

Learning to Trust: Does Trust Change Over Time in a Collaborative Project-Based Learning Environment?

1

Online Appendix

Participant Instructions

Wave 1, beginning of the semester.

Screen 1:

Subjects read the Informed Consent, then consented to participate in the study.

Screen 2:

Welcome and thank you for participating in this study!

Your choices and answers will be treated in a strictly anonymous manner. Your professors will not know what choices you made. The results of the study will also be used and published in an anonymous way.

During the study you will be asked to make decisions in two situations (decision tasks) and then answer some questions.

To determine your payment:

- In Task 1 your decision will be randomly matched with that of another student who has already performed their part of this task.
- In Task 2 you will be randomly matched with three other students from your ECON 201 class.

The identity of the students with whom you will be matched will never be revealed, either before, during or after the end of the study.

Screen 3:

All participants receive the same instructions. With the choices you make during the decision tasks you can earn tokens. Each token in Task 1 will be converted into dollars at the rate of 1 token=60 cents. Each token in Task 2 will be converted into dollars at the rate of 1 token=30 cents.

After all students complete the study, your earnings will be calculated and paid out to you in approximately two weeks.

In addition to the dollars you will earn from the decision tasks, you will get \$5 for participating in this study.

To summarize, during this session you will be asked to:

- Make your choices in decision Task 1 and Task 2 and
- Fill out a survey.

Screen 4:

Instructions for Task 1:

In this task you are interacting with another anonymous student outside of this class, whose identity will not be revealed either during or after the end of this study. The other student will also never know your identity. This task has two roles: A and B. You are assigned to be Person A.

You have been provided with 10 tokens as initial endowment. You will have to decide whether to keep these tokens for yourself or give part or all of them to Person B. Every token you decide to give will be tripled. So for every token you decide to give, Person B will receive 3 tokens. Depending on how many tokens Person B receives from you (multiplied by 3), they decide how many tokens (if any) to give back to you.

At the end of Task 1, you will receive:

$$10 \text{ tokens} - (\text{tokens you give to Person B}) + (\text{tokens Person B gives you back})$$

Person B will receive:

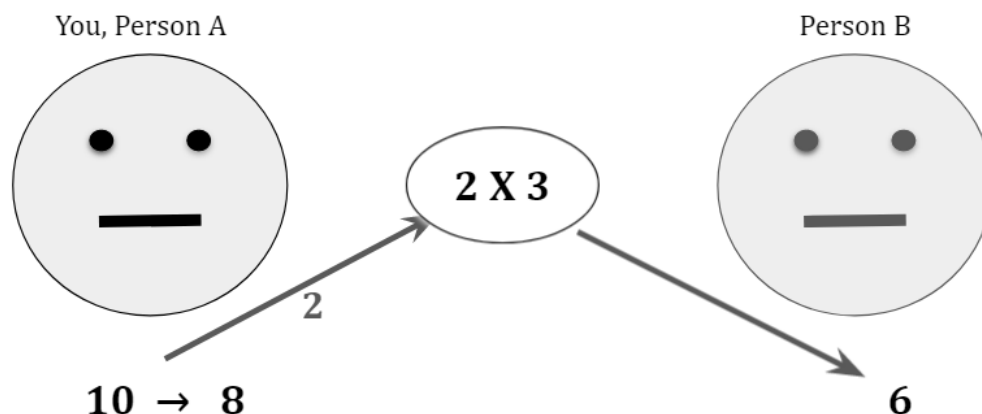
$$(\text{Tokens you give to Person B}) \times 3 - (\text{tokens Person B gives you back})$$

Let's consider two examples:

Screen 5:

Example 1:

As Person A, you decide to give 2 tokens to Person B.



Question: If Person B decides to give you back nothing, how many tokens will you and Person B end up with? (Please try to answer before checking on the next page.)

Screen 6:

Answer:

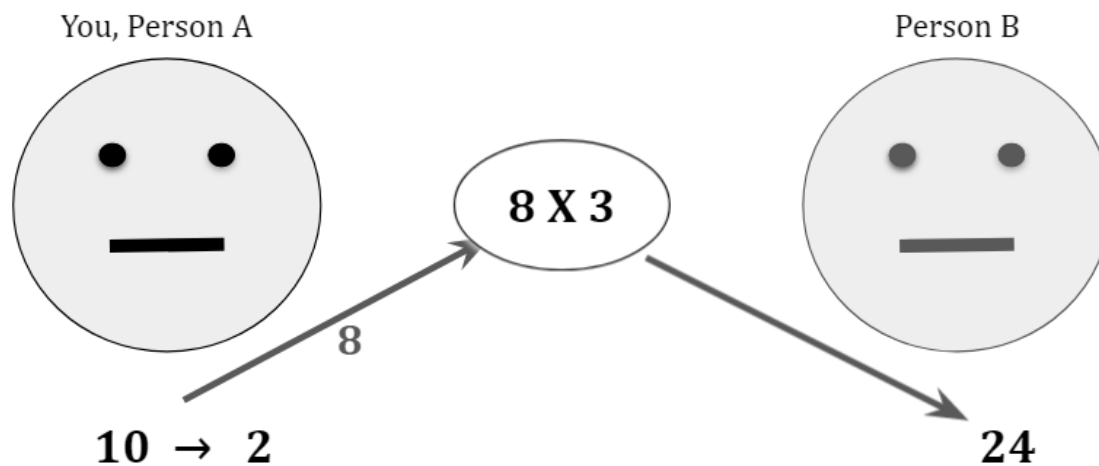
- You will end up with $10 - 2 + 0 = 8$ tokens

- Person B will end up with $(2 \times 3) - 0 = 6$ tokens

Screen 7:

Example 2:

As Person A, you decide to give 8 tokens to Person B.



Question: If Person B decides to give you back 11 tokens, how many tokens will you and Person B end up with? (Please try to answer before checking on the next page.)

Screen 8:

Answer:

- You will end up with $10 - 8 + 11 = 13$ tokens
- Person B will end up with $(8 \times 3) - 11 = 13$ tokens

Screen 9:

Now, it is your turn to make a decision.

You are provided with 10 tokens as initial endowment. Below you have to decide how many tokens to keep for yourself and how many (if anything) to give to Person B.

All tokens that you choose to give will be tripled; so for every token you decide to give, Person B will receive 3 tokens. Based on your decision, Person B decides if and how many tokens to give back to you.

At the end, you will receive:

$$10 \text{ tokens} - (\text{tokens you give to Person B}) + (\text{tokens Person B gives you back})$$

How many of your 10 tokens do you want to give to Person B?

Please enter the number here: _____

Screen 18:

Please choose one answer for each of the following statements:

	strongly disagree	disagree	somewhat disagree	neither agree nor disagree	somewhat agree	agree	strongly agree
I like working on course projects	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I like working in groups	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Screen 19:

Thank you for participating in the Economics Decision-Making Study. You will receive \$5 plus your earnings in the two decision tasks after it has been calculated (this may take up to two weeks).

Depending on your preference, you will receive payment either in the form of an e-gift card or cash. The e-gift card will be sent to the email address of choice. If, instead, you choose cash, the experimenter will contact you with the time and venue to receive the cash.

Please choose your method of payment:

- Amazon e-gift card
- Target e-gift card
- Kroger e-gift card
- Walmart e-gift card
- Starbucks e-gift card
- Barnes and Noble e-gift card
- Panera Bread e-gift card
- Cash

Screen 20:

Once all students complete the study and we process your payment, you will receive an email from XXX Laboratory or the merchant with the gift card code. We thank you for your patience since this may take up to two weeks.

The University of XXX requires us to collect the following information to process the payment:

Name and address are collected as required by the university and used only for the payment purposes.

Screen 21:

Thank you for participating in Phase 1 of the Economics Decision Making Study.
We really appreciate your time!

We will contact you as soon as we calculate your payment.
We will be looking forward to seeing you in Phase 2 at the end of the semester!

Wave 2, end of the semester.

Screens 1-2: same as in Wave 1.

Screen 3: participation payment increased from \$5 to \$10.

In addition to the dollars you will earn from the decision tasks, you will get \$10 for participating in this study.

Screens 4-17: same as in Wave 1.

Screen 19:

What is your current gender identity?

- Female
- Male
- Transgender female
- Transgender male
- Gender variant/nonconforming
- Not listed/other
- Prefer not to answer

Screen 20:

Approximately, how many credit hours have you completed towards your degree? (Include transfer credits, if applicable) _____

Screen 21:

What is your age: _____

Screen 22:

Are you a first generation student (meaning that you are among the first in your family who will receive a college/university degree)?

__YES

__NO

Screen 23:

Thank you for participating in the Economics Decision-Making Study. You will receive \$10 plus your earnings in the two decision tasks after it has been calculated.

Depending on your preference, you will receive payment either in the form of an e-gift card or cash. The e-gift card will be sent to the email address of your choice. If you choose cash, you can pick up your payment on either of these dates:

List of dates and times

Please indicate your preference for e-gift card or cash:

__E-gift card

__Cash

Screen 24 A (if gift card is selected on the previous step):

You selected to receive an e-gift card for your payment.

Once all students complete the study and we process your payment, you will receive an email from the BEEP Laboratory (beep-lab-econ@umich.edu) or the merchant with the gift card code. We thank you for your patience since this may take up to two weeks.

Please choose your preferred e-gift card:

List of gift cards

Screen 24 B (if cash is selected on the previous step):

You selected to receive cash for your payment.

Once all students complete the study and we process your payment, you will receive an email from the BEEP Laboratory (beep-lab-econ@umich.edu) with a reminder about when and where you can pick up your cash.

In case you are unable to pick up your cash, we will send you an e-gift card instead, which will either come from the XXX Laboratory or directly from the merchant. Please pick your preferred e-gift card for this possibility:

List of gift cards

Screen 25:

The University of XXX requires us to collect the following information to process the payment:

Name and address are collected as required by the university and used only for the payment purposes.

Screen 26:

Thank you for participating in the Economics Decision Making Study.