Tiered Disclosure

Privacy Notice

Privacy Notice

The information you provide will assist the Consumer Financial Protection Bureau ("CFPB") in studying the effects of different disclosure regimes.

At the end of the survey, you will be asked for some demographic information, including age and gender. Participation is voluntary. You are not required to participate nor share any identifying information.

Paperwork Reduction Act

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The OMB control number for this collection is 3170-0048. It expires on XX/XX/XXXX. The time required to complete this information collection is estimated to average approximately 2 hours per response. Comments regarding this collection of information, including the estimated response time, suggestions for improving the usefulness of the information, or suggestions for reducing the burden to respond to this collection should be submitted to Bureau at the Consumer Financial Protection Bureau (Attention: PRA Office), 1700 G Street NW, Washington, DC 20552, or by email to PRA_Comments@cfpb.gov

Note: the order in which sections 3 and 4 will be shown will be reversed for a random half of participants.

Section 1: Introduction to experiment

Page 1

Thank you for participating in this experiment.

During the experiment, we require your complete attention. Please do not speak to other participants or engage in other distracting activities such as using your cell phone. Please do not use the computer except as instructed.

You will be paid in cash at the end of the experiment, and the amount you earn depends on your choices during the experiment. It is therefore important that you follow along carefully and fully understand the instructions.

The experiment will be conducted through the lab computers. Please do not try to speak to other participants or to look at their screens.

If you have a question at any time, please raise your hand and someone will come to your computer to assist you.

As advertised, you will be given ($10.00) today regardless of your performance in the experiment.

Note: Payment rates have not yet been finalized and are subject to change.

In addition, in the experiment you will earn tokens. For every (700) tokens you earn, you will be paid $1.00 in cash. You will be paid in private at the end of the experiment.

Throughout these instructions, we will ask you questions about what you read. These are simply meant to ensure that you understand the instructions, and your responses will not affect the rest of the experiment or the amount you will earn. Here comes a question now...

[Next]

Page 2

True or False: The more tokens you earn in the experiment, the more cash you will be paid at the end.

[True/False radio buttons]

[Next]

Section 2: Full Information Game

Page 3: Introduction to full information game

In this experiment you will make a series of choices in which you will be asked to choose one from a small number of "products."

Each product will be described by a set of abstract "attributes" and the attributes will each have an intensity.

For example, in the following table, there are two products, each with three attributes (labeled attribute A, attribute B, and attribute C).

	Product 1	**Product 2**
Attribute A	5	4
Attribute B	2	2
Attribute C	1	3

In this example, product 1 has intensity 5 for attribute A, while product 2 has intensity 4. Both products have intensity 2 for Attribute B, and product 1 has intensity 1 for attribute C while Product 2 has intensity 3.

Before you choose which product you want, you will be assigned a "profile."

Your profile will have the same attributes as the products, along with intensities for each attribute.

The quality of your choice (and therefore your payment) will depend on how well your product choice matches your profile.

The following example profile has intensity 1 for attribute A, intensity 2 for attribute B, and intensity 3 for attribute C.

Your Preference Profile	
Attribute A	1
Attribute B	2
Attribute C	3

When you choose a product, you will earn a number of tokens equal to the attributes of your chosen product multiplied by the like-attributes of your profile, all summed together.

For example, if you chose product 1 from above…

	Product 1		**Profile**		**Tokens**
Attribute A	5	x	1	=	5
Attribute B	2	x	2	=	4
Attribute C	1	x	3	=	9
					18 Tokens

In total, you would have earned 18 tokens (5 + 4 + 9).

Since 17 (product 2) is less than 18 (product 1), then product 1 is a better choice for this profile.

Preference profiles and product attributes are determined randomly.

[Next]

Now we'll ask you some comprehension questions. Consider the following product and profile:

	Product			**Profile**	
Attribute A	5		Attribute A	1	
Attribute B	2		Attribute B	2	
Attribute C	3		Attribute C	3	

1. If you chose the product above and you were assigned the profile above, how much would you earn from attribute C?

Tokens from Attribute C: **[Numeric entry]** [if 9: Correct! / Otherwise: Incorrect. The correct answer is 9].

Remember, the amount you earn from each attribute is determined by multiplying the intensity of that attribute in your profile by the intensity of that attribute for the product. In this case, the product has an intensity of 3 for attribute C and your profile has an intensity of 3 for attribute C. Since 3 times 3 is 9, you would earn 9 tokens from attribute C.

2. If you chose the product above and you were assigned the profile above, how many tokens would you have earned in total?

Total tokens: **[Numeric entry]** [If 18: Correct! / Otherwise: Incorrect. The correct answer is 18]

Remember, the number of tokens you earn is determined by multiplying the intensity of each attribute in your profile by the intensity of that attribute for the product and then summing them all together. In total you would have earned 18 tokens (5 from attribute A, 4 from attribute B, and 9 from attribute C).

[Next]

Page 4: Practice Rounds for Full Information

There are 3 products in this game.

Each product has 3 total attributes, but only 2 of those attributes are shown to you (one is hidden).

Your preference for each product attribute is:

Your Preference Profile

Attribute A	4
Attribute B	11

Your Preference Profile

Attribute C	9

In this game:

- Each product has multiple attributes, but not all of them are shown to you.
- Your preference for every attribute is shown in your preference profile
- The amount of tokens you receive is determined by the interaction of each attribute value with its preference value, and then adding them together.

Each of the products' (shown) attributes are displayed in the following table.

Please choose what you think the best product is, in terms of maximizing the number of tokens you will receive, according to your preference profile and the shown attribute values of each product:

	Product 1	**Product 2**	**Product 3**
Attribute A	6	3	8
Attribute B	9	7	4
Attribute C	2	5	10

[Radio buttons for Product 1, Product 2, and Product 3]

Full Information Practice Round Summary Page

You selected:

Product 1

Attribute A	6
Attribute B	9
Attribute C	2

Based on your preference profile:

Your Preference Profile

Attribute A	4
Attribute B	11
Attribute C	9

The total tokens received from your selection of product 1 is:

	Attribute A	Attribute B	Attribute C
Product 1	6	9	2

X

	Your Preference Profile
Attribute A	4
Attribute B	11
Attribute C	9

=

Product 1	(6)(4) + (9)(11) + (2)(9) = 141

Product 1 gave you 141 tokens.

Based on your preference profile in this round, you did not select the product which would have maximized your tokens.

The product which would have maximized your tokens was:

Product 3

Attribute A	8
Attribute B	4
Attribute C	10

Which would have given you:

	Attribute A	Attribute B	Attribute C			Your Preference Profile
					Attribute A	4
Product 3	8	4	10	X	Attribute B	11
					Attribute C	9

=

Product 3	(8)(4) + (4)(11) + (10)(9) = 166

Product 3 would have given you 166 tokens.

Here is a table of the full list of attributes for each product that was in this round:

	Product 1	Product 2	Product 3	
Attribute A	6	3	8	
Attribute B	9	7	4	
Attribute C	2	5	10	
	141	134	166	Your Tokens

[Next]

Page 4: Paid Rounds for Full Information

We will now begin the paid rounds for this game.

If you have any questions at this time, please raise your hand.

You will play 5 paid rounds of this game. After this, you will receive additional instructions.

If you have any questions during the paid rounds, please raise your hand and someone will assist you in private.

[Next]

We will now go through 2 practice rounds to help you understand the next part of the game.

You will not be paid for your performance in these rounds.

[Next]

Section 3: Truncation Game

Page 6: Truncation Game Introduction

We will play a similar game but with one important difference: one of the product's attributes will be hidden from you. You will still be shown a preference for that hidden attribute.

The interaction of the hidden attribute and your preference for the hidden attribute **still matters** for determining the best product for you in each round.

[Next]

Page 7: Truncation Practice Round

There are 3 products in this game.

Each product has 3 total attributes, but only 2 of those attributes are shown to you (one is hidden).

Your preference for each product attribute is:

Your Preference Profile

Attribute A	4
Attribute B	11
Attribute C	9

In this game:

- Each product has multiple attributes, but not all of them are shown to you.
- Your preference for every attribute is shown in your preference profile
- The amount of tokens you receive is determined by the interaction of each attribute value with its preference value, and then adding them together.

Each of the products' (shown) attributes are displayed in the following table.

Please choose what you think the best product is, in terms of maximizing the number of tokens you will receive, according to your preference profile and the shown attribute values of each product:

	Product 1	Product 2	Product 3
Attribute A	6	3	8
Attribute B	9	7	4
Attribute C	Hidden	Hidden	Hidden

[Radio buttons for Product 1, Product 2, or Product 3]

[Next]

Page 8: Truncation Summary Page

You selected:

Product 1

Attribute A	6
Attribute B	9
Attribute C	2

Based on your preference profile:

Your Preference Profile

Attribute A	4
Attribute B	11
Attribute C	9

The total tokens received from your selection of product 1 is:

	Attribute A	Attribute B	Attribute C
Product 1	6	9	2

X

Your Preference Profile

Attribute A	4
Attribute B	11
Attribute C	9

=

Product 1	(6)(4) + (9)(11) + (2)(9) = 141

Product 1 gave you 141 tokens.

Based on your preference profile in this round, you did not select the product which would have maximized your tokens.

The product which would have maximized your tokens was:

Product 3

Attribute A	8
Attribute B	4
Attribute C	10

Which would have given you:

	Attribute A	Attribute B	Attribute C		Your Preference Profile	
Product 3	8	4	10	X	Attribute A	4
					Attribute B	11
					Attribute C	9

=

Product 3	(8)(4) + (4)(11) + (10)(9) = 166

Product 3 would have given you 166 tokens.

Here is a table of the full list of attributes for each product that was in this round:

	Product 1	Product 2	Product 3	
Attribute A	6	3	8	
Attribute B	9	7	4	
Attribute C	2	5	10	
	141	134	166	Your Tokens

[Next]

Page 9: Paid Truncation Rounds

We will now begin the paid rounds for this game.

If you have any questions at this time, please raise your hand.

You will play 20 paid rounds of this game. After this, you will receive additional instructions.

If you have any questions during the paid rounds, please raise your hand and someone will assist you in private.

[Next]

Page 10: Transition

We will now go through 2 practice rounds to help you understand the next part of the game. You will not be paid for your performance in these rounds.

[Next]

Section 4: ASL Game

Page 11: ASL game introduction

We will now play a similar game but with one important difference: all of the product's attributes will be hidden from you. You will still be shown a preference for the hidden attributes.

For comparison, you will also be shown how other individuals (called "representatives") value each product.

[Next]

Page 12: Practice Rounds of ASL

In this round, none of the product attributes are shown to you (all of them are hidden), but you instead see how two other representatives value each product.

There are 3 products in this round.

Each product has 3 attributes. Your preference for each product attribute is:

Your Preference Profile

Attribute A	6
Attribute B	1
Attribute C	2

The preference profiles of 2 representatives for the same product attributes are:

	Representative 1	Representative 2
Attribute A	11	1
Attribute B	2	5
Attribute C	8	10

Based on their preference profile, how these 2 representatives value these products is shown in the following table:

	Product 1	Product 2	Product 3
Representative 1	23	50	6
Representative 2	21	12	42

In this game:

- There are 3 products in this round.
- Each product has 3 attributes, none of which are shown to you.
- Your preference for these attributes are shown in your preference profile.
- For comparison, the preference profiles of 2 other individuals are also shown.
- How much each of the 2 representatives value each product is determined by their preference profile, in the same manner that each product's value was calculated for you in the previous round.

Please choose what you think the best product is, in terms of maximizing the number of tokens you will receive, according to your preference profile and how much the 2 representatives value each product:

	Product 1	Product 2	Product 3
Attribute A	4	12	8
Attribute B	2	6	15
Attribute C	5	5	11

[Radio buttons for Product 1, Product 2, or Product 3]

[Next]

Page 13: ASL Summary Page

You selected:

Product 2

Attribute A	12
Attribute B	6

Product 2

Attribute C   5

Based on your preference profile:

Your Preference Profile

Attribute A   6

Attribute B   1

Attribute C   2

The total tokens received from you selection of product 2 is:

	Attribute A	Attribute B	Attribute C			Your Preference Profile
Product 2	12	6	5	X	Attribute A	6
					Attribute B	1
					Attribute C	2

Product 2	(12)(6) + (6)(1) + (5)(2) = 88

=

Product 2 gave you 88 tokens.

Based on your preference profile in this round, you selected the product which maximized your tokens in this round.

Here is a table of the full list of attributes for each product from this round:

	Product 1	Product 2	Product 3	
Attribute 1	4	12	8	
Attribute 2	2	6	15	
Attribute 3	5	5	11	
	36	88	85	Your Tokens

[Next]

Page 14: Paid rounds for ASL.

We will now begin the paid rounds for this game.

If you have any questions at this time, please raise your hand.

You will play 20 paid rounds of this game. After this, you will receive additional instructions.

If you have any questions during the paid rounds, please raise your hand and someone will assist you in private.

[Next]

Section 5: Survey

Page 15: Survey introduction page

This concludes the main portion of the experiment. Thank you. We will now administer a short 5-minute survey. Your participation is completely voluntary. As a reminder, your responses are anonymous and are not associated with your name.

[Next]

Survey Page 1

[Each survey response is presented to the participant as a radio button]

Hypothetically, which would you prefer: a 50% chance of getting $35 or a 100% chance of getting $15?

Option 1: A 50% chance of $35

Option 2: A 100% chance of $15

[Participant selects an option and selects "Next"]

Survey Page 2

Hypothetically, which would you prefer: a 50% chance of getting $35 or a 100% chance of getting $17.50?

Option 1: A 50% chance of $35

Option 2: A 100% chance of $17.50

[Participant selects an option and selects "Next"]

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Survey Page 3

Scale (6 items) from: Lins de Holanda Coelho, G., H. P. Hanel, P., & J. Wolf, L. (2018). The Very Efficient Assessment of Need for Cognition: Developing a Six-Item Version. Assessment. https://doi.org/10.1177/1073191118793208.

 [Next]

Survey Page 4

Next we'd like to learn more about your comfort with numbers and math. Please answer the following questions.

Scale (8 items) from: Fagerlin, A., Zikmund-Fisher, B.J., Ubel, P.A., Jankovic, A., Derry, H.A., & Smith, D.M. 2007. "Measuring numeracy without a math test: Development of the Subjective Numeracy Scale (SNS)." *Medical Decision Making* 27: 672-680.

 [Next]

Survey Page 6

Three items drawn from: Fernandes, Daniel, Lynch, John and Richard G. Netemeyer. 2014. "Financial literacy, financial education, and downstream financial behaviors." *Management Science* 60(8): 1861-1883.

 [Next]

Survey Page 7

Please answer the following questions.

Approximately how many in-person, laboratory experiments have you completed before today? If you're not sure, please make your best guess.

["0"/"1 to 3"/"4 to 6"/"7 to 9"/"10 or more" radio buttons]

What is your gender? **["Male"/"Female"/"Other" radio buttons]**

How old are you, in years? [**Numerical entry text box**]

Is English your primary language? **["Yes"/"No"/"Prefer not to answer" radio buttons]**

Please indicate if you have taken college-level coursework in any of the following fields. (Mark all that apply)

Microeconomics or game theory **("Yes"/"No" radio buttons)**

Marketing or business **("Yes"/"No" radio buttons)**

Law **("Yes"/"No" radio buttons)**

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[Next]

Participant Payment (final page)

Thank you for your participation today. Please wait patiently for the experimenter to call your participant number. When your number is called, gather all of your belongings, and walk to where you will be paid.

Your participant number is P3.

Please remember that this research is only valuable if all participants have the same experience. Therefore, please do not discuss this experiment with others outside of the lab.

[Done].