



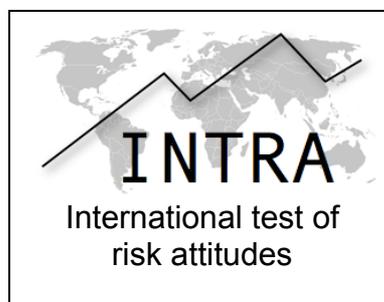
Questionnaire

In this questionnaire we ask you to answer two types of questions:

In the first part, you are asked to make some hypothetical decisions.

In the second part, we ask you some questions regarding your personal attitudes towards life in general.

Remember there are no right or wrong answers. We are interested in your own preference and attitudes.



Part I. Decisions

Please imagine the following offers and mark your choice:

Question 1. Which offer would you prefer:

- A. a payment of 3400\$ this month
- B. a payment of 3800\$ next month

I prefer ___ A ___ B

Please fill in the amount for which you consider the alternatives A and B as equally attractive:

Question 2. Please consider the following alternatives:

- A. a payment of 100 \$ now
 - B. a payment of X \$ in one year from now
- X has to be at least _____ \$, such that B is as attractive as A.

Question 3. Please consider the following alternatives:

- A. a payment of 100 \$ now
 - B. a payment of X \$ in 10 years from now
- X has to be at least _____ \$, such that B is as attractive as A.
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Please imagine the following offers and mark your choice:

Question 4. In an urn, there are 100 balls with three colors (red, yellow, and blue). 30 balls are red, whereas the remaining 70 consist of yellow and blue balls.

30 balls	70 balls	
red	yellow	blue

Imagine a ball is randomly drawn from the urn. You are offered the following two Lotteries. Which lottery would you prefer?

- A. If the color of this ball is red, you win 100 \$; otherwise you win nothing.
- B. If the color of this ball is yellow, you win 100 \$; otherwise you win nothing.

I prefer ___ A ___ B

Imagine you are offered the Lotteries below. Please indicate the maximum amount you are willing to pay for the lottery.

Lottery 1.

10% chance	Win of 10 \$
90% chance	Win of 100 \$

I am willing to pay at most _____ \$ to play the lottery.

Lottery 2.

40% Chance	Win 0 \$
60% Chance	Win 100 \$

I am willing to pay at most _____ \$ to play the lottery.

Lottery 3.

10% Chance	Win 0 \$
90% Chance	Win 100 \$

I am willing to pay at most _____ \$ to play the lottery.

Lottery 4.

40% Chance	Win of 0 \$
60% Chance	Win of 10000 \$

I am willing to pay at most _____ \$ to play the lottery.

Lottery 5.

90% Chance	Win of 0 \$
10% Chance	Win of 100 \$

I am willing to pay at most _____ \$ to play the lottery.

Lottery 6.

40% Chance	Win of 0 \$
60% Chance	Win of 400 \$

I am willing to pay at most _____ \$ to play the lottery.

The following Lotteries involve losses. Imagine you have to play these Lotteries, unless you pay a certain amount of money beforehand. What is the maximum amount you would be willing to pay, in order to avoid playing the lottery? This corresponds to buying an insurance that saves you from suffering potential losses.

Lottery 7.

60% chance	Loss of 80 \$
40% chance	No loss, no win

I am willing to pay at most _____ \$ to avoid the lottery.

Lottery 8.

60% Chance	Loss of 100 \$
40% Chance	no loss, no win

I am willing to pay at most _____ \$ to avoid the lottery.

In the following Lotteries you have a 50% chance to win or lose money. The potential loss is given. Please state the minimum amount X for which you would be willing to accept the lottery.

Lottery 9.

50% chance	Loss of 25 \$
50% chance	Win of X \$

X should be at least _____ \$ to make the lottery acceptable.

Lottery 10.

50% Chance	Loss of 100 \$
50% Chance	Win of X \$

X should be at least _____ \$ to make the lottery acceptable.

Part II. Attitudes

A. Please think of an ideal job, disregarding your present job, if you have one. In choosing an ideal job, how important would it be to you to ... (Please mark one answer in each row with a circle):

- 1 = of utmost importance
 2 = very important
 3 = of moderate importance
 4 = of little importance
 5 = of very little or no importance

	Of utmost Importance	very important	of moderate importance	of little importance	of very little or no importance
1. have sufficient time for your personal or family life	1	2	3	4	5
2. have good physical working conditions (good ventilation and lighting, adequate work space, etc.)	1	2	3	4	5
3. have a good working relationship with your direct superior	1	2	3	4	5
4. have security of employment	1	2	3	4	5
5. work with people who cooperate well with one another	1	2	3	4	5
6. be consulted by your direct superior in his/her decisions	1	2	3	4	5
7. have an opportunity for advancement to higher level jobs	1	2	3	4	5
8. have an element of variety and adventure in the job	1	2	3	4	5

B. In your private life, how important is each of the following for you? (Please mark one answer in each row with a circle):

	Of utmost Importance	very important	of moderate importance	of little importance	of very little or no importance
9. Thrift	1	2	3	4	5
10. Respect for tradition	1	2	3	4	5

C. Experience during your work (Please mark one answer in each row with a circle):

	never	seldom	sometimes	usually	always
11. How often do you feel nervous or tense at work?	1	2	3	4	5

12a. How frequently are you afraid to express disagreement with superiors?	very seldom 1	seldom 2	sometimes 3	frequently 4	very frequently 5
12b. How frequently, in your experience, are subordinates afraid to express disagreement with their superiors?	very seldom 1	seldom 2	sometimes 3	frequently 4	very frequently 5

D. To what extent do you agree or disagree with each of the following statements? (Please mark one answer in each row with a circle):

1 = strongly agree
 2 = agree
 3 = undecided
 4 = disagree
 5 = strongly disagree

13. Most people can be trusted	strongly agree 1	agree 2	undecided 3	disagree 4	strongly disagree 5
14. One can be a good manager without having precise answers to most questions that subordinates may raise about their work	1	2	3	4	5
15. An organization structure in which certain subordinates have two bosses should be avoided at all costs	1	2	3	4	5
16. Competition between employees usually does more harm than good	1	2	3	4	5
17. A company's or organization's rules should not be broken - not even when the employee thinks it is in the company's best interest	1	2	3	4	5
18. When people have failed in life it is often their own fault	1	2	3	4	5

E. View on your life

19. How satisfied are you overall with your present life?	dissatisfied 1	slightly dissatisfied 2	neutral 3	somehow satisfied 4	very satisfied 5
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Finally, please fill in some personal information about yourself:

Age: _____ Gender: _____ male _____ female

Major: _____

Citizenship: _____

I consider myself to belong to the following culture:

() USA () Others: _____

*Thank you very much for your participation in INTRA,
the international test of risk attitudes!*