

Supplementary appendices to

"Are risk seekers more optimistic? Non-parametric approach",

by Eyal Weinstock and Doron Sonsino.

Web appendix A: Script of Survey I

Welcome to a short Survey on prediction and economic decision

- * The study is run by researchers from the School of Business at the College of Management, Rishon LeZion
- * Confidentiality is guaranteed by the organizers. Your data would only be used for the specific goals of the research
- * The survey is not designed to test skills or abilities, but to examine personal tastes. The problems composing the questionnaire do not admit clear-cut solutions
- * For more details, please contact....

General Instructions

The questionnaire consists of 2 types of problems:

- i. Simple choice problems on gains or losses, as illustrated at the next page
- ii. Economic prediction problems, such as predicting the rate of return on stocks traded at the Tel-Aviv stock exchange in 2013.

The prediction problems are quite challenging and some of the tasks may appear impossible. We still ask you to deliberate your responses carefully and give us your candid/serious answers.

* Please fill-in the questionnaire in running order, on individual basis. Internet search and consultation with others are absolutely forbidden. We ask for your cooperation for the success of the study!

Payouts and prizes:

- * Upon submitting the complete form (incomplete questionnaires would be disqualified), the experimenter would draw a standard dice. If the dice shows "5" or "6", you would instantly receive 40 NIS for your participation
- * When the data collection is complete, the organizers would randomly select 2 participants (from about 85) that would win an additional significant prize that may reach 100, 200 or even more!
- * The extra bonus of the first winner would be derived from one of the choices made within the lottery-choice part of the questionnaire. The specific problem by which the bonus is calculated would be randomly drawn. The extra prize should incentivize you to give us your candid choices! **Please consider each choice seriously assuming you are requested to make such choice in reality.**

{Authors' comment: we did not refer to loss-domain lotteries separately in the instructions. The experimenter was instructed to explain that the bonus amount would decrease in the amount of realized loss, in case the selected lottery is "loss-domain"}

* The extra bonus of the second winner would be derived from the accuracy of one prediction. Again, the specific task by which the bonus is calculated would be randomly drawn. The expected bonus is 150 NIS, but the exact calculation would be postponed to the date where the underlying uncertainty is resolved. The bonus amount would increase with the accuracy of your prediction. **Please consider your predictions seriously, attempting to be as accurate as possible**

* The id numbers and private names of the 2 participants that were selected to receive the extra prizes would be circulated by email, amongst all participants, when the bonus calculation is done – to guarantee the fairness of the procedure

_____ end of page 1 _____

(page 2 was a standard consent form)

Brief Explanation Regarding the Lottery-Choice Problems

We introduce the problem through the next example:

Coin toss	Alternative gainA	Alternative gainB
“heads” (50%)	+200	+500
“tails” (50%)	+300	+50

In this problem, you must choose one of the 2 lotteries described in the 2 columns of the table

The lottery at the left pays 200 NIS or 300 NIS with equal chances (“tails” or “heads” in tossing a fair coin)

The lottery at the right similarly pays 500 NIS or 50 NIS with equal chances (“tails” or “heads” in tossing a fair coin)

You are requested to choose the lottery that fits your tastes better, assuming you face such choice in reality and your actual payoff would be determined by tossing a fair coin (50% chances for each result)

In the questionnaire, you would be asked to mark your choices by circling your preferred lottery A or B

Some of the choice problems deal with losses. Here's an example:

Coin toss	Alternative lossA	Alternative lossB
"heads" (50%)	-100	-400
"tails" (50%)	-300	-0

The basic idea is similar: you are requested to choose which lottery on losses you would prefer, assuming that personal or business related circumstances brought you into a situation where you must choose between 2 such distributions

Please consider each choice problem separately (disregarding your choices in preceding problems). Remember that only one problem would determine the extra bonus of the designated winner!

_____ **end of page 3** _____

Lotteries on Gains: 5 choice Problems

Assume that personal or business related circumstances generated a gain, whose amount was not yet finalized. You are requested to choose one of the 2 lotteries

What is your preferred option gainA or gainB? Please circle your choice
Make each choice separately disregarding your choices in other problems

{We used uninformative titles in the survey, but use red font henceforth to introduce the problems by the symbols used in the paper}

GAINS1

Coin toss	Alternative gainA	Alternative gainB
"heads" (50%)	+1000	+600
"tails" (50%)	+200	+700

GAINS2

Coin toss	Alternative gainA	Alternative gainB
"heads" (50%)	+450	+100
"tails" (50%)	+550	+900

GAINS5

Coin toss	Alternative gainA	Alternative gainB
"heads" (50%)	+1000	+300
"tails" (50%)	+100	+200

GAINS4

Coin toss	Alternative gainA	Alternative gainB
"heads" (50%)	+250	+550
"tails" (50%)	+1000	+400

GAINS3

Coin toss	Alternative gainA	Alternative gainB
"heads" (50%)	+400	+900
"tails" (50%)	+350	+0

_____end of page 4_____

Lotteries on Losses: 5 choice Problems

Assume that personal or business related circumstances generated a loss, whose amount was not yet finalized. You are requested to choose one of the 2 lotteries

What is your preferred option lossA or lossB? Please circle your choice

Make each choice separately disregarding your choices in other problems

LOSSES3

Coin toss	Alternative lossA	Alternative lossB
"heads" (50%)	-500	-1000
"tails" (50%)	-450	-100

LOSSES4

Coin toss	Alternative lossA	Alternative lossB
"heads" (50%)	-400	-1000
"tails" (50%)	-550	-250

LOSSES5

Coin toss	Alternative lossA	Alternative lossB
"heads" (50%)	-0	-100
"tails" (50%)	-900	-200

LOSSES2

Coin toss	Alternative lossA	Alternative lossB
"heads" (50%)	-650	-200
"tails" (50%)	-550	-1000

LOSSES1

Coin toss	Alternative lossA	Alternative lossB
“heads” (50%)	-900	-600
“tails” (50%)	-100	-500

_____end of page 5 _____

Prediction problems

{We used uninformative titles in the survey, but henceforth introduce the problems by the symbols used in the paper in red font}

P1

TEVA is considered one of the strongest companies in the Israeli economy. What, in your opinion, would be the accumulated return on TEVA in Tel-Aviv stock exchange over the next two years (January 2013 – December 2014)?

In my opinion, TEVA stock would bring positive return of _____ percent over the next 2 years

(if you expect negative return please erase “positive” and write “negative” instead)

P2

For this problem, you are requested to advice an investor who would like to choose one of the next 2 stocks

“LEUMI BANK”

OR

“APOALIM BANK”

for 4 years investment horizon. Which of the 2 stocks would, in your opinion, bring higher return in 2013-2016? Please circle your choice.

What is your prediction regarding the return that an investor holding the stock would earn over the next 4 years? The investor would earn _____ percent from 4 years investment in the stock that I have selected (if you expect negative return, please replace “earn” with “lose”)

P3

Regarding retirement savings accounts, what are the chances that over the next 3 years (2013-2015) your “pension account” (or the pension account of a family relative, for this matter) would gain more than 8%? Please circle one of the boxes

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
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N1

Economists predict that the strong crisis in Europe would weaken the Euro farther with respect to the American dollar. Please try to estimate the decrease in the value of the Euro in terms of American dollars over the next 2 years (2013-2014):

In my opinion, in 2013-2014 the Euro would weaken with respect to the US dollar by ___ percent (If you expect an increase in the value of the Euro in American dollars, please replace “weaken” with “strengthen”)

ANCHOR1

The unemployment rate in Israel stood at 6.5% at the end of February 2012. Please estimate the unemployment rate for the end of March 2013.

The unemployment rate would be _____ percent.

_____end of page 6_____

N2

For this problem, you are requested to advice an investor who holds the next 2 stocks in her portfolio and has to liquidate one of the 2 investments. The stocks are:

“SUPERSAL” OR “RAMI LEVY”

The investor would prefer to liquidate the investment that would deliver lower return over the next 3 years. Which of the 2 stocks would, in your opinion, show lower return in 2013-2015? Please circle your choice.

What is your prediction regarding the return on the selected stock for the next 3 years? The stock that I selected would show negative return (loss) of ___ percent over the next 3 years (if you expect positive return, please replace “negative (loss)” with “positive”)

N3

The telecommunication sector, and the cellular sector in particular, have gone through a serious crisis over the recent year. What are the chances that the telecommunication index at the Tel-Aviv stock exchange would lose more than 10% over the next 4 years (2013-2016)? Please circle one of the boxes:

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
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WIN-CHANCE

Imagine a fair coin is tossed 10 times repeatedly.

Each time the coin shows "heads", you earn 10 NIS.

According to your personal luck, what is your estimate regarding the number of times the coin would show "heads"; i.e., in how many rounds (from 10) would you earn 10 NIS?

According to my luck, I expect to win ____ rounds out of 10
(You're not restricted to round numbers. Fractions are OK too)

GALLUP

In general, please rank your optimism level regarding the prospects of the Israeli stock market for the next year (2013):

1. Very pessimistic
2. Slightly pessimistic
3. Neither pessimistic nor optimistic
4. Slightly optimistic
5. Very optimistic

_____end of page 7_____

Personal Details:

Please fill-in all items. Remember that incomplete questionnaire would be disqualified and removed from the sample!

1. Gender: male/female
2. Marital status: married/single/divorced/widow
3. Year of birth: _____
4. Did you earn a first degree in finance related disciplines (economics, accounting etc)? yes/no
5. Are you an MBA student or have already earned an MBA degree? _____
6. Year of formal education (including the current academic year): _____ (12 years for high school + additional years in higher-education institutes)
7. Are you holding an economics or finance-related job (accountant, controller, economist, investment analyst, brokerage, banking etc)? YES/NO. If positive, please disclose your specific occupation: _____
8. Please rank your familiarity with the Israeli stock market

1 very weak	2	3	4	5	6	7	8	9	10 very strong
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9. Please rank your current economic status?

1 very weak	2	3	4	5	6	7	8	9	10 very strong
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10. How would you classify your health conditions for the last 12 months?

1 very poor	2	3	4	5	6	7	8	9	10 very strong
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11. How satisfied are you, with your career or professional occupation?

1 Extremely unsatisfied	2	3	4	5	6	7	8	9	10 Highly satisfied
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12. How would you rank your recent personal mood?

1 Very low mood	2	3	4	5	6	7	8	9	10 Very high mood
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Web Appendix B: Filter criteria for field survey

We use "PROB=1" to denote the case where the respondent selected the safe option in problem PROB; using "PROB=0" to mark the selection of the risky alternative.

Respondents were classified as "violating consistency in gain-domain choices" if:

1. GAINS3=0 and GAINS5=1 (if the risky alternative is preferred in GAINS3, then by monotonicity, the risky option must be preferred in GAINS5)
2. GAINS1=0 and GAINS4=1 (similar considerations)
3. GAINS2=0 and GAINS5=1 (similar considerations)
4. GAINS4=1 and GAINS2=0 (similar considerations)

The distribution of gain-domain inconsistent choices (per respondent) is provided in the next table:

# of inconsistent gain-domain choices	N
0	78
1	3
2	0
3	1

Respondents were classified as "violating consistency in loss-domain choices" if:

1. LOSSES1=1 and LOSSES4=0 (if the risky alternative is preferred in LOSSES1, then by monotonicity, the risky option must be preferred in LOSSES4)

2. LOSSES1=1 and LOSSES3=0 (similar considerations)
3. LOSSES2=1 and LOSSES4=0 (similar considerations)
4. LOSSES4=0 and LOSSES3=1 (PROVED AS AN EFFECTIVE AD HOC FILTER)

The distribution of loss-domain inconsistent choices (per respondent) is provided in the next table:

# of inconsistent loss-domain choices	N
0	76
1	2
2	3
3	1

For the analysis, we filtered the participants that violated gain-domain consistency (even once) and those that violated loss-domain consistency more than once (so that we disqualify 4 subjects for inconsistency, in each domain). The correlation between gains-domain risk-preference and forecast optimism for the unfiltered sample (N=82) is around 0.40, compared to 0.47 for the final sample (N=75).

[Web appendix C: Script of Survey II –VERSION 1](#)

Before introducing version 1 of the survey, we disclose the structure of the 4 versions:

We have used 4 versions of the questionnaire.

Versions 2 (4) counterbalanced the order of versions 1 (3), respectively.

The lottery choice problems were presented in 6-problem groups, with 2 gain, 2 loss and 2 mixed domain tables in each group.

The first table below disclosed the general order of each version, using the T1-T5 symbols (as used in the paper) to represent the 5 problem of the respective type; e.g., T1 denotes the 5 long-run predictions.

The second table provides more information on the choice table blocks.

The 24 choice tables (A1-A8, L1-L8, LA1-LA8) can be traced in VERSION 1 script below.

Order of versions

Version 1	Version 2	Version 3	Version 4
CHOICE 1.1	CHOICE 2.1	CHOICE 3.1	CHOICE 4.1
T2	GALLUP+MCSI	T5	GALLUP+MCSI
T3	T5	T4	T2
CHOICE 1.2	CHOICE 2.2	CHOICE 3.2	CHOICE 4.2
T1	T4	T3	T1
T4	T1	T1	T3
CHOICE 1.3	CHOICE 2.3	CHOICE 3.3	CHOICE 4.3
T5	T3	T2	T4
GALLUP+MCSI	T2	GALLUP+MCSI	T5
CHOICE 1.4	CHOICE 2.4	CHOICE 3.4	CHOICE 4.4
DEMOGRAPHICS	DEMOGRAPHICS	DEMOGRAPHICS	DEMOGRAPHICS

***THE 5 win-chance problems were split between the T1-T5 blocks (1 problem at the end of each block)**

The choice problems blocks:

Block	Version 1	Version 2	Version 3	Version 4
Block 1	A-1	LA-8	L-4	LA-8
	L-4	L-7	A-8	A-3
	LA-1	A-6	LA-1	L-7
	A-8	LA-4	L-5	LA-4
	L-5	L-2	A-1	A-6
	LA-5	A-3	LA-5	L-2
Block 2	A-2	LA-7	L-1	LA-6
	L-3	L-8	A-5	A-2
	LA-2	A-5	LA-3	L-6
	A-7	LA-3	L-8	LA-2
	L-6	L-1	A-4	A-7
	LA-6	A-4	LA-7	L-3
Block 3	A-4	LA-6	L-3	LA-7
	L-1	L-6	A-7	A-4
	LA-3	A-7	LA-2	L-8
	A-5	LA-2	L-6	LA-3
	L-8	L-3	A-2	A-5
	LA-7	A-2	LA-6	L-1
Block 4	A-3	LA-5	L-2	LA-5
	L-2	L-5	A-6	A-1
	LA-4	A-8	LA-4	L-5
	A-6	LA-1	L-7	LA-1
	L-7	L-4	A-3	A-8
	LA-8	A-1	LA-8	L-4

*Note that the choice problems order is counterbalanced between and within blocks (version 2 is the counterbalanced version of 1 and version 4 is the counterbalanced version of 3)

Version 1

Welcome!

- * The questionnaire was designed to study personal macroeconomic and stock-market expectations
- * Our goal is to deepen academic knowledge and examine some specific issues regarding economic prediction
- * The study is run by researchers from the School of Business at the College of Management, Rishon LeZion
- * Confidentiality is guaranteed. Your data would only be used for the specific goals of our research
- * You have 75 minutes to complete the form, but additional time would be allocated if required.
- * Students may submit the questionnaire and leave the room when done
- * If you need to consult the organizer after the instruction phase, please raise your hand and we will approach you personally.
- * The survey is not designed to test skills or abilities, but to examine personal tastes. The problems composing the questionnaire do not admit clear-cut solutions
- * For more details, please contact....

General Instructions

The questionnaire consists of 2 types of problems:

- i. The first type deals with Economic predictions. The prediction assignments are quite challenging and may seem impossible. We still ask you to deliberate your responses carefully and give us your candid/serious answers.
- ii. The second type deals with “personal tastes regarding risk”

- * Incomplete questionnaires would be disqualified.
- * Please fill-in the questionnaire in running order, on individual basis.
- * Internet search, consultation with others, and use of calculators are absolutely forbidden.

Payouts and prizes:

- * Upon submitting a complete form, you would instantly receive 50 NIS participation fee
- * In addition, we will pay around 31.3.2013 an extra bonus that would be derived from one of the predictions or choices that you submitted.
- * The bonus formula is kept confidential at this point, but it generally intends to encourage serious deliberation of each prediction and choice along the questionnaire
- * The bonus would be derived from one of the predictions or one of the choices that you would make along the questionnaire
- * The designated problem, by which the bonus would be calculated, would be randomly drawn and the method by which the extra bonus was calculated would be reported, together with the bonus announcement, around 31.3.2013

- * The bonus payout list would be distributed by email. Participant would be identified by id's.
- * The average bonus would be around 40 NIS, but successful prediction or choice may increase the amount to 100 NIS or more.
- * We thank you for your time and willingness to contribute to our research

_____ end of page 1 _____

Page 2 was a standard consent form

_____ end of page 2 _____

Choice problem example

- * In each of the risk-attitude problems, you would receive a table of the following form
- * Each row of the table, represents a choice problem between a lottery and a certain payoff
- * The lottery is fixed across the table
- * The certain payoff increases in fixed increments (the increments are changing in other tables)
- * The choice at the first line of the table is trivial. A lottery that pays 100 or 200 with equal chances is evidently more attractive than a certain payoff of 100. The choice at the last line of the table is similarly clear: a certain payoff of 200 is surely preferred to a lottery paying 100 or 200 with equal chances.
- * The problem is designated to check at which point along the table you would switch from choosing the lottery to choosing the certain payoff. The switch point clearly depends on your personal tastes. Some of the participants would prefer the certain payoff in most cases. Others would prefer the lottery more often.

Problem G1	
The Lottery	Certain amount
200 or 100 with equal chances (50%)	<input type="checkbox"/> 100
200 or 100 with equal chances (50%)	<input type="checkbox"/> 110
200 or 100 with equal chances (50%)	<input type="checkbox"/> 120
200 or 100 with equal chances (50%)	<input type="checkbox"/> 130
200 or 100 with equal chances (50%)	<input type="checkbox"/> 140
200 or 100 with equal chances (50%)	<input type="checkbox"/> 150
200 or 100 with equal chances (50%)	<input type="checkbox"/> 160
200 or 100 with equal chances (50%)	<input type="checkbox"/> 170
200 or 100 with equal chances (50%)	<input type="checkbox"/> 180
200 or 100 with equal chances (50%)	<input type="checkbox"/> 190
200 or 100 with equal chances (50%)	<input type="checkbox"/> 200

* To deliver your choices, mark the region where you prefer the lottery vs. the region where you prefer the risk-free alternative

* The next table illustrates the answer of a participant with switch point of 120; i.e., preferring the lottery on 110 but choosing the risk-free 120 payoff at the next line of the table

Problem G1	
The Lottery	Certain amount
200 or 100 with equal chances (50%)	<input type="checkbox"/> 100
200 or 100 with equal chances (50%)	<input type="checkbox"/> 110
200 or 100 with equal chances (50%)	<input type="checkbox"/> 120
200 or 100 with equal chances (50%)	<input type="checkbox"/> 130
200 or 100 with equal chances (50%)	<input type="checkbox"/> 140
200 or 100 with equal chances (50%)	<input type="checkbox"/> 150
200 or 100 with equal chances (50%)	<input type="checkbox"/> 160
200 or 100 with equal chances (50%)	<input type="checkbox"/> 170
200 or 100 with equal chances (50%)	<input type="checkbox"/> 180
200 or 100 with equal chances (50%)	<input type="checkbox"/> 190
200 or 100 with equal chances (50%)	<input type="checkbox"/> 200

Compare this to the response of someone who chooses to switch at 170; i.e., he prefers the lottery on a certain payoff of 160, but prefers a risk-free payoff of 170 on the lottery

Problem G1	
The Lottery	Certain amount
200 or 100 with equal chances (50%)	<input type="checkbox"/> 100
200 or 100 with equal chances (50%)	<input type="checkbox"/> 110
200 or 100 with equal chances (50%)	<input type="checkbox"/> 120
200 or 100 with equal chances (50%)	<input type="checkbox"/> 130
200 or 100 with equal chances (50%)	<input type="checkbox"/> 140
200 or 100 with equal chances (50%)	<input type="checkbox"/> 150
200 or 100 with equal chances (50%)	<input type="checkbox"/> 160
200 or 100 with equal chances (50%)	<input checked="" type="checkbox"/> 170
200 or 100 with equal chances (50%)	<input type="checkbox"/> 180
200 or 100 with equal chances (50%)	<input type="checkbox"/> 190
200 or 100 with equal chances (50%)	<input type="checkbox"/> 200

Clearly, you may deliver your choice in alternative ways; e.g., circle the domain where you prefer the lottery or simply tick your preferred switch point, according to your personal tastes. Here for example is the response of someone who first prefers the risk-free payoff at 150 NIS

Problem G1	
The Lottery	Certain amount
200 or 100 with equal chances (50%)	<input type="checkbox"/> 100
200 or 100 with equal chances (50%)	<input type="checkbox"/> 110
200 or 100 with equal chances (50%)	<input type="checkbox"/> 120
200 or 100 with equal chances (50%)	<input type="checkbox"/> 130
200 or 100 with equal chances (50%)	<input type="checkbox"/> 140
200 or 100 with equal chances (50%)	<input checked="" type="checkbox"/> 150
200 or 100 with equal chances (50%)	<input type="checkbox"/> 160
200 or 100 with equal chances (50%)	<input type="checkbox"/> 170
200 or 100 with equal chances (50%)	<input type="checkbox"/> 180
200 or 100 with equal chances (50%)	<input type="checkbox"/> 190
200 or 100 with equal chances (50%)	<input type="checkbox"/> 200

The V marks the switch point where you first prefer the risk-free payoff

Please mark your switch points carefully. The table must clearly show the point where you change from preferring the lottery to preferring the risk-free payoff

_____ **end of page** _____

The questionnaire now begins with a series of choice-table problems:

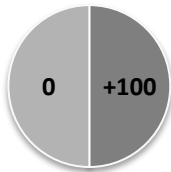
A1

The next table was designated to test your personal preferences between a given lottery and risk-free payoffs. Please separate clearly the domain where you refer the lottery from the domain where you prefer the risk-free alternative (you may consult the instruction again if required)

The choice between the lottery and the risk-free alternative should reflect your true tastes: do you prefer the lottery on the certain payoff or vice versa?

Remember that only one assignment will actually determine your bonus –please consider your choices for each table independently

The lottery for this assignment is illustrated in the following pie chart:



Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 0
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 5
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 10
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 15
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 20
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 25
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 30
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 35
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 40
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 45
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 50
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 55
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 60
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 65
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 70
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 75
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 80
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 85
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 90
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 95
Lottery paying 100 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 100

_____ End of the page where A1 was presented _____

At the next pages of the appendix we present the choice table skipping the introductory text (which was repeated in each page) and the pie chart that illustrated the payoff distribution of the lottery (the pie chart was introduced in half of the problems)

L-4

Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -500
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -480
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -460
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -440
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -420
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -400
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -380
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -360
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -340
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -320
Lottery in which you lose -500 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -300

LA-1

Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -100
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -90
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -80
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -70
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -60
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -50
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -40
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -30
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -20
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -10
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of 0
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +10
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +20
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +30
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +40
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +50
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +60
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +70
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +80
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +90
Lottery paying +100 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +100

L-5

Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -600
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -590
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -580
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -570
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -560
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -550
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -540
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -530
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -520
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -510
Lottery in which you lose -500 or -600 with equal chances (50%)	<input type="checkbox"/>	certain loss of -500

LA-5

Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of -100
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of -70
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of -40
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of -10
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +20
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +50
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +80
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +110
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +140
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +170
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +200
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +230
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +260
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +290
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +320
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +350
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +380
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +410
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +440
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +470
Lottery paying +500 or losing -100 with equal chances (50%)	<input type="checkbox"/>	certain amount of +500

Please fill in your best predictions:

T2-D1

What, in your opinion, would be the accumulated return on Tel-Aviv 25 index in the first half of 2013? The return would be _____ percent (answers may be positive or negative)

T2-D2

At the end of February 2012, the unemployment rate stood at 6.5%. What in your opinion would be the unemployment rate at the end of March 2013? _____ percent

T2-D3

Choose, for your personal portfolio, the stock that would earn higher return in the last quarter of 2012. Circle your choice:

"STRAUSS" or "BEZEK"

Provide a numeric prediction for the return that your selected stock would earn in the last quarter of 2012. The stock would earn _____ percent (answers may be positive or negative)

T2-D4

What, in your opinion, would be the return on the S&P500 index in December 2012? The return would be _____ percent (the answer can be positive or negative)

T2-D5

Along 2011 broiled coffee was traded at about 11.4 US\$ for 1 KG. What, in your opinion, would be the price at the end of May, 2013?

The price of broiled coffee at the end of May 2013 would be _____ US\$ for 1 KG.

WIN-CHNCE2

Imagine a fair coin is tossed 10 times repeatedly.

Each time the coin shows "heads", you earn 10 NIS.

According to your personal luck, what is your estimate regarding the number of times the coin would show "heads"; i.e., in how many rounds (from 10) would you earn 10 NIS?

According to my luck, I expect to win _____ rounds out of 10

(You're not restricted to round numbers. Fractions are OK too)

end of page

T3-D1

In your opinion, what is the probability that at the second half of 2013 (July to December, 2013) "ELBIT SYSTEMS" stock would gain more than 5%?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T3-D2

In your opinion, what is the probability that your pension fund (or the pension fund of a close relative, for this matter) would earn more than 4% return in 2013?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T3-D3

Choose, for your personal portfolio, the stock that would earn higher return in the first half of 2013. Circle your choice:

"AREL INVESTMENTS" or "ETORAN"

What, in your opinion, is the probability that the stock that you selected would outperform the other stock?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T3-D4

The S&P rating agency has decreased the USA credit rating in August 2011 from AAA to AA+. What, in your opinion, is the probability that S&P would increase the rating again, to the highest AAA level, before July 2014?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T3-D5

The price of wheat has decreased from April 2011 to April 2012 by approximately 14%. What, in your opinion, is the probability that the price of wheat would further decrease by at least 6%, over the next 2 years (2013-2014)?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

WIN-CHANCE3:

Your employer decided to distribute 65 vacation vouchers amongst the 150 employees in your department. The winners would be randomly drawn. According to your luck, what are your personal chances to win a vacation? (between 0% and 100%)

According to my luck, my chances to win a vacation are _____ percent.



A-2:

Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 0
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 10
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 25
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 33
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 55
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 80
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 97
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 104
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 122
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 140
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 158
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 171
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 186
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 192
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 213
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 245
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 264
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 290
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 324
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 379
Lottery paying 400 or 0 with equal chances (50%)	<input type="checkbox"/> certain payoff of 400

L-3:

Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -200
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -189
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -173
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -158
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -144
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -137
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -121
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -114
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -106
Lottery in which you lose -200 or -100 with equal chances (50%)	<input type="checkbox"/> certain loss of -100

LA-2:

Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -100
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -91
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -66
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -15
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +35
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +84
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +109
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +130
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +167
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +189
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +204
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +261
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +310
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +342
Lottery paying +400 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +400

A-7:

Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 300
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 312
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 337
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 367
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 389
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 403
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 425
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 466
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 475
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 493
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 526
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 561
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 589
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 592
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 601
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 624
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 643
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 670
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 689

Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 700
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 725
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 734
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 755
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 766
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 789
Lottery paying 800 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 800

L-6:

Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -700
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -686
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -672
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -665
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -653
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -640
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -617
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -598
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -590
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -580
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -573
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -563
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -546
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -523
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -496
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -473
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -445
Lottery in which you lose -700 or -400 with equal chances (50%)	<input type="checkbox"/> certain loss of -400

LA-6

Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -200
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -170
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -152
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -104
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -85
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -49
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of -11
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +27
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +64
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +95
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +140
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +176
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +218
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +239
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +284
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +321
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +367
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +426
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +589
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +671
Lottery paying +800 or losing -200 with equal chances (50%)	<input type="checkbox"/> certain amount of +800

Please fill in your best predictions:

T1-D1

What, in your opinion, will be the accumulated return on TEVA, at the Tel-Aviv stock exchange, over the next 5 years (2013-2018)? The accumulated return will be _____ percent (answers may be positive or negative)

T1-D2

The Israeli technological export has increased by 6.6% from 2010 to 2011. In your opinion, what would be the respective increase from 2014 to 2015? The technological export will increase by _____ percent (answers may be positive or negative)

T1-D3

Choose, for your personal portfolio, the stock that would earn higher return from 2013 to 2015 (3 years period). Circle your choice:

"HAPOALIM" or "LEUMI"

Provide a numeric prediction for the accumulated return that your selected stock would earn in the respective years (2013-2015). The stock would earn _____ percent (answers may be positive or negative)

T1-D4

What, in your opinion, would be the average **annual** growth rate of the US Economy between 2013 and 2016? The average **annual** growth rate would be _____ percent (answers may be positive or negative)

T1-D5

Along 2011, oil was traded for approximately 87 US\$ per barrel. What, in your opinion, would be the price at the end of June, 2015? The price of oil barrel will be _____ US\$.

WIN-CHANCE1:

This problem refers to the random drawing of an integer between 1 to 100, so that the probability of drawing each number is 1%.

Imagine such 10 repeated independent draws and assume you receive 10 NIS whenever the number that has been drawn is **equal to or lower than 35** (i.e., you have 35% chance to win 10 NIS in each round).

According to your personal luck, what is your estimate regarding the number of rounds (from 10) where you would earn the 10 NIS prize?

According to my personal luck, I expect to win _____ of 10 rounds.

(You're not restricted to round numbers. Fractions are OK too)

Please choose your best estimate in each problem:

T4-D1

Given the economic conditions in Israel and abroad, what are the chances that in 2013 "LEUMI" stock would fall by more than -10%?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
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T4-D2

In your opinion, what is the probability that housing prices would rise over the next 2 years (2013-2014)?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T4-D3

Choose, for your personal portfolio, the stock that would earn higher return in 2014-2015. Circle your choice:

"PAZ NEFT" or "HOT"

What, in your opinion, is the probability that the stock that you selected would fail, showing lower return than the alternative stock?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T4-D4

In your opinion, what is the probability that the US would have to increase its national debt beyond the 14 trillion dollars limit approved in August 2011?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

T4-D5

Over the last 10 years, the UN food-price index (counting milk, meat, sugar, oil and serial) has increased by more than 100% (so that price levels have doubled). What is the probability, in your opinion, that in 2013 the index would rise by additional 10% or more?

0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------

WIN-CHANCE4:

Assume a fair coin is tossed 7 times, and each time it shows "heads" you win 10 NIS. According to your personal luck, what is your expectation regarding the number of "heads"; i.e., in how many rounds (out of 7) will you earn 10 NIS? According to my personal luck, I expect to win ____ rounds out of 7 (You're not restricted to round numbers. Fractions are OK too)

A-4:

Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 300	
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 320	
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 340	
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 360	
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 380	
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 400	—
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 420	—
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 440	—
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 460	—
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 480	—
Lottery paying 500 or 300 with equal chances (50%)	<input type="checkbox"/> certain payoff of 500	—

L-1:

Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -100
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -95
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -90
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -85
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -80
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -75
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -70
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -65
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -60
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -50
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -45
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -40
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -35
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -30
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -25
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -20
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -15
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -10
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of -5
Lottery in which you lose -100 or 0 with equal chances (50%)	<input type="checkbox"/>	certain loss of 0

LA-3:

Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -500
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -450
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -400
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -350
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -300
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -250
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -200
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -150
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -100
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of -50
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of 0
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +50
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +100
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +150
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +200
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +250
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +300
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +350
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +400
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +450
Lottery paying +500 or losing -500 with equal chances (50%)	<input type="checkbox"/> certain amount of +500

A-5:

Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 500
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 510
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 520
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 530
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 540
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 550
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 560
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 570
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 580
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 590
Lottery paying 600 or 500 with equal chances (50%)	<input type="checkbox"/> certain payoff of 600

LA-7:

Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -100
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -60
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of -20
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +20
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +60
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +100
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +140
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +180
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +220
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +260
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +300
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +340
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +380
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +420
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +460
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +500
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +540
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +580
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +620
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +660
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +700
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +740
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +780
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +820
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +860
Lottery paying +900 or losing -100 with equal chances (50%)	<input type="checkbox"/> certain amount of +900

Please fill in your best predictions

Recall that media search or consultations are absolutely forbidden!

T5-D1

In your opinion, what was the accumulated increase in the "industry stocks" index from 1.1.2000 till 1.1.2010? The index has increased by _____ percent (negative answer is OK, if you believe that the index has decreased).

T5-D2

The gross national product (GNP) has increased by 3% in 2010. What, in your opinion, was the growth rate 10 years earlier, in 2001? The growth rate of the GNP in 2001 was _____ percent. (answers may be positive or negative)

T5-D3

Choose the stock that would have contributed higher return to your portfolio in 2008. Circle your choice:

"SHIKON VE PITOACH" or "ELEKTRA"

What, by your assessment, was the annual return on the selected stock in 2008? The return was _____ percent (answers may be positive or negative)

T5-D4

The USA unemployment rate in 2011 was about 9%. What, by your assessment, was the unemployment rate at the end of May, 1995? The unemployment rate was _____ percent

T5-D5

In 2004 return on investment in silver stood at 36.8%. What, in your opinion, was the return on silver one year later, in 2005? The return on investment in silver was _____ percent (answers may be positive or negative)

WIN-CHANCES:

This problem refers to the random drawing of an integer between 1 to 100, so that the probability of drawing each number is 1%.

Imagine such 10 repeated independent draws and assume you receive 10 NIS whenever the number that has been drawn is **equal to or lower than 75** (i.e., you have 75% chance to win 10 NIS in each round).

According to your personal luck, what is your estimate regarding the number of rounds (from 10) where you would earn the 10 NIS prize?

According to my personal luck, I expect to win _____ of 10 rounds.

(You're not restricted to round numbers. Fractions are OK too)



Please circle the most appropriate alternative

{STA1-STA15 are based on the Michigan Consumer Survey <http://www.sca.isr.umich.edu>. MCSI classifies respondents' sentiment in 2-3 categories (e.g., asking if they expect

"better times", "worse times", or "about the same times" in the future), our adapted version expanded the choice set into 6 categories}

STA1

Compared to last year, my economic condition today is:

1. Much worse
2. worse
3. Slightly worse
4. Slightly better
5. Better
6. Much better

STA2

Considering the near future, I expect my economic condition in one year to be:

1. Much worse
2. worse
3. Slightly worse
4. Slightly better
5. Better
6. Much better

STA3

Considering the general economic conditions in the country, what are your expectations for the next **calendar year**:

1. Much worse
2. worse
3. Slightly worse
4. Slightly better
5. Better
6. Much better

STA4

Considering the general economic conditions in the country, what are your expectations for the next **5 years**:

1. Much worse
2. worse
3. Slightly worse
4. Slightly better
5. Better
6. Much better

STA5

Regarding durables that people buy for their homes such as furniture, refrigerators, ovens, televisions etc. Generally speaking, do you think the coming summer is "good/bad" time for such purchases:

- 1. Not good at all
- 2. Not good
- 3. Probably, not good
- 4. Probably, good
- 5. Good
- 6. Very good

{STA6 is based on problems #1523-#1527 in the GALLUP survey: <http://www.ropercenter.uconn.edu/>. For the current use, we removed the "don't know" and "refuse" options. Problem 1527 was slightly modified referring to the mortgage interest rates, instead of the general interest rates.}

STA6

We now ask you to consider the factors that could affect the "overall investment environment" over the next twelve months (the term "investment environment" refers to the overall receptiveness of the economy to various investments). Are you optimistic/pessimistic regarding the effect of each of the following factors on the investment environment in 2013:

		Very Pessimistic	Somewhat pessimistic	Neither optimistic nor pessimistic	Somewhat optimistic	Very optimistic
6.1	Growth rate					
6.2	Unemployment					
6.3	Inflation					
6.4	Mortgage Interest rates					
6.5	Stock market performance					



A-3

Problem G1	
The Lottery	Certain amount
200 or 100 with equal chances (50%)	<input type="checkbox"/> 100
200 or 100 with equal chances (50%)	<input type="checkbox"/> 106
200 or 100 with equal chances (50%)	<input type="checkbox"/> 114
200 or 100 with equal chances (50%)	<input type="checkbox"/> 121
200 or 100 with equal chances (50%)	<input type="checkbox"/> 137
200 or 100 with equal chances (50%)	<input type="checkbox"/> 144
200 or 100 with equal chances (50%)	<input type="checkbox"/> 158
200 or 100 with equal chances (50%)	<input type="checkbox"/> 173
200 or 100 with equal chances (50%)	<input type="checkbox"/> 189
200 or 100 with equal chances (50%)	<input type="checkbox"/> 200

L-2:

Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -400
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -379
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -343
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -290
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -264
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -245
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -213
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -192
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -186
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -171
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -158
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -140
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -122
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -104
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -97
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -80
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -55
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -33
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -25
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of -10
Lottery in which you lose -400 or 0 with equal chances (50%)	<input type="checkbox"/> certain loss of 0

LA-4

Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -1000
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -850
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -740
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -611
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -498
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -324
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -251
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -183
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -111
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -96
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -70
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -44
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of -10
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +75
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +146
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +238
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +394
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +597
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +701
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +860
Lottery paying +1000 or losing -1000 with equal chances (50%)	<input type="checkbox"/> certain amount of +1000

A-6:

Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 400
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 445
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 473
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 496
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 523
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 546
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 563
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 573
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 580
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 590
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 598
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 617
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 640
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 653
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 665
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 672
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 686
Lottery paying 700 or 400 with equal chances (50%)	<input type="checkbox"/> certain payoff of 700

L-7

Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -800
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -789
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -766
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -755
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -734
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -725
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -700
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -689
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -670
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -643
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -624
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -601
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -592
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -589
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -561
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -526
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -493
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -475
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -466
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -425
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -403
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -389
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -367
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -337
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -312
Lottery in which you lose -800 or -300 with equal chances (50%)	<input type="checkbox"/>	certain loss of -300



LA-8

Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of -400
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of -295
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of -188
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of -111
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of -92
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of -31
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +4
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +49
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +104
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +186
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +258
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +291
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +313
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +339
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +371
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +427
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +495
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +542
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +613
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +684
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +728
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +799
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +846
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +974
Lottery paying +1000 or losing -400 with equal chances (50%)	<input type="checkbox"/> certain amount of +1000

Demographic questionnaire – similar to Survey I

Web Appendix D: Problem-level RMS results for the Field Survey

The table presents the RMS reduced form equation for each normalized prediction. The RMS procedure iteratively removes and reenters insignificant variables up to the point where the remaining effects are significant at $p < 0.05$. The estimation of LRP(G) was forced using an "include" option. The number of explanatory variables, beyond LRP(G), was restricted to 3 to avoid overfitting. The most significant regressors were selected when more than 3 effects, beyond LRP(G), showed significance at $p < 0.05$. We run all regressions with intercept for consistency, but similar results (for LRP(G)) emerged when the intercept could be removed for insignificance. The RMS estimations for P3 and N3 were run using Probit regressions to account the discrete response, but we used the parallel OLS equation to calculate an R^2 for these equations. The OLS significance levels were similar to those of the Probit estimates. In the estimations for the binary stock selection problems (P2-N2) we include an indicator for the stock selected (CHOICE INDICATOR=1 if the first stock was selected), to account for possible differences in optimism depending on choice. The table presents the estimated coefficient with the standard deviation in smaller brackets. The asterisks follow the convention defined in the paper: *** asterisks for $p < 0.01$; ** for $p < 0.05$ and * for marginal $p < 0.1$.

Problem	P1	N1	P2	N2	P3 ⁺	N3 ⁺	C1
Intercept	4.1 (6.5)	76.5*** (4.9)	2.2 (6.9)	69.5*** (7.7)			59.8*** (5.6)
LRP(G) 0-100 scale	0.002 (0.05)	0.23*** (0.08)	0.12** (0.06)	0.27*** (0.06)	0.002 (0.004)	0.01*** (0.004)	-0.04 (0.07)
CAREER 1-10 scale	2.0** (0.8)			-2.8*** (0.94)			
FAMILIARITY 1-10 scale		-3.2*** (1.0)	2.0*** (0.7)		0.16*** (0.05)		
Choice indicator (=1 if the first stock was selected in P2)			-7.0** (3.3)				
AGE			0.52*** (0.186)		0.03** (0.01)	-0.03* (0.01)	
SINGLE (=1)				-7.5** (3.5)			
GALLUP 0-100 scale							4.1** (1.75)
GENDER (male=1)							8.2** (4.0)
R ²	7.9%	18.0%	29.6%	28.9%	20.3%	11.9%	12.5%

⁺ The Probit limit/cut-off estimates are omitted for the obvious reasons.

Web Appendix E:

Problem-level RMS results for the Class Survey

The next tables present the RMS reduced form equations for each normalized prediction/optimism index. The RMS procedure iteratively removes and reenters insignificant variables up to the point where the remaining effects are significant at $p < 0.05$. The estimation of LRP(G) was forced using an "include" option. The number of explanatory variables, beyond LRP(G), was restricted to 3 to avoid overfitting. The most significant regressors were selected when more than 3 effects, beyond LRP(G), showed significance at $p < 0.05$. We run all regressions with intercept for consistency, but similar results (for LRP(G)) emerged when the intercept could be removed for insignificance. The RMS estimations for the 10 problems in T3 and T4 were run using Probit regressions to account the discrete response, but we used the parallel OLS equation to calculate an R^2 for these equations. The OLS significance levels were similar to those of the Probit estimates. In the estimations for the binary stock selection problems (domain 3) we include an indicator for the stock selected (CHOICE INDICATOR=1 if the first stock was selected), to account for possible differences in optimism depending on choice. The MCSI and GALLUP variables were separately defined for each estimation; i.e., MCSI variable may represent the responders' optimism regarding their personal economic conditions (by STA1-STA2), the normalized optimism regarding the economic conditions in the near future (by ST13-STA4), or the overall MCSI optimism by all 5 STA1-STA5 problems. The different versions were tested along the model selection. Similar adaptations were employed for GALLUP. The table presents the estimated coefficient with the standard deviation in smaller brackets. The asterisks follow the convention defined in the paper: *** asterisks for $p < 0.01$; ** for $p < 0.05$ and * for $p < 0.1$.

T1- Long-run predictions					
Problem	T1/D1	T1/D2	T1/D3	T1/D4	T1/D5
Intercept	53.0* (26.6)	19.8** (10.5)	38.3*** (2.8)	67.7*** (14.8)	68.4*** (2.9)
LRP(G) 0-100 scale	0.15*** (0.05)	-0.00 (0.06)	0.134** (0.051)	0.101* (0.056)	-0.086 (0.054)
AGE	1.01*** (0.04)				
EDU	-3.5** (1.6)				
ECONOMIC 1-10 scale		4.2** (1.6)			
MCSI 0-100 scale				-0.26*** (0.09)	
MOOD 1-10 scale				6.6*** (1.4)	
HEALTH 1-10 scale				-6.4*** (1.5)	
R^2	20.2%	9.1%	8.8%	33.3%	3.5%

T2- Short-run predictions					
Problem	T2/D1	T2/D2	T2/D3	T2/D4	T2/D5
Intercept	38.6 ^{***} (2.8)	52.5 ^{***} (4.0)	-7.9 (11.9)	80.4 ^{***} (16.5)	98.6 ^{***} (12.6)
LRP(G) 0-100 scale	0.07 (0.05)	-0.06 (0.07)	0.17 ^{***} (0.06)	0.06 (0.05)	-0.06 (0.05)
MCSI 0-100 scale			0.25 ^{**} (0.11)		
FINANCE (=1 if finance related BA or MBA)				-40.0 ^{**} (16.4)	
GENDER (=1 if male)					8.6 ^{**} (3.8)
AGE					-0.92 ^{**} (0.39)
EXPERIENCE					-3.4 ^{***} (1.1)
R ²	2.8%	0.8%	14.6%	9.5%	23.2%

T3- Probabilistic assessments positive-domain					
Problem	T3/D1	T3/D2	T3/D3	T3/D4	T3/D5
LRP(G) 0-100 scale	0.003 (0.003)	0.008 ^{**} (0.003)	0.0057 (0.003)	0.003 (0.003)	-0.006 (0.003)
GENDER (=1 if male)		0.82 ^{***} (0.26)		0.53 ^{**} (0.25)	
AGE		0.10 ^{***} (0.03)			
EXP		0.19 ^{***} (0.07)			
MCSI 0-100 scale			-0.016 ^{**} (0.007)		-0.036 ^{**} (0.008)
ECONOMIC 1-10 scale			0.33 ^{***} (0.12)		0.41 ^{***} (0.13)
GALLUP 0-100 scale				0.014 ^{**} (0.006)	
PROF =1 if professional experience					1.05 ^{***} (0.28)
R ² (by OLS version)	1.15%	35.85%	16.25%	14.7%	27.3%

* We omit the Probit limit estimates for the obvious reasons

T4- Probabilistic assessments negative-domain					
Problem	T4/D1	T4/D2	T4/D3	T4/D4	T4/D5
LRP(G) 0-100 scale	0.003 (0.003)	-0.003 (0.003)	0.004 (0.003)	-0.002 (0.004)	0.002 (0.003)
MCSI 0-100 scale	0.018 ^{**} (0.007)			0.026 ^{***} (0.008)	
GALLUP 0-100 scale	0.024 ^{***} (0.007)				0.015 ^{***} (0.006)
EXP	-0.15 ^{**} (0.07)				
FINANCE (=1 if finance related BA or MBA)		8.37 ^{***} (0.16)			
PROF =1 if professional experience			-0.60 ^{**} (0.27)		
AGE			-0.13 ^{***} (0.04)		
Choice indicator (for stock selection in D3)			0.62 ^{**} (0.28)		
SINGLE=1				-0.54 ^{**} (0.26)	
ECONOMIC 1-10 scale				-0.33 ^{***} (0.11)	
CAREER 1-10 scale					-0.15 ^{**} (0.07)
R ² (by OLS version)	33.3%	5.1%	22.5%	19.3%	13.3%

T5- Recollections of past events					
Problem	T5/D1	T5/D2	T5/D3	T5/D4	T5/D5
Intercept	4.8 [*] (2.4)	49.0 ^{***} (4.3)	57.0 ^{***} (3.2)	78.1 ^{***} (3.5)	46.9 ^{***} (10.3)
LRP(G) 0-100 scale	0.065 (0.045)	-0.04 (0.06)	0.08 (0.05)	0.07 (0.05)	0.17 ^{**} (0.08)
SINGLE=1		9.1 ^{**} (4.4)			
Choice indicator (for stock selection in D3)			-9.1 ^{**} (3.5)		
PROF =1 if professional experience				-9.8 ^{***} (3.4)	-16.6 ^{***} (5.3)
GENDER (=1 for male)				9.1 ^{**} (3.4)	
MCSI 0-100 scale					0.35 ^{**} (0.15)
R ²	2.85%	6.6%	11.5%	21.1%	18.9%

OPT by anchored tasks					
Problem type	T1	T2	T3	T4	T5
Intercept	22.6* (11.6)	51.1*** (6.7)	35.0*** (10.8)	36.0*** (7.0)	51.4*** (3.8)
LRP(G) 0-100 scale	-0.07 (0.06)	-0.08 (0.06)	0.010 (0.008)	-0.03 (0.07)	0.06 (0.07)
SINGLE=1	9.3** (4.6)				
ECONOMIC 1-10 scale	4.45*** (1.66)				
GENDER (=1 for male)		10.5** (4.6)			
GALLUP 0-100 scale		0.19** (0.09)	0.41*** (0.14)	0.32*** (0.11)	
MCSI 0-100 scale			-0.32** (0.13)		
EXP					-2.89** (1.38)
R ²	12.6%	14.4%	17.5%	10.0%	6.9%

OPT by anchor-free tasks					
Problem type	T1	T2	T3	T4	T5
Intercept	12.6 (7.9)	20.4 ^{***} (3.5)	35.8 ^{***} (9.9)	72.7 ^{***} (12.8)	36.7 ^{***} (2.9)
LRP(G) 0-100 scale	0.19 ^{***} (0.06)	0.11 [*] (0.06)	0.12 [*] (0.06)	0.08 (0.08)	0.12 ^{***} (0.004)
MCSI 0-100 scale	0.28 ^{**} (0.12)		-0.33 ^{***} (0.12)	0.45 ^{***} (0.16)	
Choice indicator (for stock selection in D3)		10.5 ^{***} (4.0)			-7.3 ^{**} (3.2)
ECONOMIC 1-10 scale			5.7 ^{***} (1.9)	-6.9 ^{***} (2.6)	
PROF =1 if professional experience				-12.4 ^{**} (5.6)	
R ²	16.2%	15.3%	19.8%	13.5%	14.6%

OPT by domain					
Domain	D1	D2	D3	D4	D5
Intercept	-6.9 (12.9)	51.0 ^{***} (4.1)	21.5 ^{***} (4.8)	29.7 ^{***} (6.7)	40.2 ^{***} (8.9)
LRP(G) 0-100 scale	0.23 ^{***} (0.07)	0.03 (0.08)	0.22 ^{***} (0.06)	0.06 (0.06)	0.01 (0.06)
GALLUP 0-100 scale	0.28 ^{**} (0.12)			0.28 ^{**} (0.10)	0.46 ^{***} (0.11)
MOOD	3.9 ^{**} (1.6)				
Choice indicators (for stock selection in P4)			13.3 ^{***} (4.6)		
SINGLE=1				-10.1 ^{**} (4.3)	13.1 ^{***} (4.6)
MCSI 0-100 scale					-0.33 ^{***} (0.10)
R ²	27.6%	0.2%	21.7%	16.6%	34.3%

Web Appendix F:

Disagreement statistics for class survey

The next tables present the disagreement statistics for each of the 25 class survey prediction problems. Each slot presents, from top to bottom, the NSTD, interquartile distance, and NIQD, as defined in Table 8, for the respective problem

TASK TYPE	DOMAIN				
	D1	D2	D3	D4	D5
T1	1.00	0.56	0.86	0.89	0.24
	0.22	0.04	0.10	0.02	20.0
	1.06	0.67	0.89	0.64	0.19
T2	1.20	0.11	0.97	1.68	0.14
	0.06	0.01	0.08	0.04	1.10
	1.21	0.16	1.15	1.33	0.09
T3	0.56	0.56	0.30	0.68	0.62
	0.30	0.30	0.20	0.30	0.30
	0.77	0.70	0.35	0.83	0.81
T4	0.73	0.52	0.53	0.42	0.48
	0.20	0.45	0.20	0.30	0.40
	0.79	0.86	0.62	0.53	0.72
T5	2.11	1.02	2.74	0.53	0.50
	0.67	0.04	0.10	0.03	0.19
	1.03	1.24	1.73	0.31	0.66

Web Appendix G: The LOT-R Web questionnaire

The online (Google-form) questionnaire consisted of 2 pages

The first page replicated the LOT-R questionnaire:

Subjects marked their level of consent with each of the next 10 statements by marking one of 5 options: strongly disagree/disagree/neutral/agree/strongly agree

1. In uncertain times, I usually expect the best.
2. It's easy for me to relax.
3. If something can go wrong for me, it will.
4. I'm always optimistic about my future.
5. I enjoy my friends a lot.
6. It's important for me to keep busy.
7. I hardly ever expect things to go my way.
8. I don't get upset too easily.
9. I rarely count on good things happening to me.
10. Overall, I expect more good things to happen to me than bad.

The Lot-R score was calculated by converting the levels of consent with statements 1,4,10 by the following customary key:

[0] = strongly disagree

[1] = disagree

[2] = neutral

[3] = agree

[4] = strongly agree

,reversing the order for problems 3,7,9, (strongly disagree=4; agree=3 etc) and summing up the 6 scores (the other 4 statements are filler items).

The second page of the questionnaire asked the respondent to rank their level of consent with 4 "belief in market efficiency" statements (irrelevant for the current purpose) and presented 2 control problems as follows:

Control 1: In comparison to the summer of 2012 (2 years ago) my expectations for the future today are: much better/better/did not change/worse/much worse

Control 2: The last 2 years (since the summer of 2012) were: very good/good/neither good nor bad/bad/very bad)

The LOT-R scores slightly increased with control 2 ($\rho=0.25$) but did not correlate with control 1 ($\rho=-0.05$). To control for last-2-years effects on LOT-R optimism, we regress the LOT-R scores on the two controls and use the regression residuals as corrected optimism scores. The corrected scores show 0.2 (0.3) correlations with LRP(G) (LRP(L)) and weaker 0.1 correlation with OPT14, similarly to the results for uncorrected LOT-R.