

Online appendices to
“Is Time Inconsistency Primarily a Male Problem?”

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APPENDICES INCLUDED IN THIS DOCUMENT:

- A. “Demographics of Cornell Undergraduates”
- B. Sample materials for delayed initial payment group
- C. Sample materials for immediate initial payment group

APPENDIX A: Demographics of Cornell undergraduates

The participants in the experiment were diverse in terms of their majors, but most were from the Cornell University undergraduate classes of 2007 and 2008. Below, we present demographic information, by gender, for each of these two classes in its entirety.

Table A1: Distributions (in %) of age, family income, and parents' education by sex

		Class of 2007 ¹		Class of 2008 ²	
		Male	Female	Male	Female
Age Dec. 31 of freshman year	16 or younger	0.0	0.1	0.07	0.20
	17	2.7	2.8	2.88	3.67
	18	67.1	75.8	68.03	76.82
	19	27.3	19.5	26.54	18.01
	20	1.5	1.4	1.34	0.88
	21+	1.3	0.4	1.14	0.41
Family Income	< 30k	8.3	11.5	9.02	10.50
	30k-60k	14.8	18.2	13.53	16.02
	60k-100k	22.5	21.2	20.03	23.33
	100k-150k	22.9	17.6	20.10	18.97
	150k-250k	16.3	16.5	17.22	16.41
	250k+	15.3	15.1	20.10	14.77
Mother's education	No college	13.2	13.2	13.64	12.98
	Some college	7.9	8.9	6.55	7.52
	College degree	35.6	36.8	35.47	34.65
	Some graduate school	5.8	4.3	5.81	4.92
	Graduate degree	37.5	36.8	38.51	39.92

¹ Source: Cornell University Office of Institutional Research and Planning, "CIRP Freshman Survey, Fall 2003 Appendix A: Tables," available at <http://dpb.cornell.edu/documents/1000075.pdf>.

² Source: Cornell University Office of Institutional Research and Planning, "2004 Freshman (CIRP) Survey," available at <http://dpb.cornell.edu/documents/1000072.pdf>

Table A1, continued

		Class of 2007³		Class of 2008⁴	
		Male	Female	Male	Female
Father's education	No college	10.9	12.4	11.17	11.89
	Some college	5.2	6.9	6.02	7.49
	College degree	26.2	27.9	23.88	23.30
	Some graduate school	3.0	4.2	4.26	4.26
	Graduate degree	54.7	48.7	54.67	53.06

³ Source: Cornell University Office of Institutional Research and Planning, "CIRP Freshman Survey, Fall 2003 Appendix A: Tables," available at <http://dpb.cornell.edu/documents/1000075.pdf>.

⁴ Source: Cornell University Office of Institutional Research and Planning, "2004 Freshman (CIRP) Survey," available at <http://dpb.cornell.edu/documents/1000072.pdf>

APPENDIX B:
Sample materials for “delayed payment” group

Every second (by seating location) participant in the delayed initial payment group received a packet containing these pages in this order. The other half of the participants in the same group received a packet identical except that the order of the individual decision and group decision pages was reversed.

Consent Form for an Experimental Investigation of Decision Making

Background Information: You are invited to participate in a research study about how individuals and groups of individuals make decisions in a variety of economic contexts. We ask that you read this form and ask any questions you may have before agreeing to be in the study. You were selected as a possible participant because you are a registered student at Cornell.

Procedures and Compensation: You and the other participants will have the opportunity to earn cash through your decisions. The experiment will take approximately thirty minutes to complete.

Voluntary Nature of Participation: Your participation is strictly voluntary. You may refuse to participate before the study begins or discontinue at any time. If you withdraw from the experiment, you will be paid the cash you earned before withdrawing. Your decision to withdraw will not affect your academic standing or record.

Risks and Benefits of Participating in the Study: The risk for participating in this experiment is minimal. You have no greater physical, financial, or psychological risk from the experiment than you would from doing a similar amount of routine paperwork or computer-based activity in any similar Cornell classroom or computer laboratory. There are no substantial benefits to you from the research. By learning more about people's decision-making, we hope that the research will benefit society by helping economic institutions understand people's behavior.

Confidentiality: Your personal information and your answers to the questions during the experiment will be kept confidential. The experimenters will report only aggregate data, from which it is not possible to infer the answer of any individual to any question. Furthermore, the only page with identifying information (this page) will be kept in a file separate from the file containing your answers to the other questions you will be asked.

Contacts and Questions: Please ask questions you have about the study before agreeing to participate. After the experiment, Professor William Schulze (wds3@cornell.edu, 255-9611) will be glad to answer any additional questions that you may have. You may contact the University Committee on Human Subjects (UCHS) with any concerns or complaints (uchs@cornell.edu; 255-5138, 115 Day Hall). The UCHS website is <http://www.osp.cornell.edu/Compliance/UCHS/homepageUCHS.htm>.

I understand the information above and agree to participate in this study:

Your Name (Please print): _____

Your Signature: _____ **Date:** _____

I am 18 years or older (circle): **YES** **NO**

Consent form approved by the UCHS on March 8, 2004.

Gender (circle): **FEMALE** **MALE**

E-mail address that will still work 8 weeks from now: _____

Phone number (to be used only if we need to deliver payment to you or for some other reason, and have not received a response from you after sending you an e-mail): _____

Phone number or e-mail address of a family member or friend who would know how we can contact you in six weeks if the above means did not work (to be used only if you have not picked up your payment in class and the above information has not been sufficient to contact you): _____

Instructions

1. Preliminaries

If you have a question at any time, please raise your hand, and someone will come to help you. Please do not communicate with any other subject in the experiment until after you have completed this packet and turned it in.

In the experiment described below, all payments will be made in class and will be in the form of cash. All payments will be in the exact amounts specified.

2. One of the decisions will be selected at random and implemented for real money

In the experiment, you are asked to make two decisions. Each decision consists of choosing one of two payment combinations by circling the combination that you prefer. One of the decisions will actually be implemented, with real money.

We will randomly select which decision is implemented, using the following procedure: At the end of the experiment today, we will have two poker chips, each marked with the name of one of the decisions. We will place the two chips in a cloth "decision bag." A member of the class will blindly draw one of the chips from the decision bag. We will implement the decision named on that chip.

Please do not skip either decision. For each decision, please circle one, and only one, of the two options. Otherwise, you will not be paid.

3. If you are absent, we will deliver your payment to you

The experimenters are determined to make sure that all participants receive their future payments, even if some participants are away from Ithaca at the final payment time. Here is the process we will follow:

We will deliver your future payments in the class session the specified number of weeks from now. We will also come to the subsequent two class sessions (two and four days later, respectively) and will announce our presence there so that you can receive your payment then if you missed the preceding class session or sessions.

If you are in none of those three class sessions, we will attempt to contact you by the following means in the following order: 1) the e-mail address you have provided to us, 2) the phone number for you that you have provided, 3) any other available information such as what is contained in the university directory, and 4) the family member/friend phone number or email address you have provided to us. We will try each means before resorting to the next. Upon reaching you, we will ask you where and when you would like your payment delivered. We will then deliver it either in person or via a delivery option such as certified mail or Federal Express.

When you have finished reading this sheet, please proceed to the attached decision sheets.

Group number: 1 Individual number: _____

Decision Sheet

If the Individual Decision is the one randomly selected for implementation, you will make and receive the payments that you have circled on this sheet. Your decision will apply only to you individually.

Individual Decision:

You start with \$7 in three weeks. Any of this money that you do not spend will be given to you at the end of the class session three weeks from today.

Of the two options below, please circle now the one that you prefer.

OPTION A: You pay \$1 three weeks from today and receive \$3.50 six weeks from today.

OPTION B: You pay \$5 three weeks from today and receive \$8.50 six weeks from today.

Group number: 1 Individual number: _____

Decision Sheet

You have been assigned to a group that includes half of the class.

If the Group Decision is the one randomly selected for implementation, we will refer to this sheet and to the Group Decision sheet filled out by each of the other members of your group. The option circled by the majority of the members of your group will be applied to all of you, even to those who may have circled the other option.

Group Decision:

Each member of your group starts with \$7 in three weeks. Any of this money that he or she does not spend will be given to him or her at the end of the class session three weeks from today.

Of the two options below, please circle now the one that you prefer.

OPTION A: Each member of your group pays \$1 three weeks from today and receives \$3.50 six weeks from today.

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