G. AMT Experiment Piloting Family Feud Questions

We piloted 20 Family Feud Questions on Amazon Mechanical Turk in June 2017. We recruited 200 participants to answer 10 Family Feud questions each. For each question, participants were asked to brainstorm high-scoring answers to the question for 30 seconds. Following the question, they were asked to indicate on a sliding scale: “Please use the slider to indicate which gender would be better at answering. The more you drag the slider to one side, the larger you think that gender’s advantage is.” We code the male end of the scale as 1 and the female end of the scale as -1. They received $2 for participation.

This pilot had two main goals. First, we wanted to select 8 appropriate questions for the full experiment that varied in their gender-type. Second, we wanted to anticipate as many possible answers to each question used, so that we could code correct answers (in many possible variants as empirically collected) in the full experiment program. This allowed us to anticipate common typos, common phrasings, etc., based upon data.

The full instructions for this pilot screening are available under separate cover labeled Appendix G.

H. Full Instructions for Main Experiment

In Appendix H1, under separate cover, we provide copies of the instructions that participants received. The file shows the introductory language, followed by the language for each of the six possible treatments. Participants would be randomized into receiving one of these six treatments in Part 1. The file then shows the language we used to segue to Part 2, which is treatment specific. Then, we’ve included the post-experiment questionnaire.

In Appendix H2, under separate cover, we provide screenshots of the full experiment as seen by participants. This includes all of the questions asked.

I. Full Instructions for Chat Analysis Experiment

In Appendix I, under separate cover, we provide screenshots of the Amazon Mechanical Turk experiment used to code the conversations.
Consent and Instructions

**Participation is voluntary**
It is your choice whether or not to participate in this research. If you choose to participate, you may change your mind and quit the study at any time. Refusal to participate or stopping your participation will involve no penalty or loss of benefits to which you are otherwise entitled.

**What is the purpose of this research?**
The purpose of this research is to understand how individuals answer certain types of questions.

**How long will I take part in this research?**
Your participation will take approximately 10 minutes to complete.

**What can I expect if I take part in this research?**
As a participant, you will answer a series of questions.

**What are the risks and possible discomforts?**
If you choose to participate, the effects should be comparable to those you would experience from viewing a computer monitor for 10 minutes and using a mouse or keyboard.

**Are there any benefits from being in this research study?**
If you are interested in the results of this study, you can send an email message to labor.experiment83@gmail.com and we will send you a copy of any manuscripts based on the research (or summaries of our results).

**Will I be compensated for participating in this research?**
If you finish the survey and pass the attention checking questions, you will be paid $2.

**If I take part in this research, how will my privacy be protected? What happens to the information you collect?**
Your data will be kept completely anonymous by the assignment of random participant numbers. Your data will be linked only to your participant number; there is no way of matching any data collected to your name. When the research is completed, the raw data will be stored on a password-protected computer, accessible only to the researchers.

**If I have any questions, concerns or complaints about this research study, who can I talk to?**
The researcher for this study is Katherine Coffman who can be reached at 617-495-6538, 445 BL, Harvard Business School, or labor.experiment83@gmail.com.
If you have questions, concerns, or complaints, If you would like to talk to the research team, If you think the research has harmed you, or If you wish to withdraw from the study.

This research has been reviewed by the Committee on the Use of Human Subjects in Research at Harvard University. They can be reached at 617-496-2847, 1414 Massachusetts Avenue, Second Floor, Cambridge, MA 02138, or cuhs@fas.harvard.edu for any of the following:
If your questions, concerns, or complaints are not being answered by the research team, If you cannot reach the research team, If you want to talk to someone besides the research team, or If you have questions about your rights as a research participant.

Consent
You may wish to print this page for your records.

Payment and Logistics
This survey will take 10 minutes of your time. Please notice that the following survey contains attention checks. Your response records will be subject to a quality check in case of failure. Compensation may in this case be denied. You will be compensated with $2 after having passed the attention checks and completed the survey successfully.

How to claim your earnings: At the end of the survey, a completion code will be provided to you. You must enter this completion code into the space provided on the Amazon Mechanical Turk HIT in order to be paid. Your compensation will be transferred to you within 48 hours of completing the HIT

Instructions
In this study, you will answer 10 Family Feud questions. Each question is a question that was asked to a group of 100 people. Your job is to guess what answers the people who answered the survey gave to the question.
For example, the question might be: “Name a word a judge might yell out during a tennis match.” And, you would try to guess what answers people gave to this question. The more popular the answer you guess is, the more points your answer would get.
For example, for this question, the points for answers were:
“Name a word a judge might yell out during a tennis match”

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fault</td>
<td>25</td>
</tr>
<tr>
<td>Foul</td>
<td>17</td>
</tr>
<tr>
<td>Love</td>
<td>14</td>
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<td>Out</td>
<td>10</td>
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<tr>
<td>Order</td>
<td>6</td>
</tr>
<tr>
<td>Net</td>
<td>4</td>
</tr>
<tr>
<td>Point</td>
<td>3</td>
</tr>
</tbody>
</table>
The number of points an answer is worth is equal to the number of people who gave that particular answer in an 100 person survey.
For each question, you will have 30 seconds to read the question and brainstorm good answers. You may enter as many answers as you’d like. Your goal is to guess high-scoring answers. You will receive $2 for completing the survey. Please do your best to provide good answers and pass the attention checks.

Following each question, we are going to ask about your perceptions of the question. Please click next to begin.

**FF Q1**

These page timer metrics will not be displayed to the recipient.
First Click: 0 seconds
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Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

Name something a fire-fighter doesn’t want to be without

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10
Your time for this question has ended. Think about the question:

**Name something a fire-fighter doesn't want to be without.**

In general, do you think this is a question that men or women would be better at answering?

Please use the slider to indicate which gender would be better at answering. The more you drag the slider to one side, the larger you think that gender's advantage is.

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**FF Q2**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
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Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

**Name a professional sports team which has a bird as its team name.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10
Your time for this question has ended. Think about the question:

**Name a professional sports team which has a bird as its team name.**

In general, do you think this is a question that men or women would be better at answering?

men                      women

---

**FF Q3**

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Last Click: 0 seconds

Page Submit: 0 seconds

Click Count: 0 clicks

28

Please provide your guesses of the best answers to the question below.

**Name something men think is manly.**

Guess 1

Guess 2

Guess 3

Guess 4

Guess 5

Guess 6

Guess 7

Guess 8

Guess 9

Guess 10

Your time for this question has ended. Think about the question:

**Name something men think is manly.**
In general, do you think this is a question that men or women would be better at answering?

men  woman

FF Q4

These page timer metrics will not be displayed to the recipient.
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Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

Name something you would find in a police car.

Guess 1  
Guess 2  
Guess 3  
Guess 4  
Guess 5  
Guess 6  
Guess 7  
Guess 8  
Guess 9  
Guess 10  

Your time for this question has ended. Think about the question:

Name something you would find in a police car.

In general, do you think this is a question that men or women would be better at answering?
FF Q5 - Quality Check

Please provide your guesses of the best answers to the question below.

Name something women do when they feel a need for a change.

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10
The question below is for quality control purposes. Please select the fruit option within 10 seconds.

![M&Ms](image1.png) ![Blueberries](image2.png)

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

**Name something women do when they feel a need for a change.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10
Your time for this question has ended. Think about the question:

**Name a professional sports team which has a bird as its team name.**

In general, do you think this is a question that men or women would be better at answering?

- men
- women

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**FF Q6 - Quality Check**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds

Last Click: 0 seconds

Page Submit: 0 seconds

Click Count: 0 clicks

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Please provide your guesses of the best answers to the question below.

**Name something you buy that begins with the word "baby"**

Guess 1

Guess 2

Guess 3

Guess 4

Guess 5

Guess 6

Guess 7

Guess 8

Guess 9

Guess 10
The question below is for quality control purposes. Please select the fruit option within 10 seconds.

Name something you buy that begins with the word "baby"

Guess 1
Guess 2
Your time for this question has ended. Think about the question:

**Name something you buy that begins with the word "baby"**

In general, do you think this is a question that men or women would be better at answering?

- men
- women

**FF Q7 - Quality Check**

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- First Click: 0 seconds
- Last Click: 0 seconds
- Page Submit: 0 seconds
- Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

**Name a food people pick up and eat with their hands.**

- Guess 1
- Guess 2
- Guess 3
- Guess 4
The question below is for quality control purposes. Please select the fruit option within 10 seconds.

[m&m's] [Blueberries]

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks
Please provide your guesses of the best answers to the question below.

**Name a food people pick up and eat with their hands.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name a food people pick up and eat with their hands.**

In general, do you think this is a question that men or women would be better at answering?

men

women

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**FF Q8 - Quality Check**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks
Please provide your guesses of the best answers to the question below.

**Give me a word or phrase that contains the word "bar"**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

**These page timer metrics will not be displayed to the recipient.**

First Click: 0 seconds
Last Click: 0 seconds
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Click Count: 0 clicks

The question below is for quality control purposes. Please select the fruit option within 10 seconds.

![M&M's](image-url)
Please provide your guesses of the best answers to the question below.

**Give me a word or phrase that contains the word "bar"**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10
Your time for this question has ended. Think about the question:

**Give me a word or phrase that contains the word "bar"**

In general, do you think this is a question that men or women would be better at answering?

**men**  

**women**

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**FF Q9**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

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Please provide your guesses of the best answers to the question below.

**Name something for which many young people, these days, are unprepared.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

---

Your time for this question has ended. Think about the question:
Name something for which many young people, these days, are unprepared.

In general, do you think this is a question that men or women would be better at answering?

men women

FF Q10

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

Name a word which means "take a nap."

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

Name a word which means "take a nap."
In general, do you think this is a question that men or women would be better at answering?

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FF Q12

These page timer metrics will not be displayed to the recipient.
First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

**Name a drink or food that can be consumed either hot or cold.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name a drink or food that can be consumed either hot or cold.**

In general, do you think this is a question that men or women would be better at answering?

men
women
FF Q13

These page timer metrics will not be displayed to the recipient.
First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

Name a reason your eyes might water/have tears.

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

Name a reason your eyes might water/have tears.

In general, do you think this is a question that men or women would be better at answering?

men         women
Please provide your guesses of the best answers to the question below.

**Name a sport in which the competitors wear funny-looking shoes.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name a sport in which the competitors wear funny-looking shoes.**

In general, do you think this is a question that men or women would be better at answering?

men  women

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**FF Q15**

These page timer metrics will not be displayed to the recipient.
Please provide your guesses of the best answers to the question below.

**Name something that you don't wash as often as you probably should.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name something that you don't wash as often as you probably should.**

In general, do you think this is a question that men or women would be better at answering?

men

---

FF Q16

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Please provide your guesses of the best answers to the question below.

**Name something that is filtered.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name something that is filtered.**

In general, do you think this is a question that men or women would be better at answering?

[ ] men
[ ] women

**FF Q17**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks
Please provide your guesses of the best answers to the question below.

**Name an item of clothing that you should not wash in the washing machine.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name an item of clothing that you should not wash in the washing machine.**

In general, do you think this is a question that men or women would be better at answering?

men

women

---

**FF Q18**

*These page timer metrics will not be displayed to the recipient.*

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks
Please provide your guesses of the best answers to the question below.

**Name something people like to do while listening to music.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name something people like to do while listening to music.**

In general, do you think this is a question that men or women would be better at answering?

[ ] men

[ ] women

**FF Q19**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks
Please provide your guesses of the best answers to the question below.

**Name a city or state that has a name a woman might also have.**

Guess 1
Guess 2
Guess 3
Guess 4
Guess 5
Guess 6
Guess 7
Guess 8
Guess 9
Guess 10

Your time for this question has ended. Think about the question:

**Name a city or state that has a name a woman might also have.**

In general, do you think this is a question that men or women would be better at answering?

[ ] men
[ ] women

**FF Q20**

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds
Last Click: 0 seconds
Page Submit: 0 seconds
Click Count: 0 clicks

Please provide your guesses of the best answers to the question below.

**Name a vegetable that you cannot eat in one bite.**
Your time for this question has ended. Think about the question:

**Name a vegetable that you cannot eat in one bite.**

In general, do you think this is a question that men or women would be better at answering?

- [ ] men
- [ ] women

---

**Socio-Economic Background Information**

To which gender identity do you most identify?

- Male
- Female
- Not listed

What is the highest level of school you have completed or the highest degree you have received?

- Less than high school degree
- High school graduate (high school diploma or equivalent including GED)
- Some college but no degree
- Associate degree in college (2-year)
- Bachelor's degree in college (4-year)
Choose one or more races that you consider yourself to be:

- White
- Black or African American
- American Indian or Alaska Native
- Asian
- Native Hawaiian or Pacific Islander
- Other

Did you attend high school in the United States?

- Yes
- No
Two different end of survey messages

MTurk Code / End of Survey Message

We thank you for your time spent taking this survey. Your response has been recorded.

Your MTurk completion code is: $e://Field/MTurkCode$

You must enter this completion code into the Amazon Mechanical Turk HIT in order to be paid. Please do so now.

Failed Attention Check FF

Thank you for taking our survey. As stated in the Consent Form, there are certain requirements that must be met in order to participate and receive compensation.

You are seeing this message because you are not eligible to complete the study and receive compensation. This may be due to any of the following reason:

- You failed to answer a question that checked to see if you read and understood the instructions.

This follows Amazon Mechanical Turk policy, which states that “a Requester may reject your work if the HIT was not completed correctly or the instructions were not followed.”

You may close this window or use your explorer bar to navigate back to the Amazon Mechanical Turk site.

Note: This survey has been created by the Research Assistant Manuela Jaggi who is a student at Tufts University. This research is not related to that institution, neither will their name appear on the MTurk platform.
Thank you for coming today. At this time, please turn off and/or put away any electronic devices/phones/other things you may have brought with you. From this point forward, we ask you to please focus on the tasks of the experiment. You are not permitted to browse the internet at any time during this experiment. You may not talk to other participants during the experiment. Anyone caught violating these rules will be dismissed without pay. If you have questions at any point, you should raise your hand and one of us will come over to assist you.

Whenever you are asked to enter text by typing on the computer keyboard, please be mindful of misspellings and typographical errors.

This experiment consists of two parts, followed by a post-experiment questionnaire. You will have the opportunity to earn points which will be converted to cash payments. One round has been pre-selected for payment. The points you earn in this round will be converted to cash at a rate of $1 per point earned. These payments will be added to your $10 show-up fee. You may also qualify for a completion fee at the end of the experiment. The average payment across all participants will be at least $20.

You will be paid in cash and dismissed at the conclusion of the experiment, when all subjects in the laboratory have completed the experiment. This will take no longer than 60 minutes.
**KNOWN GENDER – ANSWER ONLY TREATMENT**

In this part, you will participate in 4 rounds of decision-making as a member of a group of 3 participants. In each round, individual participants will be re-matched to form new groups.

Before you begin your group interaction, we will ask you to submit your first name as provided when you signed up for the experiment. The first name you submit must match the first name on the sign-up sheet, or on a student ID you have with you. If there is more than one participant in the lab with the same name, we will randomly assign a unique numerical value to accompany the name. For example, if there are two individuals named Alex in the lab, we will distinguish between them as Alex1 and Alex2. To make sure you have completed this step, we will also conduct a verbal roll call of all group members before each round.

In each round, you will be working on a task with your group. The task consists of answering open-ended questions. These questions are “Family Feud” style questions. Each question is a question that was asked to a group of 100 people. Your job is to guess what answers they gave to the question.

For example, the question might be: “Name a word a judge might yell out during a tennis match.” And, you would try to guess what answers people gave to this question. The more popular the answer you guess is, the more points you would get.

For example, for this question, the points for answers were:

“**Name a word a judge might yell out during a tennis match**”

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fault</td>
<td>25</td>
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<tr>
<td>Net</td>
<td>4</td>
</tr>
<tr>
<td>Point</td>
<td>3</td>
</tr>
</tbody>
</table>

The number of points an answer is worth is equal to the number of people who gave that particular answer in an 100 person survey. The goal is to submit the highest scoring (i.e. most popular) answer.

Important: You **must** spell your answer correctly in order for it to count. The computer will **not** recognize your answer is there is a typo or spelling error.
For example, if you answer “love”, you would earn 14 points:

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<table>
<thead>
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</thead>
<tbody>
<tr>
<td>Fault</td>
<td>25</td>
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<td>Net</td>
<td>4</td>
</tr>
<tr>
<td>Point</td>
<td>3</td>
</tr>
</tbody>
</table>

- Only answers that have received two or more survey responses count for points. If your answer does not appear in the table of answers, you will receive zero points.

- If you misspell your answer (for example, if you typed “lofe” or any other spelling), you will receive zero points. Please, be careful in typing your submission!

In each round, you will have one question to work on.

You will see the question on your screen. You will have 15 seconds to read the question. Then, you will have 30 seconds to submit your best guess of the highest scoring answer. We will call this your “Individual Answer – Pre-Group”.

After submitting this answer, we will ask you how confident you are about this answer. You will be asked, “On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.”

After all players have submitted their Individual Answers, you will begin the group stage. *You will be shown a table of player names and the answers they have proposed.* You will be asked the following question:

“Please decide which group member you would like to submit an answer for the group.”
You will see a list of the three members of your group, including you. You must rank them from 1 – 3, with 1 being the person you most want to submit an answer for the group, and 3 being the person you least want to submit an answer for the group.

We will also ask you how confident you are in each member's ability to submit a high scoring answer for the group. Next to each group member’s rank, you will be asked to indicate how confident you are, on a scale of 1 – 10, that this member will provide a high-scoring answer if chosen to answer for the group.

Following the group stage, you will then be asked again for an individual answer. If you are chosen to answer for the group, this is the answer that would be submitted on your behalf. We will call this your “Individual Answer – Post-Group”. We will also ask you for your confidence again.

**How the Group Answer is Chosen**

After you submit your “Individual Answer – Post-Group”, a “Group Answer” will be chosen. It will work like this:

First, one member of your group will be chosen at random as the “chooser”. Each member of your group is equally likely to be the “chooser” for the round. The computer will look at the rankings provided by the “chooser” in order to determine who answers the question for the group.

The person ranked first by the “chooser” has a 60% chance of being chosen (6 out of 10 chance).

The person ranked second by the “chooser” has a 30% chance of being chosen (3 out of 10 chance).

The person ranked third by the “chooser” has a 10% chance of being chosen (1 out of 10 chance).

The computer will select someone to answer for the group based upon the rankings of the “chooser” according to these probabilities. The person chosen by the “chooser” will then have their “Individual Answer – Post-Group” submitted as the “Group Answer” for your group.

The person chosen by the “chooser” to submit the “Group Answer” will earn $2 if this round was pre-selected for payment.
Points for the Round

You will earn points for three answers during each round:

- Your “Individual Answer – Pre-Group”
- Your “Individual Answer – Post-Group”
- The “Group Answer” – the answer submitted by the individual chosen by the “chooser”

In the pre-selected round, one of these answers was randomly chosen to count. There is a 10% chance that your “Individual Answer – Pre-Group” will count for your payment, a 10% chance that your “Individual Answer – Post-Group” will count for your payment, and an 80% chance that the “Group Answer” will count for your payment.

For whichever answer is chosen to count, you will be awarded the number of points that the answer was worth.

Let’s return to our example. Suppose the question for the round was:

“Name a word a judge might yell out during a tennis match”

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First, you would submit an “Individual Answer – Pre-Group”. Suppose this answer was “Love”.

Then, you would enter the group stage. You would see the answers submitted by each of your other group members. You would provide a ranking of all group members.

Then, you would submit an “Individual Answer – Post-Group”. This is the answer that would be submitted for you if you were chosen by the “chooser”. Suppose this answer was “Foul”.

If this were the round that was chosen for payment:

- There would be a 10% chance you’d get paid for your “Individual Answer – Pre-Group.” In this case, you would earn 14 points for Love.
- There would be a 10% chance you’d get paid for your “Individual Answer – Post-Group.” In this case, you would earn 17 points for Foul.
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Following the experiment, you will be told which round was pre-selected for payment and, for that round, which answer was chosen to count. Remember that any of the answers that you submit might count for payment.

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Final Payoffs

In summary, prior to the experiment, one round was randomly pre-selected for payment. Your total payoff from the experiment will be calculated as follows:

$10 show-up fee
+ $1 for each point earned for the answer counted in the chosen round
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Are there any questions before we begin Part 1 of the experiment?
Round X

We will now begin Round X. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

[Show question for 15 secs]

[Show question and allow them to submit answer for 30 seconds]

My guess is ________ .

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

We will now begin the group stage. First, we will do a quick roll call.

[Insert roll call]

[Show table of names and answers, example below.]

Below is a table of the answers submitted by each member of your group. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer – Post-Group” submitted for the group.

You should also provide your confidence in each player's ability to provide a high-scoring answer to this question.
Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

My guess is ___________.

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Before you begin your group interaction, we will ask you to submit your first name as provided when you signed up for the experiment. The first name you submit must match the first name on the sign-up sheet, or on a student ID you have with you. If there is more than one participant in the lab with the same name, we will randomly assign a unique numerical value to accompany the name. For example, if there are two individuals named Alex in the lab, we will distinguish between them as Alex1 and Alex2. To make sure you have completed this step, we will also conduct a verbal roll call of all group members before each round.

In each round, you will be working on a task with your group. The task consists of answering open-ended questions. These questions are “Family Feud” style questions. Each question is a question that was asked to a group of 100 people. Your job is to guess what answers they gave to the question.

For example, the question might be: “Name a word a judge might yell out during a tennis match.” And, you would try to guess what answers people gave to this question. The more popular the answer you guess is, the more points you would get.

For example, for this question, the points for answers were:

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Important: You **must** spell your answer correctly in order for it to count. The computer will **not** recognize your answer is there is a typo or spelling error.
For example, if you answer “love”, you would earn 14 points:

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- Only answers that have received two or more survey responses count for points. If your answer does not appear in the table of answers, you will receive zero points.

- If you misspell your answer (for example, if you typed “lofe” or any other spelling), you will receive zero points. Please, be careful in typing your submission!

In each round, you will have one question to work on.

You will see the question on your screen. You will have 15 seconds to read the question. Then, you will have 30 seconds to submit your best guess of the highest scoring answer. We will call this your “Individual Answer – Pre-Group”.

After submitting this answer, we will ask you how confident you are about this answer. You will be asked, “On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.”

After all players have submitted their Individual Answers, you will begin the group stage. You will be shown a table of player names, the answers they have proposed, and their self-confidence. You will be asked the following question:

“Please decide which group member you would like to submit an answer for the group.”
You will see a list of the three members of your group, including you. You must rank them from 1 – 3, with 1 being the person you most want to submit an answer for the group, and 3 being the person you least want to submit an answer for the group.

We will also ask you how confident you are in each member's ability to submit a high scoring answer for the group. Next to their rank, you will be asked to indicate for each group member how confident you are, on a scale of 1 – 10, that this member will provide a high-scoring answer if chosen to answer for the group.

Following the group stage, you will then be asked again for an individual answer. If you are chosen to answer for the group, this is the answer that would be submitted on your behalf. We will call this your “Individual Answer – Post-Group”. We will also ask you for your confidence again.

**How the Group Answer is Chosen**

After you submit your “Individual Answer – Post-Group”, a “Group Answer” will be chosen. It will work like this:

First, one member of your group will be chosen at random as the “chooser”. Each member of your group is equally likely to be the “chooser” for the round. The computer will look at the rankings provided by the “chooser” in order to determine who answers the question for the group.

The person ranked first by the “chooser” has a 60% chance of being chosen (6 out of 10 chance).

The person ranked second by the “chooser” has a 30% chance of being chosen (3 out of 10 chance).

The person ranked third by the “chooser” has a 10% chance of being chosen (1 out of 10 chance).

The computer will select someone to answer for the group based upon the rankings of the “chooser” according to these probabilities. The person chosen by the “chooser” will then have their “Individual Answer – Post-Group” submitted as the “Group Answer” for your group.

The person chosen by the “chooser” to submit the “Group Answer” will earn $2 if this round was pre-selected for payment.
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You will earn points for three answers during each round:

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“Name a word a judge might yell out during a tennis match”

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First, you would submit an “Individual Answer – Pre-Group”. Suppose this answer was “Love”.

Then, you would enter the group stage. You would see the answers submitted by each of your other group members and their self-confidence. You would provide a ranking of all group members.

Then, you would submit an “Individual Answer – Post-Group”. This is the answer that would be submitted for you if you were chosen by the “chooser”. Suppose this answer was “Foul”.
If this round were the round that was chosen for payment:

- There would be a 10% chance you’d get paid for your “Individual Answer – Pre-Group.” In this case, you would earn 14 points for Love.
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In summary, prior to the experiment, one round was randomly pre-selected for payment. Your total payoff from the experiment will be calculated as follows:

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Are there any questions before we begin Part 1 of the experiment?
Round X

We will now begin Round X. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

[Show question for 15 secs]

[Show question and allow them to submit answer for 30 seconds]

My guess is ________ .

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

We will now begin the group stage. **First, we will do a quick roll call.**

[Insert roll call]

[Show table of names and answers, example below.]

**Below is a table of the answers submitted by each member of your group and their self-confidence.** Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer – Post-Group” submitted for the group.

**You should also provide your confidence in each player's ability to provide a high-scoring answer to this question.**
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[Show question again.]

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

My guess is ______________.
In this part, you will participate in 4 rounds of decision-making as a member of a group of 3 participants. In each round, individual participants will be re-matched to form new groups.

Before you begin your group interaction, we will ask you to submit your first name as provided when you signed up for the experiment. The first name you submit must match the first name on the sign-up sheet, or on a student ID you have with you. If there is more than one participant in the lab with the same name, we will randomly assign a unique numerical value to accompany the name. For example, if there are two individuals named Alex in the lab, we will distinguish between them as Alex1 and Alex2. To make sure you have completed this step, we will also conduct a verbal roll call of all group members before each round.

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For example, the question might be: “Name a word a judge might yell out during a tennis match.” And, you would try to guess what answers people gave to this question. The more popular the answer you guess is, the more points you would get.

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After all players have submitted their Individual Answers, you will begin the group stage.

You will be able to communicate with the other members of your group to discuss potential answers. The discussion will take place via a chat room, and the discussion period will last 1 minute. Once the discussion period has concluded, you will be able to view a transcript of the discussion.

You will be asked the following question:

“Please decide which group member you would like to submit an answer for the group.”
You will see a list of the three members of your group, including you. You must rank them from 1 – 3, with 1 being the person you most want to submit an answer for the group, and 3 being the person you least want to submit an answer for the group. We will also ask you how confident you are in each member's ability to submit a high scoring answer for the group. Next to their rank, you will be asked to indicate for each group member how confident you are, on a scale of 1 – 10, that this member will provide a high-scoring answer if chosen to answer for the group.

Following the group stage, you will then be asked again for an individual answer. If you are chosen to answer for the group, this is the answer that would be submitted on your behalf. We will call this your “Individual Answer – Post-Group”. We will also ask you for your confidence again.

**How the Group Answer is Chosen**

After you submit your “Individual Answer – Post-Group”, a “Group Answer” will be chosen. It will work like this:

First, one member of your group will be chosen at random as the “chooser”. Each member of your group is equally likely to be the “chooser” for the round. The computer will look at the rankings provided by the “chooser” in order to determine who answers the question for the group.

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Then, you would enter the group stage. You would participate in the group chat for 1 minute. You would provide a ranking of all group members.

Then, you would submit an “Individual Answer – Post-Group”. This is the answer that would be submitted for you if you were chosen by the “chooser”. Suppose this answer was “Foul”.

If this round were the round that was chosen for payment:
There would be a 10% chance you’d get paid for your “Individual Answer – Pre-Group.” In this case, you would earn 14 points for Love.

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Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

[Show question for 15 secs]

[Show question and allow them to submit answer for 30 seconds]

My guess is _______.

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

We will now begin the group stage. First, we will do a quick roll call.

[Insert roll call]

You will now have 1 minute to chat with your group members.

[Insert chat]

Your chat has ended. Below is a transcript of your chat. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer – Post-Group” submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

[Insert transcript.]
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</table>

[Show question again.]

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

My guess is ___________.

Part 2

You have now finished Part 1 of the experiment.

Part 2 will be very similar to Part 1. You will again be answering Family Feud style questions in groups. However, this time the information you receive about your group members will be different.

[For KG_A]

Before you begin your group interaction, we will ask you to submit your first name as provided when you signed up for the experiment. The first name you submit must match the first name on the sign-up sheet, or on a student ID you have with you. If there is more than one participant in the lab with the same name, we will randomly assign a unique numerical value to accompany the name. For example, if there are two individuals named Alex in your group, we will distinguish between them as Alex1 and Alex2. To make sure you have completed this step, we will also conduct a verbal roll call of all group members before each round.

In addition, during the group stage, you will only learn the “Individual Answer – Pre-Task” for each of your group members. You will not see their self-confidence or have an opportunity to chat.

[For KG_AC]

Before you begin your group interaction, we will ask you to submit your first name as provided when you signed up for the experiment. The first name you submit must match the first name on the sign-up sheet, or on a student ID you have with you. If there is more than one participant in the lab with the same name, we will randomly assign a unique numerical value to accompany the name. For example, if there are two individuals named Alex in your group, we will distinguish between them as Alex1 and Alex2. To make sure you have completed this step, we will also conduct a verbal roll call of all group members before each round.

In addition, during the group stage, you will learn the “Individual Answer – Pre-Task” and self-confidence for each of your group members. You will not have an opportunity to chat.

[For KG_Chat]

Before you begin your group interaction, we will ask you to submit your first name as provided when you signed up for the experiment. The first name you submit must match the first name on the sign-up sheet, or on a student ID you have with you. If there is more than one participant in the lab with the same name, we will randomly assign a unique numerical value to accompany the name. For example, if there are two individuals named Alex in your group, we will distinguish between them as Alex1 and Alex2. To make sure you have completed this step, we will also conduct a verbal roll call of all group members before each round.

In addition, during the group stage, you will have an opportunity to chat with your other group members.
[For UG_A]

This time, your group members will be identified by ID numbers rather than names.
In addition, during the group stage, you will only learn the “Individual Answer – Pre-Task” for each of your group members. You will not see their self-confidence or have an opportunity to chat.

[For UG_AC]

This time, your group members will be identified by ID numbers rather than names.
In addition, during the group stage, you will learn the “Individual Answer – Pre-Task” and self-confidence for each of your group members. You will not have an opportunity to chat.

[For UG_Chat]

This time, your group members will be identified by ID numbers rather than names.
In addition, during the group stage, you will have an opportunity to chat with your other group members.

Are there any questions about how Part 2 will work?

[Then insert appropriate treatment, jumping straight to Round 5.]
POST-EXPERIMENT QUESTIONNAIRE

Thank you for your participation in this experiment. You will now be asked a short series of questions regarding your demographic information and your strategy in the experiment. We ask you to answer all questions as truthfully as possible. Your answers will help us tremendously! Feel free to leave any of the answers blank if you prefer not to answer.

Please remember that all information collected during the experiment will be kept private and that your decisions will remain anonymous to other participants and the experimenters.

After completing this brief survey, you will be privately paid your experimental earnings and will be free to go.

Please do not hesitate to speak to the experimenter should you have any questions regarding the experiment or your experience as a participant.

1. Gender: □ Male □ Female

2. Age: _______________________

3. Marital status:
   □ Now married
   □ Widowed
   □ Divorced
   □ Separated
   □ Never married

4. Which of the following best describe(s) your race (check all that apply)?
   □ Asian
   □ Black
   □ Arabic or North African
   □ Hispanic
   □ White
   □ Other (please specify) ______________________

5. Country of birth: ______________________

6. Country of citizenship: ______________________

More questions on the next page!
7. Primary language: _________________

8. Please rate your English language proficiency:

☐ Elementary
☐ Intermediate
☐ Advanced
☐ Fluent
☐ Native or bilingual

9. Are you currently a student? ☐ Yes ☐ No

1) If yes, what is your student status? ☐ Bachelors student ☐
   Graduate student

2) If yes, what is (are) your field(s) of study?
   ______________________________

10. What is (was) your undergraduate grade, on a 4.0 scale?
   ______________________________

11. What is your family’s total household income?

☐ Under $20,000
☐ $20,000 to $45,000
☐ $45,000 to $65,000
☐ $65,000 to $90,000
☐ $90,000 to $125,000
☐ $125,000 to $200,000
☐ $200,000 or more

12. From the list of experiences below, please select all that apply.

More questions on the next page!
- I do not have any past leadership experience.
- I have been a leader of a group of others as part of my educational activities at school or university.
- I have been a leader of a group of others as part of my extracurricular activities (such as sports, student organizations, etc.)
- I have been a leader of a group of others as part of my work or internship experiences.

Please, give specific examples of your leadership experiences below (if any): ______________________

13. Are you at all familiar with the television show *Family Feud*?

- No
- Somewhat familiar
- Very familiar

14. When engaging in group discussions, what factors motivate you to consider the proposals of others? Please mark all that apply.

- The fundamental content of the proposal
- The reputation of the individual who is making the proposal
- The confidence and clarity with which the proposal is presented
- The frequency of proposals from that individual
- Lack of confidence in my own proposals

15. Did you recognize anyone in your group as a personal friend, colleague, or classmate?  

☐ Yes  ☐ No

If yes, did that knowledge change your decisions in the experiment?

☐ Yes  ☐ No

If yes, please explain how so: __________________________

16. Did you use your real name in the experiment? (only for treatments with name identifier).

☐ Yes  ☐ No

17. Any other comments? ____________

**THANK YOU VERY MUCH FOR YOUR PARTICIPATION IN THIS STUDY!**
UN**KNOWN GENDER – ANSWER ONLY**

In this part, you will participate in 4 rounds of decision-making as a member of a group of 3 participants. In each round, individual participants will be re-matched to form new groups.

In each round, you will be working on a task with your group. The task consists of answering open-ended questions. These questions are “Family Feud” style questions. Each question is a question that was asked to a group of 100 people. Your job is to guess what answers they gave to the question.

For example, the question might be: “Name a word a judge might yell out during a tennis match.” And, you would try to guess what answers people gave to this question. The more popular the answer you guess is, the more points you would get.

For example, for this question, the points for answers were:

“Name a word a judge might yell out during a tennis match”

<table>
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</tr>
</thead>
<tbody>
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<tr>
<td>Net</td>
<td>4</td>
</tr>
<tr>
<td>Point</td>
<td>3</td>
</tr>
</tbody>
</table>

The number of points an answer is worth is equal to the number of people who gave that particular answer in an 100 person survey. The goal is to submit the highest scoring (i.e. most popular) answer.

Important: You **must** spell your answer correctly in order for it to count. The computer will **not** recognize your answer is there is a typo or spelling error.

For example, if you answer “love”, you would earn 14 points:

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<td>6</td>
</tr>
</tbody>
</table>
• Only answers that have received two or more survey responses count for points. If your answer does not appear in the table of answers, you will receive zero points.

• If you misspell your answer (for example, if you typed “lofe” or any other spelling), you will receive zero points. Please, be careful in typing your submission!

________________________________________

In each round, you will have one question to work on.

You will see the question on your screen. You will have 15 seconds to read the question. Then, you will have 30 seconds to submit your best guess of the highest scoring answer. We will call this your “Individual Answer – Pre-Group”.

After submitting this answer, we will ask you how confident you are about this answer. You will be asked, “On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.”

________________________________________

After all players have submitted their Individual Answers, you will begin the group stage. You will be shown a table of player IDs and the answers they have proposed. You will be asked the following question:

“Please decide which group member you would like to submit an answer for the group.”

You will see a list of the three members of your group, including you. You must rank them from 1 – 3, with 1 being the person you most want to submit an answer for the group, and 3 being the person you least want to submit an answer for the group.

We will also ask you how confident you are in each member’s ability to submit a high scoring answer for the group. Next to their rank, you will be asked to indicate for each group member how confident you are, on a scale of 1 – 10, that this member will provide a high-scoring answer if chosen to answer for the group.

________________________________________

Following the group stage, you will then be asked again for an individual answer. If you are chosen to answer for the group, this is the answer that would be submitted
on your behalf. We will call this your “Individual Answer – Post-Group”. We will also ask you for your confidence again.

---

**How the Group Answer is Chosen**

After you submit your “Individual Answer – Post-Group”, a “Group Answer” will be chosen. It will work like this:

First, one member of your group will be chosen at random as the “chooser”. Each member of your group is equally likely to be the “chooser” for the round. The computer will look at the rankings provided by the “chooser” in order to determine who answers the question for the group.

The person ranked first by the “chooser” has a 60% chance of being chosen (6 out of 10 chance).

The person ranked second by the “chooser” has a 30% chance of being chosen (3 out of 10 chance).

The person ranked third by the “chooser” has a 10% chance of being chosen (1 out of 10 chance).

The computer will select someone to answer for the group based upon the rankings of the “chooser” according to these probabilities. The person chosen by the “chooser” will then have their “Individual Answer – Post-Group” submitted as the “Group Answer” for your group.

The person chosen by the “chooser” to submit the “Group Answer” will earn $2 if this round was pre-selected for payment.

---

**Points for the Round**

You will earn points for three answers during each round:

- Your “Individual Answer – Pre-Group”
- Your “Individual Answer – Post-Group”
- The “Group Answer” – the answer submitted by the individual chosen by the “chooser”

In the pre-selected round, one of these answers will be randomly chosen to count. There is a 10% chance that your “Individual Answer – Pre-Group” will count for
your payment, a 10% chance that your “Individual Answer – Post-Group” will count for your payment, and an 80% chance that the “Group Answer” will count for your payment.

For whichever answer is chosen to count, you will be awarded the number of points that the answer was worth.

Let’s return to our example. Suppose the question for the round was:

"Name a word a judge might yell out during a tennis match"

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<td>Point</td>
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</tr>
</tbody>
</table>

First, you would submit an “Individual Answer – Pre-Group”. Suppose this answer was “Love”.

Then, you would enter the group stage. You would see the answers submitted by each of your other group members. You would provide a ranking of all group members.

Then, you would submit an “Individual Answer – Post-Group”. This is the answer that would be submitted for you if you were chosen by the “chooser”. Suppose this answer was “Foul”.

If this were the round that was chosen for payment:

- There would be a 10% chance you’d get paid for your “Individual Answer – Pre-Group.” In this case, you would earn 14 points for Love.
- There would be a 10% chance you’d get paid for your “Individual Answer – Post-Group.” In this case, you would earn 17 points for Foul.
- There would be an 80% chance you’d get paid for the “Group Answer”. If you were chosen by the “chooser”, the “Group Answer” would be “Foul”, your “Individual Answer – Post-Group.” But, if you were not chosen by the “chooser”, someone else’s “Individual Answer – Post-Group” would count as the “Group Answer” and you would earn the number of points that answer was worth.
You would receive $2 if you were selected by the “chooser” to submit for the group.

Following the experiment, you will be told which round was pre-selected for payment and, for that round, which answer was chosen to count. Remember that any of the answers that you submit might count for payment.

Final Payoffs

In summary, prior to the experiment, one round was randomly pre-selected for payment. Your total payoff from the experiment will be calculated as follows:

$10 show-up fee
+ $1 for each point earned for the answer counted in the chosen round
+ $2 if you were chosen by the “chooser” to have your answer count as the “Group Answer” in the chosen round
+ completion fee (if any)

Are there any questions before we begin Part 1 of the experiment?
Round X

We will now begin Round X. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

[Show question for 15 secs]

[Show question and allow them to submit answer for 30 seconds]

My guess is __________.

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

We will now begin the group stage.

Below is a table of the answers submitted by each member of your group. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer – Post-Group” submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

<table>
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<tr>
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[Show question again.]

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

My guess is __________.
UNKNOWN GENDER – ANSWER + CONFIDENCE

In this part, you will participate in 4 rounds of decision-making as a member of a group of 3 participants. In each round, individual participants will be re-matched to form new groups.

In each round, you will be working on a task with your group. The task consists of answering open-ended questions. These questions are “Family Feud” style questions. Each question is a question that was asked to a group of 100 people. Your job is to guess what answers they gave to the question.

For example, the question might be: “Name a word a judge might yell out during a tennis match.” And, you would try to guess what answers people gave to this question. The more popular the answer you guess is, the more points you would get.

For example, for this question, the points for answers were:

“Name a word a judge might yell out during a tennis match”

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Important: You must spell your answer correctly in order for it to count. The computer will not recognize your answer is there is a typo or spelling error.

For example, if you answer “love”, you would earn 14 points:

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In each round, you will have one question to work on.

You will see the question on your screen. You will have 15 seconds to read the question. Then, you will have 30 seconds to submit your best guess of the highest scoring answer. We will call this your “Individual Answer – Pre-Group”.

After submitting this answer, we will ask you how confident you are about this answer. You will be asked, “On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.”

After all players have submitted their Individual Answers, you will begin the group stage. You will be shown a table of player IDs, the answers they have proposed, and their self-confidence. You will be asked the following question:

“Please decide which group member you would like to submit an answer for the group.”

You will see a list of the three members of your group, including you. You must rank them from 1 – 3, with 1 being the person you most want to submit an answer for the group, and 3 being the person you least want to submit an answer for the group.

We will also ask you how confident you are in each member’s ability to submit a high scoring answer for the group. Next to their rank, you will be asked to indicate for each group member how confident you are, on a scale of 1 – 10, that this member will provide a high-scoring answer if chosen to answer for the group.

Following the group stage, you will then be asked again for an individual answer. If you are chosen to answer for the group, this is the answer that would be submitted.
on your behalf. We will call this your “Individual Answer – Post-Group”. We will also ask you for your confidence again.

How the Group Answer is Chosen

After you submit your “Individual Answer – Post-Group”, a “Group Answer” will be chosen. It will work like this:

First, one member of your group will be chosen at random as the “chooser”. Each member of your group is equally likely to be the “chooser” for the round. The computer will look at the rankings provided by the “chooser” in order to determine who answers the question for the group.

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“Name a word a judge might yell out during a tennis match”

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Then, you would enter the group stage. **You would see the answers submitted by each of your other group members and their self-confidence.** You would provide a ranking of all group members.

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Round X

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Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

[Show question for 15 secs]

[Show question and allow them to submit answer for 30 seconds]

My guess is ________ .

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

We will now begin the group stage.

[Show table of names and answers, example below.]

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[Show question again.]

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My guess is ___________.

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<td>Out</td>
<td>10</td>
</tr>
<tr>
<td>Order</td>
<td>6</td>
</tr>
<tr>
<td>Net</td>
<td>4</td>
</tr>
<tr>
<td>Point</td>
<td>3</td>
</tr>
</tbody>
</table>

The number of points an answer is worth is equal to the number of people who gave that particular answer in an 100 person survey. The goal is to submit the highest scoring (i.e. most popular) answer.

Important: You must spell your answer correctly in order for it to count. The computer will not recognize your answer is there is a typo or spelling error.

For example, if you answer “love”, you would earn 14 points:

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fault</td>
<td>25</td>
</tr>
<tr>
<td>Foul</td>
<td>17</td>
</tr>
<tr>
<td>Love</td>
<td>14</td>
</tr>
<tr>
<td>Out</td>
<td>10</td>
</tr>
<tr>
<td>Order</td>
<td>6</td>
</tr>
</tbody>
</table>
Only answers that have received two or more survey responses count for points. If your answer does not appear in the table of answers, you will receive zero points.

If you misspell your answer (for example, if you typed “lofe” or any other spelling), you will receive zero points. Please, be careful in typing your submission!

In each round, you will have one question to work on.

You will see the question on your screen. You will have 15 seconds to read the question. Then, you will have 30 seconds to submit your best guess of the highest scoring answer. We will call this your “Individual Answer – Pre-Group”.

After submitting this answer, we will ask you how confident you are about this answer. You will be asked, “On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.”

After all players have submitted their Individual Answers, you will begin the group stage.

You will be able to communicate with the other members of your group to discuss potential answers. The discussion will take place via a chat room, and the discussion period will last 1 minute. Once the discussion period has concluded, you will be able to view a transcript of the discussion.

You will be asked the following question:

“Please decide which group member you would like to submit an answer for the group.”

You will see a list of the three members of your group, including you. You must rank them from 1 – 3, with 1 being the person you most want to submit an answer for the group, and 3 being the person you least want to submit an answer for the group.

We will also ask you how confident you are in each member’s ability to submit a high scoring answer for the group. Next to their rank, you will be asked to indicate
for each group member how confident you are, on a scale of 1 – 10, that this member will provide a high-scoring answer if chosen to answer for the group.

Following the group stage, you will then be asked again for an individual answer. If you are chosen to answer for the group, this is the answer that would be submitted on your behalf. We will call this your “Individual Answer – Post-Group”. We will also ask you for your confidence again.

**How the Group Answer is Chosen**

After you submit your “Individual Answer – Post-Group”, a “Group Answer” will be chosen. It will work like this:

First, one member of your group will be chosen at random as the “chooser”. Each member of your group is equally likely to be the “chooser” for the round. The computer will look at the rankings provided by the “chooser” in order to determine who answers the question for the group.

The person ranked first by the “chooser” has a 60% chance of being chosen (6 out of 10 chance).

The person ranked second by the “chooser” has a 30% chance of being chosen (3 out of 10 chance).

The person ranked third by the “chooser” has a 10% chance of being chosen (1 out of 10 chance).

The computer will select someone to answer for the group based upon the rankings of the “chooser” according to these probabilities. The person chosen by the “chooser” will then have their “Individual Answer – Post-Group” submitted as the “Group Answer” for your group.

The person chosen by the “chooser” to submit the “Group Answer” will earn $2 if this round was pre-selected for payment.

**Points for the Round**

You will earn points for three answers during each round:

- Your “Individual Answer – Pre-Group”
Your “Individual Answer – Post-Group”
• The “Group Answer” – the answer submitted by the individual chosen by the “chooser”

In the pre-selected round, one of these answers will be randomly chosen to count. There is a 10% chance that your “Individual Answer – Pre-Group” will count for your payment, a 10% chance that your “Individual Answer – Post-Group” will count for your payment, and an 80% chance that the “Group Answer” will count for your payment.

For whichever answer is chosen to count, you will be awarded the number of points that the answer was worth.

Let’s return to our example. Suppose the question for the round was:

“Name a word a judge might yell out during a tennis match”

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fault</td>
<td>25</td>
</tr>
<tr>
<td>Foul</td>
<td>17</td>
</tr>
<tr>
<td>Love</td>
<td>14</td>
</tr>
<tr>
<td>Out</td>
<td>10</td>
</tr>
<tr>
<td>Order</td>
<td>6</td>
</tr>
<tr>
<td>Net</td>
<td>4</td>
</tr>
<tr>
<td>Point</td>
<td>3</td>
</tr>
</tbody>
</table>

First, you would submit an “Individual Answer – Pre-Group”. Suppose this answer was “Love”.

Then, you would enter the group stage. You would participate in the group chat for 1 minute. You would provide a ranking of all group members.

Then, you would submit an “Individual Answer – Post-Group”. This is the answer that would be submitted for you if you were chosen by the “chooser”. Suppose this answer was “Foul”.

If this round were the round that was chosen for payment:

• There would be a 10% chance you’d get paid for your “Individual Answer – Pre-Group.” In this case, you would earn 14 points for Love.
• There would be a 10% chance you’d get paid for your “Individual Answer – Post-Group.” In this case, you would earn 17 points for Foul.
There would be an 80% chance you’d get paid for the “Group Answer”. If you were chosen by the “chooser”, the “Group Answer” would be “Foul”, your “Individual Answer – Post-Group.” But, if you were not chosen by the “chooser”, someone else’s “Individual Answer – Post-Group” would count as the “Group Answer” and you would earn the number of points that answer was worth.

You would receive $2 if you were selected by the “chooser” to submit for the group.

______________________________

Following the experiment, you will be told which round was pre-selected for payment and, for that round, which answer was chosen to count. Remember that any of the answers that you submit might count for payment.

______________________________

**Final Payoffs**

In summary, prior to the experiment, one round was randomly pre-selected for payment. Your total payoff from the experiment will be calculated as follows:

$10 show-up fee
+
$1 for each point earned for the answer counted in the chosen round
+
$2 if you were chosen by the “chooser” to have your answer count as the “Group Answer” in the chosen round
+
completion fee (if any)

______________________________

**Are there any questions before we begin Part 1 of the experiment?**
Round X

We will now begin Round X. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

[Show question for 15 secs]

[Show question and allow them to submit answer for 30 seconds]

My guess is ________ .

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

We will now begin the group stage.

You will now have 1 minute to chat with your group members.

[Insert chat]

Your chat has ended. Below is a transcript of your chat. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer – Post-Group” submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

[Insert transcript.]
<table>
<thead>
<tr>
<th>ID</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1 == first choice; 3 == last choice)</th>
<th>Confidence: On a scale of 1 – 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

[Show question again.]

Now that you’ve finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

My guess is ___________. 
Informed Consent Form

 Participation is voluntary
 It is your choice whether or not to participate in this research. If you choose to participate, you may change your mind and leave the study at any time. Refusal to participate or stopping your participation will involve no penalty or loss of benefits to which you are otherwise entitled.

What is the purpose of this research?
The purpose of this research is to understand how people make decisions and complete tasks in groups. We are interested in understanding team interactions, and decisions based on those interactions.

How long will I take part in this research?
Your participation will take approximately 60 minutes to complete.

What can I expect if I take part in this research?
As a participant, you will make decisions and complete tasks on the computer terminal in front of you. This study has several parts. You will be asked to work in small groups in some parts. In each part, you will be answering questions and performing a task on the computer terminal in front of you. You will earn money based upon your answers to these questions and your performance in the task. In some parts, you may earn money based upon the decisions of other people in the laboratory right now. You will receive clear instructions for each part. There is no deception in this study; that is, at no point during the experiment will the instructions or the researcher deceive or lie to you.

What are the risks and possible discomforts?
If you choose to participate, the effects should be comparable to those you would experience from viewing a computer monitor for 60 minutes and using a mouse or keyboard.

Are there any benefits from being in this research study?
If you are interested in the results of this study, you can send an email message to lcoffman@hbs.edu and we will send you a copy of any manuscripts based on the research (or summaries of our results).

Will I be compensated for participating in this research?
For your participation in the study, you will receive a $10 show-up payment. You will then have the chance to earn further payment based upon your answers in the study. You will earn at least $15 for your participation.

If I take part in this research, how will my privacy be protected? What happens to the information you collect?
Your data will be kept by the assignment of random participant numbers. You also may be asked to submit a first name of your choosing as part of this experiment, which may be observable by other participants who are in the laboratory right now. If you are not asked to submit a name, your data will be linked only to your participant number; there will be no way of matching any data collected to your name. If you are asked to submit a name, then your data will also be linked to the name you choose to submit. After the experiment is over, we will de-identify your data from the name you submit, so that there will be no way of matching any data collected to any identifying information. When the research is completed, the raw data will be stored on a password-protected computer, accessible only to the researchers.

If I have any questions, concerns or complaints about this research study, who can I talk to?
The researcher for this study is Katherine Coffman who can be reached at 817-495-6538, 445 BL, Harvard Business School, or lcoffman@hbs.edu.

- If you have questions, concerns, or complaints
- If you would like to talk to the research team
- If you think the research has harmed you, or
- If you wish to withdraw from the study.

This research has been reviewed by the Committee on the Use of Human Subjects in Research at Harvard University and the Wellesley College IRB (Committee for the Protection of Human Subjects). They can be reached at 617-495-2847, 1414 Massachusetts Avenue, Second Floor, Cambridge, MA 02138, or cuhs@fas.harvard.edu (Harvard) or at 781-283-2551, 106 Central Street, Wellesley, MA 02481-2804, or rmarshall@wellesley.edu (Wellesley) for any of the following:
- If your questions, concerns, or complaints are not being answered by the research team,
- If you cannot reach the research team,
- If you want to talk to someone besides the research team,
- If you have questions about your rights as a research participant.

Please click OK if you consent to participating in this study.
Please enter your CLER ID number.
(It is located on the laminated card at your station)
Welcome!

Thank you for coming today. At this time, please turn off and/or put away any electronic devices/phones/other things you may have brought with you. From this point forward, we ask you to please focus on the tasks of the experiment. You are not permitted to browse the internet at any time during this experiment. You may not talk to other participants during the experiment. Anyone caught violating these rules will be dismissed without pay. If you have questions at any point, you should raise your hand and one of us will come over to assist you.

Whenever you are asked to enter text by typing on the computer keyboard, please be mindful of misspellings and typographical errors.

This experiment consists of two parts, followed by a post-experiment questionnaire. You will have the opportunity to earn points which will be converted to cash payments. These payments will be added to your $10 show-up fee. You may also qualify for a completion fee at the end of the experiment. The average payment across all participants will be at least $20.

You will be paid in cash and dismissed at the conclusion of the experiment, when all subjects in the laboratory have completed the experiment. This will take no longer than 60 minutes.
Part 1 instructions read aloud, while participants follow along on handouts.
You will now begin Round 1. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 1.
Round 1

"Name something that men think is manly."
Round 1

"Name something that men think is manly."

My guess is
Round 1

"Name something that men think is manly."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

[1 (Not confident at all) 2 3 4 5 6 7 8 9 10 (Extremely confident)]
Round 1

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the "chooser" for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their "Individual Answer - Post-Group" submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

"Name something that men think is manly."

<table>
<thead>
<tr>
<th>Player ID</th>
<th>Answer</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1=first choice; 3=last choice)?</th>
<th>Confidence: On a scale of 1 - 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>watching sports</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>weightlifting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>mechanics</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Round 1

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name something that men think is manly."

My guess is
Round 1

"Name something that men think is manly."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
If participant submits the group answer

Round 1

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: hunting
Points earned from this answer: 15

Your Individual Answer - Pre-Group: mechanics
Points earned from this answer: 20

Your Individual Answer - Post-Group: hunting
Points earned from this answer: 15
If participant DOES NOT submit the group answer

Round 1

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: hunting
Points earned from this answer: 15

Your Individual Answer - Pre-Group: hunting
Points earned from this answer: 15

Your Individual Answer - Post-Group: playing football
Points earned from this answer: 16

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>lifting weights</td>
<td>30</td>
</tr>
<tr>
<td>fixing cars</td>
<td>20</td>
</tr>
<tr>
<td>playing football</td>
<td>16</td>
</tr>
<tr>
<td>hunting</td>
<td>15</td>
</tr>
<tr>
<td>drinking beer</td>
<td>15</td>
</tr>
<tr>
<td>watching sports</td>
<td>10</td>
</tr>
</tbody>
</table>
You will now begin Round 2. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 2.
Round 2

"Name a sport in which the competitors wear funny-looking shoes."
Round 2

"Name a sport in which the competitors wear funny-looking shoes."

My guess is _________
Round 2

"Name a sport in which the competitors wear funny-looking shoes."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

(circle the number from 1 to 10)

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
Round 2

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their "Individual Answer - Post-Group" submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

"Name a sport in which the competitors wear funny-looking shoes."

<table>
<thead>
<tr>
<th>Player ID</th>
<th>Answer</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1=first choice; 3=last choice)?</th>
<th>Confidence: On a scale of 1 - 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>wrestling</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>golf</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>track &amp; field</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Round 2

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name a sport in which the competitors wear funny-looking shoes."

My guess is ______
Round 2

"Name a sport in which the competitors wear funny-looking shoes."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all) 2 3 4 5 6 7 8 9 10 (Extremely confident)
If participant submits the group answer

**Round 2**

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>bowling</td>
<td>34</td>
</tr>
<tr>
<td>soccer</td>
<td>21</td>
</tr>
<tr>
<td>golf</td>
<td>10</td>
</tr>
<tr>
<td>track</td>
<td>6</td>
</tr>
<tr>
<td>basketball</td>
<td>6</td>
</tr>
<tr>
<td>football</td>
<td>6</td>
</tr>
<tr>
<td>wrestling</td>
<td>4</td>
</tr>
</tbody>
</table>

The Group Answer: football
Points earned from this answer: 6

Your Individual Answer - Pre-Group: bowling
Points earned from this answer: 34

Your Individual Answer - Post-Group: football
Points earned from this answer: 6
If participant DOES NOT submit the group answer

Round 2

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: football
Points earned from this answer: 6

Your Individual Answer - Pre-Group: football
Points earned from this answer: 6

Your Individual Answer - Post-Group: golf
Points earned from this answer: 10
You will now begin Round 3. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 3.
Round 3

"Name a drink or good that can be consumed either hot or cold."
Round 3

"Name a drink or good that can be consumed either hot or cold."

My guess is
Round 3

"Name a drink or good that can be consumed either hot or cold."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
Round 3

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the "chooser" for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their "Individual Answer - Post-Group" submitted for the group.

You should also provide your confidence in each player's ability to provide a high-scoring answer to this question.

"Name a drink or good that can be consumed either hot or cold."

<table>
<thead>
<tr>
<th>Player ID</th>
<th>Answer</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1=first choice; 3=last choice)?</th>
<th>Confidence: On a scale of 1 - 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>soup</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>soup</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>milk</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Round 3

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name a drink or good that can be consumed either hot or cold."

My guess is [ ]
Round 3

"Name a drink or good that can be consumed either hot or cold."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.
If participant submits the group answer

Round 3

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: tea
Points earned from this answer: 32

Your Individual Answer - Pre-Group: coffee
Points earned from this answer: 17

Your Individual Answer - Post-Group: tea
Points earned from this answer: 32
If participant DOES NOT submit the group answer

Round 3

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: tea
Points earned from this answer: 32

Your Individual Answer - Pre-Group: no answer given
Points earned from this answer: 0

Your Individual Answer - Post-Group: pizza
Points earned from this answer: 29
You will now begin Round 4. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 4.
Round 4

"Name a city or state that has a name a woman might have."
Round 4

"Name a city or state that has a name a woman might have."

My guess is _____________________
Round 4

"Name a city or state that has a name a woman might have."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
Round 4

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer - Post-Group” submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

"Name a city or state that has a name a woman might have."

<table>
<thead>
<tr>
<th>Player ID</th>
<th>Answer</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1==first choice; 3==last choice)?</th>
<th>Confidence: On a scale of 1 - 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Alberta</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Paris</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Georgia</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Round 4

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name a city or state that has a name a woman might have."

My guess is
Round 4

"Name a city or state that has a name a woman might have."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all) 2 3 4 5 6 7 8 9 10 (Extremely confident)
If participant submits the group answer

Round 4

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: alberta
Points earned from this answer: 8

Your Individual Answer - Pre-Group: alberta
Points earned from this answer: 8

Your Individual Answer - Post-Group: alberta
Points earned from this answer: 8
If participant DOES NOT submit the group answer

**Round 4**

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: alberta
Points earned from this answer: 8

Your Individual Answer - Pre-Group: paris
Points earned from this answer: 26

Your Individual Answer - Post-Group: savannah
Points earned from this answer: 3
Part 2 instructions read aloud, while participants follow along on handouts.
Please enter a name or nickname to identify yourself to other players in your group for the next four rounds.

Name
You are about to begin Round 5.

Your Group Number: 1
You will be identified by the following name during the group stage of this round: anne

When the experimenter announces your group number, please listen carefully and when the name you entered (displayed above) is called, please say "Here".

Please note a number may have been added to the name you entered if one or more members of your group entered the same name.
You will now begin Round 5. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 5.
Round 5

"Name something a firefighter doesn't want to be without."
Round 5

"Name something a firefighter doesn't want to be without."

My guess is ____________
Round 5

"Name something a firefighter doesn't want to be without."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
Round 5

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group and their self-confidence. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the “chooser” for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their “Individual Answer - Post-Group” submitted for the group.

You should also provide your confidence in each player’s ability to provide a high-scoring answer to this question.

"Name something a firefighter doesn’t want to be without."

<table>
<thead>
<tr>
<th>Name</th>
<th>Answer</th>
<th>Self-Confidence</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1=first choice; 3=last choice)?</th>
<th>Confidence: On a scale of 1 - 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>jennifer</td>
<td>No answer given</td>
<td>8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>anna</td>
<td>axe</td>
<td>8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>john</td>
<td>uniform</td>
<td>6</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Round 5

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name something a firefighter doesn't want to be without."

My guess is ___________
Round 5

"Name something a firefighter doesn't want to be without."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)

[OK button]
Round 5

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: water
Points earned from this answer: 41

Your Individual Answer - Pre-Group: axe
Points earned from this answer: 1

Your Individual Answer - Post-Group: water
Points earned from this answer: 41
If participant DOES NOT submit the group answer

Round 5

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: water
Points earned from this answer: 41

Your Individual Answer - Pre-Group: axe
Points earned from this answer: 1

Your Individual Answer - Post-Group: hose
Points earned from this answer: 14

OK
You are about to begin Round 6.

Your Group Number: 2
You will be identified by the following name during the group stage of this round: anne

When the experimenter announces your group number, please listen carefully and when the name you entered (displayed above) is called, please say "Here".

Please note a number may have been added to the name you entered if one or more members of your group entered the same name.
You will now begin Round 6. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 6.
Round 6

"Name a reason your eyes might water/have tears."
Round 6

"Name a reason your eyes might water/ have tears."

My guess is ____________________
Round 6

"Name a reason your eyes might water/have tears."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.
Round 6

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group and their self-confidence. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the "chooser" for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their "Individual Answer - Post-Group" submitted for the group.

You should also provide your confidence in each player's ability to provide a high-scoring answer to this question.

"Name a reason your eyes might water/have tears."

<table>
<thead>
<tr>
<th>Name</th>
<th>Answer</th>
<th>Self-Confidence</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1=first choice; 3=last choice)?</th>
<th>Confidence: On a scale of 1 - 10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>anne</td>
<td>yawn</td>
<td>10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>alex</td>
<td>onions</td>
<td>9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>john</td>
<td>No answer given</td>
<td>10</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Round 6

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name a reason your eyes might water/have tears."

My guess is ___________
Round 6

"Name a reason your eyes might water/have tears."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
If participant submits the group answer

Round 6

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: allergies
Points earned from this answer: 10

Your Individual Answer - Pre-Group: onions
Points earned from this answer: 37

Your Individual Answer - Post-Group: allergies
Points earned from this answer: 10
If participant DOES NOT submit the group answer

---

**Round 6**

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

- **The Group Answer: allergies**
  - Points earned from this answer: 10

- **Your Individual Answer - Pre-Group: flu**
  - Points earned from this answer: 6

- **Your Individual Answer - Post-Group: yawning**
  - Points earned from this answer: 7

---

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>cutting onions</td>
<td>37</td>
</tr>
<tr>
<td>crying</td>
<td>23</td>
</tr>
<tr>
<td>allergies</td>
<td>10</td>
</tr>
<tr>
<td>smoke</td>
<td>8</td>
</tr>
<tr>
<td>yawning</td>
<td>7</td>
</tr>
<tr>
<td>sick</td>
<td>6</td>
</tr>
<tr>
<td>dirt</td>
<td>6</td>
</tr>
</tbody>
</table>
You are about to begin Round 7.

Your Group Number: 2
You will be identified by the following name during the group stage of this round: alex1

When the experimenter announces your group number, please listen carefully and when the name you entered (displayed above) is called, please say "Here".

Please note a number may have been added to the name you entered if one or more members of your group entered the same name.
You will now begin Round 7. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 7.
Round 7

"Give me a word or phrase that contains the word bar."
Round 7

"Give me a word or phrase that contains the word bar."

My guess is

[Input field]
Round 7

"Give me a word or phrase that contains the word bar."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all) 2 3 4 5 6 7 8 9 10 (Extremely confident)
Round 7

You will now begin the group stage.

Below is a table of the answers submitted by each member of your group and their self-confidence. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the "chooser" for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their "Individual Answer - Post-Group" submitted for the group.

You should also provide your confidence in each player's ability to provide a high-scoring answer to this question.

"Give me a word or phrase that contains the word bar."

<table>
<thead>
<tr>
<th>Name</th>
<th>Answer</th>
<th>Self-Confidence</th>
</tr>
</thead>
<tbody>
<tr>
<td>anna5</td>
<td>barstool</td>
<td>9</td>
</tr>
<tr>
<td>mark</td>
<td>bartender</td>
<td>7</td>
</tr>
<tr>
<td>anna7</td>
<td>barbeque</td>
<td>9</td>
</tr>
</tbody>
</table>
Round 7

Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Give me a word or phrase that contains the word bar."

My guess is ____________________________
Round 7

"Give me a word or phrase that contains the word bar."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all) 2 3 4 5 6 7 8 9 10 (Extremely confident)
If participant submits the group answer

Round 7

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: bar mitzvah
Points earned from this answer: 6

Your Individual Answer - Pre-Group: barbeque
Points earned from this answer: 6

Your Individual Answer - Post-Group: bar mitzvah
Points earned from this answer: 6

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>bartender</td>
<td>22</td>
</tr>
<tr>
<td>candy bar</td>
<td>14</td>
</tr>
<tr>
<td>barber</td>
<td>12</td>
</tr>
<tr>
<td>barstool</td>
<td>9</td>
</tr>
<tr>
<td>barbell</td>
<td>8</td>
</tr>
<tr>
<td>exam</td>
<td>7</td>
</tr>
<tr>
<td>barbeque</td>
<td>6</td>
</tr>
<tr>
<td>bar mitzvah</td>
<td>6</td>
</tr>
</tbody>
</table>
If participant DOES NOT submit the group answer

Round 7

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

The Group Answer: bar mitzvah
Points earned from this answer: 6

Your Individual Answer - Pre-Group: bar exam
Points earned from this answer: 7

Your Individual Answer - Post-Group: exam
Points earned from this answer: 7
You are about to begin Round 8.

Your Group Number: 1
You will be identified by the following name during the group stage of this round: alex

When the experimenter announces your group number, please listen carefully and when the name you entered (displayed above) is called, please say "Here".

Please note a number may have been added to the name you entered if one or more members of your group entered the same name.
You will now begin Round 8. On the next screen the question will appear. You will have 15 seconds to read it and then 30 seconds to submit an answer.

Remember, you must spell your answer correctly for it to count. Typos or errors will prevent the computer from recognizing your answer.

Please raise your hand if you have a question. Otherwise, please click OK to view the question for Round 8.
Round 8

"Name an item of clothing that you should not wash in the washing machine."
Round 8

"Name an item of clothing that you should not wash in the washing machine."

My guess is ________
Round 8

"Name an item of clothing that you should not wash in the washing machine."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

- 1 (Not confident at all)  - 2  - 3  - 4  - 5  - 6  - 7  - 8  - 9  - 10 (Extremely confident)
You will now begin the group stage.

Below is a table of the answers submitted by each member of your group and their self-confidence. Your job is to come up with a ranking of the members of your group. Give a 1 to the member you most want to answer the question for your group, a 2 to your second choice, and a 3 to your third choice. The computer will not allow ties. If you are selected by the computer as the "chooser" for this round, your rankings will determine who submits the group answer. Remember, the person selected to submit a group answer will have their "Individual Answer - Post-Group" submitted for the group.

You should also provide your confidence in each player's ability to provide a high-scoring answer to this question.

"Name an item of clothing that you should not wash in the washing machine."

<table>
<thead>
<tr>
<th>Name</th>
<th>Answer</th>
<th>Self-Confidence</th>
<th>Ranking: How much do you want this person to answer the question for the group? (1=first choice; 3=last choice?)</th>
<th>Confidence: On a scale of 1-10, how confident are you that this person can provide a high-scoring answer to this question?</th>
</tr>
</thead>
<tbody>
<tr>
<td>alex</td>
<td>shoes</td>
<td>8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>mark</td>
<td>hats</td>
<td>8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>john</td>
<td>bra</td>
<td>9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Now that you've finished the group stage, you have another chance to provide an individual answer. If you are the person selected to answer for your group, this is the answer that will be submitted.

"Name an item of clothing that you should not wash in the washing machine."

My guess is
Round 8

"Name an item of clothing that you should not wash in the washing machine."

On a scale of 1-10, please indicate how confident you feel about your ability to submit a high-scoring answer to this specific question.

1 (Not confident at all)  2  3  4  5  6  7  8  9  10 (Extremely confident)
If participant submits the group answer

**Round 8**

You were selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>shoe</td>
<td>29</td>
</tr>
<tr>
<td>bra</td>
<td>21</td>
</tr>
<tr>
<td>hat</td>
<td>16</td>
</tr>
<tr>
<td>coat</td>
<td>13</td>
</tr>
<tr>
<td>sweater</td>
<td>9</td>
</tr>
<tr>
<td>suit</td>
<td>7</td>
</tr>
<tr>
<td>gown</td>
<td>3</td>
</tr>
</tbody>
</table>

The Group Answer: coat
Points earned from this answer: 13

Your Individual Answer - Pre-Group: shoes
Points earned from this answer: 29

Your Individual Answer - Post-Group: coat
Points earned from this answer: 13

OK
If participant DOES NOT submit the group answer

**Round 8**

You were not selected by the chooser to submit the group answer.

The Group Answer and your Individual Answers, and the points you would earn from each Answer if chosen to count, are as follows:

**The Group Answer:** coat  
Points earned from this answer: 13

**Your Individual Answer - Pre-Group:** shoes  
Points earned from this answer: 29

**Your Individual Answer - Post-Group:** shoe  
Points earned from this answer: 29
You have now completed the main portion of the experiment. Below is a breakdown of your final payment.

**Show-up fee:** $10

**Randomly-chosen round:** Round 2  
**Answer that counts for payment:** Group Answer  
**Points earned from the answer that counts for payment:** 8  
**Earnings from answer that counts for payment** ($0.40 x points earned from the answer that counts for payment, rounded up to an even dollar amount): $4

Additionally, you were chosen by the chooser to have your answer count as the Group Answer in the randomly-chosen round, thus you earned an additional $2.

**Your total earnings:** $16
You have now completed the main portion of the experiment. Below is a breakdown of your final payment.

**Show-up fee:** $10

**Randomly-chosen round:** Round 7

**Answer that counts for payment:** Group Answer

**Points earned from the answer that counts for payment:** 22

**Earnings from answer that counts for payment** ($0.40 x points earned from the answer that counts for payment, rounded up to an even dollar amount): $9

Unfortunately, you were not chosen by the chooser to have your answer count as the Group Answer in the randomly-chosen round, thus you will not receive any additional bonus payment.

**Your total earnings:** $19
Thank you for your participation in this experiment. You will now be asked a short series of questions regarding your demographic information and your strategy in the experiment. We ask you to answer all questions as truthfully as possible. Your answers will help us tremendously! Feel free to leave any of the answers blank if you prefer not to answer.

Please remember that all information collected during the experiment will be kept private and that your decisions will remain anonymous to other participants and the experimenters.

After completing this brief survey, you will be privately paid your experimental earnings and will be free to go.

Please do not hesitate to speak to the experimenter should you have any questions regarding the experiment or your experience as a participant.
1. Gender
   - Male
   - Female
   - Other

2. Age

3. Marital Status
   - Married
   - Widowed
   - Divorced
   - Separated
   - Never Married

4. Which of the following best describe(s) your race (check all that apply)?
   - Asian
   - Black
   - Arabic or North African
   - Hispanic
   - White
   - Other

4a. If you selected 'other' on question 4, please specify

5. Country of birth

6. Country of citizenship

7. Primary language

8. Please rate your English language proficiency
   - Elementary
   - Intermediate
   - Advanced
   - Fluent
   - Native or bilingual

[Continue]
9. Are you currently a student?
   - Yes
   - No

9a. If you answered 'yes' on question 9, please indicate your student status
   - Bachelor's student
   - Master's student
   - Other

9b. If you answered 'yes' on question 9, was it (are) your field(s) of study?

10. What is (was) your undergraduate GPA on a 4.0 scale?

11. What is your family's total household income?
   - Under $20,000
   - $20,000 to $45,000
   - $45,000 to $65,000
   - $65,000 to $90,000
   - $90,000 to $125,000
   - $125,000 or more
12. From the list of experiences below, please select all that apply.

- [ ] I do not have any past leadership experience
- [ ] I have been a leader of a group of others as part of my educational activities at school or university
- [ ] I have been a leader of a group of others as part of my extracurricular activities (such as sports, student organizations, etc.)
- [ ] I have been a leader of a group of others as part of my work or internship experiences

Please provide specific examples of your leadership experiences below (if any):

13. Are you at all familiar with the television show Family Feud?

- [ ] No
- [ ] Somewhat Familiar
- [ ] Very Familiar

14. Did you recognize anyone in your group as a personal friend, colleague, or classmate?

- [ ] Yes
- [ ] No

If yes, did that knowledge change your decisions in the experiment?

- [ ] Yes
- [ ] No

If yes, please explain how:

15. Did you use your real name in the experiment?

16. Any other comments?
Your CLER ID number: 7452

Your final payment is as follows:

Show up fee: $10

Money earned during experiment: $8

Total earnings: $18

Thank you for your participation! Please remain seated until your row is called. Then please bring your CLER ID card to the experimenter’s table to receive your payment. You are then free to leave.
Please click next if you wish to participate.

Overview
In this study, we will be asking for your impressions of conversations. You will read 3 different conversations. After each conversation, you will be asked to answer some questions about your impressions of the conversations.

Where do these conversations come from?
The conversations you are about to see are from a previous experiment conducted in a laboratory. In that experiment, participants were tasked with answering open-ended questions. These questions were “Family Feud” style questions. Their job was to guess answers to the Family Feud question.

More about the previous experiment
For example, the Family Feud question might have been: “Name a word a judge might yell out during a tennis match.” And, these participants would have tried to guess what popular answers were to this question. The more popular the answer someone guesses is, the more points that person would get. Popularity was measured by the number of survey respondents out of 100 that gave the answer.

For example, for this question, the points for answers were:

“Name a word a judge might yell out during a tennis match”

<table>
<thead>
<tr>
<th>Answers</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fault</td>
<td>25</td>
</tr>
<tr>
<td>Foul</td>
<td>17</td>
</tr>
<tr>
<td>Love</td>
<td>14</td>
</tr>
<tr>
<td>Out</td>
<td>10</td>
</tr>
</tbody>
</table>
The number of points an answer was worth was equal to the number of people who gave that particular answer in an 100 person survey. The goal was to submit the highest scoring (i.e. most popular) answer.

In the experiment, participants were placed into groups of three. Each member of the group saw the Family Feud question and then provided an answer. Then, they were allowed to chat over the computer for 1 minute. The conversations you will see are the transcripts of those 1-minute chats. Following the chat, each group member had to choose what they thought the best answer was, and who they wanted to answer the question on behalf of the group. We called the person chosen to answer on behalf of the group "the chooser".

Your job
Note that you will be not be doing any Family Feud questions. Instead, you will be reading 3 different chat transcripts from this previous experiment. After each chat transcript, you will be asked to answer some questions about the chat and your perceptions of it.

Attention questions
Note that you may see questions that test whether you are paying attention carefully. These questions will be explicitly described as such. If you answer these questions incorrectly, there is a chance that you could be removed from the survey without pay.

Your payment
We ask that you do your best to provide thoughtful answers. Following your participation, we will anonymously and randomly match you to another participant who answered the same questions about one of the same chats that you did. We will randomly select one of the questions you answered about that chat. We will compare the answer you gave to that question to the answer another participant in this HIT gave to the same question.
about that same conversation. If both of you gave the same answer to that question, you will each receive an extra $1.50 in bonus payment. This payment will be made to you within 2 weeks of your participation today.

You are about to view your first conversation. You will be shown the Family Feud question the group participants were answering. There will be three pages of questions. The first page will ask you about Group Member 1. The second page will ask you about Group Member 2. The third page will ask you about Group Member 3 and some questions about the conversation as a whole. You will be shown the conversation on each page. Please click next when you are ready to begin.

**Family Feud Question: Name a reason your eyes might water/have tears.**

Member 2: Chopping Onions

Member 1: agree

Member 3: yea thats a good one

Member 3: or sun

Member 1: cold

Member 2: Can it be Crying? if we just answer for the questions

Member 1: i said crying but not sure

Please rate GROUP MEMBER 1 on the following dimensions:
To what extent did GROUP MEMBER 1:

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Family Feud Question: Name a reason your eyes might water/have tears.

Member 2: Chopping Onions

Member 1: agree
Member 3: yea thats a good one

Member 3: or sun

Member 1: cold

Member 2: Can it be Crying? if we just answer for the questions

Member 1: i said crying but not sure

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Member 3: or sun

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Please rate GROUP MEMBER 3 on the following dimensions:

- Intelligent
- Assertive
- Competent
- Warm
- Passive
- Confident

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To what extent did GROUP MEMBER 3:

Critical of others
Stubborn
Good-natured
Tolerant
Supportive of others

To what extent did GROUP MEMBER 3:

Impede the group’s success?
Contribute to the group’s success?
Advocate to be chosen by group?
Advocate for their preferred answer?
Have their ideas listened to by the group?
Do a good job voicing their ideas?

Your vote for MVP (most valuable player) of the group:

Member 1
Member 2
Member 3

You are about to view your second conversation. You will be shown the Family Feud question the group participants were answering.
There will be three pages of questions. The first page will ask you about Group Member 1. The second page will ask you about Group Member 2. The third page will ask you about Group Member 3 and some questions about the conversation as a whole. You will be shown the conversation on each page.
Please click next when you are ready to begin.
Family Feud Question: Name something a firefighter doesn't want to be without.

Member 3: gas mask

Member 1: i said water

Member 2: i said suit

Member 1: you?

Member 1: all valid

Member 3: let's go w/water?

Member 3: i vote water

Member 1: more obvious answer?

Member 1: okay

Member 3: kewl

Member 2: water

Member 1: biosuit, vanessa?

Member 2: lol

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Member 3: gas mask

Member 1: i said water

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Member 1: you?

Member 1: all valid

Member 3: let's go w/water?

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Member 3: i vote water
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Member 2: water

Member 1: biosuit, vanessa?

Member 2: lol

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Your vote for MVP (most valuable player) of the group:

Member 1
Member 2
Member 3

This question is to ensure that you are paying attention. If you do not answer it correctly, there is a possibility that you will be removed from this survey. Please choose the most accurate description of your current activity.

a. I am jogging outside
b. I am sleeping
c. I am swimming
d. I am taking a survey
e. I am playing the piano

That is correct! Thanks for paying attention. Please continue by clicking next.

That is incorrect.

It appears you are not paying attention. If you answer incorrectly again, you may be removed from this survey. Please do your best to answer the questions thoughtfully.
You are about to view your third and final conversation. You will be shown the Family Feud question the group participants were answering. There will be three pages of questions. The first page will ask you about Group Member 1. The second page will ask you about Group Member 2. The third page will ask you about Group Member 3 and some questions about the conversation as a whole. You will be shown the conversation on each page.

SPECIAL NOTE: Note that after this third conversation, you will be asked one extra question about this third conversation on the last page. You will not be shown the conversation again for this last question. So, please be sure to take special note of the conversation and each member’s contributions prior to submitting your answers about Group Member 3.

Please click next when you are ready to begin.

**Family Feud Question: Name a drink or good that can be consumed either hot or cold.**

Member 3: hey everyone

Member 1: i said tea

Member 2: caffee

Member 3: i put coffee

Member 2: coffee

Member 2: ok

Member 1: let's go with coffee?

Member 3: sounds good
Member 2: good

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<th>Very</th>
<th>Extremely</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intelligent</td>
<td></td>
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<tr>
<td>Passive</td>
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<tr>
<td>Tolerant</td>
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<tr>
<td>Stubborn</td>
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<tr>
<td>Confident</td>
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<tr>
<td>Supportive of others</td>
<td></td>
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<tr>
<td>Assertive</td>
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<tr>
<td>Competent</td>
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<tr>
<td>Critical of others</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Good-natured</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
To what extent did GROUP MEMBER 2:

<table>
<thead>
<tr>
<th>Aspect</th>
<th>Not at all</th>
<th>Not very</th>
<th>Somewhat</th>
<th>Very</th>
<th>Extremely</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advocate to be chosen by group?</td>
<td>○</td>
<td></td>
<td></td>
<td></td>
<td>○</td>
</tr>
<tr>
<td>Contribute to the group's success?</td>
<td>○</td>
<td></td>
<td></td>
<td></td>
<td>○</td>
</tr>
<tr>
<td>Have their ideas listened to by the group?</td>
<td>○</td>
<td></td>
<td></td>
<td></td>
<td>○</td>
</tr>
<tr>
<td>Do a good job voicing their ideas?</td>
<td>○</td>
<td></td>
<td></td>
<td></td>
<td>○</td>
</tr>
<tr>
<td>Impede the group's success?</td>
<td>○</td>
<td></td>
<td></td>
<td></td>
<td>○</td>
</tr>
<tr>
<td>Advocate for their preferred answer?</td>
<td>○</td>
<td></td>
<td></td>
<td></td>
<td>○</td>
</tr>
</tbody>
</table>

Family Feud Question: Name a drink or good that can be consumed either hot or cold.

Member 3: hey everyone

Member 1: i said tea

Member 2: caffee

Member 3: i put coffee

Member 2: coffee

Member 2: ok

Member 1: let's go with coffee?
Member 3: sounds good

Member 2: good

Please rate GROUP MEMBER 3 on the following dimensions:

<table>
<thead>
<tr>
<th>Dimension</th>
<th>Not at all</th>
<th>Not very</th>
<th>Somewhat</th>
<th>Very</th>
<th>Extremely</th>
</tr>
</thead>
<tbody>
<tr>
<td>Confident</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Tolerant</td>
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<tr>
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<tr>
<td>Supportive of others</td>
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</tbody>
</table>

To what extent did GROUP MEMBER 3:

<table>
<thead>
<tr>
<th>Task</th>
<th>Not at all</th>
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</table>
Your vote for MVP (most valuable player) of the group:

Member 1
Member 2
Member 3

For the last conversation you saw, please provide your best guess as to the gender of each member:

<table>
<thead>
<tr>
<th>Member 1</th>
<th>Male</th>
<th>Female</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>🟢</td>
<td></td>
</tr>
<tr>
<td>Member 2</td>
<td>🟢</td>
<td></td>
</tr>
<tr>
<td></td>
<td>🟢</td>
<td></td>
</tr>
<tr>
<td>Member 3</td>
<td>🟢</td>
<td></td>
</tr>
</tbody>
</table>

Finally, please answer some brief questions about yourself. Your completion code will be provided on the next page.

With which gender identity do you most identify?

Male
Female

What is the highest level of school you have completed or the highest degree you have received?

Less than high school degree
High school graduate (high school diploma or equivalent including GED)
Some college but no degree
Associate degree in college (2-year)
Bachelor's degree in college (4-year)
Master's degree
Doctoral degree
Professional degree (JD, MD)
Choose the race that best identifies you:

White
Black or African American
Asian
Other

Did you attend high school in the United States?

Yes
No

We thank you for your time spent taking this survey. Independent of your decisions, you will receive the HIT Completion payment of $2.00. Depending on your and others’ answers, you may earn an additional bonus payment of $1.50. These additional bonus payments earned will be announced and paid to you through MTurk within 2 weeks.

Your MTurk completion code is:

${e://Field/Code}

You must enter this completion code into the Amazon Mechanical Turk HIT in order to be paid. Please do so now.