

MinimalPay_USIndia (#104181)

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1) Have any data been collected for this study already?

No, no data have been collected for this study yet.

2) What's the main question being asked or hypothesis being tested in this study?

We test whether in the US but not in India even minimal pay-for-effort incentives (where participants can only earn a bonus of a few cents for a few minutes' worth of effort) are more effective than a non-monetary incentive from social psychology (one highlighting a social norm). We predict that in the US this small monetary incentive will be significantly more motivating than the non-monetary one. In India, the two incentives would not differ in how effective they are for incentivizing effort.

3) Describe the key dependent variable(s) specifying how they will be measured.

Number of images rated on a task that asks people to view a number of images one-by-one and assess if each contains a building.

4) How many and which conditions will participants be assigned to?

- 1) Monetary ("minimal pay")
- 2) Non-monetary ("social norm")

5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.

We will compare the two incentives using a t-test in each of the two countries.

6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.

We will include people who rate at least one image and pre-screen for people living in the US (for the US sample) or India (for Indian sample). The task will collect two attention checks.

7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.

We will recruit people on MTurk--352 per country post exclusions. 176 per cell is what is required to obtain 80% power to observe a small- to medium-sized effect ($d=0.3$).

8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)

As a secondary DV, we look at the proportion of people per cell who choose to quit the task after rating only 10 images. At that point, they see a screen that allows them to quit the task but continue with survey (and thus receive the pay). We will use a t-test for proportions.