

Appendix

Study 1 Vignette:

Imagine that you have received \$100, which you have decided to set aside for a special gift for your **<social relation>**.

You can try your luck and see if you can grow that money to be able to purchase your **<social relation>** a nicer gift by visiting a casino. You also realize that you might very well lose some or all of the money and so won't be able to get your **<social relation>** the gift you were planning.

This casino has just two games that you can play:

- a *roulette wheel* where you can win up to 35x your bet, but there is a very high risk that you will lose your entire bet; and
- a *card game* where you bet whether the next card will be a black or red card, where you can win 2x your bet with a moderate level of risk that you will lose your entire bet;

or,

- you can *choose not to gamble* with some or all of the funds, which, of course, puts that money at no risk.

You must choose how you will split the money between the games - roulette (most risky), the card game (moderately risky), and/or no game at all (not at all risky but no possible winnings).



Study 2 Vignette:

Imagine that you have been tasked with investing \$5,000 (on behalf of)/(in your) **<social relation/earmarked account>**, where the money will not be withdrawn until a period of ten years has passed.

You must choose how you will invest the money, broadly into a portfolio of stocks (most risky), corporate bonds (moderately risky), and cash (not at all risky but generates no return).

The more risky an investment is, the greater the returns that it can generate over time, however it also has a greater chance for larger losses.

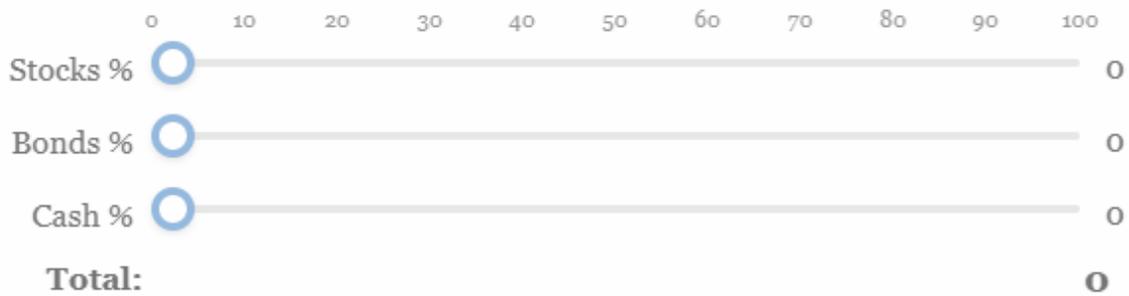


Table A1: Multinomial Logistic Regression Modeling Assignment to Experimental Condition by Respondent Demographics (Study 1)

	<i>Self</i>	<i>Nephew</i>	<i>Spouse/Partner</i>
Male	0.072 (0.190)	-0.154 (0.188)	-0.163 (0.193)
Married	0.422* (0.209)	0.171 (0.205)	-0.068 (0.211)
College Graduate	0.151 (0.203)	0.187 (0.200)	-0.140 (0.202)
Age	0.012 (0.008)	0.016* (0.008)	0.013 (0.008)
Income (log)	-0.255 (0.132)	-0.077 (0.133)	-0.054 (0.135)
Non-White	0.400 (0.219)	0.112 (0.222)	0.030 (0.230)
Constant	1.797 (1.399)	0.075 (1.414)	0.138 (1.441)

*p < 0.05

Notes: Reference category = Child.

Standard errors appear in parentheses based on two-tailed tests.

N=912; 36 Respondents declined to answer at least one of the demographic questions and were removed by listwise deletion - a separate logistic regression model finds no difference in likelihood of missing demographic information across experimental conditions.

Table A2: Multinomial Logistic Regression Modeling Assignment to Experimental Condition by Respondent Demographics (Study 2)

	<i>Self</i>	<i>Self-Retirement</i>	<i>Child-College</i>	<i>Nephew</i>	<i>Nephew-College</i>	<i>Spouse/Partner</i>	<i>Spouse/Partner-Retirement</i>
Male	0.250 (-0.164)	-0.099 (-0.160)	0.006 (-0.164)	-0.153 (-0.160)	-0.044 (-0.161)	-0.315 (-0.161)	0.05 (-0.161)
Married	0.005 (-0.186)	0.109 (-0.182)	0.128 (-0.185)	-0.026 (-0.179)	0.047 (-0.182)	0.221 (-0.180)	0.306 (-0.182)
College Graduate	0.113 (-0.178)	-0.043 (-0.172)	0.058 (-0.178)	-0.072 (-0.171)	-0.071 (-0.174)	0.072 (-0.171)	0.065 (-0.174)
Age	0.002 (-0.006)	-0.008 (-0.007)	-0.005 (-0.007)	0.004 (-0.006)	-0.008 (-0.007)	-0.015* (-0.007)	-0.005 (-0.007))
Income (log)	0.115 (-0.117)	0.135 (-0.114)	0.086 (-0.115)	0.200 (-0.113)	0.237* (-0.115)	0.125 (-0.114)	0.156 (-0.115)
Non-White	-0.159 (-0.191)	-0.237 (-0.187)	-0.209 (-0.191)	-0.34 (-0.191)	-0.173 (-0.187)	-0.056 (-0.182)	-0.151 (-0.188)
Constant	-1.497 (-1.236)	-0.953 (-1.171)	-0.811 (-1.203)	-2.028 (-1.186)	-2.147 (-1.212)	-0.675 (-1.196)	-1.591 (-1.209)

*p < 0.05

Notes: Reference category = Child.

Standard errors appear in parentheses based on two-tailed tests.

N=2,550; 38 Respondents declined to answer at least one of the demographic questions and were removed by listwise deletion - a separate logistic regression model finds no difference in likelihood of missing demographic information across experimental conditions.