

K Experiment Instructions Appendix

Introduction and Consent

Study participants were recruited via Amazon Mechanical Turk (MTurk) for a “15-25 minute survey about preferences for money allocation to yourself and another person.” Qualifications required being 18 years of age or older, having a high approval rating, completing more than 100 surveys, and residing in the United States. A web link to the study opened the Qualtrics survey with the following introduction and consent screen (Figure S1).

Figure S1: Consent and Introduction for the Study



THE UNIVERSITY OF CALIFORNIA, BERKELEY
Consent for Participation in a Research Study

Principal Investigators: Dmitry Taubinsky and Kristy Kim

CPHS Protocol Number: 2021-07-14494

We are researchers at the University of California, Berkeley. This study will take 15-25 minutes to complete. After you have finished, you will be asked some optional write-in questions and receive a completion code. Please return to the HIT on MTurk and enter the completion code in the space provided, in order to receive your credit.

CONFIDENTIALITY: Your Mechanical Turk Worker ID will be used to distribute payment to you but will not be stored with the research data we collect from you. We will not be accessing any personally identifying information about you that you may have put on your Amazon public profile page.

SUBJECT'S RIGHTS: Your participation is voluntary. You may stop participating at any time by closing the browser window or the program to withdraw from the study. Partial data will not be analyzed.

ADDITIONAL INFORMATION: All information provided in this study is truthful and accurate. The decisions you make in this study are real and you will be paid in accordance with the instructions provided in the following pages.

COMPENSATION: **2.00 Dollars** for completing the HIT and a possible bonus (paid within a week of when you complete the study) based on the decisions you or others make.

PLEASE NOTE: This study contains a number of checks to make sure that participants are finishing the tasks honestly and completely. As long as you read the instructions and complete the tasks, your HIT will be approved. If you fail these checks, your HIT will be rejected. Do not exit the survey window as that will invalidate your response.

For additional questions about this research, you may contact: mturksurvey.contactus@gmail.com

Following a confirmation of age and consent, participants were asked to provide their MTurk ID and then shown some general information about the survey (Figure S2).

Figure S2: Introduction Continued

(a) MTurk ID Submission Box

Please enter your Mechanical Turk ID into the box below.

Your WorkerID starts with the letter A and has 12-14 letters or numbers. It is not your email address.

Enter your WorkerID here:

(b) General Information

Now that you have started, **you may not restart** this study at any point or else your HIT will be rejected.

This survey contains four parts. Each part will present scenarios in which bonuses are distributed between you and another participant. **Participants in this study will receive bonuses ranging from \$0 to \$5.**

You are about to start Part 1.

Main Study Arms

The Dictator Game

The instructions for the Dictator Game are shown in Figure S3 and a sample question is shown in Figure S4. Participants were asked to choose between two bonus allocations for themselves and a partner.

Figure S3: Dictator Game Instructions

Part 1 Instructions

You will be presented with seven scenarios. Each scenario will present two different options of how to distribute bonuses to you and a randomly assigned partner who agreed to participate in this study. You will be asked to choose one of the two options. **In this part, bonuses will range from \$2 to \$4 for you and \$0 to \$2 for your partner. Recall that overall, participants in this study will receive bonuses ranging from \$0 to \$5.**

Here's an example. Please choose your preferred bonus option:

You: \$2.00 Partner: \$2.00	You: \$4.00 Partner: \$0.00
--------------------------------	--------------------------------

You will be asked a few questions about your experience of choosing between the two options. Avoid using the back arrow button as it may interfere with the coding.

There is a 20% chance that one of the scenarios from this part will be selected to determine the bonuses of you and your partner. Whatever you choose in that randomly selected scenario is what you and your partner will receive. Your partner will be informed of the two options that you had in that scenario.

Thus, you should consider all decisions carefully, as any one of those could be the one that determines your bonus and the bonus of your partner from this HIT.

Please click the next button to start.

Figure S4: Dictator Game Sample Question

Please choose your preferred bonus option. Your partner will be informed of the two options that you had in this scenario.

You: \$2.00 Partner: \$2.00	You: \$3.00 Partner: \$0.00
--------------------------------	--------------------------------

Following each choice, participants were prompted to report their levels of guilt, pride, financial satisfaction, sense of fairness, sense of unfairness, happiness, and satisfaction (henceforth referred to as “categorical subjective appraisals,” or CSAs) with the study experience for (1) their choice and (2) the alternative had they chosen it (“counterfactual choice”), as shown in Figure S5 .

Figure S5: Dictator Game CSA Elicitations

(a) For Participant's Choice

We'd now like to know how you feel about your chosen option, shown below in the darker box.

You: \$2.00 Partner: \$2.00	You: \$3.00 Partner: \$0.00
--------------------------------	--------------------------------

Considering both how you feel now and how you might feel in the future when this study is over, please indicate to what extent your decision led, or will lead, you to experience the following, on a scale of 1 (not at all) to 5 (very much):

	Not at all			Very much	
	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>				
Happiness	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Pride	<input type="radio"/>				
Guilt	<input type="radio"/>				

(b) For Participant's Counterfactual Choice

We'd now like to know how you think you would feel if you had chosen the other option, shown below in the darker box.

You: \$2.00 Partner: \$2.00	You: \$3.00 Partner: \$0.00
--------------------------------	--------------------------------

Considering both how you would feel now and how you might feel in the future when this study is over, please indicate to what extent this decision would lead you to experience the following, on a scale of 1 (not at all) to 5 (very much):

	Not at all			Very much	
	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Happiness	<input type="radio"/>				
Pride	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Guilt	<input type="radio"/>				

Main Computer Choice Module

The instructions for the main Computer Choice module are shown in Figure S6. A sample question is shown in Figure S7.

Figure S6: Computer Choice (Displayed Choice) Instructions

Part 2 Instructions

You will be presented with eight bonus scenarios. In each scenario, the **computer will choose** how to distribute bonuses to you and another participant in this study. **In this part, bonuses will range from \$2 to \$4 for you and \$0 to \$2 for the other participant. Recall that overall, participants in this study will receive bonuses ranging from \$0 to \$5.**

For example, you may see the following image:



In the example, the computer chose an option where you receive \$2.00 and the other participant receives \$0.00.

You will be asked some questions about your experience with the computer's chosen outcome.

There is a 20% chance that one of the scenarios from this part will be selected to determine the bonuses of you and another participant in this study. Whatever the computer chooses in that randomly selected scenario is what you and the other participant will receive.

The other participant will not be told anything about your bonus. They will be informed that their outcome was not determined by another participant.

Please click the next button to start.

Figure S7: Computer Choice (Displayed Choice) CSA Elicitation

The following bonus option is chosen by the computer:

You: \$2.50
Other Participant: \$0.00

The other participant will not be told anything about your bonus. They will simply be paid their bonus. **They will be informed that their outcome was not determined by another participant.**

Considering both how you feel now and how you might feel in the future when this study is over, please indicate to what extent the randomly determined outcome led, or will lead, you to experience the following, on a scale of 1 (not at all) to 5 (very much):

	Not at all			Very much	
	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Happiness	<input type="radio"/>				
Pride	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Guilt	<input type="radio"/>				

Alternative Computer Choice Module with a Displayed Choice Set

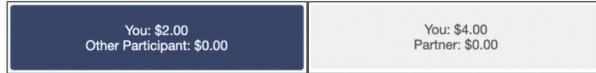
The instructions for the Computer Choice with a displayed choice are shown in Figure S8. A sample question is shown in Figure S9.

Figure S8: Computer Choice (Displayed Choice Set) Instructions

Part 2 Instructions

You will be presented with eight bonus scenarios. In each scenario, the **computer will choose** how to distribute bonuses to you and another participant in this study. **In this part, bonuses will range from \$2 to \$4 for you and \$0 to \$2 for the other participant. Recall that overall, participants in this study will receive bonuses ranging from \$0 to \$5.**

For example, you may see the following image:



In the example, the computer chose an option where you receive \$2.00 and the other participant receives \$0.00.

You will be asked some questions about your experience with the computer's chosen outcome.

There is a 20% chance that one of the scenarios from this part will be selected to determine the bonuses of you and another participant in this study. Whatever the computer chooses in that randomly selected scenario is what you and the other participant will receive.

The other participant will not be told anything about your bonus. They will be informed that their outcome was not determined by another participant.

Please click the next button to start.

Figure S9: Computer Choice (Displayed Choice Set) CSA Elicitation

The following bonus option is chosen by the computer:



The other participant will not be told anything about your bonus. They will simply be paid their bonus. **They will be informed that their outcome was not determined by another participant.**

Considering both how you feel now and how you might feel in the future when this study is over, please indicate to what extent the randomly determined outcome led, or will lead, you to experience the following, on a scale of 1 (not at all) to 5 (very much):

	Not at all					Very much
	1	2	3	4	5	
A Sense of Unfairness	<input type="radio"/>					
A Sense of Fairness	<input type="radio"/>					
Financial Satisfaction	<input type="radio"/>					
Guilt	<input type="radio"/>					
Pride	<input type="radio"/>					
Satisfaction with Study Experience	<input type="radio"/>					
Happiness	<input type="radio"/>					

Each participant was shown seven computer choices in random order. The choice sets were identical to the seven shown in the Dictator Game, but the choices that the computer makes were randomized in a way such that each unique choice had an equal probability of being seen, as shown in Table S1. This maintained comparability to the main CC module.

Table S1: Probabilities for Each Option in the Computer Choice With a Displayed Choice Set

Choice Set	Pr(Prosocial)	Pr(Profit-maximizing)
1: (\$2.00, \$0.50) or (\$4.00, \$0.00)	7/8	1/8
2: (\$2.00, \$1.00) or (\$4.00, \$0.00)	7/8	1/8
3: (\$2.00, \$1.50) or (\$4.00, \$0.00)	7/8	1/8
4: (\$2.00, \$2.00) or (\$4.00, \$0.00)	1/2	1/2
5: (\$2.00, \$2.00) or (\$3.50, \$0.00)	1/8	7/8
6: (\$2.00, \$2.00) or (\$3.00, \$0.00)	1/8	7/8
7: (\$2.00, \$2.00) or (\$2.50, \$0.00)	1/8	7/8

Opt-Out Games

The instructions for the Opt-Out Games are shown in Figure S10 and a sample question is shown in Figure S11.

Figure S10: Opt-Out Game Instructions

Part 3 Instructions

In this part of the study, you will decide whether you want to opt in or opt out of a bonus allocation task to divide bonuses between you and another participant. **In this part, bonuses will range from \$2 to \$5 for you and \$0 to \$2 for the other participant. Recall that overall, participants in this study will receive bonuses ranging from \$0 to \$5.**

If you opt in to the allocation task, you will be asked to choose between two bonus options between yourself and your partner, which will be shown in the next page. If you opt in, the participant you are paired with will be informed of the decision you made.

If you opt out of the allocation task, you will receive a fixed amount of money (which ranges from \$3 to \$5) and the other participant will not be eligible for a bonus. If you opt out, **the individual who you would have been paired with will not be told anything about this allocation task** and will simply be paid the HIT fee without a bonus.

Below is an example scenario:

Opt in and choose one of the two bonus allocations:

You: \$2.00 Partner: \$2.00	You: \$4.00 Partner: \$0.00
or	
Opt out and receive \$5.50.	

There is a 20% chance that one of the scenarios from this part will be selected to determine the bonuses of you and your partner. Whatever you choose in that randomly selected scenario is what you and your partner will receive.

Figure S11: Opt-Out Game Example

Please choose your preferred option:

Opt in and choose one of the two bonus allocations:

You: \$2.00 Partner: \$2.00	You: \$3.50 Partner: \$0.00
--------------------------------	--------------------------------

or

Opt out and receive \$5.00.

If you opt out, the individual who you would have been paired with **will not be told anything about this allocation task** and will simply be paid the HIT fee without a bonus.

Following each choice, participants were prompted to report their CSAs for (1) their choice and (2) the other two alternatives had they chosen it (“counterfactual choice”), as shown in Figure S13. The example of the second counterfactual question is not shown to avoid redundancy.

Figure S12: Opt-Out Game CSA Elicitation

We’d now like to know how you feel about your chosen option, shown below in the darker box.

You: \$2.00 Partner: \$2.00	You: \$3.50 Partner: \$0.00
--------------------------------	--------------------------------

or

Opt out and receive \$5.00.

Considering both how you feel now and how you might feel in the future when this study is over, please indicate to what extent your decision led, or will lead, you to experience the following, on a scale of 1 (not at all) to 5 (very much):

	Not at all				Very much
	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>				
Happiness	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Pride	<input type="radio"/>				
Guilt	<input type="radio"/>				

Figure S13: Opt-Out Game CSA Elicitation (Counterfactual Choice Example)

We'd now like to know how you think you would feel if you had chosen the other option, shown below in the darker box.

You: \$2.00
Partner: \$2.00

You: \$3.50
Partner: \$0.00

or

Opt out and receive \$5.00.

Considering both how you would feel now and how you might feel in the future when this study is over, please indicate to what extent this decision would lead you to experience the following, on a scale of 1 (not at all) to 5 (very much):

	Not at all			Very much	
	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>				
Happiness	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Pride	<input type="radio"/>				
Guilt	<input type="radio"/>				

To ensure that the participant’s potential partner would not be aware of the opt-out choice, each participant who played the Opt-Out Game was paired with another individual who did not play the Opt-Out Game. Those who did not see the Opt-Out Game were shown the screen in Figure S14.

Figure S14: Instructions for Participants Who Do Not View the Opt-Out Game

Part 3 & 4 Instructions

You do not have to do anything in these parts. **There is a 60% chance that this part will be selected to determine your bonus.** If one of these parts is chosen to count, you may receive a bonus that is determined by a choice of another participant or randomly by the computer. There is also a chance that you may not be eligible to receive a bonus in one of these two parts.

Robustness Check Arms

Ex-Ante Questions

Those who entered this arm were shown similar questions with identical choice sets to those found in the main survey; however, the difference was that these participants were asked to report their CSAs for each possible option prior to making a decision for each option in the Dictator Game and Opt-Out Game. The instructions for each part were the same as in the main survey. Examples of the Dictator Game and Opt-Out Game are shown in Figures S15 and S16. All participants in this arm were shown the main Computer Choice module.

Figure S15: Dictator Game in the Ex-Ante Arm

On the next screen you will make a choice between two options of bonus payments to you and your partner. The options are presented below. Before you make that decision, please tell us how choosing each option would make you feel.

You: \$2.00 Partner: \$2.00	You: \$3.50 Partner: \$0.00
--------------------------------	--------------------------------

Considering both how you feel now and how you might feel in the future when this study is over, please indicate to what extent choosing the below option (in dark blue) would lead you to experience the following, on a scale of 1 (not at all) to 5 (very much):

You: \$2.00 Partner: \$2.00	You: \$3.50 Partner: \$0.00
--------------------------------	--------------------------------

	Not at all				Very much
	1	2	3	4	5
Pride	<input type="radio"/>				
Guilt	<input type="radio"/>				
Satisfaction with Study Experience	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Happiness	<input type="radio"/>				

Figure S16: Opt-Out Game in the Ex-Ante Arm

On the next screen you will make a choice to opt in or opt out of choosing bonus payments between you and your partner. The options are presented below. Before you make that decision, please tell us how choosing each option would make you feel.

Opt in and choose one of the two bonus allocations:

You: \$2.00 Partner: \$1.50	You: \$4.00 Partner: \$0.00
--------------------------------	--------------------------------

or

Opt out and receive \$4.00.

Considering both how you feel now and how you might feel in the future when this study is over, please indicate to what extent choosing the below option (in dark blue) would lead you to experience the following, on a scale of 1 (not at all) to 5 (very much):

You: \$2.00 Partner: \$1.50	You: \$4.00 Partner: \$0.00
--------------------------------	--------------------------------

or

Opt out and receive \$4.00.

	Not at all				Very much
	1	2	3	4	5
Pride	<input type="radio"/>				
Guilt	<input type="radio"/>				
Satisfaction with Study Experience	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Happiness	<input type="radio"/>				

Present and Future CSAs

Those who entered this arm were shown similar questions with identical choice sets to those found in the main study arm except that these participants were asked to report their CSAs for the present and future separately. An example of the Dictator Game and Computer Choice CSA elicitation is shown in Figures S17 and S18. All participants in this arm were in the main Computer Choice module. Additionally, participants in this arm did not participate in the Opt-Out Games due to the increased length of the elicitation.

Figure S17: Dictator Game CSA Elicitations in the Present-Future Arm

We'd now like to know how you feel about your chosen option, shown below in the darker box.

You: \$2.00 Partner: \$2.00	You: \$3.50 Partner: \$0.00
--------------------------------	--------------------------------

On a scale of 1 (not at all) to 5 (very much), please indicate (i) to what extent this decision led you to experience the following now, and (ii) how much you think this decision will lead you to experience the following in the future. Relative to how you would feel now, your experiences might be more intense if you keep thinking about them, or less intense if you quickly forget:

	Now					Future				
	1	2	3	4	5	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>									
Happiness	<input type="radio"/>									
A Sense of Fairness	<input type="radio"/>									
A Sense of Unfairness	<input type="radio"/>									
Financial Satisfaction	<input type="radio"/>									
Pride	<input type="radio"/>									
Guilt	<input type="radio"/>									

Figure S18: Computer Choice CSA Elicitations in the Present-Future Arm

The following bonus option is chosen by the computer:

You: \$2.50
Other Participant: \$0.00

The other participant will not be told anything about your bonus. They will simply be paid their bonus. **They will be informed that their outcome was not determined by another participant.**

On a scale of 1 (not at all) to 5 (very much), please indicate (i) to what extent the randomly determined outcome led you to experience the following now, and (ii) how much you think the randomly determined outcome will lead you to experience the following in the future. Relative to how you would feel now, your experiences might be more intense if you keep thinking about them, or less intense if you quickly forget:

	Now					Future				
	1	2	3	4	5	1	2	3	4	5
Satisfaction with Study Experience	<input type="radio"/>									
Happiness	<input type="radio"/>									
A Sense of Fairness	<input type="radio"/>									
A Sense of Unfairness	<input type="radio"/>									
Financial Satisfaction	<input type="radio"/>									
Pride	<input type="radio"/>									
Guilt	<input type="radio"/>									

Attention Check

After all games were completed, the participants were shown an attention check question. The attention check question asked the participant to leave the answer fields blank and simply click the continue button. The question is shown in Figure S19.

Figure S19: Attention Check Question

This next question is not a question that needs to be answered. Rather, the goal of this question is to check to make sure that you are reading everything. To indicate this, please click the continue button without filling in any of the options below. You must click the continue button without filling anything below to have your HIT approved.

	Not at all				Very much
	1	2	3	4	5
Guilt	<input type="checkbox"/>				
Financial Satisfaction	<input type="checkbox"/>				
Pride	<input type="checkbox"/>				
A Sense of Fairness	<input type="checkbox"/>				
A Sense of Unfairness	<input type="checkbox"/>				
Happiness	<input type="checkbox"/>				
Satisfaction with Study Experience	<input type="checkbox"/>				

Demographic and Other Questions

After completing all the games and the attention check question, participants were shown a screen which read, “Thank you for completing this part of the study. We will let you know which part and scenario from the study was selected to count within two weeks, when we give you your bonus payment. We have only a few short questions left.” This was followed by questions about the participant’s age, gender, education level, and household income. A screenshot of these questions are shown in Figures S20-S23.

Figure S20: Demographic Question: Age

What is your age?

- 18-24 years
- 25-39 years
- 40-60 years
- 60+ years
- Decline to state

Figure S21: Demographic Question: Gender

What is your gender?

Female
Male
Other
Decline to state

Figure S22: Demographic Question: Education

What is your highest level of education completed?

Less than high school
High school graduate
Vocational / trade / technical school
Some college
Bachelor's degree
Advanced degree
Decline to state

Figure S23: Demographic Question: Household Income

What is your household income?

\$0 - \$19,999
\$20,000 - \$39,999
\$40,000 - \$59,999
\$60,000 - \$79,999
\$80,000 - \$99,999
\$100,000 - \$119,999
\$120,000 or more
Decline to state

Last, participants were invited to comment about their experiences in the study in an optional question shown in Figure S24.

Figure S24: Comments and Concerns

Please tell us about your experience with the study, how you made the decisions you made, and how you responded to the questions about your experience. *(Optional)*

Was anything in this study confusing or concerning to you? *(Optional)*

Follow-Up Bonus Messages

Bonus payouts and messages were sent to all participants within two weeks of completing the survey. There were six versions of the bonus messages.

When the participant's own decision was chosen to determine the payouts, the messages were as follows:

- Dictator Game: "One of your survey choices was randomly selected for the bonus of you and another MTurker. You were given the scenario, [(You: \$X, Partner: \$Y) or (You: \$W, Partner: \$Z)] of which you chose the [first/second] option. Your bonus is \$[X or W]. Thank you for participating!"
- Computer Choice: "Your survey was randomly selected for the bonus of you and another participant. The computer chose the scenario, [(You: \$X, Partner: \$Y)/ the [first/second] option from the scenario (You: \$X, Partner: \$Y) or (You: \$W, Partner: \$Z)]. Your bonus is \$[X/W]. Thank you for participating!"
- Opt-Out Game: "One of your survey choices was randomly selected for the bonus of you and another MTurker. You were given the scenario, [(You: \$X; Partner: \$Y) or (You: \$W; Partner: \$Z) or (Opt out of dividing money and take \$V)], of which you chose the first option. Your bonus is \$[X/W/V]. Thank you for participating!"

When another participant's choice determined the outcome, the messages were as follows:

- Dictator Game: "You were randomly paired with another MTurker whose survey was randomly selected for the bonus. They were given the scenario, [(Partner: \$X; You: \$Y) or (Partner: \$W; You: \$Z)], of which they chose the [first/second] option. Your bonus is \$[Y/Z]. Thank you for participating!"
- Computer Choice: "You were randomly paired with another participant whose survey was randomly selected for the bonus. In their survey, the computer chose a bonus allocation where your bonus is \$[Y/Z]. Thank you for participating!"
- Opt-Out Game where the partner opts out: No message

- Opt-Out Game where the partner does not opt out: “You were randomly paired with another MTurker whose survey was randomly selected for the bonus. They were given the scenario, [(**Partner: \$X; You: \$Y**) or (**Partner: \$W; You: \$Z**) or (**Opt out of dividing money and take \$V**)], of which they chose the [**first/second**] option. Your bonus is \$[**Y/Z**]. Thank you for participating!”

L Survey Instructions Appendix

L.1 Survey 1

L.1.1 Introduction and Consent

Individuals 18 years or older and living in the U.S. were recruited through Prolific to participate in “A Study on Emotions in Decision-Making”. A web link to the study opened the Qualtrics survey. Respondents were first asked to complete CAPTCHA identification and fill in their unique Prolific ID.

Figure S25: CAPTCHA Identification and Prolific ID Entry

Please verify you are not a bot to continue.

I'm not a robot  reCAPTCHA
Privacy · Terms

Before we begin, please enter your Prolific ID below.
Note that this response should auto-fill with the correct ID.

They were then presented with the following consent screen.

Figure S26: Consent for Survey 1

Consent for Participation in a Research Study

Thank you for your interest in this study! This is a consent form. Please read and click below to continue.

Study Background and Purpose: We are interested in how emotions lead people to make certain kinds of decisions or to avoid them. Your participation in this research will take approximately 10-15 minutes.

Procedure: If you agree to be in this study, you will be asked to answer survey questions about how you or others make decisions.

Compensation: There are no known costs to you for participating in this research study except for your time. Upon completion of the survey, you will be redirected to Prolific so that you can receive your payment. You will be paid \$2.50 for completing the entire survey today. Please ensure that all responses are generated solely by you. If your responses are flagged as potentially generated by artificial intelligence software (such as ChatGPT) or copied from external sources, your payment may be delayed or withheld. We may use automated plagiarism detection tools and web page navigation tracking, among other methods, to identify such behavior. Surveys rejected due to AI-generated or copied responses will not be eligible for payment.

Confidentiality: Your data will be anonymous and will not be linked to your identity.

Voluntary Participation: Participating in this research is voluntary. You can withdraw from the study at any time.

Contact: If you have questions, concerns, or complaints regarding this research, please contact the researchers at psurvey.contactus@gmail.com.

Agreement to Participate: By clicking to continue, you are indicating that you have read this consent form and that you voluntarily agree to participate in the study.

L.1.2 Part 1

Participants were then presented with the instructions in Figure S27.

Figure S27: Part 1 Instructions

Part 1 Instructions

In this part of the study, we will ask you open-ended questions about whether you avoid making certain types of decisions, and your reasons for doing so.

Next, they were asked to fill out a table with decisions that they avoid making and the negative CSAs they associate with each decision. Participants could include up to five decisions.

Figure S28: Decisions and Negative CSAs

Are there any important decisions that you sometimes avoid making because thinking about them creates negative emotions? If so, what are they? Please also list the types of negative emotions you experience for each decision you identify.

Please give your answers in the table below. In each row, use the first box to describe the type of decision you sometimes avoid making, and use the second box to list the associated negative emotions. Please try to list all the categories of decisions you sometimes avoid.

	Decision	Negative emotions involved
1	<input type="text"/>	<input type="text"/>
2	<input type="text"/>	<input type="text"/>
3	<input type="text"/>	<input type="text"/>
4	<input type="text"/>	<input type="text"/>
5	<input type="text"/>	<input type="text"/>

Respondents were asked to sort each decision into one of the following categories: Financial, Health, Career, Family, Personal Development, Daily Tasks, Legal, Social, Education, and None of the Above. A sample screen is shown in Figure S29 For each respondent, “Decision 1” and “Decision 2” would be replaced by the decisions they listed on the previous screen (Figure S28).

Figure S29: Sorting Decisions into Categories

On the previous screen, you indicated that you avoid the decisions listed below because of the negative emotions you experience. In the table below, please categorize each of those decisions.

1. Decision 1

2. Decision 2

Next, to ensure that respondents were reading each question carefully, we included the following attention check.

Figure S30: Attention Check

Please click the continue button, without marking anything below, to show us that you are paying attention.

Yes

No

L.1.3 Part 2

Note: In this section, we randomized if respondents saw the “government mandated” or the “voluntary” versions of these questions first. The version of the survey displayed below shows the “voluntary” version first and the “government mandated” version second.

Respondents were introduced to the second part of the study.

Figure S31: Part 2 Instructions

Part 2 Instructions

In this part of the study, we will ask you some questions about decisions involving saving for retirement.

Then, they were asked to decide if they would be better off if they chose to increase the penalty for early withdrawals from retirement savings accounts.

Figure S32: Increasing the Penalty for Withdrawal

People sometimes make early withdrawals from their retirement savings accounts (such as employer-sponsored 401(k) plans) because of lapses of self control. That is, people have good intentions to accumulate funds for old age, but they don't always follow through on those intentions because they prioritize immediate “wants,” such as spending on entertainment, hobbies, unnecessary luxuries, or dining out.

Right now, the penalty for early withdrawals before age 59.5 is 10% of the amount withdrawn. Some economists think that a 30% penalty would be better. The idea is that a higher penalty might help people exercise self-control more effectively by discouraging them from making early withdrawals.

Would you be better off if you voluntarily chose to increase the penalty from 10% to 30%?

Yes

No

They then reported how much they would experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret after making the decision in Figure S32. The order of the CSAs was randomized for each respondent.

Figure S33: Increasing the Penalty for Withdrawal - CSA Elicitations

Suppose you decided voluntarily to increase the penalty to 30%. On a scale of 1 (not at all) to 5 (very much), please indicate the extent to which you would experience the following, both immediately (when making the decision) and going forward.

	Not at all				Very much
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Respondents then received the following instructions.

Figure S34: Instructions for Government Mandated Program

Suppose the decision about increasing your early withdrawal penalty is **made by the government**. In other words, it isn't up to you.

If the “government mandated” version of the questions was displayed first to the respondent, the respondent would see the instructions in Figure S35.

Figure S35: Instructions for Voluntary Participation in Program

Suppose the decision about increasing your early withdrawal penalty **is entirely up to you**.

They were then asked a similar set of questions where the government, rather than the respondent, increased or chose not to increase the penalty for withdrawals.

Figure S36: Government Increasing the Penalty for Withdrawal

Just thinking about yourself, would you be better off if government officials increased the penalty to 30% without obtaining your consent?

Yes

No

Figure S37: Government Increasing the Penalty for Withdrawal - CSA Elicitations

Suppose government officials decided to increase the penalty to 30% without consulting you. On a scale of 1 (not at all) to 5 (very much), please indicate the extent to which you would experience the following, both immediately (when the decision is made) and going forward.

	Not at all		Very much		
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

L.1.4 Part 3: Demographics

Finally, respondents were asked to fill out the following demographic information.

Figure S38: Age

What is your age?

- 18-24 years
- 25-39 years
- 40-60 years
- 60+ years
- Decline to state

Figure S39: Gender

What is your gender?

Female

Male

Other

Decline to state

Figure S40: Education

What is your highest level of education completed?

Less than high school

High school graduate

Vocational / trade / technical school

Some college

Bachelor's degree

Advanced degree

Decline to state

Figure S41: Household Income

What is your household income?

\$0 - \$19,999
\$20,000 - \$39,999
\$40,000 - \$59,999
\$60,000 - \$79,999
\$80,000 - \$99,999
\$100,000 - \$119,999
\$120,000 or more
Decline to state

Figure S42: Political Identification

How do you identify politically?

Democrat
Republican
Independent
None of the above
Decline to state

Figure S43: Libertarianism

Libertarianism is a political philosophy that advocates only minimal state intervention into the private lives of citizens and the free market. To what extent do you agree or disagree with this philosophy, on a scale of 1 (not at all) to 5 (very much)?

1	2	3	4	5
---	---	---	---	---

Figure S44: Experience with Study

Please tell us about your experience with the study, how you made the decisions you made, and how you responded to the questions about your experience. (Optional)

Figure S45: Study Confusing/Concerning

Was anything in this study confusing or concerning to you? (Optional)

L.2 Survey 2

L.2.1 Introduction and Consent

Individuals 18 years or older and living in the U.S. were recruited through Prolific to participate in “A Study on Emotions in Decision-Making”. A web link to the study opened the Qualtrics survey. Respondents were first asked to complete CAPTCHA identification and fill in their unique Prolific ID.

Figure S46: CAPTCHA Identification and Prolific ID Entry

Please verify you are not a bot to continue.

 I'm not a robot  reCAPTCHA
Privacy - Terms

Before we begin, please enter your Prolific ID below.

Note that this response should auto-fill with the correct ID.

They were then presented with the following consent screen.

Figure S47: Consent for Survey 2

Consent for Participation in a Research Study

Thank you for your interest in this study! This is a consent form. Please read and click below to continue.

Study Background and Purpose: We are interested in how emotions lead people to make certain kinds of decisions or to avoid them. Your participation in this research will take approximately 15 minutes.

Procedure: If you agree to be in this study, you will be asked to answer survey questions about how you or others make decisions.

Compensation: There are no known costs to you for participating in this research study except for your time. Upon completion of the survey, you will be redirected to Prolific so that you can receive your payment. You will be paid \$3.50 for completing the entire survey today. Please ensure that all responses are generated solely by you. If your responses are flagged as potentially generated by artificial intelligence software (such as ChatGPT) or copied from external sources, your payment may be delayed or withheld. We may use automated plagiarism detection tools and web page navigation tracking, among other methods, to identify such behavior. Surveys rejected due to AI-generated or copied responses will not be eligible for payment.

Confidentiality: Your data will be anonymous and will not be linked to your identity.

Voluntary Participation: Participating in this research is voluntary. You can withdraw from the study at any time.

Contact: If you have questions, concerns, or complaints regarding this research, please contact the researchers at psurvey.contactus@gmail.com.

Agreement to Participate: By clicking to continue, you are indicating that you have read this consent form and that you voluntarily agree to participate in the study.

L.2.2 Part 1

Note: In the first part of this survey, we randomize the order in which respondents see blocks of questions about health, career, and financial planning. In the following example, the participant first saw the financial planning block, then the career planning block, and finally the health planning block.

Participants are first asked if they think they would be in better shape financially if they spent more time on financial planning.

Figure S48: Financial Planning Block Question 1

Part 1 : Attitudes Toward Planning

We'd like to understand why people may or may not spend time on **financial planning**. Examples of such planning include: Creating and following a budget; making a large purchase or investments; paying bills or debt; or how much to save by cutting back on expenses.

Do you think you would be in better financial shape if you spent more time on financial planning?

Yes

No

If they selected “Yes”, they are asked the follow-up question in Figure S49.

Figure S49: Financial Planning Block Question 1 Follow-Up

Please list the main reasons why you may not spend more time on financial planning.

Participants were then asked analogous questions about career and health planning.

Figure S50: Career Planning Block Question 1

We'd like to understand why people may or may not spend time on **career planning**. Examples of such planning include: Applying for a job; considering changing careers or jobs; considering starting a business; evaluating work-life balance; figuring out how to get promoted; figuring out who to hire or let go.

Do you think you would have a better career if you spent more time on career planning?

Yes

No

Again, if they selected “Yes”, they are asked a follow-up question.

Figure S51: Career Planning Block Question 1 Follow-Up

Please list the main reasons why you may not spend more time on career planning.

Figure S52: Health Planning Block Question 1

We'd like to understand why people may or may not spend time on making plans to **invest in their health**. Examples of such planning include: Whether to visit or change a doctor; selecting a healthcare plan; making a routine to exercise regularly; making a plan to quit drinking or smoking; making medical appointments; making a plan to manage mental health.

Do you think you would be healthier if you spent more time making plans to invest in your health?

Yes

No

If respondents selected “Yes”, they are asked a follow-up question.

Figure S53: Health Planning Block Question 1 Follow-Up

Please list the main reasons why you may not spend more time making plans to invest in your health.

Next, respondents were asked to categorize the reasons they might not spend enough time on financial, career, and health planning. The questions were displayed in the same order as the previous blocks. For this example, the participant saw the questions in the following order: financial, career, health. Note that the bold text, “Financial planning reason” in Figure S54 and similar, would be replaced with participants’ responses to the question in Figure S49 and similar.

Figure S54: Financial Planning Reasons

Earlier, this is what you had written about why you may not spend time on **financial planning**.

Financial planning reason

Please help us summarize and classify your responses. Below, we've listed categories of responses. Please check all of the categories that include any of the responses you gave.

- I experience negative emotions such as stress, anxiety, fear.
- It makes me feel overwhelmed.
- I don't have the time.
- I am averse to how complex this task is.
- I procrastinate.
- I think this kind of planning is futile.
- I don't need to spend a lot of time on this to make good decisions.
- Other.

Figure S55: Career Planning Reasons

Earlier, this is what you had written about why you may not spend time on **career planning**.

Career planning reason

Please help us summarize and classify your response. Below, we've listed categories of responses. Please check all of the categories that include any of the responses you gave.

- I experience negative emotions such as stress, anxiety, fear.
- It makes me feel overwhelmed.
- I don't have the time.
- I am averse to how complex this task is.
- I procrastinate.
- I think this kind of planning is futile.
- I don't need to spend a lot of time on this to make good decisions.
- Other.

Figure S56: Health Planning Reasons

Earlier, this is what you had written about why you may not spend time on **investing in your health**.

Health planning reason

Please help us summarize and classify your response. Below, we've listed categories of responses. Please check all of the categories that include any of the responses you gave.

I experience negative emotions such as stress, anxiety, fear.

It makes me feel overwhelmed.

I don't have the time.

I am averse to how complex this task is.

I procrastinate.

I think this kind of planning is futile.

I don't need to spend a lot of time on this to make good decisions.

Other.

L.2.3 Attention Check

Next, to ensure that respondents were reading each question carefully, we included the following attention check.

Figure S57: Attention Check

Please click the continue button, without marking anything below, to show us that you are paying attention.

Yes

No

L.2.4 Part 2

Participants were then shown the following screen to introduce them to the second part of the survey.

Figure S58: Part 2 Introduction

Part 2 : Additional Questions About Planning

We'd like to ask you a few more questions about your attitudes and feelings toward financial, career, and health planning.

Note: In this part of the survey, participants were randomly shown two of the three following sets of questions about financial, career, and health planning.

Health Planning First, participants were asked to report how much they experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret during health planning on a scale of 1 to 5.

Note: The order of CSAs was randomized for each respondent. The order remained consistent across questions on health, financial, and career planning.

Figure S59: Health Planning - CSA Elicitations

Health Planning

Compared to how you normally feel, to what extent would health planning lead you to experience the following?

	Not at all				Very much
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Respondents were then asked to report how much they experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret when thinking about setting aside time for health planning on a scale of 1 to 5.

Figure S60: Setting Aside Time for Health Planning - CSA Elicitations

Health planning requires you to set aside time. Compared to how you normally feel, to what extent would thinking about setting aside time for health planning lead you to experience the following?

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Next, respondents were asked various questions related to a program that could send them reminders to spend time on health planning.

First, they were asked if they would be better off if they signed up for this program.

Figure S61: Better Off if Respondent Subscribed to Health Reminder Program

Imagine that you had the opportunity to sign yourself up for a program that provides regular reminders—through text messages, emails, push notifications, and occasional phone calls—to take more time to engage in health-related planning.

Would you be better off if you signed up for this program?

Yes

No

Next, they were asked to report how much they would experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret if they signed themselves up for the program.

Figure S62: Respondent Subscribed to Health Reminder Program - CSA Elicitations

Suppose you signed yourself up for this program. Please indicate how you think you would feel, both immediately and going forward.

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Then, they were asked if they would be better off if the government mandated the program.

Figure S63: Better Off if Government Mandated the Financial Reminder Program

Now imagine that the government has an opportunity to sign you up for the reminders program. Just thinking about yourself, would you be better off if the government mandated this program?

Yes

No

Finally, they were asked to report how much they would experience the same CSAs as in Figure S62 if the government made it mandatory that everyone sign up for the program.

Figure S64: Government Makes Health Reminder Program Mandatory - CSA Elicitations

Suppose that a government mandate requires you to be part of this program. Just thinking about yourself, please indicate how you think you would feel, both immediately and going forward.

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Financial Planning Participants were asked to report how much they experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret during financial planning on a scale of 1 to 5.

Note: The order of CSAs was randomized for each respondent. The order remained consistent across questions on health, financial, and career planning.

Figure S65: Financial Planning - CSA Elicitations

Financial Planning

Compared to how you normally feel, to what extent would financial planning lead you to experience the following?

	Not at all			Very much	
	1	2	3	4	5
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Regret	<input type="radio"/>				
Guilt	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Dignity	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Pride	<input type="radio"/>				
Anxiety	<input type="radio"/>				

Respondents were then asked to report how much they experience pride, satisfaction, anxiety, anger,

fear, self-worth, irritation, happiness, guilt, dignity, and regret when thinking about setting aside time for financial planning on a scale of 1 to 5.

Figure S66: Setting Aside Time for Financial Planning - CSA Elicitations

Financial planning requires you to set aside time. Compared to how you normally feel, to what extent would thinking about setting aside time for financial planning lead you to experience the following?

	Not at all		Very much		
	1	2	3	4	5
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Regret	<input type="radio"/>				
Guilt	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Dignity	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Pride	<input type="radio"/>				
Anxiety	<input type="radio"/>				

Next, respondents were asked various questions related to a program that could send them reminders to spend time on financial planning.

First, they were asked if they would be better off if they signed up for this program.

Figure S67: Better Off if Respondent Subscribed to Financial Reminder Program

Imagine that you had the opportunity to sign yourself up for a program that provides regular reminders—through text messages, emails, push notifications, and occasional phone calls—to take more time for financial planning.

Would you be better off if you signed up for this program?

Yes

No

Next, they were asked to report how much they would experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret if they signed themselves up for the program.

Figure S68: Respondent Subscribed to Financial Reminder Program - CSA Elicitations

Suppose you signed yourself up for this program. Please indicate how you think you would feel, both immediately and going forward.

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Then, they were asked if they would be better off if the government mandated the program.

Figure S69: Better Off if Government Mandated the Financial Reminder Program

Now imagine that the government has an opportunity to sign you up for the reminders program. Just thinking about yourself, would you be better off if the government mandated this program?

Yes

No

Finally, they were asked to report how much they would experience the same CSAs in Figure S68 if the government made it mandatory that everyone sign up for the program.

Figure S70: Government Makes Financial Reminder Program Mandatory - CSA Elicitations

Suppose that a government mandate requires you to be part of this program. Just thinking about yourself, please indicate how you think you would feel, both immediately and going forward.

	Not at all		Very much		
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Career Planning Participants were asked to report how much they experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret during career planning on a scale of 1 to 5.

Note: The order of CSAs was randomized for each respondent. The order remained consistent across questions on health, financial, and career planning.

Figure S71: Career Planning - CSA Elicitations

Career Planning

Compared to how you normally feel, to what extent would career planning lead you to experience the following?

	Not at all		Very much		
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Respondents were then asked to report how much they experience pride, satisfaction, anxiety, anger,

fear, self-worth, irritation, happiness, guilt, dignity, and regret when thinking about setting aside time for career planning on a scale of 1 to 5.

Figure S72: Setting Aside Time for Career Planning - CSA Elicitations

Career planning requires you to set aside time. Compared to how you normally feel, to what extent would thinking about setting aside time for career planning lead you to experience the following?

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Next, respondents were asked various questions related to a program that could send them reminders to spend time on career planning.

First, they were asked if they would be better off if they signed up for this program.

Figure S73: Better Off if Respondent Subscribed to Career Reminder Program

Imagine that you had the opportunity to sign yourself up for a program that provides regular reminders—through text messages, emails, push notifications, and occasional phone calls—to take more time for career planning.

Would you be better off if you signed up for this program?

Yes

No

Next, they were asked to report how much they would experience pride, satisfaction, anxiety, anger, fear, self-worth, irritation, happiness, guilt, dignity, and regret if they signed themselves up for the program.

Figure S74: Respondent Subscribed to Career Reminder Program - CSA Elicitations

Suppose you signed yourself up for this program. Please indicate how you think you would feel, both immediately and going forward.

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

Then, they were asked if they would be better off if the government mandated the program.

Figure S75: Better Off if Government Mandated the Career Reminder Program

Now imagine that the government has an opportunity to sign you up for the reminders program. Just thinking about yourself, would you be better off if the government mandated this program?

Yes

No

Finally, they reported how much they would experience the same CSAs as Figure S74 if the government made it mandatory that everyone sign up for the program.

Figure S76: Government Makes Career Reminder Program Mandatory - CSA Elicitations

Suppose that a government mandate requires you to be part of this program. Just thinking about yourself, please indicate how you think you would feel, both immediately and going forward.

	Not at all			Very much	
	1	2	3	4	5
Pride	<input type="radio"/>				
Satisfaction	<input type="radio"/>				
Anxiety	<input type="radio"/>				
Anger	<input type="radio"/>				
Fear	<input type="radio"/>				
Self-Worth	<input type="radio"/>				
Irritation	<input type="radio"/>				
Happiness	<input type="radio"/>				
Guilt	<input type="radio"/>				
Dignity	<input type="radio"/>				
Regret	<input type="radio"/>				

L.2.5 Part 3: Demographics

Finally, respondents were asked to fill out the following demographic information.

Figure S77: Age

What is your age?

- 18-24 years
- 25-39 years
- 40-60 years
- 60+ years
- Decline to state

Figure S78: Gender

What is your gender?

Female
Male
Other
Decline to state

Figure S79: Education

What is your highest level of education completed?

Less than high school
High school graduate
Vocational / trade / technical school
Some college
Bachelor's degree
Advanced degree
Decline to state

Figure S80: Household Income

What is your household income?

\$0 - \$19,999
\$20,000 - \$39,999
\$40,000 - \$59,999
\$60,000 - \$79,999
\$80,000 - \$99,999
\$100,000 - \$119,999
\$120,000 or more
Decline to state

Figure S81: Political Identification

How do you identify politically?

Democrat
Republican
Independent
None of the above
Decline to state

Figure S82: Libertarianism

Libertarianism is a political philosophy that advocates only minimal state intervention into the private lives of citizens and the free market. To what extent do you agree or disagree with this philosophy, on a scale of 1 (not at all) to 5 (very much)?

1	2	3	4	5
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Figure S83: Experience with Study

Please tell us about your experience with the study, how you made the decisions you made, and how you responded to the questions about your experience. (Optional)

Figure S84: Study Confusing/Concerning

Was anything in this study confusing or concerning to you? (Optional)

L.3 Survey 3

L.3.1 Introduction and Consent

Individuals 18 years or older and living in the U.S. were recruited through Prolific to participate in “A Study on Emotions in Decision-Making”. A web link to the study opened the Qualtrics survey. Respondents were first asked to complete CAPTCHA identification and fill in their unique Prolific ID.

Figure S85: CAPTCHA Identification and Prolific ID Entry

Please verify you are not a bot to continue.

 I'm not a robot 
reCAPTCHA
Privacy - Terms

Before we begin, please enter your Prolific ID below.

Note that this response should auto-fill with the correct ID.

They were then presented with the following consent screen.

Figure S86: Consent for Survey 3

**Consent for Participation in a Research Study**

Thank you for your interest in this study! This is a consent form. Please read and click below to continue.

Study Background and Purpose: In this survey we'd like to better understand how people feel about being solicited to make charitable donations. Your participation in this research will take approximately 5 minutes.

Procedure: If you agree to be in this study, you will be asked to answer survey questions about how you or others make decisions.

Compensation: There are no known costs to you for participating in this research study except for your time. Upon completion of the survey, you will be redirected to Prolific so that you can receive your payment. You will be paid \$1.50 for completing the entire survey today.

Confidentiality: Your data will be anonymous and will not be linked to your identity.

Voluntary Participation: Participating in this research is voluntary. You can withdraw from the study at any time.

Contact: If you have questions, concerns, or complaints regarding this research, please contact the researchers at psurvey.contactus@gmail.com.

Agreement to Participate: By clicking to continue, you are indicating that you have read this consent form and that you voluntarily agree to participate in the study.

Next, participants were presented with the following three scenarios.

Note: The order in which the scenarios were displayed to respondents was randomized.

L.3.2 Scenario 1

In the first scenario, there is a person outside the respondent's door seeking donations to a children's hospital. The respondent can choose to either: 1) open the door and make a donation, 2) open the door and not make a donation, or 3) Not open the door, pretending to be away from home.

Figure S87: Scenario 1 Initial Choice

Imagine that there is a person at your door soliciting charitable contributions for a non-profit children's hospital. This person previously left a flier at your door, so that's how you know their intention and the charity for which they are fundraising. There are three things you could do:

1. Open the door and make a donation,
2. Open the door and not make a donation, or
3. Not open the door, pretending to be away from home.

What would you choose?

Open the door and make a donation

Open the door and not make a donation

Not open the door, pretending to be away from home

Respondents are then asked to report how much they would experience guilt, financial satisfaction, pride, a sense of fairness, a sense of unfairness, happiness, and satisfaction on a scale of 1 to 5 after making their choice in Figure S87. Note that Figure S88 is an example; respondents would see the choice they selected.

Figure S88: Scenario 1 Initial Choice - CSA Elicitations

We'd now like to know how you would feel about the option you chose, shown below in the darker box.

Considering how you would feel in the moment, as well as in the future, to what extent would this decision lead you to experience the following, on a scale of 1 (not at all) to 5 (very much)?

Open the door and make a donation

Open the door and not make a donation

Not open the door, pretending to be away from home

	Not at all				Very much
	1	2	3	4	5
Guilt	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Pride	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Happiness	<input type="radio"/>				
Satisfaction	<input type="radio"/>				

Respondents were then asked to report how much they would experience those same CSAs if they had instead selected the other options.

Figure S89: Scenario 1 Other Choice 1 - CSA Elicitations

We'd now like to know how you think you would feel if you had instead chosen the alternative option shown below in the darker box.

Considering how you would feel in the moment, as well as in the future, to what extent would this decision lead you to experience the following, on a scale of 1 (not at all) to 5 (very much)?

Open the door and make a donation

Open the door and not make a donation

Not open the door, pretending to be away from home

	Not at all					Very much				
	1	2	3	4	5	1	2	3	4	5
Guilt	<input type="radio"/>									
Financial Satisfaction	<input type="radio"/>									
Pride	<input type="radio"/>									
A Sense of Fairness	<input type="radio"/>									
A Sense of Unfairness	<input type="radio"/>									
Happiness	<input type="radio"/>									
Satisfaction	<input type="radio"/>									

Figure S90: Scenario 1 Other Choice 2 - CSA Elicitations

We'd now like to know how you think you would feel if you had instead chosen the alternative option shown below in the darker box.

Considering how you would feel in the moment, as well as in the future, to what extent would this decision lead you to experience the following, on a scale of 1 (not at all) to 5 (very much)?

Open the door and make a donation

Open the door and not make a donation

Not open the door, pretending to be away from home

	Not at all				Very much
	1	2	3	4	5
Guilt	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Pride	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Happiness	<input type="radio"/>				
Satisfaction	<input type="radio"/>				

L.3.3 Scenario 2

In the second scenario, the respondent does not know why there is a person outside their door. They answer it and can choose to either 1) make a donation or 2) not make a donation.

Figure S91: Scenario 2 Initial Choice

Now instead, imagine that someone rings your doorbell, and you open the door without knowing this person's motive. You then learn that this person is soliciting charitable contributions for a non-profit children's hospital. There are two things you could do:

1. Make a donation, or
2. Not make a donation.

What would you choose?

Make a donation.

Not make a donation.

Respondents are then asked to report how much they would experience guilt, financial satisfaction, pride, a sense of fairness, a sense of unfairness, happiness, and satisfaction on a scale of 1 to 5 after making their choice in Figure S91. Note that Figure S92 is an example; respondents would see the choice they selected.

Figure S92: Scenario 2 Initial Choice - CSA Elicitations

We'd now like to know how you would feel about the option you chose, shown below in the darker box.

Considering how you would feel in the moment, as well as in the future, to what extent would this decision lead you to experience the following, on a scale of 1 (not at all) to 5 (very much)?

Make a donation.

Not make a donation.

	Not at all				Very much
	1	2	3	4	5
Guilt	<input type="radio"/>				
Financial Satisfaction	<input type="radio"/>				
Pride	<input type="radio"/>				
A Sense of Fairness	<input type="radio"/>				
A Sense of Unfairness	<input type="radio"/>				
Happiness	<input type="radio"/>				
Satisfaction	<input type="radio"/>				

Respondents were then asked to report how much they would experience those same CSAs if they had instead selected the other option.

Figure S93: Scenario 2 Other Choice - CSA Elicitations

We'd now like to know how you think you would feel if you had instead chosen the alternative option shown below in the darker box.

Considering how you would feel in the moment, as well as in the future, to what extent would this decision lead you to experience the following, on a scale of 1 (not at all) to 5 (very much)?

Make a donation.

Not make a donation.

	Not at all					Very much				
	1	2	3	4	5	1	2	3	4	5
Guilt	<input type="radio"/>									
Financial Satisfaction	<input type="radio"/>									
Pride	<input type="radio"/>									
A Sense of Fairness	<input type="radio"/>									
A Sense of Unfairness	<input type="radio"/>									
Happiness	<input type="radio"/>									
Satisfaction	<input type="radio"/>									

L.3.4 Scenario 3

In the third scenario, the respondent is at work and therefore unable to open the door. They are asked to report how much they would experience all of the same CSAs if this were the case.

Figure S94: Scenario 3 - CSA Elicitations

Now instead, imagine that you were at work, and therefore not at home, when the person came by to solicit the donations for a non-profit children's hospital. Therefore, you had no opportunity to open the door. You only found out that the solicitor came by because you saw them on your doorbell camera and recognized the hospital's name on their shirt. (If you don't have a doorbell camera, imagine that you do.)

Considering how you would feel in the moment, as well as in the future, to what extent would the event lead you to experience the following, on a scale of 1 (not at all) to 5 (very much)?

	Not at all					Very much				
	1	2	3	4	5	1	2	3	4	5
Satisfaction	<input type="radio"/>									
A Sense of Unfairness	<input type="radio"/>									
Pride	<input type="radio"/>									
Guilt	<input type="radio"/>									
Financial Satisfaction	<input type="radio"/>									
A Sense of Fairness	<input type="radio"/>									
Happiness	<input type="radio"/>									

L.3.5 Attention Check

Next, to ensure that respondents were reading each question carefully, we included the following attention check.

Figure S95: Attention Check

Please click the continue button, without marking anything below, to show us that you are paying attention.



A screenshot of a survey question. It features two horizontal buttons stacked vertically. The top button is light gray and contains the text "Yes". The bottom button is also light gray and contains the text "No".

L.3.6 Demographics

Finally, respondents were asked to fill out the following demographic information.

Figure S96: Age

What is your age?



A screenshot of a survey question. It features five horizontal buttons stacked vertically, each with a radio button on the left and text on the right. The options are: "18-24 years", "25-39 years", "40-60 years", "60+ years", and "Decline to state".

Figure S97: Gender

What is your gender?



A screenshot of a survey question. It features four horizontal buttons stacked vertically, each with a radio button on the left and text on the right. The options are: "Female", "Male", "Other", and "Decline to state".

Figure S98: Education

What is your highest level of education completed?

Less than high school
High school graduate
Vocational / trade / technical school
Some college
Bachelor's degree
Advanced degree
Decline to state

Figure S99: Household Income

What is your household income?

\$0 - \$19,999
\$20,000 - \$39,999
\$40,000 - \$59,999
\$60,000 - \$79,999
\$80,000 - \$99,999
\$100,000 - \$119,999
\$120,000 or more
Decline to state

Figure S100: Political Identification

How do you identify politically?

Democrat

Republican

Independent

None of the above

Decline to state

Figure S101: Experience with Study

Please tell us about your experience with the study, how you made the decisions you made, and how you responded to the questions about your experience. (Optional)

Figure S102: Study Confusing/Concerning

Was anything in this study confusing or concerning to you? (Optional)