

## Appendix:

### Study Materials for Short-Sighted Greed (Sjåstad, 2019, JDM)

#### Experimental manipulation: Future-focus (identical in all three studies)

##### Read carefully

When you respond to the remaining questions in this survey, please think about the future benefits of the choices you make.

That is, we want you to focus on the future and what would be the best choices for you to make in the long run.

To demonstrate that you have read and understood this instruction, please rewrite the text above with your own words before you proceed. Try to explain the task in about the same way as you would have explained it to a friend or a colleague.

#### Control condition: Present-focus (identical in all three studies)

##### Read carefully

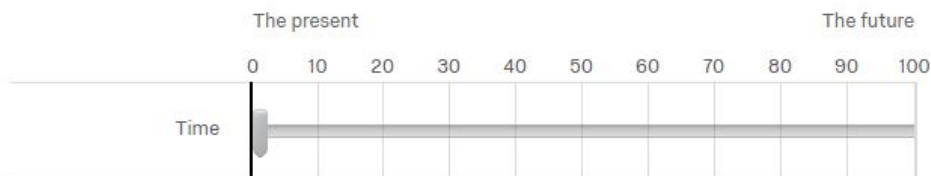
When you respond to the remaining questions in this survey, please think about the immediate benefits of the choices you make.

That is, we want you to focus on the present and what would be the best choices for you to make in the situation you are in right now.

To demonstrate that you have read and understood this instruction, please rewrite the text above with your own words before you proceed. Try to explain the task in about the same way as you would have explained it to a friend or a colleague.

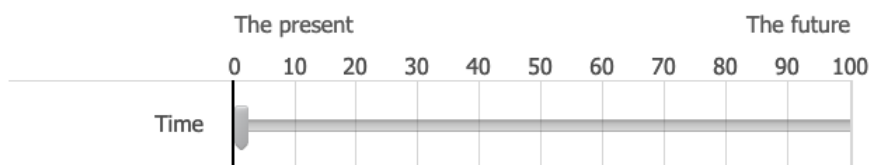
#### Manipulation check, Study 1:

What will be your main focus when you respond to the remaining questions in this survey?



#### Manipulation check, Study 2:

What do you think about right now? Please indicate your response on the scale below.



**Manipulation check, Study 3:**

What will be your main focus when you respond to the remaining questions in this survey?

The present											The future
0	1	2	3	4	5	6	7	8	9	10	
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Outcome measure, Study 1: Public Dictator Giving**

**Choice task 1**

Imagine yourself in a real-life situation in which you and another person are given one lottery ticket each, in which the winner gets \$100 and the loser gets \$0. As it turns out, you win the \$100, which you can keep to yourself or give to the other person, all or any portion of it.

*In addition to the outcome of your decision, your full name and a profile picture of your face would be revealed to the other person.*

Out of the \$100, how much money (if any) would you give to the other person?  
Please indicate in the space provided the amount you would give and the amount you would keep.

What you would <i>give</i> to the other person:	\$ <input type="text" value="0"/>
What you would <i>keep</i> to yourself:	\$ <input type="text" value="0"/>
<hr/>	
Total	\$ <input type="text" value="0"/>

**Outcome measure, Study 1: Public Charity Giving**

**Choice task 2**

Imagine yourself in a real-life situation in which you are given \$100, which you can keep to yourself or give to the top-rated charity 'Deworm the World Initiative', all or any portion of it.

*In addition to the outcome of your decision, your full name and a profile picture of your face would be published on a public web site.*

Out of the \$100, how much money (if any) would you give to the Deworm the World Initiative?  
Please indicate in the space provided the amount you would give and the amount you would keep.

What you would <i>give</i> to the Deworm the World Initiative:	\$ <input type="text" value="0"/>
What you would <i>keep</i> to yourself:	\$ <input type="text" value="0"/>
<hr/>	
Total	\$ <input type="text" value="0"/>

**Outcome measure, Study 2: Public Dictator Giving**

**Choice task**

Imagine yourself in a real-life situation in which you and another person are given one lottery ticket each, in which the winner gets \$100 and the loser gets \$0. As it turns out, you win the \$100, which you can keep to yourself or give to the other person, all or any portion of it.

*In addition to the outcome of your decision, your full name and a profile picture of your face would be revealed to the other person.*

Out of the \$100, how much money (if any) would you give to the other person?  
Please indicate in the space provided the amount you would give and the amount you would keep.

What you would <i>give</i> to the other person:	\$ <input type="text" value="0"/>
What you would <i>keep</i> to yourself:	\$ <input type="text" value="0"/>
<hr/>	
Total	\$ <input type="text" value="0"/>

### Outcome measure, Study 2: Private Dictator Giving

#### Choice task

Imagine yourself in a real-life situation in which you and another person are given one lottery ticket each, in which the winner gets \$100 and the loser gets \$0. As it turns out, you win the \$100, which you can keep to yourself or give to the other person, all or any portion of it.

*Your identity would remain entirely anonymous, regardless of your choice.*

Out of the \$100, how much money (if any) would you give to the other person?  
Please indicate in the space provided the amount you would give and the amount you would keep.

What you would <i>give</i> to the other person:	\$ <input type="text" value="0"/>
What you would <i>keep</i> to yourself:	\$ <input type="text" value="0"/>
<hr/>	
Total	\$ <input type="text" value="0"/>

### Outcome measure, Study 3: Public Charity Giving

#### Choice task 1

Imagine yourself in a real-life situation in which you are given \$100, which you can keep to yourself or give to the top-rated charity 'Against Malaria Foundation', all or any portion of it.

*In addition to the outcome of your decision, your full name and a picture of your face would be published on a public web site.*

Out of the \$100, how much money (if any) would you give to the Against Malaria Foundation?  
Please indicate the amount you would give and the amount you would keep.

What you would <i>give</i> to the Against Malaria Foundation:	\$ <input type="text" value="0"/>
What you would <i>keep</i> to yourself:	\$ <input type="text" value="0"/>
<hr/>	
Total	\$ <input type="text" value="0"/>

### Outcome measure, Study 3: Public Charity Volunteering

#### Choice task 2

Imagine yourself in a real-life situation in which you are asked to donate some of your time to the top-rated charity 'Against Malaria Foundation'. If so, you would volunteer for one working day on a call center, nearby where you live.

*In addition to the outcome of your decision, your full name and a picture of your face would be published in the local newspaper.*

If this was a real and committing choice:  
Would you be willing to donate one working day to the Against Malaria Foundation?

- Yes
- No

**Study 3, mediator measure: Reputational concern (same measure following both choice DV's)**

Based on the choice you just made, please indicate to what extent you agree with each statement below.

	Totally disagree 1	2	3	4	5	6	Totally agree 7
When making my choice, I thought about how others would think about me in the future	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The fact that people would know about my decision played an important role for the choice I made	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
When I made my choice, I wanted to make sure that others would evaluate me positively	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I did NOT consider what people would say about me during the choice task	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>