

Section EQ: Simple CTB			
FO say: The following questions ask your preference between certain programmes, some of which involve beginning the task immediately after the survey. In case you have other work to tend to, we would give a window of \${calc_survey_endtime_approx} \${am_pm1} to \${calc_survey_end_4hrs} \${am_pm2} for the task.			
EQ1	<p><FO Point to visual aid> Please choose between two programmes that ask you to walk immediately after this survey and at the same time 1 week from today. You can choose between 20 mins walk and 60 mins walk for these two days. Remember, any walking today has to happen very soon after this interview.</p> <p>Would you rather walk 20 minutes today and 60 minutes on 7th day from today, or 60 minutes today and 20 minutes on 7th day from today?</p>	<p>1. Programme 1: Walk 20 minutes today and 60 minutes on 7th day from today 500 INR on 8th day from today</p> <p>2. Programme 2: Walk 60 minutes today and 20 minutes on 7th day from today 500 INR on 8th day from today</p>	
EQ1a	How much less willing would you be to enroll in \${eq_1_notselected} than \${eq_1_selected}, i.e. the programme that you have not selected in the previous question relative to the one you have selected?	<p>1. Willing and will accept</p> <p>2. Indifferent towards both programmes</p> <p>3. Unwilling but will accept</p> <p>4. Will not accept</p>	
EQ1b	Why did you prefer Programme 2?	<p>1. I'm worried I won't be able to walk more later</p> <p>2. Today is more convenient for me to walk more</p> <p>3. I generally prefer not to delay</p> <p>4. I prefer to walk as soon as possible</p> <p>-888. Other, specify</p>	ASK IF EQ1==2
EQ1c	<p>Please choose between two programmes. The first asks you to walk 30 minutes today and 60 minutes on the 7th day from today. The second asks you to walk 60 minutes today and 20 minutes on the 7th day from today. Remember, any walking today has to happen very soon after this interview.</p> <p>(Note: the only difference from the previous comparison is that in Programme 1 the walking after this interview has increased to 30 minutes).</p>	<p>1. Programme 1: Walk 30 minutes today and 60 minutes on 7th day from today 500 INR on 8th day from today</p> <p>2. Programme 2: Walk 60 minutes today and 20 minutes on 7th day from today 500 INR on 8th day from today</p>	

Visual Aids

EQ1	Walk								Reward
	As soon as this survey is completed	1st day from now (tomorrow)	2nd day from now	3rd day from now	4th day from now	5th day from now	6th day from now	7th day from now (1 week)	8th day from now
Programme 1	20 minutes							60 minutes	500 INR
Programme 2	60 minutes							20 minutes	500 INR

EQ1c	Walk								Reward
	As soon as this survey is completed	1st day from now (tomorrow)	2nd day from now	3rd day from now	4th day from now	5th day from now	6th day from now	7th day from now (1 week)	8th day from now
Programme 1	30 minutes							60 minutes	500 INR
Programme 2	60 minutes							20 minutes	500 INR

Section 4: Lucky Choice Explanation			
<i>Go to gallery and play video for explanation of lucky choice</i>			
4.2	Do you have any further questions about how your “lucky choice” will be selected?	1. Yes 2. No	
	<i>FO: Please clarify any question that the respondent raises</i>		IF 4.2==1

Video Script

There are many different programs and prizes in the questions below, and you will be asked to make a choice. The program you choose should be something you truly want and are able to do. There is a chance that the program you choose will be your lucky choice, so you should choose the one you like the most.

For example, in this question you have two prizes: the first prize is a tomato, and the second prize is an onion. We will give this prize to you after completing this survey. If for any reason you do not complete this survey, you will not receive any prize. What would you choose between these two?

Respondent: I choose tomato

In the next question, if you are given tomato or an onion with an additional INR 10, what would you choose between the two?

Respondent: I choose tomato

Next, between tomato and, onion with INR 20, what would you choose?

Respondent: I choose tomato

Next, between tomato and, onion with INR 30, what would you choose?

Respondent: I choose onion

Next, between tomato and, onion with INR 40, what would you choose?

Respondent: Onion

Next, between tomato and, onion with INR 50, what would you choose?

Respondent: Onion

Please fill the choices you made as responses in this sheet (*respondent checks the boxes corresponding to her choices in the sheet provided*)

Now that you have answered all the questions with your choices, let's see which question will be your lucky choice.

The tokens contain the numbers of all the questions you just responded to. One of these questions will be your lucky choice.

Question 4 has come as your lucky choice. In Question 4, we told that you would be given a prize of tomato or an onion with INR 30 and you chose onion with INR 30. So you will receive a prize of an onion with INR 30.

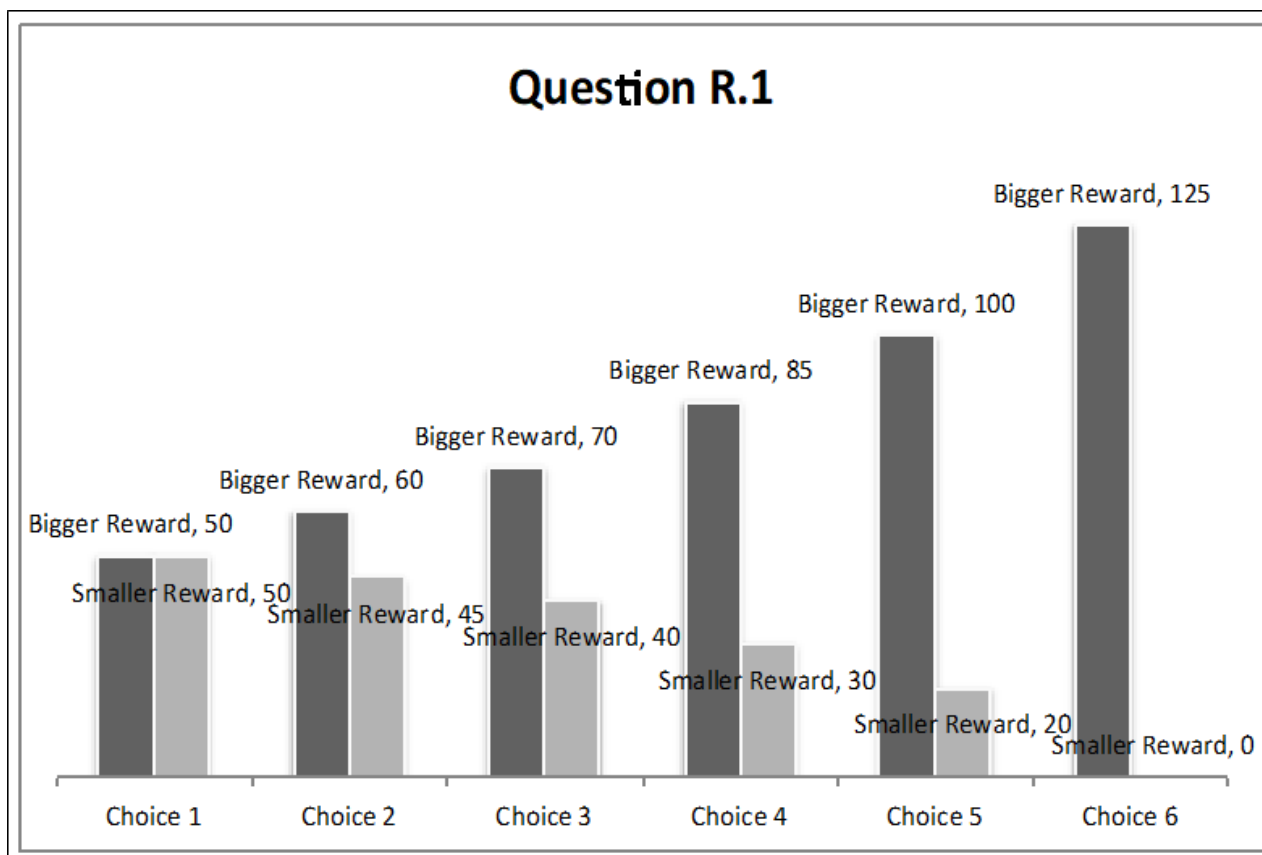
Cuts to next scene

Similarly for each participant in this survey, one question from this tablet has been randomly selected using a secret method by a computer as their lucky choice. You will only be given the random question selected by the computer as your lucky choice. You cannot change it.

The program you have chosen in the question will be the one you receive. Any of the questions you answer could be selected as your lucky choice. So when you make a choice, choose what you want truthfully.

Section R: Risk Aversion			
<p>Now, let us start with your first possible lucky choice question. To thank you for participating in this survey today, we will be giving you a cash reward of 50 INR towards the end of the survey. Note that this reward will be in addition to a 50 INR cash reward for completing the baseline survey with us about one week ago.</p> <p>However, we would like to know if you would prefer to receive your cash reward of 50 INR with certainty, or if you would prefer a reward that has a chance of being bigger or smaller than 50 INR. This picture shows the choices you have.</p>			
<p>If this question is selected as your lucky choice, then there is a 50% chance that you will receive the larger reward of the choice you select, and a 50% chance you will receive the smaller reward.</p> <p>If you choose Choice 1, both the larger and smaller rewards are 50 INR, so you will definitely receive 50 INR. If you choose Choice 2, you have a 50% chance of receiving the larger reward of 60 INR, and a 50% chance of receiving the smaller reward of 45 INR. If you choose Choice 3, you have a 50% chance of receiving the larger reward of 70 INR, and a 50% chance of receiving the smaller reward of 45 INR. If you choose Choice 6, you have a 50% chance of receiving the larger reward of 125 INR, and a 50% chance of receiving the smaller reward of 0 INR.</p>			
R1	<p>Which would you choose of the following gifts?</p> <p><i>FO: Have the respondent choose their preferred option from the laminated picture.</i></p>	<ol style="list-style-type: none"> 1. Choice 1 2. Choice 2 3. Choice 3 4. Choice 4 5. Choice 5 6. Choice 6 	

Visual Aid



7. Section D : Choices among different three-month contracts			
<u>Payment Lags</u>			
FO say: Now, we will ask you to choose between two larger programs that are going to run for 3 months. In these programs, people will be given recharges for taking a certain number of steps to encourage them to exercise.			
In the basic version of the program, you will be given a daily step target of 10,000. For each day that you manage to achieve the step target of 10,000 steps we would give you a \${payment} INR mobile recharge as reward for achieving the target.			
We are considering 3 variants of the program. The only difference between the three programs is when you receive your reward for walking.			
The three programs are the Daily Recharge Program, the Weekly Recharge Program, and the Monthly Recharge Program. In all these programs your daily step target remains the same: for each day you complete 10,000 steps, you would receive a \${payment} INR mobile recharge.			
However, when you receive the reward for achieving target step counts is going to vary in each of these programs. In the Daily Recharge Program, you would receive the mobile recharge at the end of every day that you walked 10,000 steps or more. In the Weekly Recharge Program, you would receive the mobile recharge at the end of the week for all the days that you walked 10,000 steps or more in that week. Similarly, in the Monthly Recharge Program, you would receive the mobile recharge at the end of the month for all the days that you walked 10,000 steps or more in that month.			
For example, suppose you walk 10,000 steps on exactly 3 days in a week: Monday, Tuesday, and Wednesday. Under the Daily Recharge Program you would receive 3 separate recharges of \${payment} INR at the end of each day you walk, one on Monday, one on Tuesday, and one on Wednesday. Under the Weekly Recharge Program, you would receive the 3 recharges of \${payment} INR together on one day at the end of the week, for example on Sunday. Now, for the Monthly Recharge Program, you receive a reward at the end of the month for each of the days you walk 10,000 steps in the entire month. So if you walk 10,000 steps on a total of 15 days that month, then you would receive 15 recharges of \${payment} INR on the final day of the month, one for each day you achieved the 10,000 step target.			
The total amount of recharges given across the 3 different programs is the same and since the recharges are given in increments of \${payment} INR, the total tax paid is the same. The only thing that differs is when you are paid.			
Considering the above information, please answer the questions that follow. For each of the choices you make, there is a chance that this will be your lucky choice, and you will be enrolled in one of the programs you choose. Please choose the program you would prefer carefully!			
7.1	Which program do you prefer? <i>FO Note: Real Stakes Decision</i>	1. Daily recharges 2. Weekly recharges 3. Monthly recharges at the end of the month	
7.2	Why do you prefer daily recharges? <i>FO note: please carefully record reasons. Ask for as many reasons as possible.</i>	1. Want payment sooner 2. Other payments are too infrequent 4. I regularly do a daily recharge 5. Prefer small payments -888. Other (specify)	ASK IF 7.1==1 and \${calc_rand} <=0.1
7.3	Why do you prefer weekly recharges, and not daily or monthly? <i>FO note: please carefully record reasons. Ask for as many reasons as possible.</i>	1. \${payment} INR is too small of a recharge to be useful 2. Want to receive payment in bulk (even though taxes are the same) 3. a month is too long to wait for a payment 4. I regularly do a weekly recharge -888. Other (specify)	ASK IF 7.1==2 and \${calc_rand} <=0.1
7.4	Why do you prefer monthly recharges, and not daily or weekly?	1. I have a very large balance on my phone already, so don't need money right now.	ASK IF 7.1==4 and

	FO note: please carefully record reasons. Ask for as many reasons as possible.	2. Want to receive payment in bulk (even though taxes are the same) 3. I regularly do a monthly recharge -888. Other (specify)	$\${calc_rand} \leq 0.1$
7.5	Which program would you least prefer (of daily, weekly, or monthly recharges)?	1. Daily recharges 2. Weekly recharges 3. Monthly recharges at the end of the month	
<u>Conditional Program</u>			
FO: Turn to laminated visual aid 7. $\${payment}$ INR.5			
FO say: Now, I am going to introduce to you another type of program, which is similar to the Weekly Recharge Program we just discussed. To remind you, in the Basic Weekly Recharge Program, we give you a daily step target: 10,000 steps. At the end of the week, we would give you $\${payment}$ INR in mobile recharge rewards for all the days that you walked 10,000 steps. So, if you walk 1 day in the week, you'd get 1 recharge of $\${payment}$ INR on Sunday; if you walk 2 days, you'd get 2 recharges for a total of $\${payment}$ INR on Sunday, etc.			
[Describe the Conditional Weekly Recharge Program:] The new type of program is called the Conditional Weekly Recharge Program. In this program, rewards will still be given at the end of the week, but the rewards are "conditional"			
The condition here is that you are required to achieve the 10,000 step target for at least 5 days in a week. This means that you get the recharge at the end of the week only if you walk 10,000 steps at least 5 days out of the week. So, the recharge date would be the same as in the Basic Weekly program, but the recharge amount is calculated differently.			
For example, suppose you walked 10,000 steps on exactly 6 days in a week. Since 6 is larger than 5, you achieved the condition. So, you would receive 6 mobile recharges of $\${payment}$ INR on Sunday: $\${payment}$ INR for each day you achieved your step target. This is the same reward you would receive in the Basic Weekly Recharge Program. The difference between the programs arises only when you complete 10,000 steps on fewer than 5 days in a week. So if you walked 10,000 steps for only 2 days in a week, because 2 is less than 5, you would receive no mobile recharge on Sunday in the Conditional Weekly Recharge Program. But in the Basic Weekly Recharge Program you would receive 2 mobile recharges of $\${payment}$ INR on Sunday. This is because in this Conditional Weekly Recharge Program, you will receive rewards only if you achieve 10,000 steps on at least 5 days. If you walk 10,000 steps on less than 5 days then you would receive nothing.			
Now I want to ask you a few questions to ensure you understand the different programs			
<div> <u>Basic Weekly Recharge Program:</u> Task: Walk 10,000 steps. Recharge: $\\${payment}$ INR for each day you complete 10,000 steps Condition: Nil When: At the end of each week (on a Sunday) for all the days that you walked 10,000 steps. </div> <div> <u>Conditional Weekly Recharge Program:</u> Task: Walk 10,000 steps Recharge: $\\${payment}$ INR for each day you complete 10,000 steps Condition: Only get recharge if they complete 10,000 steps at least 5 days in a week. When: At the end of each week (on a Sunday) for all the days that you walked 10,000 steps </div>			

7.6	So, if you were to walk for 5 days in a week, how much would the recharge be under the Conditional Weekly Recharge Program? <i>FO Note: The purpose of this question is to ensure respondent understands the weekly programs.</i>	___ INR	
	<i>FO re-explain the two weekly programs</i>		IF 7.6 != 5x\${payment}
7.7	If you were to walk for 2 days in a week, how much would the recharge be under the Conditional Weekly Recharge Program? <i>FO Note: The purpose of this question is to ensure respondent understands the weekly programs.</i>	___ INR	
	<i>FO re-explain the two weekly programs</i>		IF 7.7 != 0
7.8	Under which weekly program do you think you would walk more: Weekly Program with condition of 5 days, or Basic Weekly Program with no condition?	1. Weekly Program with 5 day condition 2. Basic Weekly Program with no condition 3. No preference	
Now I want to ask you about your preferences between the programs. The choices you make in following questions might be your lucky choice! If so, you will receive the programme you choose in the question selected, so please choose the programme you would prefer carefully. <i>FO Note: All of the decisions below are real-stakes decisions.</i>			
7.9	Which program would you prefer: The Weekly Recharge Program with a condition of 5 days, or the Basic Weekly Recharge Program with no condition?	1. Weekly Program with 5 day condition 2. Basic Weekly Program with no condition 3. No preference	
7.10	Why do you prefer the Weekly Recharge Program with a condition of 5 days? <i>FO Note: Check all that apply.</i>	1. As a motivation to walk more. 2. To improve my health. 3. Walking for 5 days in a week is easy 4. I already walk regularly 5. I will get more recharges. -888. Other (specify)	ASK IF 7.9==1 and \${calc_rand} <=0.1
7.11	Why do you prefer the Basic Weekly Recharge Program? <i>FO Note: Check all that apply.</i>	1. Meeting the condition would be difficult because of my schedule 2. Meeting the condition would be difficult for health reasons 3. I would be more comfortable without a condition. 4. I will get more recharges. -888. Other (specify)	ASK IF 7.9==2 and \${calc_rand} <=0.1
7.12	Why do you not have a preference? <i>FO Note: Check all that apply.</i>	1. I already walk regularly, so the two are the same 2. I'm not sure which contract would be better 3. I'm not sure which contract would motivate me to walk more 4. I'm not sure which program would give me more recharges -888. Other (specify)	ASK IF 7.9==3 and \${calc_rand} <=0.1
<i>FO: Turn to laminated visual aid 7.\${payment} INR.4</i>			

7.14	Suppose the condition for payment were only 4 days instead of 5 days. That is, suppose you would receive a \${payment} INR recharge for each day walked as long as you completed 10,000 steps at least 4 days in the week. In this case, which program would you prefer? The program with a minimum weekly condition of 4 days, or the basic weekly program with no condition? <i>FO Note: Real Stakes Decision</i>	1. Weekly with 4 days Condition 2. Basic Weekly Program with no condition 3. No preference	
7.16	If you had to choose between weekly program with a minimum condition of 5 days and weekly program with a minimum condition of 4 days, which would you prefer?	1. Weekly with 5 days condition 2. Weekly with 4 days condition 3. No preference	
D3	<i>FO Note: Did the respondent adequately understand the programs and make an informed choice?</i>	1. Yes 2. No	

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7.20 INR.4							
PAYMENT	NO. OF DAYS WALKED						
	1	2	3	4	5	6	7
Weekly Program with 4 days condition	0 INR	0 INR	0 INR	80 INR	100 INR	120 INR	140 INR
Basic Weekly Program with no condition	20 INR	40 INR	60 INR	80 INR	100 INR	120 INR	140 INR

7.20 INR.5							
PAYMENT	NO. OF DAYS WALKED						
	1	2	3	4	5	6	7
Weekly Program with 5 days condition	0 INR	0 INR	0 INR	0 INR	100 INR	120 INR	140 INR
Basic Weekly Program with no condition	20 INR	40 INR	60 INR	80 INR	100 INR	120 INR	140 INR

7.10 INR.4							
PAYMENT	NO. OF DAYS WALKED						
	1	2	3	4	5	6	7
Weekly Program with 4 days condition	0 INR	0 INR	0 INR	40 INR	50 INR	60 INR	70 INR
Basic Weekly Program with no condition	10 INR	20 INR	30 INR	40 INR	50 INR	60 INR	70 INR

7.10 INR.5

PAYMENT	NO. OF DAYS WALKED						
	1	2	3	4	5	6	7
Weekly Program with 5 days condition	0 INR	0 INR	0 INR	0 INR	50 INR	60 INR	70 INR
Basic Weekly Program with no condition	10 INR	20 INR	30 INR	40 INR	50 INR	60 INR	70 INR