Supplemental Material to the Paper "Pronoun Use and Loss Aversion: The Role of Self-Distancing in a Laboratory Experiment"

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Abstract: This supplemental material includes the experimental instructions and post-experiment questionnaire used in the experiment.

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Experimental Instructions

Instructions

Thanks for your participation. This session consists of two tasks and a questionnaire. You may expect to complete the whole session in about 15 minutes. Please read the following instructions carefully.

In addition to the S$3 guaranteed participation fee, you will receive additional earnings from the two tasks. You will be paid in Singapore dollars when the session ends.
If you have any questions, please let the experimenter know and s/he will assist you. Please now switch off your mobile phone and any other electronic devices. They must remain off until you leave this room.

To ensure anonymity, your decisions in this session are only linked to your Participant ID number and at the end of this session you will be paid by Participant ID number. All payments will be made privately. No other participants will see how much you have been paid. Please do not reveal your choices to someone else.

Instructions of Task 1

Task 1 consists of 7 demographic questions. For each question, please choose the option which fits you best. After you answer all questions, you will earn S$10 from Task 1.

TASK 1

1. My Gender:
   □ Male
   □ Female
2. My Race:
   □ Caucasian
   □ Chinese
   □ Indian
   □ Malay
   □ Others
3. My Proficiency in English:
   □ Native
   □ Fluent
   □ Adequate
   □ Basic

4. My year of study:
   □ 1st Year
   □ 2nd Year
   □ 3rd Year
   □ 4th Year
   □ Above 4th Year
5. My major is Economics or Business:
   □ Yes
   □ No
6. I have some experience in investing, such as stocks, bonds, and mutual funds, etc:
   □ Yes
   □ No
7. I have thus far taken _____ college-level economics courses (including the present semester):
   □ 0
   □ 1
   □ 2
   □ 3
   □ 4
   □ 5
   □ 6
   □ 7
   □ 8
   □ more than 8

Thanks for completing the task. You have earned S$10 from Task 1. Please proceed to Task 2 by clicking the "Continue" button.

Instructions of Task 2

Task 2 consists of 36 periods. In each period, you will decide if you want to play a lottery or not. Each lottery will result in either winning or losing with equal probability, which is 50%.

Below is a sample period for illustration purpose:

If you choose to play the lottery, please select "I Play". Then, you have a 50% chance of winning S$10 and a 50% chance of losing S$10 in this period.

If you choose not to play the lottery, please select "I Don't Play". Then, you will neither win nor lose anything in this period.

After you make your decision and click "Continue", you will proceed to the next period. Then completion of the 36th period entails the end of Task 2.

The Lottery of this period is as below:

I Win S$10.	I Lose S$10.

My Decision:
□ I Play
□ I Don't Play

Instructions for Task 2

YOUR EARNINGS FROM TASK 2

After you finish your decision for all the 36 periods, one period will be randomly selected as the payment period.

Let's use the sample period as an example.

If you choose "I Play" and the outcome of the lottery is winning S$10, then your earning from Task 2 is S$10.

If you choose "I Play" and the outcome of the lottery is losing S$10, then your earning from Task 2 is S$10.

If you choose "I Don't Play", then your earning from Task 2 is S$0.

YOUR FINAL PAYMENT

Your final payment is equal to the guaranteed S$3 participation fee plus your earnings in the two tasks.

Please click "Continue" and you will proceed to Task 2.

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The Lottery of this period is as below:

I Win S$10.	I Lose S$10.

My Decision:
□ I Play
□ I Don't Play
(36 Periods in total)

Mood Questionnaire:

Before proceeding to the payment display page, please answer the following questions on a scale of 1 (strongly disagree) to 5 (strongly agree):

Strongly Disagree Strongly Agree
Currently, I am in a good mood.
□ 1 □ 2 □ 3 □ 4 □ 5
As I answer these questions I feel cheerful.
□ 1 □ 2 □ 3 □ 4 □ 5
For some reason I am not very comfortable right now.
□ 1 □ 2 □ 3 □ 4 □ 5
At this moment I feel edgy or irritable.
□ 1 □ 2 □ 3 □ 4 □ 5

Payment Calculation Page:
The period randomly drawn for payment: 7
Your decision in the payment period ("1" indicates "I Play", "0" indicates "I Don't Play"): 0
Your earnings from Task 1: 10
Your earnings from Task 2: 0
Your final payment (S$3 participation fee plus your earnings from the two tasks): 13