



## Default Question Block

### INFORMATION SHEET

#### Reasoning Task

The purpose of this research is to assess the reasoning ability of individuals.

You will be asked...

- (i) ...to provide a preliminary solution to an exercise;
- (ii) ...to share your solution with another participant;
- (iii) ...to read the solution given by the other participant;
- (iv) ...to provide the final solution to the exercise.

The study takes about **10 minutes** to complete.

**Your participation in this study is completely voluntary.** You are free not to participate or to withdraw at any time.

You will be paid **0.50 USD** for participating in this study.

For more information or questions about this research you may contact Dr. Nicolas Sommet at [nicolas.sommet@unil.ch](mailto:nicolas.sommet@unil.ch).

Nicolas Sommet  
University of Lausanne, Switzerland

## B1. Preliminary

### I. YOUR PRELIMINARY ANSWERS

### II. SHARING OF THE ANSWERS

### III. OTHER PARTICIPANT'S ANSWERS

### IV. YOUR FINAL ANSWERS

#### Winter Survival exercise

You have just crash-landed in the woods of Northern Minnesota and Southern Manitoba. It is 11:32

a.m. in mid-January. The light plane in which you were travelling has completely burned except for the frame. The pilot and copilot have been killed, but no one else is seriously injured.

The crash came suddenly before the pilot had time to radio for help or inform anyone of your position. Since your pilot was trying to avoid a storm you know the plane was considerably off course. The pilot announced shortly before the crash that you were 80 miles northwest of a small town that is the nearest known habitation.

You are in a wilderness area made up of thick woods broken by many lakes and rivers. The last weather report indicated that the temperature would reach minus twenty-five degrees in the daytime and minus forty at night. You are dressed in winter clothing appropriate for city—suits, pantsuits, street shoes, and overcoats.

While escaping from the plane, your group salvaged the fifteen items listed below. Your task is to rank these items according to their importance to your survival. You may assume that your group has agreed to stick together.

Rank the following items according to their importance to your survival, starting with “1” for the most important and proceeding to “15” for the least important. For each of them, provide a reason for the decision (please be brief).

|  | Rank (1 to 15)       | Reason               |
|--|----------------------|----------------------|
| Compress Kit (with 28 feet of gauze)       | <input type="text"/> | <input type="text"/> |
| Ball of steel wool                         | <input type="text"/> | <input type="text"/> |
| Cigarette lighter (without fluid)          | <input type="text"/> | <input type="text"/> |
| Loaded .45-Caliber pistol                  | <input type="text"/> | <input type="text"/> |
| Newspaper (one per person)                 | <input type="text"/> | <input type="text"/> |
| Compass                                    | <input type="text"/> | <input type="text"/> |
| Two ski poles                              | <input type="text"/> | <input type="text"/> |
| Knife                                      | <input type="text"/> | <input type="text"/> |
| Sectional air map made of plastic          | <input type="text"/> | <input type="text"/> |
| 30 feet of rope                            | <input type="text"/> | <input type="text"/> |
| Family-size chocolate bar (one per person) | <input type="text"/> | <input type="text"/> |
| Flashlight with batteries                  | <input type="text"/> | <input type="text"/> |
| Quart of 85-proof whisky                   | <input type="text"/> | <input type="text"/> |
| Extra shirt and pants for each survivor    | <input type="text"/> | <input type="text"/> |
| Can of shortening                          | <input type="text"/> | <input type="text"/> |

B2. Timer (1)

You are being paired with another participant

PLEASE WAIT



These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds

Last Click: 0 seconds

#QuestionText, TimingPageSubmit#: 0 seconds

#QuestionText, TimingClickCount#: 0 clicks

### B3. Induction - Contrôlée

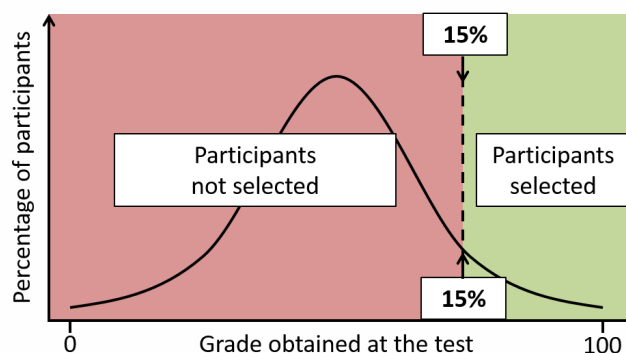
- I. YOUR PRELIMINARY ANSWERS
- II. SHARING OF THE ANSWERS**
- III. OTHER PARTICIPANT'S ANSWERS
- IV. YOUR FINAL ANSWERS

You have been assigned a partner!

The other participant have also carried out this assignment, giving us a preliminary ranking of the fifteen items as well as the reasons for the decisions. **First**, you will be asked to give a ranking to the other participant. **Second**, the other participant will give you a ranking. **Third and last**, you will provide your final ranking.

#### Goal of the task

The Winter Survival exercise is used as a selection tool. The aim of the test is to select the best participants on the basis of their reasoning ability. Participants are evaluated in terms of their ability to provide a correct final ranking of the fifteen items. To be selected, one should be among the 15% best participants.



**Your goal is to perform better on the final ranking as compared to the other's ranking**

For the final ranking, your goal is to outperform the other. **You must be proficient, perform well and obtain a high score**, in order to demonstrate your competence. **You should keep in mind that you have to try to distinguish yourself positively**, that is, to perform better than the other participant. In other words, **what we ask you here is to show your competencies**, your abilities.

### B3. Induction - Autonome

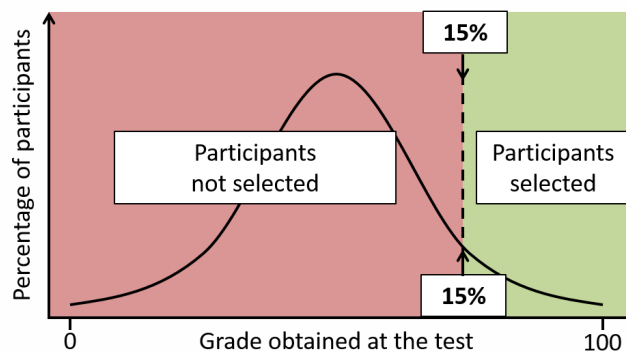
- I. YOUR PRELIMINARY ANSWERS
- II. SHARING OF THE ANSWERS**
- III. OTHER PARTICIPANT'S ANSWERS
- IV. YOUR FINAL ANSWERS

You have been assigned a partner!

The other participant have also carried out this assignment, giving us a preliminary ranking of the fifteen items as well as the reasons for the decisions. **First**, you will be asked to give a ranking to the other participant. **Second**, the other participant will give you a ranking. **Third and last**, you will provide your final ranking.

#### Goal of the task

The Winter Survival exercise is used as a selection tool. The aim of the test is to select the best participants on the basis of their reasoning ability. Participants are evaluated in terms of their ability to provide a correct final ranking of the fifteen items. To be selected, one should be among the 15% best participants.



**Your goal is to perform better on the final ranking as compared to the other's ranking**

For the final ranking, your goal is to outperform the other. **We know that you may not like to compete** with the other participant or even find the task boring. **We can perfectly understand and accept that you might not find it very interesting** or may not want to try to be better than the other. Hence, **the choice to compete is yours**, it is **voluntary**, and **you are free not to consent**.

☐ By ticking this, I acknowledge that I have read and understood the

aforementioned information and I freely choose to try to perform better than the other.

## B4. Sharing

I. YOUR PRELIMINARY ANSWERS  
**II. SHARING OF THE ANSWERS**  
III. OTHER PARTICIPANT'S ANSWERS  
IV. YOUR FINAL ANSWERS

Please give **the ranking of the fifteen items** (starting from "1" for the most important and proceeding to "15" for the least important) and the **reason for each decision** that you would like **to send to the other participant**. Then, you will receive the answers of the other participant.

|  | Rank (1 to 15)       | Reason               |
|--|----------------------|----------------------|
| Compress Kit (with 28 feet of gauze)       | <input type="text"/> | <input type="text"/> |
| Ball of steel wool                         | <input type="text"/> | <input type="text"/> |
| Cigarette lighter (without fluid)          | <input type="text"/> | <input type="text"/> |
| Loaded .45-Caliber pistol                  | <input type="text"/> | <input type="text"/> |
| Newspaper (one per person)                 | <input type="text"/> | <input type="text"/> |
| Compass                                    | <input type="text"/> | <input type="text"/> |
| Two ski poles                              | <input type="text"/> | <input type="text"/> |
| Knife                                      | <input type="text"/> | <input type="text"/> |
| Sectional air map made of plastic          | <input type="text"/> | <input type="text"/> |
| 30 feet of rope                            | <input type="text"/> | <input type="text"/> |
| Family-size chocolate bar (one per person) | <input type="text"/> | <input type="text"/> |
| Flashlight with batteries                  | <input type="text"/> | <input type="text"/> |
| Quart of 85-proof whisky                   | <input type="text"/> | <input type="text"/> |
| Extra shirt and pants for each survivor    | <input type="text"/> | <input type="text"/> |
| Can of shortening                          | <input type="text"/> | <input type="text"/> |

## B5. Timer (2)

Your answers have been sent.

We are now preparing the answers of the other participant

PLEASE WAIT



(it may take up to one minute)

These page timer metrics will not be displayed to the recipient.

First Click: 0 seconds

Last Click: 0 seconds

#QuestionText, TimingPageSubmit#: 0 seconds

#QuestionText, TimingClickCount#: 0 clicks

## B6. Other

I. YOUR PRELIMINARY ANSWERS  
II. SHARING OF THE ANSWERS  
**III. OTHER PARTICIPANT'S ANSWERS**  
IV. YOUR FINAL ANSWERS

Below are **the ranking of the fifteen items** and the **reason for each decision** provided to you by the other participant.

|  | Rank (1 to 15)                  | Reason  |
|--|---------------------------------|---|
| Compress Kit (with 28 feet of gauze)       | <input type="text" value="11"/> | To keep feet/hands warm; but small supply of gauze...   |
| Ball of steel wool                         | <input type="text" value="2"/>  | It is the best substance with which to catch a spark    |
| Cigarette lighter (without fluid)          | <input type="text" value="1"/>  | Something is needed to produce sparks to start a fire   |
| Loaded .45-Caliber pistol                  | <input type="text" value="9"/>  | Sound-signaling device; the powder for the fire         |
| Newspaper (one per person)                 | <input type="text" value="8"/>  | To start a fire   |
| Compass                                    | <input type="text" value="15"/> | may encourage survivors to try to walk. Too dangerous   |
| Two ski poles                              | <input type="text" value="12"/> | as supports for a shelter; but not very important       |
| Knife                                      | <input type="text" value="10"/> | not too important; could be used for cutting the rope   |
| Sectional air map made of plastic          | <input type="text" value="14"/> | Better to wait for rescue than to attempt to walk...    |
| 30 feet of rope                            | <input type="text" value="7"/>  | pull dead limbs off trees, constructing shelters, ...   |
| Family-size chocolate bar (one per person) | <input type="text" value="4"/>  | Supply energy without making digestive demands          |
| Flashlight with batteries                  | <input type="text" value="6"/>  | Catch the attention of search planes during night       |
| Quart of 85-proof whisky                   | <input type="text" value="13"/> | Not good to drink at minus thirty degrees...            |
| Extra shirt and pants for each survivor    | <input type="text" value="3"/>  | May use for shelter, signaling, bedding, bandages, ...  |
| Can of shortening                          | <input type="text" value="5"/>  | A mirror-like signaling device can be made from the lid |

## Block 7

- I. YOUR PRELIMINARY ANSWERS  
 II. SHARING OF THE ANSWERS  
 III. OTHER PARTICIPANT'S ANSWERS  
**IV. YOUR FINAL ANSWERS**

Please give **the definitive and final ranking of the fifteen items** (starting from "1" for the most important and proceeding to "15" for the least important).

|                                      | Rank (1 to 15)       |
|--------------------------------------|----------------------|
| Compress Kit (with 28 feet of gauze) | <input type="text"/> |
| Ball of steel wool                   | <input type="text"/> |
| Cigarette lighter (without fluid)    | <input type="text"/> |
| Loaded .45-Caliber pistol            | <input type="text"/> |
| Newspaper (one per person)           | <input type="text"/> |
| Compass                              | <input type="text"/> |
| Two ski poles                        | <input type="text"/> |

|  |                      |
|--|----------------------|
| Knife                                      | <input type="text"/> |
| Sectional air map made of plastic          | <input type="text"/> |
| 30 feet of rope                            | <input type="text"/> |
| Family-size chocolate bar (one per person) | <input type="text"/> |
| Flashlight with batteries                  | <input type="text"/> |
| Quart of 85-proof whisky                   | <input type="text"/> |
| Extra shirt and pants for each survivor    | <input type="text"/> |
| Can of shortening                          | <input type="text"/> |

## Block 8

## CONCLUDING QUESTIONS

Please indicate how true each statement is of you.

|   | Not at all            |                       |                       |                       |                                  |                       | Completely            |
|---|-----------------------|-----------------------|-----------------------|-----------------------|----------------------------------|-----------------------|-----------------------|
| My aim in the winter survival exercise was to perform well relative to the other participant. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| I was striving to do well compared to the other participant.                                  | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| My goal in the task was to perform better than the other participant.                         | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> |

Regarding the three previous questions I pursue such goals because... :

[illegible]

Regarding the information you shared with the other... :

[illegible]

## What is your gender?

- ☐ Male
- ☐ Female

What is your age?

\_\_\_\_\_

What have you thought of the goal and the design of the present study?

|  |
|--|
|  |
|--|

## Block 10

**Thank you for your participation**

The survey code is: Sharing