

## **Appendix to Chapter 7**

### **Experiment Instructions and Questionnaire, Study 6**

#### **Instructions**

Thank you for agreeing to participate in this research experiment. During the experiment we require your complete, undistracted attention. So please follow these instructions carefully. You may not open other applications on your computer, talk with the other participants, or engage in other activities, such as using your cell phones or headphones, reading books, etc.

In this experiment, different participants may earn different amounts of money. What you earn depends partly on your decisions, partly on the decisions of others, and partly on chance. So it is important that you pay careful attention to the following instructions.

You will be playing a series of three-player games. In each match, you will be placed randomly into a group along with two other players. In each group of three, two of you will be given the role of candidates, and one will be the voter. The candidates will be randomly assigned two attributes from a set of three possible.

The possible attributes are: 1) Belief in God, 2) Competence based on Experience, and 3) Tax Policy. In any round only TWO of these attributes will be available to the candidates and each candidate will choose from the same two in a given campaign.

Candidates can have one of two positions for each attribute. The candidate can “believe in God” or “not believe in God,” can be “competent because of experience” or “incompetent because of inexperience,” and can have a “favorable tax policy” or an “unfavorable tax policy.” The candidates will know their own attributes, as well as their opponent’s attributes. The voter will not know the traits, but will know the probability that a candidate received each of the traits.

The game has two stages. In stage one, each candidate will reveal one piece of information to the voter. This one piece of information can either be the candidate’s own belief in God, competence rating, or own tax policy, OR can be the opponent’s belief in God, competence rating, or tax policy. A candidate will be randomly provided the opportunity to choose from only two of the three attributes. The voter does not receive this information until both candidates have chosen.

So, you may be wondering, “Do I have to tell the truth if I am a candidate?” The answer is no, you don’t have to. One option is to lie to the voter—but there are risks to lying. First, there is some chance of getting caught lying. Second, if you are caught, you may pay a penalty in points.

So if you lie, one possibility is that you don’t get caught. Then the voter just receives your statement as if you had been honest. The other possibility is that you get caught. Then, you may pay a penalty, and the voter is also told that your statement was a lie.

In stage two, after both candidates have sent information to the voter, the voter chooses the best candidate. Candidates receive 100 points if they win the vote, and 0 if they lose. Voters get points based upon the quality of the candidate they vote for. The conversion rate is 300 points equal one dollar. The program will keep track of how much you have earned. You will be paid based on your earnings at the end of the experiment.

We will start with five practice rounds so you can get a feeling for how the game works. These rounds don’t count, but after that all rounds will count toward your payment.

## Post-Game Questionnaire

1. Please enter the 5 character ID number you have been given for this experiment. Enter this very carefully!
2. Please enter your workstation number, located on the front left edge of the workstation you are at. This is a number from 1 to 20. If you are not sure, ask the experiment leader.
3. First, in just a few words, tell us what you expect a candidate to tell you about his or her opponent in a typical election campaign.
4. When you think about most candidates for national elected offices, do you think they are usually very trustworthy, somewhat trustworthy, somewhat untrustworthy, or very untrustworthy?
  - Very trustworthy
  - Somewhat trustworthy
  - Somewhat untrustworthy
  - Very untrustworthy
5. How much of the time do you think you can trust the media—television, newspapers, and online media—to do what is right? Just about always, most of the time, or only some of the time?
  - Just about always
  - Most of the time
  - Only some of the time
  - Never
6. If you think about most candidates for national elected offices, how competent do you think they usually are?

Very competent  
Somewhat competent  
Somewhat incompetent  
Very incompetent
7. With which ONE of the following statements do you agree more? If a candidate tells a lie in an ad:

It is easy for me to find out.  
It is hard for me to find out.
8. With which ONE of the following statements do you agree more? If a candidate tells a lie in an ad:

Other candidates should point it out in their ads.  
Other candidates should leave it to the media to point out.

9. With which ONE of the following statements do you agree more? If a candidate tells a lie in an ad:

I can usually tell just from watching it.  
I usually need someone else to point it out to me.

10. With which ONE of the following statements do you agree more? If a candidate tells a lie in an ad:

The media can be trusted to report when candidates lie.  
I cannot rely on the media to tell me about a candidate's lie.

11. How helpful do you find campaign ads that talk about why one candidate's positions on the issues are better than the other's?

Very Helpful  
Somewhat Helpful  
A Little Helpful  
Not at All Helpful

12. How helpful do you find campaign ads that make broad claims about a candidate's future plans for governing? Are they:

Very Helpful  
Somewhat Helpful  
A Little Helpful  
Not at All Helpful

13. How helpful do you find campaign ads that show the inconsistencies of an opponent's position on the issues? Are they:

Very Helpful  
Somewhat Helpful  
A Little Helpful  
Not at All Helpful

14. In politics, do you consider yourself to be a Republican, Democrat, Independent, or Something Else?

Republican  
Democrat  
Independent  
Something Else

15. [IF DEMOCRAT] Do you consider yourself a strong Democrat or a not very strong Democrat?

Strong Democrat  
Not very Strong Democrat

16. [IF REPUBLICAN] Do you consider yourself a strong Republican or a not very strong Republican?

Strong Republican  
Not very Strong Republican

17. [IF INDEPENDENT OR OTHER] Do you think of yourself as closer to the Republicans or the Democrats?

Republicans  
Democrats  
Neither Party

18. In general, are you very conservative, somewhat conservative, moderate, somewhat liberal, or very liberal, when it comes to politics?

Very Conservative  
Somewhat Conservative  
Moderate  
Somewhat Liberal  
Very Liberal

19. Did you vote in the 2012 Presidential election in November?

Yes  
No  
Was not be eligible to vote

20. [IF VOTED] And did you vote for Barack Obama, Mitt Romney, or someone else?

Barack Obama  
Mitt Romney  
Someone Else

21. Finally, we have a few questions to allow us to classify responses by groups. First, what is your highest level of education?

Not a high school graduate  
High school graduate but no college

Some college but no bachelor's degree  
Bachelor's degree of any kind  
Advanced degree (Master's, Doctorate, Professional)

22. Please indicate your gender:

Male  
Female

23. Are you a U.S. citizen?

Yes  
No

24. In what state do you live? Just type the state name below.

25. Thinking about religion and belief in God, which of the follow best describes you?

Protestant  
Catholic  
Muslim  
Jewish  
Another religious denomination  
Agnostic  
Atheist  
Something else

26. On average, how often do you attend religious services, not including weddings and funerals?

Never  
Rarely—Less than once a month  
Once or twice a month  
Weekly or more often

27. What is your race? If you consider yourself of mixed race, click all that apply.

White  
Black  
Asian  
Native American  
Something Else

28. Regardless of your race, are you of Hispanic origin or descent, such as Mexican, Puerto Rican, Cuban, or some other Spanish background?

Yes  
No

29. And what is your age in years?

30. Last year, that is, in 2011, what was your total household income from all sources before taxes?

Less than \$20,000  
\$20,000—\$49,999  
\$50,000—\$74,999  
\$75,000—\$99,999  
\$100,000—\$149,999  
\$150,000 or more