

## **Online Appendix: Supplementary Material for “Social Preferences in a Chinese Cultural Context”**

This file provides material that supplements the main text/paper. In particular, this is the complete set of instructions in English that includes experimental task’s instructions and survey questionnaire.

### **Complete Instructions**

Dear Participant,

Thank you for agreeing to participate in this research project in connection with my *Masters degree* at the University of Nottingham Ningbo China (UNNC). As participants who are being asked to participate, you have been chosen randomly. The study is conducted anonymously. The project is a study of how Chinese people make decisions.

Your participation in the project is voluntary. You are able to withdraw from the project at any time and to request that the information you have provided not to be used in the project. Any information provided will be confidential. There is no request for any personal contact and your name should never be placed on this form itself and it will never be related to your answers.

This project contains two parts and it would take you 20-25 minutes maximum. You will receive 2 RMB show up fee after the project. Besides, you could earn 0-20 RMB in the decision making part of this study where your earnings are based on your decision. After the first part, where you would make a choice, we will then have a second part which consists of some additional questions. In order that the responses truly represent the matters of this study, it is very important that questions are adequately completed.

The research project has been reviewed according to the ethical review processes in place at the University of Nottingham Ningbo. These processes are governed by the University’s Code of Research Conduct and Research Ethics. Should you have any question now or in the future, please contact me (zx12302@nottingham.edu.cn). Should you have concerns related to my conduct of the survey or research ethics, please contact my supervisor or the University’s Ethics Committee.

### **Part 1 Instructions**

Dear Participant,

You are participating in a study in which you will earn some money. The amount will depend on the outcome of a decision you will make. At the end of the study, your earnings (0-20 RMB) will be added to a show-up fee (2 RMB), and you will be paid in cash.

You are given two document bags and two boxes, bag A (with 20 identical envelopes inside), bag B (with 20 identical envelopes inside), and two boxes, box C (similar to a donation box, for you to place your final choice) and an empty box. Now please read the below 6 steps carefully, then, complete each step sequentially.

Step 1: Please take two envelopes from the document bags. One will be taken from document bag A, marked as A, another one will be taken from document bag B, marked as B. The envelope A *may* contain 20 RMB notes or blank slips, noting that envelope A and B are identical and we won’t know whether you receive envelope A with or without money.

Step 2: Importantly, before making your choice you must place these two envelopes in the empty box. This is to ensure all the actions taken is seen by only you and no one else.

Step 3: Once you put the envelopes in the box, you need to open them. If you get the envelope A without money, please skip instructions below and move on to step 4, and complete steps 5 and 6. After you finish the project, you will earn 2 RMB show up fee only.

If you get the envelope A with 20 RMB notes, you are fronted with the choice of splitting this amount between yourself and another person, where you can keep or give whatever you want between 0 and 20 RMB. Think of the other person as if someone else in China.<sup>47</sup> After you decide whatever you want to keep and thus meaning you give the remainder to this person, please put this amount of money you want to give this person into envelope B. Note no matter how much money left in envelope A, it will be your earnings in this task.

Step 4: Please take envelope A out of the box and keep it for yourself as your earnings of this task. We will not ask you to return this envelope. Notice that envelope B should stay in the box at this time.

Step 5: please answer all questions in the second part of the project

Step 6: After you are done with the actions above, please fold the entire instruction- -questionnaire sheet and put it in the envelope B as well. Then, please use the double-sided adhesive provided to seal the envelope B and put the envelope B into box C provided to you. Thus, anyone viewing the data wouldn't know your decision.

If you have no questions, please start!

## Part 2

Please answer the following questions.

A1 What is your gender? (*please tick one box*)

- Male
- Female

A2 What is your age? (*please fill out*)

\_\_\_\_\_ years old

A3 Are you married? (*please tick one box*)

- Married
- Not-Married (e.g. Single, Widowed or Divorced)

A4 Do you belong to a religion or religious denomination? If yes, which one?

No: do not belong to a denomination

Yes:  Roman Catholic  Protestant  Orthodox (Russian/Greek/etc.)  Muslim  Buddhist  Other

A5 Are you the only child in your family? (*please tick one box*)

- Yes
- No

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<sup>47</sup> In the *Stranger* treatment, this sentence was replaced by, "Think of the other person as if just a stranger, like someone you don't know in China." In the *Family/Friends* treatment it was replaced by, "Think of the other person as if just someone from your personal network, like a family member or friend in China." In the *Foreigner* treatment it was replaced by, "Think of the other person as if just a foreigner, like someone unknown to you and living abroad."

A6 Do you have any children? (please tick one box or write down the number if you have more than two children.)

- No children
- One child
- Two children
- More \_\_\_\_\_

A7. What is your current job (please tick one box)

- White collar
- Blue collar
- Student
- Other job (works at home or could not be categorized as blue collar or white collar)

A8 What is the highest level of education you have completed? (please tick one box)

- Primary school
- Middle school
- High school
- Technical/vocational high school
- Bachelor
- Higher

A9 Could you tell me whether you have lived in a city, town or village in the past 5 years? (please tick one box)

- City (e.g. Shanghai, Ningbo)
- Town (e.g. Cixi, Fenghua)
- Village

A10 Could you tell me in what range your monthly income (in RMB) is? (please tick one box)

- Below 2000
- 2000 –3999
- 4000 –5999
- 6000 –7999
- 8000 –9999
- Above 10000

B1 In the decision making task when you were deciding to keep or give money what was the reason(s) behind your choice. If you only have 1 reason please tick one out of the three options provided, or if two or all three reasons were important then rank them in order (say as 1, 2 for two reasons and 1,2,3 for all three reasons)

- \_\_\_\_ You care about others and what was fair
- \_\_\_\_ You care about what others might think about you not giving
- \_\_\_\_ You wanted to please the researcher

B2. Optional question: what else were you considering, when you made your choice in the task.

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B3 Consider the following 3 scenarios where you have the options of dividing 100 Yuan between yourself and another person. Which of the two options between A and B in each three scenarios would

you choose. (please insert the letter for options A or B in the space provided behind each situation and as indicated by 'Your choice')

Scenario 1	Option A: You keep 80 RMB and give 20RMB to the other person	Option B: You keep 20 RMB and give 80RMB to the other person	Your choice: _____
Scenario 2	Option A: You keep 70 RMB and give 30RMB to the other person	Option B: You keep 30 RMB and give 70RMB to the other person	Your choice: _____
Scenario 3	Option A: You keep 60 RMB and give 40RMB to the other person	Option B: You keep 40 RMB and give 60RMB to the other person	Your choice: _____

I1 Regardless of whether you're actually looking for a job, which one would you, personally, place first if you were looking for a job? (please tick a box)

- A good income so that you do not have any worries about money
- A safe job with no risk of closing down or unemployment
- Working with people you like
- Doing an important job which gives you a feeling of accomplishment

I2. Would you say losing face is more important than gaining face? (Please tick the appropriate box)

- Yes     No

V1. For each of the following, indicate how important it is in your life. Would you say it is (please circle one number)

	Very important	Rather important	Not very important	Not at all important
V2. Family	1	2	3	4
V3. Friends	1	2	3	4
V4. Leisure time	1	2	3	4
V5. Politics	1	2	3	4
V6. Work	1	2	3	4
V7. Religion	1	2	3	4

V8. All things considered, how satisfied are you with your life as a whole these days? 1 means you are "completely dissatisfied" and 10 means you are "completely satisfied" (please circle one number)

**Completely  
dissatisfied**

**Completely  
satisfied**

1 2 3 4 5 6 7 8 9 10

V9. Generally speaking, would you say that most people can be trusted or that you need to be very careful in dealing with people? *(please tick one box)*

- Most people can be trusted.  
 Need to be very careful.

V10. Would you say that in society one should be considerate to others? *(Please tick one box)*

- Yes       No

V11. Do you think most people would try to take advantage of you if they got a chance, or would they try to be fair to you? Please show your response by circling any one number where 1 means “people would try to take advantage of you” and 10 means “people would try to be fair to you” *(please circle one number)*

**People would try to  
take advantage of you**

**People would try  
to be fair to you**

1   2   3   4   5   6   7   8   9   10

V12. According to your experience, would you say people in society are in general more selfish or altruistic? Below a circled number close to number 1 means people are relatively more selfish and circled choice close to number 10 means people are relatively more altruistic. *(please circle one number)*

**Selfish**

**Altruistic**

1   2   3   4   5   6   7   8   9   10

H1 How proud are you to be Chinese? *(please circle one number)*

Not at all proud	Not very proud	Just proud	Quite proud	Very proud
1	2	3	4	5

H2 Do you have a real interest in other cultures or nations? *(Please tick one box)*

- Yes       No

H3 Do you agree people should do something for the community without expecting something in return? *(Please tick one box)*

- Yes       No

H4 Would you say it is fair that group interests should prevail over individual interests? *(Please tick one box)*

- Yes       No