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**Research Report**

## SOEP-IS 2018 - IRISK: Decision from description vs. decision from experience

SOEP Survey Papers, No. 856

**Provided in Cooperation with:**

German Institute for Economic Research (DIW Berlin)

*Suggested Citation:* DIW Berlin / SOEP (Ed.) (2020) : SOEP-IS 2018 - IRISK: Decision from description vs. decision from experience, SOEP Survey Papers, No. 856, Deutsches Institut für Wirtschaftsforschung (DIW), Berlin

This Version is available at:

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# SOEP-IS 2018—IRISK: Decision from Description vs. Decision from Experience

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Please cite this paper as follows:

SOEP-IS Group, 2020. SOEP-IS 2018–IRISK: Decision from Description vs. Decision from Experience.

SOEP Survey Papers 856: Series D – Variable Descriptions and Coding. Berlin: DIW Berlin/SOEP



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ISSN: 2193-5580 (online)

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# SOEP-IS 2018–IRISK: Decision from Description vs. Decision from Experience

SOEP-IS Group

2020

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## 1 Overview

Decisions from description and decisions from experience. The choice task in the description paradigm consists of two monetary gambles with explicitly stated outcomes and probabilities. In turn, the decisions from experience paradigm consists of an initial sampling stage in which a person explores two payoff distributions without costs by clicking on one of the two buttons on the computer screen, followed by an outcome drawn from the respective distribution. After terminating sampling, the person sees a choice screen and is asked to select the button to draw once for real.

We used a within-subject design in which individuals were asked to choose between monetary gambles in two blocks of trials, one involving decisions from description, and another, decisions from experience, with the presentation order being counterbalanced across participants. Participants were asked to perform 4 choices within each block. Set size was manipulated to test for information overload effects because previous work suggests that more cognitively demanding tasks lead to significant individual and age differences in risk taking (two vs. four options; cf. Frey, Mata, & Hertwig, 2013; Hills Noguchi, & Gibbert, 2013; Mata et al., 2011). In sum, the design will be 2 (format: description vs. experience) x 2 (set size: two vs. four options).

## 2 Variables in File IRISK

**pid** – Never Changing Person Id

---

**syear** – Survey-Year

---

**im\_risk** – Innovative Module: Decisions from Description and Experience

---

0	[0] Does Not Apply	0
1	[1] Does Apply	43677

**task\_order** – Task Order

---

1	[1] Split 1:Order dfd_dfe	21040
2	[2] Split 2:Order dfe_dfd	22637
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

**task** – Task

---

1	[1] Decisions from description (dfd)	3948
2	[2] Decisions from experience (dfe)	39729
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0

-6	[6] Questionnaire Version With Modified Filter	0
----	--	---

### trail – Trail

---

1	[1] Trial 1	13005
2	[2] Trial 2	9706
3	[3] Trial 3	9301
4	[4] Trial 4	11665
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### gamble – Gamble

---

1	[1] Gamble 1 (2 Options)	11988
2	[2] Gamble 2 (2 Options)	8517
3	[3] Gamble 3 (4 Options)	10490
4	[4] Gamble 4 (4 Options)	12682
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### sample\_ind – Sample Index

---

0	113
1	3835
2	3620
3	3194
4	2928
5	2332
6	1948
7	1745
8	1626
9	1366
10	1236
11	1149
12	1079
13	940
14	866
...	(331 rows omitted)
346	1
347	1
348	1
349	1

350		1
351		1
352		1
353		1
354		1
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	3948
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### time – Unix Time Stamp

---

-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### decision\_box – Chosen Box (Box Number, From Left To Right)

---

1		16900
2		15237
3		5959
4		5581
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### outcome – Outcome

---

0		14534
3		17489
4		11028
32		462
34		55
68		109
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0



**react\_time** – Reaction Time (Milliseconds)

---

22	1
23	1
24	105
26	36
27	61
28	2
29	27
32	1
33	1
34	1
38	1
44	11
47	45
49	1
52	16
... (5891 rows omitted)	43358
93113	1
93851	1
96744	1
97495	1
107663	1
108649	1
129501	1
199369	1
301407	1
-1 [-1] No Answer	0
-2 [-2] Does Not Apply	0
-3 [-3] Not Valid	0
-4 [-4] Inadmissible multiple answer	0
-5 [-5] Not Contained in Questionnaire	0
-6 [-6] Questionnaire Version With Modified Filter	0

**nroption** – Number of Options In Current Choice Set

---

2	20505
4	23172
-1 [-1] No Answer	0
-2 [-2] Does Not Apply	0
-3 [-3] Not Valid	0
-4 [-4] Inadmissible multiple answer	0
-5 [-5] Not Contained in Questionnaire	0
-6 [-6] Questionnaire Version With Modified Filter	0

**higher\_opt** – Chose Higher-EV Option

---

0 [0] No	30578
1 [1] Yes	13099
-1 [-1] No Answer	0

-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### riskier – Chose Riskier Option

---

0	[0] No	17489
1	[1] Yes	26188
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### ch\_option – Chosen Option (Randomized Allocation of a/b/c/d to Boxes)

---

1	[1] A	13099
2	[2] B	18639
3	[3] C	5726
4	[4] D	6213
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### condition – Condition Of Choice Set

---

1	[1] decreasing size of choice set	20262
2	[2] increasing size of choice set	23415
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### sample\_box – Chosen Sample Box (Box Number, From Left To Right)

---

0	[0] Participant made a decision without sampling	113
1		13990
2		13629
3		6220
4		5777
-1	[-1] No Answer	0

-2	[-2] Does Not Apply	3948
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### sample\_out - Sample Outcome

---

0		15580
3		13044
4		9891
32		730
34		310
68		174
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	3948
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### sample\_opt - Chosen Sample Option (Randomized Allocation of a/b/c/d to Boxes)

---

1	[1] A	14162
2	[2] B	13691
3	[3] C	5682
4	[4] D	6081
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	4061
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### decision - Chosen Option In The Final Decision

---

1	[1] A	11525
2	[2] B	14137
3	[3] C	6618
4	[4] D	7449
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	3948
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

### outcome1\_a - Outcome 1 Option A

---

4	8517
32	11988
34	12682
68	10490
-1 [-1] No Answer	0
-2 [-2] Does Not Apply	0
-3 [-3] Not Valid	0
-4 [-4] Inadmissible multiple answer	0
-5 [-5] Not Contained in Questionnaire	0
-6 [-6] Questionnaire Version With Modified Filter	0

**outcome2\_a** – Outcome 2 Option A

---

0	43677
-1 [-1] No Answer	0
-2 [-2] Does Not Apply	0
-3 [-3] Not Valid	0
-4 [-4] Inadmissible multiple answer	0
-5 [-5] Not Contained in Questionnaire	0
-6 [-6] Questionnaire Version With Modified Filter	0

**probab1\_a** – Probability Outcome 1 Option A

---

0.05	10490
0.1	24670
0.8	8517
-1 [-1] No Answer	0
-2 [-2] Does Not Apply	0
-3 [-3] Not Valid	0
-4 [-4] Inadmissible multiple answer	0
-5 [-5] Not Contained in Questionnaire	0
-6 [-6] Questionnaire Version With Modified Filter	0

**probab2\_a** – Probability Outcome 2 Option A

---

0.2	8517
0.9	24670
0.95	10490
-1 [-1] No Answer	0
-2 [-2] Does Not Apply	0
-3 [-3] Not Valid	0
-4 [-4] Inadmissible multiple answer	0
-5 [-5] Not Contained in Questionnaire	0
-6 [-6] Questionnaire Version With Modified Filter	0

**outcome1\_b** – Outcome 1 Option B

---

3	20505
4	12682

32		10490
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### outcome2\_b – Outcome 2 Option B

---

0		43677
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### probab1\_b – Probability Outcome 1 Option B

---

0.1		10490
0.8		12682
1		20505
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### probab2\_b – Probability Outcome 2 Option B

---

0		20505
0.2		12682
0.9		10490
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	0
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### outcome1\_c – Outcome 1 Option C

---

3		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0

-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### outcome2\_c - Outcome 2 Option C

---

0		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### probab1\_c - Probability Outcome 1 Option C

---

1		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### probab2\_c - Probability Outcome 2 Option C

---

0		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### outcome1\_d - Outcome 1 Option D

---

4		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### outcome2\_d - Outcome 2 Option D

---

0		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0

-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### probab1\_d – Probability Outcome 1 Option D

---

0.7		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0

#### probab2\_d – Probability Outcome 2 Option D

---

0.3		23172
-1	[-1] No Answer	0
-2	[-2] Does Not Apply	20505
-3	[-3] Not Valid	0
-4	[-4] Inadmissible multiple answer	0
-5	[-5] Not Contained in Questionnaire	0
-6	[-6] Questionnaire Version With Modified Filter	0