

# Supplementary Information for “Motivating Risky Choices Increases Risk Taking”

## 1 Instruction screenshots

### Screen 1

#### Consent

This is an experiment on decision making. We will ask you to complete a quick task and a short questionnaire. We ask you to focus on the study, it should take approximately 3 minutes to complete.

You will not be asked to provide personally identifying information during this study. Your data will be anonymous and confidential (i.e., any information you provide cannot be traced back to you). Your information may be used in future projects closely related to this research. The results of this study will be published on journal articles and presented at conferences. The raw data (from which you cannot be identified) will be kept for a minimum period of five years after the publication process is complete and then the data will be destroyed. Please note you have the right to withdraw consent at any time.

Please try to avoid distractions while taking this study, we would ask you silence your mobile phone and turn off the television/music.

You can reach out to the researcher (lorenzo-sp@hotmail.it) if you have any questions related to this study.

**Clicking on the "agree" button below indicates that:**

- you have read the above information
- you voluntarily agree to participate
- you are at least 18 years of age

**If you do not wish to participate in the research study, please decline participation by clicking on the "disagree" button.**

- agree
- disagree

Next

## Screen 2 (Control group)

### Instructions

In the following, you will see a 10x10-grid containing 100 boxes on your screen.

Your task is to choose how many boxes to collect. So, you will be asked to choose a number between 1 and 100 and then boxes are randomly selected.

Behind one of the boxes hides a bomb that destroys everything that has been collected. The remaining 99 boxes are worth 0.01 GBP each. You ignore where the bomb is located. You only know that the bomb can be in any place with equal probability.

Once you confirm your choice, you can open the boxes you collected. If you collected the box where the bomb is located, the bomb will explode and you will earn zero. Otherwise, you receive 0.01 GBP for each box you have collected.

Next

## Screen 2 (Motivation treatment)

### Instructions

In the following, you will see a 10x10-grid containing 100 boxes on your screen.

Your task is to choose how many boxes to collect. So, you will be asked to choose a number between 1 and 100 and then boxes are randomly selected.

Behind one of the boxes hides a bomb that destroys everything that has been collected. The remaining 99 boxes are worth 0.01 GBP each. You ignore where the bomb is located. You only know that the bomb can be in any place with equal probability.

Once you confirm your choice, you can open the boxes you collected. If you collected the box where the bomb is located, the bomb will explode and you will earn zero. Otherwise, you receive 0.01 GBP for each box you have collected.

Before performing the task, we ask you to provide a motivation of your choice.

Next

Screen 3 (Control group)

## Your Decision

No. of boxes to collect:

Collect boxes



### Screen 3 (Motivation treatment)

## Your Decision

Before entering a number, motivate your choice (30 characters at least):

This is an example of motivation

No. of boxes to collect:

Confirm

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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## Screen 4

### Results

You chose to collect 37 out of 100 boxes.  
The bomb was hidden behind the box in row 4, column 5.

Your collected boxes did not contain the bomb.  
Thus, you receive £0.01 for each of the 37 boxes you collected such that your payoff from this task amounts to  
**£0.37**

Next

## Screen 5

### Questionnaire

Please answer the following questions.

What is your age?

What is your gender?

Male  Female

How do you see yourself: Are you generally a person who is fully prepared to take risks or do you try to avoid taking risks? Please take a button on the scale, where the value zero means "not at all willing to take risks" and the value ten means "very willing to take risks".

0  1  2  3  4  5  6  7  8  9  10

If you had collected 35 boxes, what would be the probability of getting the bomb?

 %

## Screen 6

How well do the following statements describe your personality?

I see myself as someone who...

... is reserved:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... is generally trusting:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... tends to be lazy:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... is relaxed, handles stress well:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... has few artistic interests:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... is outgoing, sociable:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... tends to find fault with others:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... does a thorough job:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... gets nervous easily:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

---

... has an active imagination:

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

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If you're reading this check "Agree a little":

Disagree strongly  Disagree a little  Neither agree nor disagree  Agree a little  Agree strongly

[Next](#)

## 2 Relative frequencies



