

Online Appendix: **The Economics of Faith: Using an Apocalyptic Prophecy to Elicit Religious Beliefs in the Field**

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This Online Appendix contains the original decision packets for the two experimental groups - the Family Radio Group and the Seventh Day Adventist Group. There were two treatments for each group, which only differed in the probability of implementation. In this appendix, we present the decision packets for the 6% treatment groups – the 50% treatment packets were identical except in discussing the likelihood of implementation.

File #: _____
(Filled in by researchers)

Thank You

For agreeing to participate and completing this study; you will receive a \$5 “Thank You” payment in cash, and you will have the opportunity to earn substantially larger amounts.

Today’s Study

Today’s study has several parts, and it will last less than 10 minutes. Participation is *completely voluntary, at any point in time you can elect to not participate*. We will ask you questions about your faith and background and offer the opportunity for you to make a few simple decisions.

Anonymity

Your name will *not* be directly linked to any decisions you make in the study. We will *not* record your name and will never tell other participants about the decisions you make, or even that you participated in the study.

1. INITIAL QUESTIONNAIRE

(Please complete all questions)

1. What one word best describes your faith? _____

2. When did you first hear about May 21st, 2011, Judgment Day?

Month _____ Day (if you remember) _____ Year _____

3. How did you first hear about May 21st, Judgment Day? (Circle all that apply)

- a. The radio
- b. A friend or family member
- c. Online
- d. A billboard
- e. My church
- f. Other (please specify) _____

4. Have you tried to spread the word about Judgment Day being on May 21st?

Circle one: Yes No

4a. (If Yes) What have you done? (Circle all that apply)

- a. Talked to friends and/or family directly
- b. Contributed money to Family Radio
- c. Volunteered for Family Radio
- d. Proclaimed your views in public (for example, by holding or posting a sign)
- e. Other (please specify) _____

4b. (If Yes) Approximately, how much time have you spent trying to spread the word?

- a. 1 hour or less per week
- b. 2 – 3 hours per week
- c. 4 – 5 hours per week
- d.** 6 or more hours per week

2. ECONOMIC CHOICES

INSTRUCTIONS

The purpose of this part of the survey is to understand the value of money paid in the future, as compared to money paid today. With a **50%** chance, you will receive **no payment** for this game. The other **50%** of the time, your decisions will determine **an extra payoff worth up to \$500**. There are 3 stages:

Stage 1 – Your decision (this will only matter 50% of the time)

You will choose between \$5 today and different amounts of money paid in 4 weeks. *Stage 1 is explained in more detail on the next page.*

- If you choose \$5 today, you will receive a check that you can cash today. If you choose some future amount, you will receive a check you cannot cash before June 5th. Any earnings from this decision can only add to your \$5 cash “thank you” payment, which you will always receive.

Stage 2 – Coin Flip (determines if your decision will be played)

We will flip a coin to determine if your decision will be played:

- If the coin lands **HEADS**, your choice *will be played* for real money.
 - This will occur 50% of the time.
- If the coin lands **TAILS**, your choice *will not be played* for real money.
 - This will occur 50% of the time.

Stage 3 – Reward (If your decision is played, your payoff is determined)

INSTRUCTIONS FOR STAGE 1

We want you to answer questions of the following type:

- Would you rather get \$5 *today* or get \$5 *in 4 weeks*?
- Would you rather get \$5 *today* or get \$50 *in 4 weeks*?
- Would you rather get \$5 *today* or get \$500 *in 4 weeks*?

Rather than just \$5, \$50, or \$500, we want you to consider all of the amounts listed in the balls below. We'll ask you to circle all of the balls representing dollar amounts that you prefer in 4 weeks to \$5 today. If you would always prefer \$5 today, circle the box marked "I always prefer \$5 today" – this is the same as circling no balls at all.

Remember, with a 50% chance, you will get paid depending on your decision! (This is in addition to your "thank you" fee.) We have a bingo cage with all of the balls below, and one will be randomly selected. We will then look at whether you have circled that ball. If you:

- circled the selected ball, you said you preferred that amount in four weeks to \$5 today, then you will receive that amount in four weeks. You could walk away with a \$500 check that can be cashed in 4 weeks!
- did not circle the selected ball, you said you preferred \$5 today, so you will receive \$5 today.

Here are some examples.

Example 1 - Suppose you filled out your form like this:

In 4 weeks

I prefer \$5 today.

[Participation in this activity does not constitute gambling and you do not risk your own money]

Example 1 (continued):

If the coin is TAILS no ball will be drawn.

If the coin is HEADS, *one* ball will be drawn. Imagine the ball is

Ball \$14: In this case you get a \$5 check payable today, since you indicated you didn't want this ball.

Ball \$50: In this case you get a \$5 check payable today, since you indicated you didn't want this ball either.

Ball \$100: In this case you get a \$100 check, payable in 4 weeks, since you said you wanted this ball.

Example 2 – Suppose you filled out your form this way:

In 4 weeks

I prefer \$5 today.

If the coin is TAILS no ball will be drawn.

If the coin is HEADS, *one* ball will be drawn. Imagine the ball is

Ball \$7: In this case, you get a check for \$5 payable today.

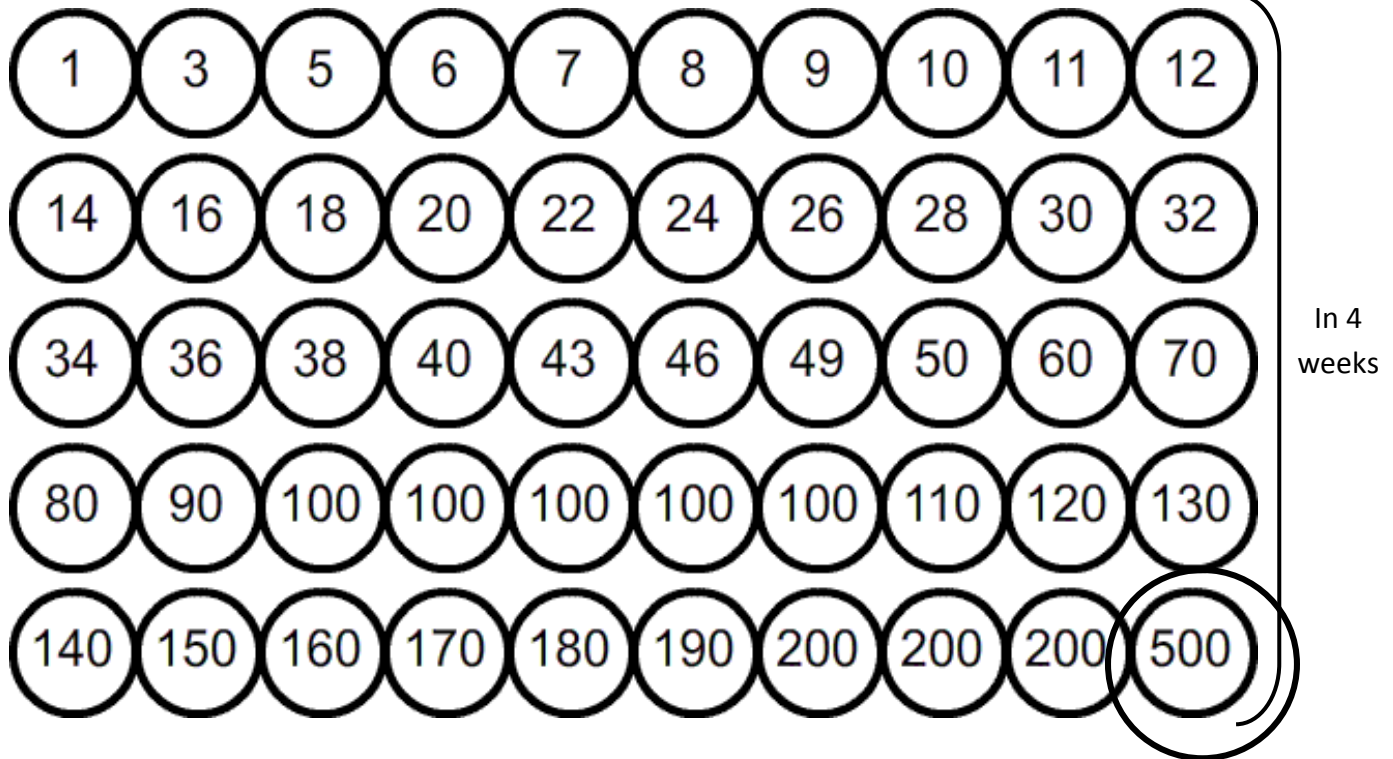
Ball \$80: In this case, you get a check for \$5 payable today.

Ball \$500: In this case, you get a check for \$5 payable today.

That is, by circling "I prefer \$5 today," you are saying you prefer \$5 today to any of the amounts represented by the balls in four weeks.

[Participation in this activity does not constitute gambling and you do not risk your own money]

Example 3 – Suppose you filled out your form in this way:



I prefer \$5 today.

If the coin is TAILS no ball will be drawn.

If the coin is HEADS, *one* ball will be drawn. Imagine the ball is

Ball \$7: In this case you would get a check for \$5 payable *today*.

Ball \$50: In this case you would get a check for \$5 payable *today*.

Ball \$200: In this case you would get a check for \$5 payable *today*.

Ball \$500: In this case, since you indicated you wanted this ball, you get a check for \$500 payable in *4 weeks*.

Your Decision

Now, it is time to fill out your answer below.

Again, feel free to ask a researcher if you are confused or have ANY questions.

Reminder: This decision will only count for real money if you make it to Stage 3. This will happen if the coin lands HEADS in Stage 2 (which has a 50% chance of happening).

1	3	5	6	7	8	9	10	11	12
14	16	18	20	22	24	26	28	30	32
34	36	38	40	43	46	49	50	60	70
80	90	100	100	100	100	100	110	120	130
140	150	160	170	180	190	200	200	200	500

In 4 weeks

I prefer \$5 today.

Once you have circled your choices, please approach a researcher so we can flip the coin for you.

[Participation in this activity does not constitute gambling and you do not risk your own money]

File #: _____
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Outcomes

Stage 2:

Advanced to stage 3: Yes No

Stage 3 (if necessary):

Draw from the lottery cage: _____

Final payment: _____

3. FINAL QUESTIONNAIRE

(Please complete all questions before proceeding to collect your payment.)

1. Gender (please circle): Male Female

2. Age: __ __

3. Zip Code: __ __ __ __ __

4. With what percent chance do you believe the Rapture will occur on May 21st, 2011?
(Write a percentage from 0-100%) _____

5. With what percent chance do you believe you will be raptured (saved) on May 21st, 2011?
(Write a percentage from 0-100%) _____

6. With what percent chance do you believe the End of the World will occur on October 21st, 2011?
(Write a percentage from 0-100%) _____

7. Imagine you wake up on May 21st and there are no visible signs that the Judgment Day occurred, what percent chance would you then place on the End of the World occurring on October 21st?
(Write a percentage from 0-100%) _____

8. In no more than 2 sentences, what is life going to be like on Earth after May 21st, 2011?
For example, do you think people will use money?

9. 9. Are you happier as a result of your beliefs about May 21st, Judgment Day?

Circle one: Yes No

In one sentence, can you describe why?

10. Do you feel that money is more or less valuable to you now, when we are close to the Judgment Day, than it was at this time last year?

Circle one: More Valuable Less Valuable

11. Have you spent (or will you spend) more money because you know that Judgment Day is coming, than you would have otherwise?

Circle one: Yes No

(If yes) On what? (Circle all that apply)

a. Entertainment

b. Meals out

c. Large purchases (cars, tvs, etc.)

d. Donations

e. Other _____

12. Do you believe that good Christians who do not believe that May 21st is the Judgment Day will be raptured?

Circle one: Yes No

13. Do you think you have been a better Christian as a result of your belief that May 21st, 2011 is the Judgment Day?

Circle one: Yes No

14. Approximately, what percentage of your close friends and family believe that the Rapture will happen on May 21st?

(Write a percentage from 0-100%) _____

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1. INITIAL QUESTIONNAIRE

(Please complete all questions)

1. What one word best describes your faith? _____

2. Have you heard about the group of people that believes Jesus Christ will return to earth on May 21st, 2011 for Judgment Day?
 - a. yes
 - b. no

3. If yes, how did you first hear about May 21st, Judgment Day? (Circle all that apply)
 - a. The radio
 - b. A friend or family member
 - c. Online
 - d. A billboard
 - e. My church
 - f. Other (please specify) _____

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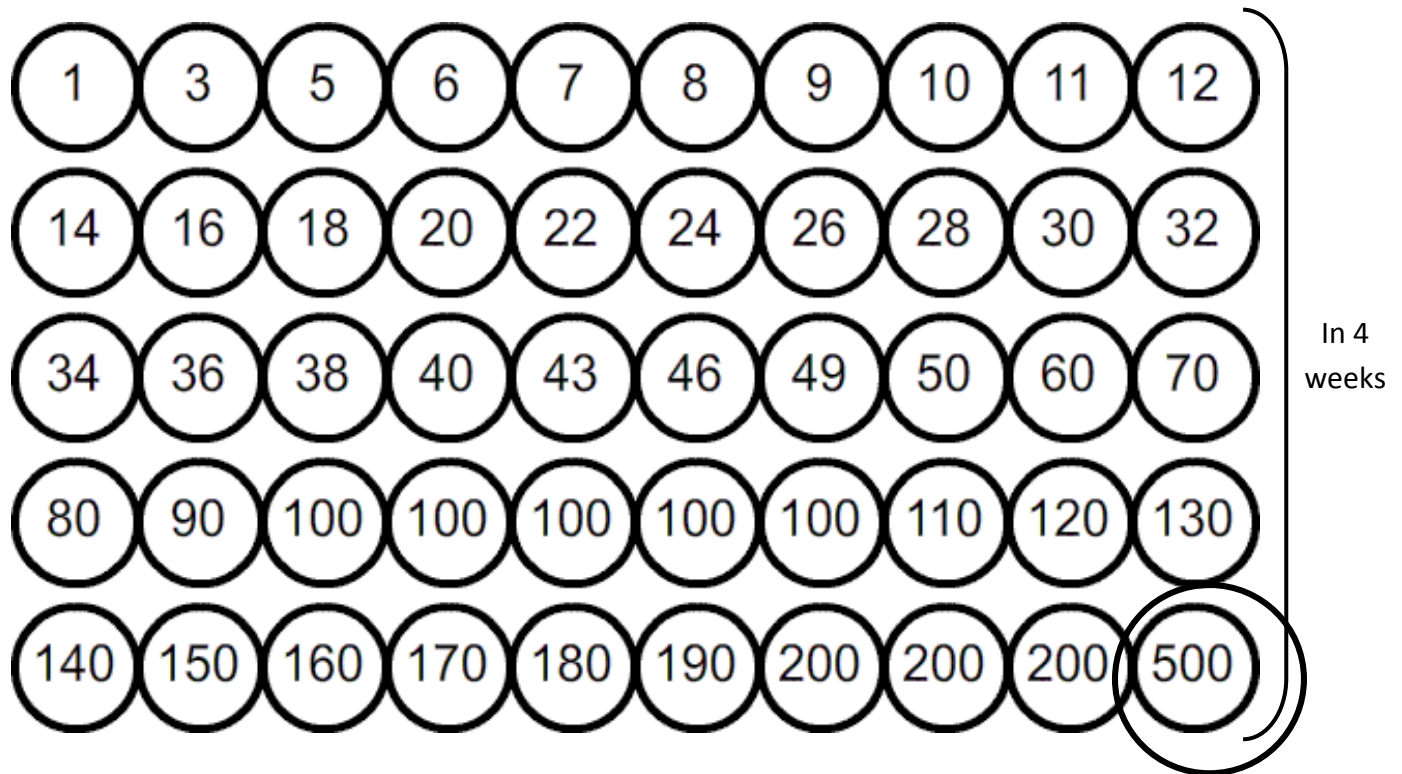
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In 4 weeks

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3. FINAL QUESTIONNAIRE

(Please complete all questions before proceeding to collect your payment.)

1. Gender (please circle): Male Female

2. Age: __ __ Zip Code: __ __ __ __

3. With what percent chance do you believe the Rapture will occur on May 21st, 2011?
(Write a percentage from 0-100%) _____

4. With what percent chance do you believe the Rapture will occur within your lifetime?
(Write a percentage from 0-100%) _____

5. When do you think Judgment Day will occur? (Circle one)
 a) on May 21, 2011 e) within the next 50 years
 b) within 1 year f) within the next 100 years
 c) within the next 5 years g) more than 100 years from now
 d) within the next 15 years h) I would prefer not to respond

6. If the rapture happens within your lifetime, with what percent chance do you believe you will be raptured (saved) on Judgment Day?
(Write a percentage from 0-100%) _____

7. Do you feel that money is more valuable to you in the present or the future?
Circle one: More valuable in the present More valuable in the future

8. Matthew 24:36 reads (King James translation) "But of that day and hour knows no man, no, not the angels of heaven, but my Father only." How do you interpret this verse?

9. In no more than 2 sentences, what is life going to be like on Earth after the Judgment Day, whenever it may be? For example, do you think people will use money?

[Participation in this activity does not constitute gambling and you do not risk your own money]