

Supplementary Material E:

Experimental instruction for the WPC treatment in the charity game

**General Information**

You are taking part in an experiment on decision making. By participating, you will be paid a show-up fee of 3 Singapore Dollars. In addition, you will be able to earn a substantial amount of money by answering some multiple choice questions. However, it is also possible that some of your answers lead to losses. **It is therefore very important that you read the instruction thoroughly and make your decisions carefully.**

In this experiment, your total earnings will be calculated in point scores. They will be converted into Singapore Dollar at the rate of

$$1 \text{ point} = 1 \text{ Singapore Dollar}$$

Your individual earnings will be paid to you in cash immediately in sealed envelopes which will be put in a designated place for you to pick up at the end of the experiment. Please note that your earnings will be rounded up or down to the nearest dollar.

To preserve your **anonymity**, each of you is given a unique user ID. You will be identified only by your user ID throughout the whole experiment. Thus, neither the experimenters nor other participants will know your personal identities.

Please note that during the decision making process no communication is allowed. If you do have questions, please raise your hand and we will attend to you in private.

**Specific Instructions**

There are **two steps** involved in this experiment. The following describes the two steps.

**Step One**

You are required to answer 20 multiple choice questions in 15 minutes. They are 8 English questions, 4 logic questions and 8 mathematical questions. Please answer each question by choosing **one correct answer** from several choices of answers

provided. If you do not know the answer for the question, please choose “I don’t know” which is provided as one of the choices.

Each correct answer adds one point to your individual scores. However, each incorrect answer deducts one point from your individual scores. If you do not know the answer and choose ‘I don’t know’ option, your individual scores will not be affected.

When the time allowed to answer the questions (**15 minutes**) is up, computer will submit your answer for marking automatically. Once your answers are submitted, the computer will mark your answers immediately. You will be informed the number of **correct answers**, number of **incorrect answers** and number of **question unanswered** based on the answers you have provided.

Once all participants have submitting their answers, the computer will also inform you about your **individual ranking of scores among all the participants A**. You will thus know **your performance relative to other participants A** in the computer lab.

Upon knowing your individual rankings of scores, we will distribute the **Step Two** of experimental instruction to you. The Step Two of experimental instruction will specify the following:

- a. How your individual scores are translated into individual earnings.
- b. Further decisions you need to make.

### **Step Two**

You have known your individual scores from answering the questions in Step One. With the conversion rate of ‘1 point = 1 Singapore Dollar’, **your individual earnings will be the dollar amount of your individual scores obtained from Step One plus 3 Singapore Dollar show-up fee.**

After knowing your individual earnings, you will be asked to make a donation to a charitable organization that has been chosen as our beneficiary. This charitable organization is **Médecins sans Frontières (Doctors without Borders, <http://www.doctorswithoutborders.org>)**. The amount you can donate ranges from 0 Singapore Dollar up to your total earnings. Please note, the smallest unit of your donation will be in dollar, i.e., no decimal point is allowed.

At the end of Step Two, we will tally the total amount of donations that all of you have made. **We will donate this total amount online immediately in front of all participants.** You can follow the whole process from the screen projected in this lab. After we finish reading this instruction, we will show you a video clip showing one example of activities of this organization.

Your final earning will be your individual earning net of your donation. This is how we calculate your final earnings.

+ 3 Singapore Dollars

- + The amount of money you earned from answering the multiple choice questions in Step One
- The amount of money you decided to donate to ‘**Médecins sans Frontières**’

Now let’s watch the video.

## Supplementary Material F:

### Experimental instruction for the WOPC treatment in the charity game

#### General Information

You are taking part in an experiment on decision making. By participating, you will be paid a show-up fee of 3 Singapore Dollars. In addition, you will be able to earn a substantial amount of money by answering some multiple choice questions. However, it is also possible that some of your answers lead to losses. It is therefore very important that you read the instruction thoroughly and make your decisions carefully.

In this experiment, your total earnings will be calculated in point scores. They will be converted into Singapore Dollar at the rate of

$$1 \text{ point} = 1 \text{ Singapore Dollar}$$

Your individual earnings will be paid to you in cash immediately in sealed envelopes which will be put in a designated place for you to pick up at the end of the experiment. Please note that your earnings will be rounded up or down to the nearest dollar.

To preserve your **anonymity**, each of you is given a unique user ID. You will be identified only by your user ID throughout the whole experiment. Thus, neither the experimenters nor other participants will know your personal identities.

Please note that during the decision making process no communication is allowed. If you do have questions, please raise your hand and we will attend to you in private.

#### Specific Instructions

There are **two steps** involved in this experiment. The following describes the two steps.

##### Step One

You are required to answer 20 multiple choice questions in 15 minutes. They are 8 English questions, 4 logic questions and 8 mathematical questions. Please answer each question by choosing **one correct answer** from several choices of answers provided. If you do not know the answer for the question, please choose “I don’t know” which is provided as one of the choices.

Each correct answer adds one point to your individual scores. However, each incorrect answer deducts one point from your individual scores. If you do not know the answer and choose 'I don't know' option, your individual scores will not be affected.

When the time allowed to answer the questions (**15 minutes**) is up, computer will submit your answer for marking automatically. Once your answers are submitted, the computer will mark your answers immediately. You will be informed the number of **correct answers**, number of **incorrect answers** and number of **question unanswered** based on the answers you have provided.

Upon knowing your individual scores, we will distribute the **Step Two** of experimental instruction to you. The Step Two of experimental instruction will specify the following:

- a. How your individual scores are translated into individual earnings.
- b. Further decisions you need to make.

### Step Two

You have known your individual scores from answering the questions in Step One. With the conversion rate of '1 point = 1 Singapore Dollar', **your individual earnings will be the dollar amount of your individual scores obtained from Step One plus 3 Singapore Dollar show-up fee.**

After knowing your individual earnings, you will be asked to make a donation to a charitable organization that has been chosen as our beneficiary. This charitable organization is **Médecins sans Frontières (Doctors without Borders, <http://www.doctorswithoutborders.org>)**. The amount you can donate ranges from 0 Singapore Dollar up to your total earnings. Please note, the smallest unit of your donation will be in dollar, i.e., no decimal point is allowed.

At the end of Step Two, we will tally the total amount of donations that all of you have made. **We will donate this total amount online immediately in front of all participants. You can follow the whole process from the screen projected in this lab.** After we finish reading this instruction, we will show you a video clip showing one example of activities of this organization.

Your final earning will be your individual earning net of your donation. This is how we calculate your final earnings.

- + 3 Singapore Dollars
- + The amount of money you earned from answering the multiple choice questions in Step One
- The amount of money you decided to donate to 'Médecins sans Frontières'

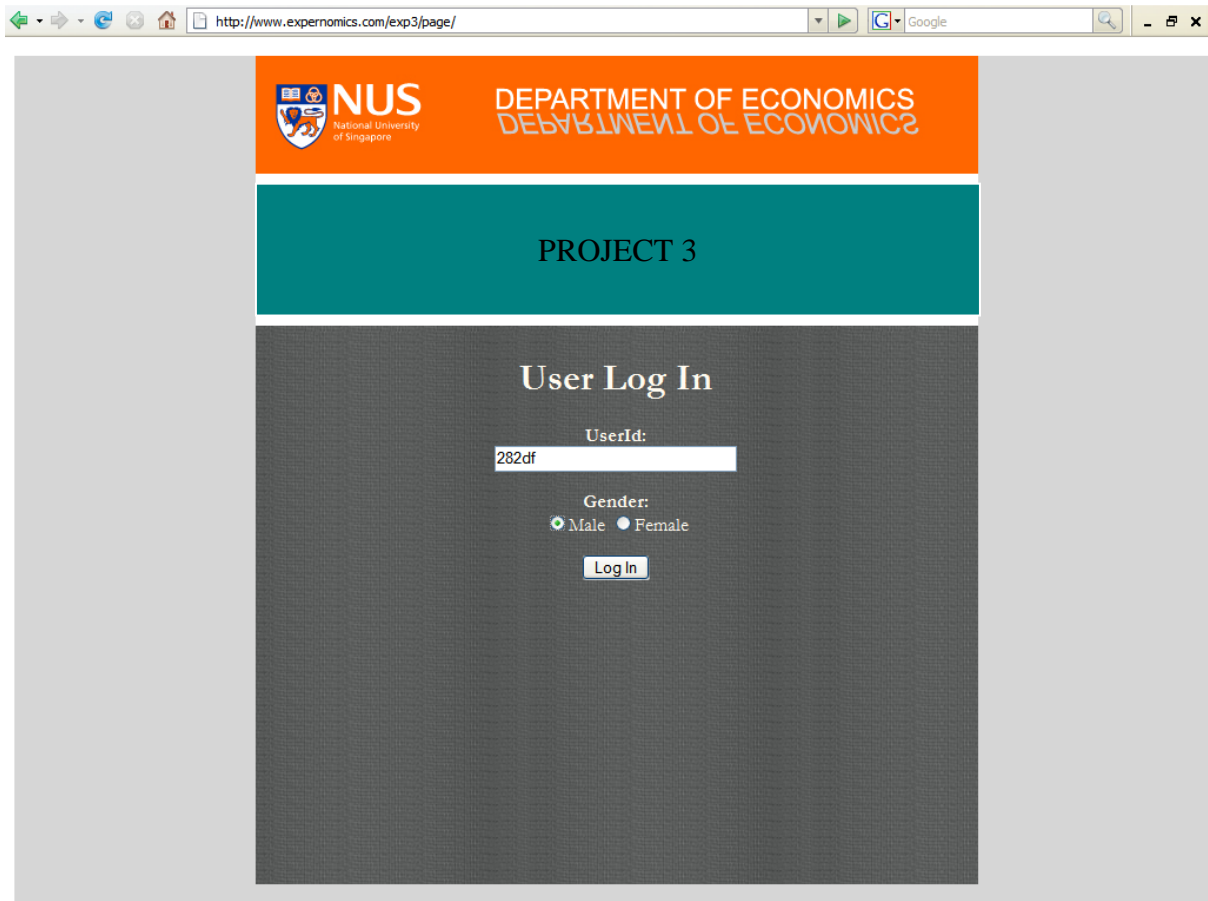
Now let's watch the video.

Supplementary Material G:

Examples of the computer screen shots used in the WPC treatment in the charity game

Step One

Slide 1:



Slide 2:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/login.php>. The page features a header with the NUS logo and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below the header is a teal banner with the text "PROJECT 3". The main content area is dark grey and contains the following text:

You are logged in as User : 282df  
You have 5 mins to answer all 25 questions. During the process, please **do NOT** click refresh or back or close the browser. Otherwise, you may lose your answer hence your payment.  
If you do not know the answer to a question. You may leave it blank or choose "I don't know". Please note that **wrong answers will be penalized**  
You may start now.

Below the text is a button labeled "Start".

Slide 3:

The screenshot shows a web browser window with the address bar containing the URL [http://www.expernomics.com/exp3/page/questions\\_end.php](http://www.expernomics.com/exp3/page/questions_end.php). The browser's search engine is set to Google. The page content features the NUS logo and the text 'DEPARTMENT OF ECONOMICS' in an orange header. Below this is a teal banner with the text 'PROJECT 3'. The main content area, which has a dark grey textured background, displays the following text: 'You have answered 0 correct questions out of 25 questions.', 'You have left 25 questions unanswered.', and 'You have answered 0 questions incorrect.'. Below this text, it states 'Based on your performance, your individual score is 0 points.' and includes an 'OK' button.

Slide 4:

The screenshot shows a web browser window with the address bar containing the URL <http://www.expernomics.com/exp3/page/discout.php>. The page content is as follows:

**NUS** National University of Singapore  
**DEPARTMENT OF ECONOMICS**

**PROJECT 3**

User: 18z6t

---

**Ranking information**  
Rank: 1, Score: 2  
Rank: 2, Score: 0

---

Here is the statistical distribution of the scores from all participants,

Lowest score: 0  
25% percentile: 0  
50% percentile: 0  
75% percentile: 0  
Highest score: 2

Based on your performance, your individual score is 2. Your individual score is ranked at 1 out of 2 total participants.

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Please wait for administrator's further instructions

Slide 5:

The screenshot shows a web browser window with the address bar containing the URL <http://www.expernomics.com/exp3/page/donation.php>. The browser's search engine is set to Google. The page content is as follows:

**NUS**  
National University of Singapore

**DEPARTMENT OF ECONOMICS**  
DEPARTMENT OF ECONOMICS

**PROJECT 3**

User: 18z6t  
Earning before transfer: 7

Please listen to the admin's instructions carefully before you proceed...

Please wait for admin to approve...

Slide 6:

The screenshot shows a web browser window with the address bar containing the URL `http://www.expernomics.com/exp3/page/donation.php`. The page header features the NUS logo and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below the header, a teal banner displays "PROJECT 3". The main content area, which has a dark grey background, shows the user's ID "User: 18z6t" and their current balance "Earning before transfer: 7". A message reads "Please listen to the admin's instructions carefully before you proceed...". At the bottom of this area is a button labeled "Proceed to Transfer".

## Step Two

We conducted the allocation decision manually and gave each allocator the following decision sheet.

### Decision Sheet

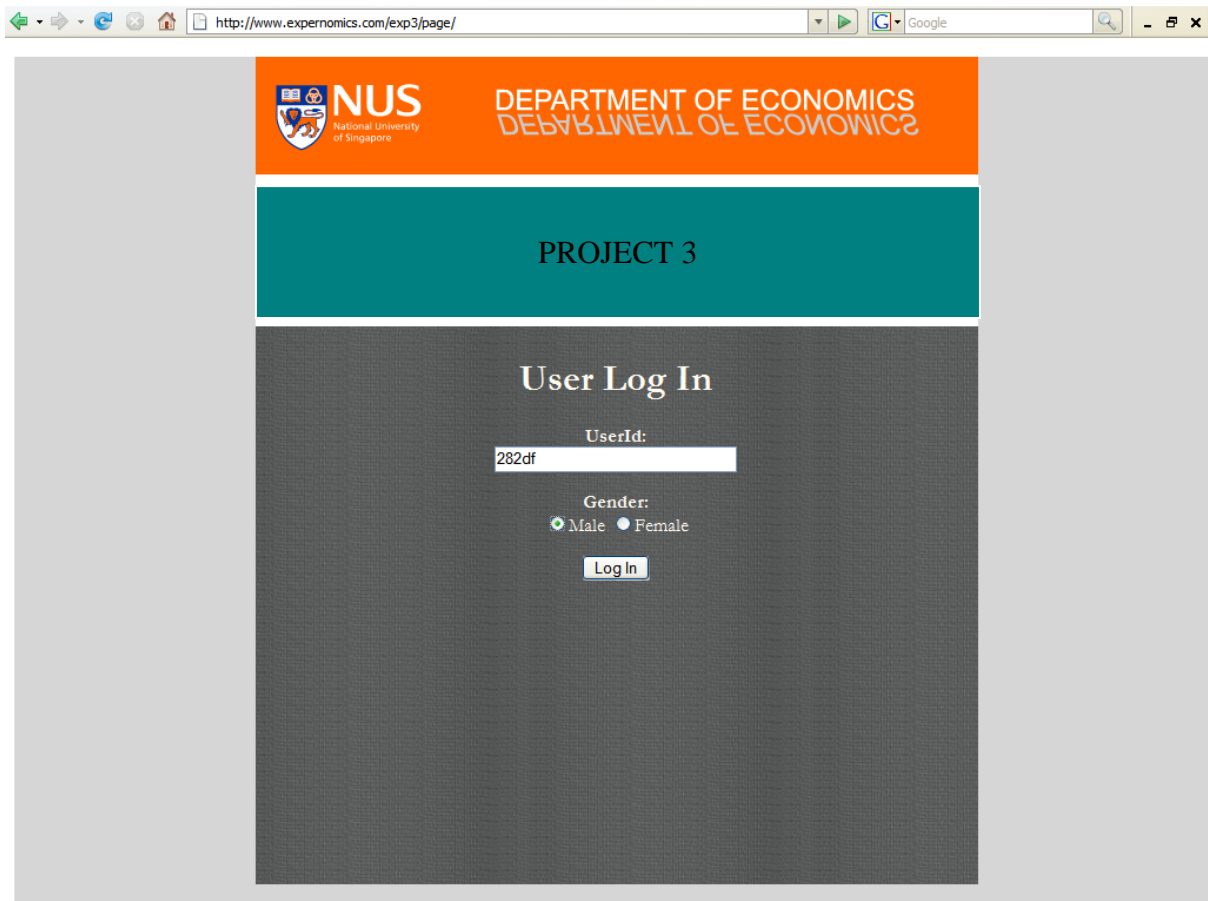
Beneficiary: Médecins sans Frontières (Doctors without Borders)

Your User ID	
Yours Scores	
Your Earnings before Donation (including \$3 show-up fees)	
The amount of donation you wish to make	
Your net earnings from this experiment	

## Supplementary Material H:


Examples of the computer screen shots used in the WOPC treatment in the charity game

Slide 1:



Slide 2:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/login.php>. The page content is as follows:

 **NUS**  
National University of Singapore

**DEPARTMENT OF ECONOMICS**  
**DEPARTMENT OF ECONOMICS**

**PROJECT 3**

You are logged in as User : 282df  
You have 5 mins to answer all 25 questions. During the process, please **do NOT** click refresh or back or close the browser. Otherwise, you may lose your answer hence your payment.  
If you do not know the answer to a question. You may leave it blank or choose "I don't know". Please note that **wrong answers will be penalized**  
You may start now.

Slide 3:

The screenshot shows a web browser window with the address bar containing the URL [http://www.expernomics.com/exp3/page/questions\\_end.php](http://www.expernomics.com/exp3/page/questions_end.php). The browser's search engine is set to Google. The page content features the NUS logo and the text 'DEPARTMENT OF ECONOMICS' in an orange header. Below this is a teal banner with the text 'PROJECT 3'. The main content area, which has a dark grey background, displays the following text: 'You have answered 0 correct questions out of 25 questions.', 'You have left 25 questions unanswered.', and 'You have answered 0 questions incorrect.' Below this, it states 'Based on your performance, your individual score is 0 points.' and includes an 'OK' button.

Slide 4:

The screenshot shows a web browser window with the address bar containing <http://www.expernomics.com/exp3/page/donation.php>. The page header features the NUS logo (National University of Singapore) and the text "DEPARTMENT OF ECONOMICS" repeated twice. Below the header is a teal banner with the text "PROJECT 3". The main content area is dark grey and contains the following text:

User: 18z6t  
Earning before transfer: 7

Please listen to the admin's instructions carefully before you proceed...

Please wait for admin to approve...

Slide 6:

The screenshot shows a web browser window with the address bar containing `http://www.expernomics.com/exp3/page/donation.php`. The page header features the NUS logo and the text "DEPARTMENT OF ECONOMICS" on an orange background. Below this is a teal banner with the text "PROJECT 3". The main content area has a dark grey background and displays the following information:

- User: 18z6t
- Earning before transfer: 7
- Please listen to the admin's instructions carefully before you proceed...

A button labeled "Proceed to Transfer" is visible at the bottom of the content area.

## Step Two

We conducted the allocation decision manually and gave each allocator the following decision sheet.

### Decision Sheet

**Beneficiary: Médecins sans Frontières (Doctors without Borders)**

Your User ID	
Yours Scores	
Your Earnings before Donation (including \$3 show-up fees)	
The amount of donation you wish to make	
Your net earnings from this experiment	

## Supplementary Material E:

### Information about the beneficiary (Médecins sans Frontières)

1. The URL link to the short video clip (duration 04:13 minutes) we showed to participants (Malnutrition in Karamoja, Uganda):

[http://www.msf.org/msfinternational/invoke.cfm?objectid=04FC5ECA-15C5-E00A-25EDAFE6448A2526&component=toolkit.article&method=full\\_html](http://www.msf.org/msfinternational/invoke.cfm?objectid=04FC5ECA-15C5-E00A-25EDAFE6448A2526&component=toolkit.article&method=full_html)

2. The URL link to the online donation page:

<https://donate.doctorswithoutborders.org/SSLPage.aspx?pid=197&hbc=1>

Home | Site Map | Contact Us | Donate | E-mail Newsletter

MEDECINS SANS FRONTIERES  
DOCTORS WITHOUT BORDERS

About Us | Field News | Working with MSF | Donate | Public Events | Publications | Press Room

### ONLINE DONATION

One-time Donation by Credit or Debit Card

If you are a non-US resident click here.

Other donation options:

- Enroll in our Field Partners monthly giving program.
- Make a memorial gift or honor someone with your donation.

Your gift to Doctors Without Borders is tax-deductible.

**Donation Information**

Amount:  \$35.00  
 \$50.00  
 \$100.00  
 \$250.00  
 \$500.00  
 \$1,000.00  
 \$2,500.00  
 \$5,000.00  
 \$10,000.00  
 \$

**Additional Information**

Corporate:  This gift is from a company or organization

Please send me updates on MSF's work via e-mail:

**Billing Information**

Title:

First name:

Last name:

Country:

Address lines:

City:

State:

ZIP:

Phone:

Email:

**Payment Information**

Cardholder's Name:

Credit Card Number:

Card Type:

Card Expiration:

Card Security Code:

**Additional Security**

This is a security measure to help prevent fraud.

Type the two words:

[Get a new challenge](#) | [Get an audio challenge](#)

Your transaction is safe with us! At Doctors Without Borders, we are fully committed to protecting your privacy and providing a secure online experience.

For questions or assistance with your online donation, you can speak to Doctors Without Borders Donor Services at 212-763-5779 Monday-Friday from 9am - 5pm EST, or email us at [donations@newyork.msf.org](mailto:donations@newyork.msf.org).

Please be sure to close your browser window when leaving the site. If you are using a shared computer, closing your browser will protect the security of your profile information.

Field News | Contact Us | Donate | Other MSF Offices | Link to Us | MSF on YouTube

This site is maintained by the U.S. section of Doctors Without Borders/Médecins Sans Frontières (MSF), an international independent medical humanitarian organization that delivers emergency aid to people affected by armed conflict, epidemics, natural and man-made disasters, and exclusion from health care.  
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Donations Home Page  
View Our Financial Information  
What Your Support Provides  
Our Commitment to Our Supporters  
FAQ

**MSF's 2007 EXPENSES**

Category	Percentage
Program Services	87.38%
Fundraising	11.49%
Management and General	1.14%

- Other MSF Sites -

3. The instant acknowledgement emails from **Médecins sans Frontières** once donation exercises were completed. Donations were in the US\$ denomination. The exchange rate was US\$ 1 = S\$ 1.534.

For the WOPC treatment

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From: **Doctors Without Borders (MSF)** <[donorservices@doctorswithoutborders.org](mailto:donorservices@doctorswithoutborders.org)>

Date: Wed, Nov 19, 2008 at 1:44 PM

To: Students Singapore Institute of Management <[simulation28@gmail.com](mailto:simulation28@gmail.com)>

Doctors without Borders

THANK YOU FOR YOUR SUPPORT!

Thank you for your donation to Doctors Without Borders/Médecins Sans Frontières (MSF).

With your support, MSF is responding faster to emergencies and improving the quality and effectiveness of the medical care we provide in nearly 60 countries around the world. Our field staff could not carry out this essential work without your support.

If you have any questions about your donation you can contact Donor Services at [donations@newyork.msf.org](mailto:donations@newyork.msf.org) or (212) 763-5779. You will also be receiving a thank you letter in the mail which serves as your legal receipt.

Please find below your donation information as it appears in our records.

Students Singapore Institute of Management  
461 Clementi Road  
Singapore 599491

Payment Amount: \$89.00  
Gift Date: 11/19/2008

For more information visit our website at [www.doctorswithoutborders.org](http://www.doctorswithoutborders.org)

Thank you. Doctors Without Borders/Médecins Sans Frontières (MSF)

The U.S. section of Doctors Without Borders/Médecins Sans Frontières (MSF) is an international independent medical humanitarian organization that delivers emergency aid to people affected by armed conflict, epidemics, natural and man-made disasters, and exclusion from health care.  
333 7th Avenue, 2nd Floor, New York, NY 10001-5004  
(212) 679-6800  
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For the WOPC treatment

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From: **Doctors Without Borders (MSF)** <[donorservices@doctorswithoutborders.org](mailto:donorservices@doctorswithoutborders.org)>

Date: Wed, Nov 19, 2008 at 5:52 PM

To: Students Singapore Institute of Management <[simulation28@gmail.com](mailto:simulation28@gmail.com)>

Doctors without Borders

THANK YOU FOR YOUR SUPPORT!

Thank you for your donation to Doctors Without Borders/Médecins Sans Frontières (MSF).

With your support, MSF is responding faster to emergencies and improving the quality and effectiveness of the medical care we provide in nearly 60 countries around the world. Our field staff could not carry out this essential work without your support.

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Please find below your donation information as it appears in our records.

Students Singapore Institute of Management  
461 Clementi Road  
Singapore 599491

Payment Amount: \$58.00

The U.S. section of Doctors Without Borders/Médecins Sans Frontières (MSF) is an international independent medical humanitarian organization that delivers emergency aid to people affected by armed conflict, epidemics, natural and man-made disasters, and exclusion from health care.  
333 7th Avenue, 2nd Floor, New York, NY 10001-5004  
(212) 679-6800  
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