

Gender Salience and Chat-Based Communication in Teams
Rebecca Jack

Online Appendix

Appendix A : Priming Questionnaires

Gender-priming questionnaire

We are interested in your opinions and experiences about certain aspects of young adult life.

1. Name:
2. Age:
3. Grade/Year:
 - a. Freshman
 - b. Sophomore
 - c. Junior
 - d. Senior
 - e. >4 years
 - f. Graduate student
4. Gender:
 - a. Male
 - b. Female
5. Do you consider yourself introverted or extroverted?
 - a. Introverted
 - b. Extroverted
 - c. Neither
6. With whom do you prefer to spend your leisure time, men or women?
 - a. Men
 - b. Women
 - c. Mixed groups
 - d. I prefer to spend time alone
 - e. I have no preference
7. Why do you have this preference?

Control questionnaire

We are interested in your opinions and experiences about certain aspects of young adult life.

1. Name:
2. Age:
3. Grade/Year:
 - a. Freshman
 - b. Sophomore
 - c. Junior
 - d. Senior
 - e. >4 years
 - f. Graduate student
4. How often do you watch television?
 - a. Every day

- b. 4/5 times a week
 - c. 2/3 times a week
 - d. A few times a month
 - e. A few times a year
 - f. Rarely if ever
 - g. Never
- 5. Do you have cable television?
 - a. Yes
 - b. No
- 6. How often do you eat out?
 - a. Every day
 - b. 4/5 times a week
 - c. 2/3 times a week
 - d. A few times a month
 - e. A few times a year
 - f. Rarely if ever
 - g. Never
- 7. How often do you attend movies?
 - a. Every day
 - b. 4/5 times a week
 - c. 2/3 times a week
 - d. A few times a month
 - e. A few times a year
 - f. Rarely if ever
 - g. Never

Appendix B: Experimental Instructions

Welcome and thank you for your participation in this economics experiment on decision making!

Introduction

Please note that you are not allowed to communicate with each other during the experiment.

During this experiment you will participate in decision tasks that give you the opportunity to earn money. All the earnings in this experiment will be in dollars. Immediately upon completion of the experiment we will pay you your earnings in CASH. Your earnings are confidential and you will be paid in private.

This experiment will consist of several parts. In each part, you will be asked to make several decisions involving another participant with whom you will be randomly matched. For every decision task, you will be randomly matched with a **different** participant than in the previous decision. Your decision may affect the payoffs of others, just as the decisions of the person you are matched with may affect your payoffs.

At the end of the experiment, the computer will randomly choose one task as the paid task. The other tasks will remain unpaid. You will not be informed of the results of any task until the end of the experiment.

We will proceed to the decisions once the instructions are clear. Are there any questions? Before we proceed, please read and sign the consent form indicating that you voluntarily agree to participate in this experiment.

Part 1

In this part you will be asked to complete a short pre-experimental questionnaire on your computer screen. You may proceed with the task now.

Part 2

A) In this part, you will have 5 minutes to answer a set of general knowledge multiple-choice quiz questions. A timer in the top right corner of your screen will display the time remaining (in seconds). There will be a “Next/Record” button on your screen which will take you to the next page with questions. The “Back” button will allow you to return to the questions on the previous page. Your answers for each page will not be recorded until you press the “Next/Record” or “Back” button on that page, but you may always go back and change them. You will receive \$.30 for every question that you answer correctly.

You may proceed with the task now as prompted on your screen.

B) In this part, you will have 10 minutes to answer a new set of general knowledge multiple-choice quiz questions. The questions will be different from the ones you saw in the last quiz, but the procedure will remain the same. This time, however, you will be randomly paired up with

another person in the room. You have not been matched with this person before. You and your partner will each have an identical individual quiz that you will be working on and your payment will be \$.30 times the average number of questions that both partners answer correctly. For example, if you answer 30 questions correctly and your partner answers 35 questions correctly, each of them earns $\$.30 \times ((30 + 35)/2) = \9.75 .

Chat box: You will be able to communicate with your partner through the chat box on your screen. Use the chat box to offer, solicit, and receive help on the quiz. There are no restrictions on what you may type, except you cannot reveal identifying information (age, race, professional background, etc). On average, participants who work together with their partners receive \$2 more in this part than those who worked on the quiz alone.

Remember that you will have to perform this task three times, each time matched with a different person in this room. Please proceed to the quiz questions on your screen.

You will now perform the same task but with a different partner. (Please hit enter as soon as the quiz starts.)

You will now perform the same task but with a different partner. (Please hit enter as soon as the quiz starts.)

Part 3

You will now see the results of all the tasks and your earnings for the task that was randomly chosen for payment. Once you have reviewed your earnings, please complete a short exit questionnaire. Upon completion of the questionnaire, please proceed to the payment room to be paid by the experimenter in private.

Thank you for your participation in the experiment.

Appendix C

Sample trivia questions

1. What is the official residence of the president of France?
a. Eiffel Tower b. Palace of Versailles c. Palais Bourbon d. Elysee Palace
2. Some armadillos give birth to duodecuplets. How many offspring is that?
a. 12 b. 14 c. 10 d. 8
3. Against which disease did Edward Jenner develop a vaccine around 1800?
a. polio b. measles c. hepatitis d. smallpox
4. What country sold land including the present-day states of Louisiana, Arkansas, and Oklahoma to the USA in 1803?
a. Spain b. France c. Great Britain d. Portugal
5. On an average day how many hours does a giraffe spend sleeping?
a. 8 hours b. 12 hours c. 4 hours d. 16 hours
6. A hurdy-gurdy is a type of what?
a. musical instrument b. folk dance c. ethnic food d. traditional clothing
7. Where were the 1932 and 1984 Olympic Games held?
a. Moscow b. Los Angeles c. Berlin d. London
8. What nation did Brunei gain independence from in 1984?
a. Portugal b. Spain c. Britain d. France
9. About how many pounds of fish can a pelican hold in its pouch?

- a. 25 pounds b. 18 pounds c. 11 pound d. 5 pounds
10. What was the name of the rock slab that became the key for deciphering ancient Egyptian hieroglyphics?
- a. Hammurabi's Code b. Rosetta Stone c. Elgin Marble d. Cuneiform Tablet
11. Where in the body is the macula?
- a. nose b. eye c. throat d. ear
12. Which US president was not assassinated?
- a. Abraham Lincoln b. Chester Arthur c. John F. Kennedy d. James Garfield
13. What present-day country was the original source of both chocolate and vanilla?
- a. France b. Peru c. Mexico c. Spain
14. Which scientist was the first to receive the Nobel prize twice?
- a. Linus Pauling b. John Bardeen c. Marie Curie d. Frederick Sanger
15. What bird has been spotted flying at 27,000 feet - higher than any other bird on record?
- a. whooper swan b. Canada goose c. peregrine falcon d. blue crane
16. What birthday do Latin Americans celebrate with a Quinceanera ceremony, marking a girl's passage to womanhood?
- a. the sixteenth b. the fifteenth c. the thirteenth d. the eighteenth
17. What horseshoe-shaped bone sits at the base of the human tongue?
- a. mandible b. lacrimal bone c. maxilla d. hyoid bone
18. What animal is the source of the luxuriously soft wool known as cashmere?
- a. llama b. sheep c. goat d. alpaca

19. Of which country is Lima the capital?

- a. Peru b. Bolivia c. Colombia d. Venezuela