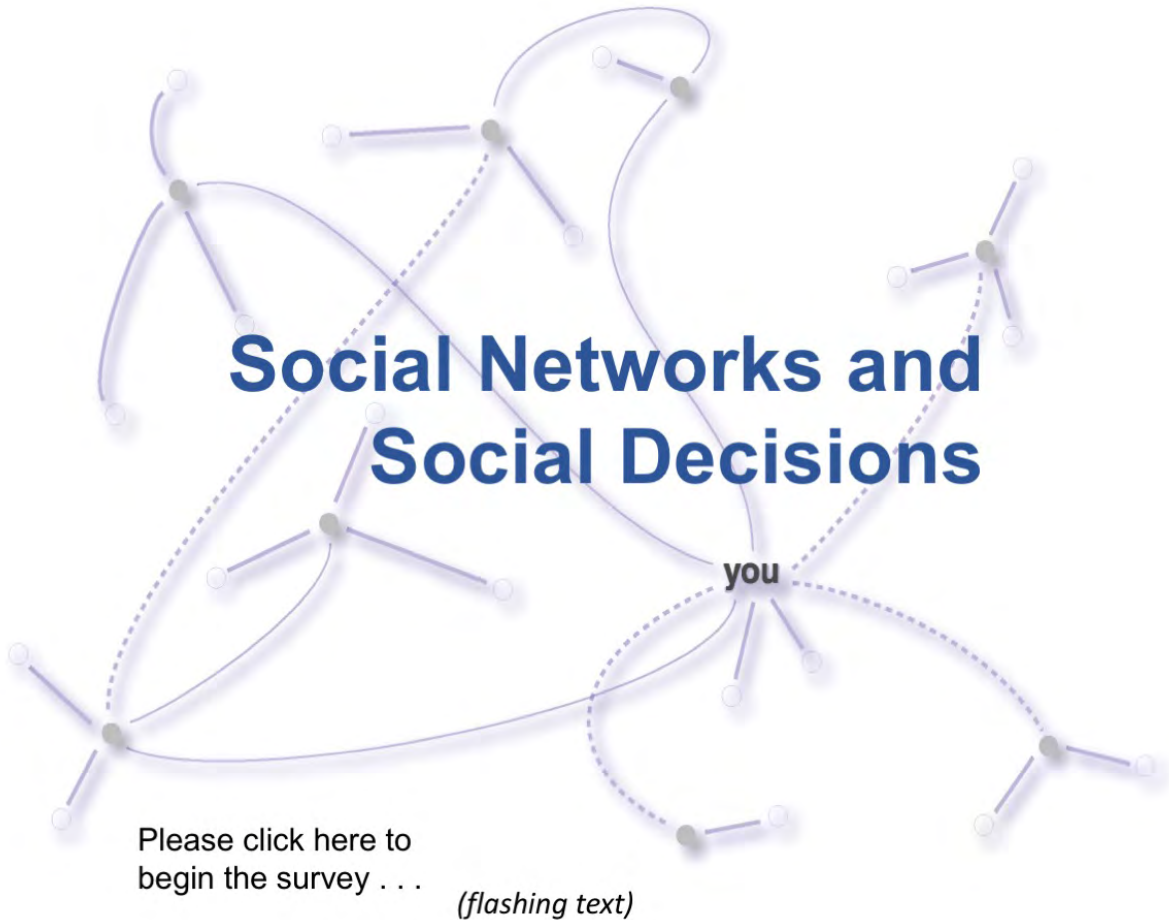


Appendix: Instrument

(Screen numbers are in lower right corner of screens.)



Informed Consent

The purpose of this screen is to supply you with the information needed for you to provide informed consent for your participation. This project has been approved by the Bocconi University Research Ethics Committee (FA000485). For more detailed information, click [here](#).

Purpose of the Study: The study goal is to understand the relationship between social networks and social decisions.

Description of the Research: You will be asked to complete a few questions about your background, and some questions about the social network in which you discuss important matters. Then, you will be invited to participate in three games, in which you are paired with an anonymous other participant and earn extra compensation, the amount determined by the social decisions that you and the other person make.

Subject Participation: Participants of this study are English-speaking, college-educated people between 30 and 65 years old, residing in the UK at the time of this study. Your participation in this study involves one session that averages 12 minutes to complete.

Potential risks and discomforts: There are no known risks to your participation in this study. The study does not include any questions that you would not normally encounter and discuss in daily life.

Potential benefits: People who participate in this study can have a better awareness of the social network around them and the way they experience and define decisions about other people.

Confidentiality: Your identity remains anonymous to the research team. The research team will not receive any identifying information, nor IP addresses, nor localization data. Also, you need names to answer network questions, but we keep no record of the names by which you discuss your network. The computer software records your network as relations among contacts 1, 2, 3, and so on.

Compensation: There is no cost for participating in this study. In addition to your usual Kantar compensation for participation, you will be able to earn up to another €6, based on the decisions you and the other person make in the games.

Voluntary Participation: Your decision to participate in this study is completely voluntary. If you decide to participate in this study, you can exit the survey at any point. Once you complete the survey, withdrawal is not possible because the data will be anonymized so the research team has no means to determine your identity.

Deception: This study does not involve any means of deception.

Research Participation Declaration: I confirm that I received the information that precedes, and I declare having read and understood its content. I confirm that I am 18 years of age or older, and volunteer to take part in this research. (Consent for minors or incapacitated individuals should be obtained from their legal tutors). Taking note that my Data are processed in full compliance with the Law, I freely consent to my Data to be used in the manner and uses described. I also declare having understood my rights and limitations, as well as how to exercise them.

Click [here](#) to participate

Click [here](#) to NOT participate

We begin with basic background differences between people. Please click or fill in the boxes to describe yourself.

Gender:

Male	Female	Other
------	--------	-------

Years in school before first full-time job:

Years of age:

Marital status:

Single	Married	Divorced	Other
--------	---------	----------	-------

Country of residence (full name please):

Do you have a passport for other than the above country of residence?

No	Yes
----	-----

Employment?

Unemployed	Part-Time	Full-Time
------------	-----------	-----------

Relative to other people at your stage in your career, where do you believe an objective observer would put you?

Below Average	Around Average	Well Ahead of Average
---------------	----------------	-----------------------

Thinking about your career, how much of your success do you today attribute to the help and support of other people?

A Little	Some	A Lot
----------	------	-------

NEXT →

3

Do you think of yourself as a Northern Italian or a Southern Italian?

Northern Italian	Southern Italian	Neither
------------------	------------------	---------

Would you say your parents think, or thought, of themselves as Northern Italian or Southern Italian?

Northern Italian	Southern Italian	Neither
------------------	------------------	---------

This screen only appeared in the Italy survey

AVANTI →

4

Looking back over the last 6 months, to what extent would you say that you have been (click the appropriate box):

Not true at all	Rarely true	Some times true	Often true	True nearly all of the time
-----------------	-------------	-----------------	------------	-----------------------------

Able to adapt to change?

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

Tended to bounce back after illness or hardship?

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

Not given up when things looked hopeless?

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

Thought of yourself as a strong person?

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

This screen only appeared in the Italy survey

AVANTI →

We begin with a sketch of your core discussion network. To answer the questions on the next few screens about how people are connected as a core network, you'll need to enter the names of people. We have no interest in the names and we want to preserve your and their confidentiality. So, please do not use any formal names, just nicknames (e.g., Thomas Burt would be replaced by Thomas, Tom, or Tommy). Also, know that the names will not be recorded. You need the names to answer questions about the network, but the computer replaces names with numbers. The names Tom, Mary, and Sue are converted for the research staff to contacts 1, 2, 3. We want to be sure you understand so you're comfortable describing your network. Please confirm that you understand the above instructions:

YES I confirm and am ready to continue.

NO I would rather return to the Kantar website.

Now let's return to your network. From time to time, most people discuss important matters with other people. What constitutes an "important matter" can be different for different people, but important matters usually involve your family, work, hopes, frustrations, current events, hobbies, and so on. The people with whom we discuss important matters are equally diverse: relatives, friends, neighbors, colleagues at work, and so on.

With that in mind, think about the last six months. Please enter to the right nicknames for the 6 or 7 people with whom you recall discussing matters important to you during the last six months. Click "Next" when you finish entering 4 or more names.

NEXT →

Ok, the people you named are listed to the right. Would you please check that no one is listed twice. If someone is listed twice, click the “delete” to the left of their duplicate entry and the list will reform.

The roster can hold a maximum of 8 names. Thinking about conversations you've had over the last six months about your family, work, and other things important to you, is there anyone else with whom you've discussed matters important to you? If yes, please add them in this screen, then proceed to next.

delete ?	
delete ?	
delete ?	
delete ?	
delete ?	
delete ?	
delete ?	
delete ?	

NEXT →

7

Please click a box next to each name to indicate whether the person is male (M) or female (F).

M	F	
M	F	
M	F	
M	F	
M	F	
M	F	
M	F	
M	F	

NEXT →

8

This network question asks about the kind of people with whom you discuss important matters.

To the right you see a number of ways that a person could be connected to you. A person could be immediate family, more distant family, a person you meet in the neighborhood, a person you meet at work, or a person you meet somewhere else. You are probably connected to some people in more than one way.

Think about [FIRST NAME]. Please click on all the ways in which you are connected with [FIRST NAME].

<input type="checkbox"/>	Husband/Wife/Partner
<input type="checkbox"/>	Sister/Brother
<input type="checkbox"/>	Son/Daughter
<input type="checkbox"/>	Mother/Father
<input type="checkbox"/>	Other Family
<input type="checkbox"/>	Neighbor
<input type="checkbox"/>	Work Colleague
<input type="checkbox"/>	Friend beyond Work
<input type="checkbox"/>	Something Else

NEXT →

This network question distinguishes people by the energy you experience after talking with them.

People can affect your energy and enthusiasm in various ways. Contact with some people can leave you feeling drained, while contact with others leaves you feeling enthused about possibilities, full of energy. When you interact with each listed person, how do you feel it affects your energy?

Please click the box next to each name that best describes whether talking with the person typically leaves you feeling: “More Energy” (ME), “Neutral” (N, for no effect on your energy), or “Less Energy” (LE).

ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>
ME	N	LE	<input type="checkbox"/>

NEXT →

Please click the box next to each name that best describes how close you feel with each listed person. For each person, are you “especially close” (EC), “close” (C), or “less than close” (LTC)?

EC	C	LTC	
EC	C	LTC	
EC	C	LTC	
EC	C	LTC	
EC	C	LTC	
EC	C	LTC	
EC	C	LTC	
EC	C	LTC	

NEXT →

What about trust? For each name, please click the appropriate box to indicate that the person is someone you “trust,” someone with whom you would need to be “careful,” or someone with whom you “don’t know” (DK).

Trust	Careful	DK	
Trust	Careful	DK	
Trust	Careful	DK	
Trust	Careful	DK	
Trust	Careful	DK	
Trust	Careful	DK	
Trust	Careful	DK	
Trust	Careful	DK	

This screen only appeared in the Italy survey

NEXT →

Next, please think about connections between the people you mentioned. Some of them can be total strangers in the sense that they wouldn't recognize the other person if they bumped into one other on the street. Some of them can be especially close, as close or closer to each other as they are to you.

On this screen, please click the appropriate box to describe connections between [FIRST PERSON] and each other person: S for total strangers. "EC" for especially close. Click the middle button, "M," if they are neither strangers nor especially close.

			FIRST PERSON
EC	M	S	
EC	M	S	
EC	M	S	
EC	M	S	
EC	M	S	
EC	M	S	
EC	M	S	

NEXT →

Beyond your network, would you say that people can be trusted or that you can't be too careful in dealing with people?

Click on your choice.

<input type="checkbox"/>	Most people can be trusted
<input type="checkbox"/>	Need to be very careful
<input type="checkbox"/>	Don't know

NEXT →

The rest of the interview concerns three social decision games.

In addition to the compensation you have been promised for participating in the study, you can earn extra cash in these games. How much you earn — in Kantar points — depends on the decisions you and another person make.

You begin with 200 points, which is yours to keep as a gift for your participation in the games. In addition to the 200 points, you will receive the maximum you earn in any one of the three games, which can be as much as another 400 points.

For each game, a person already interviewed has been selected at random by the computer to be the other person with whom you play. The other people with whom you play do not know your identity nor anything about you. All we can tell you about the other people is that each is an adult interviewed for this research.

CLICK
WHEN
READY
for
FIRST
GAME

15

GAME 1: This game asks you to decide between two moves. You either INVEST, or you EXIT.

Your possible earnings are listed on the screen. If you and the other person both INVEST, you each earn 200 points in addition to the 200 you already have. If you and the other person both EXIT, you both earn 0 points. If one person INVESTs and the other person EXITs, the one who INVESTs loses 100 points, and the one who EXITs earns 300 points (in addition to the 200 that the person already has).

What is your choice, INVEST or EXIT?

CLICK YOUR
CHOICE:

INVEST

EXIT

Possible earnings to you:

200, if you and the other person both INVEST

0, if you and the other person both EXIT

-100, if you INVEST and the other person EXITs

300, if you EXIT and the other person INVESTs

NEXT →

16

GAME 2: This game also asks you to decide between two moves. Either you INVEST your initial 200 points, or you KEEP them.

If you KEEP your initial 200 points, this game ends, and you're ready to move on to the next question.

If you INVEST, we double your 200 points to 400 so the other person has 600 (when the 400 is added to the other person's initial 200). We then give the other person a choice between SHARE or KEEP. If the other person chooses SHARE, you split the 600 between you. That means you and the other person each earn 100 to add to your initial 200. If the other person chooses KEEP, you lose your initial 200 and the other person keeps all 600.

What is your choice, INVEST or KEEP?

CLICK YOUR CHOICE:

INVEST

KEEP

Possible earnings to you:

0, if you KEEP your initial 200

100, if you INVEST and the other person SHARES

-200, if you INVEST and the other person KEEPs all 600

NEXT →

17

Reflection on GAME 2: We cannot tell you anything about the person with whom you just played GAME 2. We protect that person's privacy, as we protect yours.

But if you had been able to learn more about the other person – before you made your move, what would be the one bit of information you would have liked to know about the person? →

Enter a brief text. (Please, no more than 500 characters.)

In a phrase or two, why would you want that particular bit of information? →

Enter a brief text. (Please, no more than 500 characters.)

NEXT →

18

GAME 2 and discussing important matters. Now that you know how Game 2 is played, what choices would you make if you knew the other person in the game was one of the individuals you named earlier as someone with whom you often discuss important matters?

For each name listed to the right,

please click whether you would choose to KEEP or INVEST if you were playing the game with the row person.

As before, the row person would not know your game choice.

Names from screen 7 displayed here.



KEEP	INVEST	
KEEP	INVEST	
KEEP	INVEST	
KEEP	INVEST	
KEEP	INVEST	
KEEP	INVEST	
KEEP	INVEST	
KEEP	INVEST	

NEXT →

19

GAME 3: Game 3 consists of you being on the other side of Game 2. The computer has selected another person with whom you are paired. The other person has decided to INVEST their initial 200 with you.

Therefore, your initial 200 is now 600, and you have to choose whether you want to KEEP the 600, or SHARE the earnings by sending 300 back to the other person.

The other person will know nothing about you other than you are an adult participating in this research. How do you want to go, SHARE or KEEP?

Possible earnings to you:

100, if you SHARE

400, if you KEEP

CLICK YOUR CHOICE:

SHARE

KEEP

NEXT →

20

**Thank you very much for
participating in the study,**

**and all best wishes for whatever
activity you turn to next.**

The Research Team
(safe to close this window now)