 0.47 | 0.64 |  | 0.53 |
| 18 | 0.54 | 0.44 |  | 0.12 | 0.15 | 0.40 |  | 0.00 |
| 19 | -0.15 | 0.09 |  | 0.10 | -0.11 | -0.19 |  | -0.19 |
| 20 | -0.01 | 0.28 |  | 0.22 | -0.34 | -0.45 |  | -0.38 |
| 21 | -0.32 | -0.29 |  | -0.08 | 0.15 | -0.18 |  | 0.08 |
| 22 | 0.22 | 0.38 |  | 0.07 | -0.31 | -0.49 |  | -0.06 |
| 23 | 0.37 | 0.47 |  | 0.37 | -0.38 | -0.55 |  | -0.43 |
| 24 | 0.36 | 0.66 |  | 0.26 | 0.42 | 0.62 |  | 0.23 |
| 25 | 0.41 | -0.06 |  | -0.04 | 0.53 | 0.35 |  | 0.31 |
| 26 | 0.35 | -0.01 |  | 0.30 | -0.42 | 0.38 |  | -0.28 |
| 27 | -0.01 | -0.03 |  | -0.03 | -0.07 | -0.10 |  | -0.10 |
| 28 | 0.07 | 0.34 |  | 0.20 | 0.08 | 0.14 |  | -0.12 |
| 29 | -0.23 | -0.08 |  | -0.21 | 0.05 | 0.06 |  | 0.00 |

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[^0]:    ${ }^{1}$ A detailed discussion is at http://people.few.eur.nl/wakker/miscella/debates/randomlinc.htm.

[^1]:    ${ }^{2}$ In the decision actually played, the subject preferred a certainty equivalent of $€ 400$ to the chance mentioned, and this is what he received.

[^2]:    ${ }^{3}$ For simplicity, we do not express in notation that temperature is physically bounded below.

