

The Stanford University logo, featuring the word "Stanford" in a stylized, red, serif font.

## Sports Betting Study: Survey 3

### Setup

*We are setting up the survey.*

*We will be ready in about 10 seconds.*

**You must complete this survey on a computer, not a mobile device.**

Reload the survey on your computer using the Chrome browser, **click the back button**, and you may continue.

**If you are seeing this message while taking the survey on a computer, click the red back button.**

If you believe there is an error, please email us at [stanfordgamblingstudy@gmail.com](mailto:stanfordgamblingstudy@gmail.com).

**You must complete this survey using the Chrome browser.**

This is because our syncing procedure uses a browser extension to track your

bets.

Reload the survey in Chrome, click the back button, and you may continue.

**If you are seeing this message while taking the survey in the Chrome browser, click the red back button.**

To download Chrome, click [here](#).

If you believe there is an error, please email us at [stanfordgamblingstudy@gmail.com](mailto:stanfordgamblingstudy@gmail.com).

## Welcome Back

Hello, and welcome back to the Stanford Sports Betting Study! You're about to take the final survey of the study.

**After you complete this survey, we will review your responses and send your final study payment within 48 hours.**

Your final study payment includes the base participation payment plus any bonuses that you've earned.

We predict that this survey will take you **20 minutes**.

Since this survey is slightly longer than planned, **we have increased your base payment** from \$\$ {e://Field/ED\_orig\_study\_3\_payment} **to** \$\$ {e://Field/ED\_study\_3\_payment}.

## Refreshing your synced accounts

Before we begin, we ask you to **refresh your synced sportsbook account data**. You'll do that on the next screen.

It's important for our research that you refresh all synced sportsbooks ( $\{e://Field/main\_app\}$ ) before completing the rest of the survey.

We want to explain one aspect of this refresh procedure in detail.

Sometimes, to refresh your synced data, the SharpSports browser extension may attempt to open your account home pages in a new window. **If you interrupt the browser extension in some way (for example, by clicking a button in the new window or closing the new window), the refresh procedure will fail.**

So, on the next screen, we advise you that you:

1. Click the “refresh all accounts button.”
2. Follow any instructions from the SharpSports portal (for example, entering two-factor authentication information).
3. **Ignore any new windows** that arise until you see a confirmation that your accounts have been refreshed.
4. Proceed with the rest of the survey.

Before you proceed, please verify that you are ready to refresh your account data.

- I am ready to submit any **two-factor authentication codes** that will be sent to my phone.
- I have turned off any **pop-up blockers** and whitelisted ui.sharpsports.io for any **ad blockers** that I use.
- The [SharpSports browser extension](#) is active.

- I understand that **if I interrupt the browser extension while it is trying to refresh my data (for example, by closing the pop-up window for my sportsbook account), the refresh procedure will fail.**

## Intro

Great! Now it's time to refresh. Here's how to do that.

- Click the red "Manage Sportsbook Accounts" button. A popup window will appear with the SharpSports portal.
- Click the blue "Refresh All Accounts" button and follow instructions from SharpSports.
  - **Do not click this button multiple times in quick succession.** Doing that can cause errors.

You will see a green check mark next to each account that has been successfully refreshed. You can proceed when all check marks are green.

You may see messages like: **"There has been an update to the sportsbooks Terms of Service - Please accept and try again to refresh."**

- In this case, you must **log into the sportsbook and accept the changed terms of service.**
- In general, if you see messages like this, follow the instructions from SharpSports, and email Matt if you get stuck.

Manage Sportsbook Accounts

## Account Status

[X]: Not synced

[-]: Refresh needed

[✓]: Ready

If you are encountering technical issues, please read our troubleshooting guide

below or email Matt Brown at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu).

## Solving common issues

- **Be patient.** After you've clicked the refresh button, it can take up to a minute for the system to process the new data.
  - *If you see a persistent spinning icon with no other error messages, try again in 15 minutes. If it doesn't work twice, email Matt.*
- Be ready to submit any two-factor authentication codes that are sent to your phone.
- Make sure you've manually whitelisted [ui.sharpsports.io](https://ui.sharpsports.io) for any ad blockers and turn off popup blockers.
- The [SharpSports browser extension](#) must be active, or else the refresh will fail.
- You may see a notification that your account is **"paused" or "unverified."** In these cases, you'll have to **re-link your account by clicking a grey button that looks like this:**



Please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu) if you are stuck!

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Great! We're just going to take 10 seconds to process the new data, and then we can get started.

The first set of questions is about **wins and losses from betting.**

# OC

Consider the following hypothetical scenario.

Someone is going to flip a coin 100 times. The coin comes up heads half the time, and tails the other half.

Suppose that **you must bet \$1 on each coin toss**, by calling "heads" or "tails."

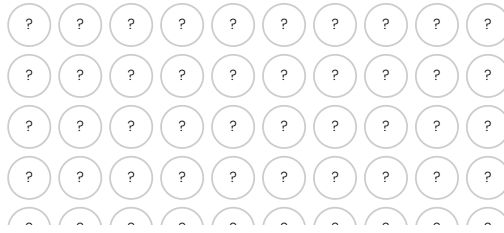
You get **fair odds** on these bets. If you choose correctly, you double your money and end up with \$2. If you choose incorrectly, you lose your dollar and end up with \$0.

In total, you wager \$100, since you bet \$1 on each coin toss. **On average, how much money would you gain or lose overall from these wagers?** Use the interface below to answer.

## Your fair wagers on 100 coin tosses

I would...

?	?	?	?	?	?	?	?	?	?
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?	?	?	?	?	?	?	?	?	?



That's not right. In this hypothetical situation, you'd get half of your bets right on average. This means you'd neither gain nor lose money.

Use the back button to adjust your answer.

That's right!

On average, you neither gain nor lose money. That's because:

- It's **impossible to predict the outcome** of the coin toss.
- You're getting **fair odds** -- you have a 50% chance to double or lose your money on each bet.
  - There are lots of terms for this concept. Another way to say it is: there was no "house edge," "vig," or "juice" on these hypothetical bets.

As you know, on both of these points, **sports betting is different from betting on coin tosses.**

- Outcomes of sports contests aren't random -- you can try to pick the winners and losers!
- You play with the odds given by the sportsbook.

In the next question, we will use a similar interface to ask about sports bets.

**In the 30-day period from May 10 to June 9**, how much did **you** gain or lose for every \$100 that you wagered on \$ {e://Field/main\_app}?

It's in your best interest to think carefully about your answer. That's because this question is eligible for an **accuracy bonus**. At the end of the last survey, we'll select one eligible question at random and use your answer to determine your accuracy bonus. **You'll be paid more if the chosen answer is closer to the truth!**

So, to clarify what we mean: this question is about how much you gained or lost **from all the wagers that you placed**.

- It doesn't matter whether you were wagering based on new deposits, bonus bets, or re-invested wagers.
- It doesn't matter whether you waited until the bet ended or if you "cashed out" instead.
- It doesn't matter whether you bet on your phone or the computer.

There are many ways to use sportsbooks, but this question is very simple: you gain on average if you get back more than you wager, and you lose on average if you get back less than you wager.

## **Your past sports bets on \$ {e://Field/main\_app}**

From May 10 to June 9, I...

Gained money on average

Broke even

Lost money on average

*We've removed the infographic because we didn't think it'd be helpful for this question*



That last question was about your winnings per \$100 wagered from May 10 to June 9.

Now, we'll ask: **in total**, how much did you win or lose from May 10 to June 9?

The difference is: we're not asking about your winnings or losses per dollar wagered. Instead, we're asking about how much you won or lost from bets **overall**.

## Your past sports bets on \${e://Field/main\_app} (Overall outcome)

From May 10 to June 9, I...

Gained money on average

Broke even

Lost money on average

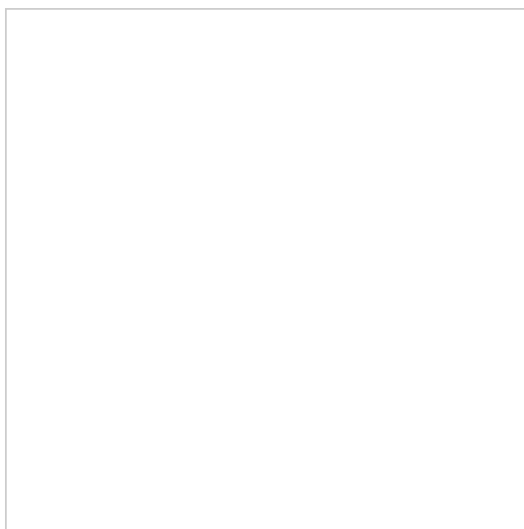
Answer carefully: this question is eligible for the accuracy bonus.

Finally, let's think about the **future**. How much do **you** expect to gain or lose for every \$100 that you wager on \${e://Field/main\_app} over the **next thirty days?**

As before, it may help to think about this with a hypothetical. You're given \$100 to bet on sports at \${e://Field/main\_app}. You can only wager that \$100 -- you can't re-invest your winnings or deposit more money. What do you expect to happen, on average?

## Your future sports bets on $\${e://Field/main\_app}$

I will...



You predicted that you'll  $\${e://Field/EWSign\_sports\_self}$   
 $\${e://Field/abs\_EW\_sports\_self}$  for every \$100 that you wager, on average.

There are no wrong answers. But do recognize that the sportsbooks would have to be taking a huge cut of every bet for the average net winnings to be consistently this low.

Was your response a mistake? You can use the back arrow to adjust your answers if you want.

You predicted that you'll \$ {e://Field/EWSign\_sports\_self} \$ \$ {e://Field/abs\_EW\_sports\_self} for every \$100 that you wager, on average.

There are no wrong answers. But for context, if you were truly winning this much, sports betting would be a much better investment than any stock market trading strategy we've heard of.

Was your response a mistake? You can use the back arrow to adjust your answers if you want.

## Predicting Future Wagers

The next set of questions is about **how much you bet on sports** with \$ {e://Field/main\_app}.

What types of sporting events have you bet on **since May 10?**

What types of sporting events, if any, are you likely to bet on **between now and July 10?**

Between May 10 and June 9, you wagered **\$\$ {e://Field/fmt\_handle\_wk\_30} per week** on \$ {e://Field/main\_app}.

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Looking forward, between now and July 10, do you think you will wager more or less than you've been wagering recently?

- I will wager **more** between now and July 10 than I've been wagering recently
- I will wager **less** between now and July 10 than I've been wagering recently
- I will wager **about the same** amount between now and July 10 as I've been wagering recently

Between May 10 and June 10, you wagered **\$\$ {e://Field/fmt\_handle\_wk\_30} per week** on \$ {e://Field/main\_app}

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Now, let's get more precise.

Between now and July 10, how much do you predict you will wager on \$ {e://Field/main\_app}?

dollars per week

You said you expected to wager less in the future compared to recent weeks.

But your prediction implies that you expect to wager more in the future than you've been wagering recently (you've averaged  $\$ \{e://Field/fmt\_handle\_wk\_30\}$ ).

Is this a mistake? You can use the back button to adjust your answers.

You said you expected to wager more in the future compared to recent weeks.

But your prediction implies that you expect to wager less in the future than you've been wagering recently (you've averaged  $\$ \{e://Field/fmt\_handle\_wk\_30\}$ ).

Is this a mistake? You can use the back button to adjust your answers.

*Saving results...*

## **Total Surplus**

Thanks!

There's **no right or wrong answer** to many of the questions that follow.

We ask you to think about the questions carefully because they are important for our research and **we want to know what you truly think.**

Do you promise to give your best answers to these questions?

- I will not give my best answers.
- Yes, I'm happy to help! I will provide my best answers.
- I can't promise either way.

How much would someone have to pay you to **completely stop all mobile sportsbook betting between now and July 10?**

**dollars**

You'd have to be paid **\$\$`{q://QID549/ChoiceTextEntryValue}`** to stop all mobile sportsbook betting between now and July 10.

How much would someone have to pay you to completely stop sportsbook betting **only on \$`{e://Field/main_app}`** between now and July 10?

**dollars**

**A small group of randomly selected participants will have the chance to extend this study until July 10.**

- If you are selected for the extended study, we'll pay you an additional \$25 after you take an extra "Survey 4" on July 10. This survey will be extremely short -- it will only last 3 minutes.

- Regardless of whether you're selected, you'll still receive your study payment for the main study at the end of this survey.

Our computer has already randomly selected five participants for the extended study. We'll now ask some questions about what you'd do if you're selected.

Please confirm that you understand.

- I understand. If I'm selected for the extended study, I'll be paid \$25 to take a short survey in 30 days.

**We're going to offer some of the participants in the extended study a real payment to stop all sportsbook betting on  $\{e://Field/main\_app\}$  between now and July 10.**

You would receive the payment on July 10, after you complete Survey 4. If you accept the offer, you'd agree to not place any sports bets on  $\{e://Field/main\_app\}$  between now and July 10, but you'd be able to bet again after Survey 4.

To be clear: if you are selected for the extended study and you accept this offer, it will become a **study requirement** that you wager \$0 on  $\{e://Field/main\_app\}$  sportsbook between now and July 10. Only participants who comply with study requirements will receive the full payment at the end of Survey 4. **So you should think carefully, and only accept the offer if the payment is large enough for you to actually stop sports betting.**

Please confirm your understanding.

- I understand. Stanford may offer me a payment to stop betting on  $\{e://Field/main\_app\}$  between now and July 10. I should only accept this offer if the payment is large enough to make it worthwhile.

If you're selected, the computer has randomly generated an amount of money to offer you to stop betting on  $\${e://Field/main\_app}$  sportsbook. Before we tell you what the randomly generated offer is, we will ask you the smallest offer you would be willing to accept.

- **If the offer the computer generated is above the amount you give, we will ask you to stop betting on  $\${e://Field/main\_app}$  sportsbook until July 10 and pay you the offered amount if you do.**
- **If the offer the computer generated is below the amount you give, we will not ask you to stop betting.**

Remember: the offer has already been drawn and will not change depending on the value you report.

We've designed this procedure so that **the best thing for you to do is report the lowest offer you'd be willing to accept**. So you should think about how much you'd have to be paid to stop betting.

As a reminder, you said earlier that you'd have to be paid  **$\${q://QID555/ChoiceTextEntryValue}$**  to stop betting on  $\${e://Field/main\_app}$  sportsbook between now and July 10.

Please consider carefully and then fill in your chosen number below.

*I would be willing to stop betting on  $\${e://Field/main\_app}$  sportsbook between now and July 10 if the offer is above*

dollars



*If the offer is below this amount, I prefer to not accept the offer and to continue betting on  $\{e://Field/main\_app\}$  sportsbook.*

You reported  $\{\$ \{q://QID558/ChoiceTextEntryValue\}\}$  as the smallest offer you would accept to stop betting on  $\{e://Field/main\_app\}$  sportsbook between now and July 10.

Please answer the following questions testing your understanding of the instructions

If I am selected and the computer generated an offer **below**  $\{\$ \{q://QID558/ChoiceTextEntryValue\}\}$ ,

- I will receive **\$25** upon completion of Survey 4, **regardless of whether I bet on  $\{e://Field/main\_app\}$  sportsbook.**
- It will become a study requirement that I **stop betting on  $\{e://Field/main\_app\}$  sportsbook** between now and July 10. If I do, I will receive **the offered amount as well as \$25** upon completion of survey 4.
- It will become a study requirement that I **stop betting on all sportsbooks** between now and July 30. If I do, I will receive **the offered amount as well as \$25** upon completion of survey 4.

If I am selected and the computer generated an offer **above**  $\{\$ \{q://QID558/ChoiceTextEntryValue\}\}$ ,

- I will receive **\$25** upon completion of Survey 4, **regardless of whether I bet on  $\{e://Field/main\_app\}$  sportsbook.**

- It will become a study requirement that I **stop betting on  $\{e://Field/main\_app\}$  sportsbook** between now and July 10. If I do, I will receive **the offered amount as well as \$25** upon completion of survey 4.
- It will become a study requirement that I **stop betting on all sportsbooks** between now and July 30. If I do, I will receive **the offered amount as well as \$25** upon completion of survey 4.

Are you happy with your answer ( $\{q://QID558/ChoiceTextEntryValue\}$ )?

**If yes, please go on with the survey.**

**If no, please go back by clicking on the back button below** and modify your answer.

This is your last chance to modify your answer. If you choose to proceed with the survey, you will not be able to come back and modify your answer.

Thank you! We will tell you at the end of this survey whether you were selected for the extended study, and whether you have received the offer.

As a reminder, we're selecting a total of 5 participants for the extended study.

One more question on this. We'd like to know **how your answer would change if the sports schedule were different.**

You said you will likely bet on the following sports:

$\${q://QID576/ChoiceTextEntryValue}$

**Imagine** a scenario where, instead, the sports schedule was similar to the schedule between Survey 1 and Survey 2 (**April 9th to May 9th**). As a reminder, in Survey 1, you predicted that you would bet on the following sports in that period:

$\${e://Field/S1_OE_future_events}$

In this scenario, would you have been more or less willing to stop betting?

- I would have been **more** willing to stop betting in this scenario. This means I would have required a smaller payment to stop.
- I would have been **less** willing to stop betting in this scenario. This means I would have required a larger payment to stop.
- I would have been **neither more nor less** willing to stop betting.

Great. Now, let's get more precise.

If the sports schedule was like the one between Survey 1 and Survey 2 (April 9 to May 9), how much would we have to pay you to stop betting on  $\${e://Field/main_app}$ ?

Reminders:

- From now to July 10, you'd probably bet on these sports:  
 $\${q://QID576/ChoiceTextEntryValue}$
- **Given the true sports schedule from now to July 10**, you said you'd be willing to accept any offer up to  **$\$\${q://QID558/ChoiceTextEntryValue}$** .
- When we asked you in Survey 1, you said you'd probably bet on these sports:  $\${e://Field/S1_OE_future_events}$
- On the last question, **when we asked what you'd do with this alternative sports schedule**, you said:  **$\$\${q://QID566/ChoiceGroup/SelectedChoices}$** "

I would have to be paid

dollars to stop betting on sports on  $\${e://Field/main\_app}$ , **if the sports schedule was like the one from April 9 to May 9.**

### **Bet Less Bonus No Extra Info**

Great. Before we move on, let's recap your betting activity on  $\${e://Field/main\_app}$ .

- Over the past thirty days, you wagered  $\$\${e://Field/fmt\_handle\_wk\_30}$  per week.
- Over the next thirty days, you predict that you will wager  $\$\${e://Field/fmt\_pred\_wager}$  per week.

You could also think about your betting activity in terms of **average daily betting.**

- Over the past thirty days, you wagered  **$\$\${e://Field/fmt\_handle\_day\_30}$  per day.**
- Over the next thirty days, you predict that you will wager  **$\$\${e://Field/fmt\_pred\_wager\_day}$  per day.**

Take a second to make sure you understand what betting activity in terms of wagers per day means. We'll be talking about average daily betting in the coming pages!

- I understand my betting activity in units of wagers per day. I'm ready to move on to the next section!

We're introducing a new version of the **Bet Less Bonus** for some participants.

**If you are selected for the extended study and you are NOT selected for the payment to stop betting on  $\${e://Field/main\_app}$** , you still might get paid to **reduce** your betting through the **Bet Less Bonus**. Here's how it works.

If you are selected, you will receive a  **$\$\${e://Field/WVB\_rate\_per\_ten\_less}$  payment for every \$10 that you reduce your average daily betting**, up to a maximum bonus of  $\$\${e://Field/WVB\_max}$ .

You'll only get paid if you wager **less than  $\$\${e://Field/fmt\_WVB\_benchmark}$  per day**, which is slightly more than how much you've been wagering recently.

For example:

- If you wagered  $\$\${e://Field/fmt\_WVB\_benchmark}$  or more per day over the next 30 days, you'd receive \$0 (since you didn't reduce your betting).
- If you wagered  $\$\${e://Field/WVB\_ex2a}$  per day over the next 30 days, you'd receive  $\$\${e://Field/WVB\_ex2b}$ .
- If you did not place any bets on  $\${e://Field/main\_app}$  in the next thirty days, you would receive  $\$\${e://Field/WVB\_max}$ .

We're interested in **how much the Bet Less Bonus would reduce your betting on the specified apps**.

Remember: without the Bet Less Bonus, you predicted that you would wager  **$\$\${e://Field/pred\_wager\_day}$  per day** over the next thirty days.

**If you're selected for the Bet Less Bonus**, how much do you predict you would reduce your betting over the next thirty days?

I would wager \$  per day over the next thirty days if selected for the

Bet Less Bonus.

This means I would earn a Bet Less Bonus of  dollars.

We're interested in **how the size of the Bet Less Bonus would affect your answer.**

The Bet Less Bonus from before is a **\$6 payment for every \$10 that you reduce your average daily betting**. As we've described, that's the same as a **\$0.02 payment for every \$1 that you reduce your total wagers**.

You predicted that:

- You'd wager **\$\$ $\{e://Field/fmt\_pred\_wager\_day\}$  per day if you did not get this bonus**
- You'd wager **\$\$ $\{e://Field/WVB\_pred\_wager\}$  per day if you did get this bonus.**

How much would you wager if the payments were larger or smaller?

If I was paid:

- **\$0** for every \$10 that I reduce my average daily betting
- **\$0** for every \$1 that I reduce my wagers in total  dollars per day

I would wager...

If I was paid:

- **\$3** for every \$10 that I reduce my average daily betting
- **\$0.01** for every \$1 that I reduce my wagers in total

dollars per day

I would wager...

If I was paid:

- **\$6** for every \$10 that I reduce my average daily betting
- **\$0.02** for every \$1 that I reduce my wagers in total

dollars per day

I would wager...

If I was paid:

- **\$12** for every \$10 that I reduce my average daily betting
- **\$0.04** for every \$1 that I reduce my wagers in total

dollars per day

I would wager...

If I was paid:

- **\$25** for every \$10 that I reduce my average daily betting
- **\$0.083** for every \$1 that I reduce my wagers in total

dollars per day

I would wager...

## Hypothetical Price Responses

Thanks! We're now going to ask how the amount you bet would change in some hypothetical scenarios.

*You predict that you'll  $\{e://Field/EWSign\_sports\_self\}$   $\{\{e://Field/abs\_EW\_sports\_self\}$  for every \$100 that you wager.*

Suppose that **all sportsbooks made their odds 2% worse for an extended period of time.**

Assuming that you don't get better or worse at betting, this means that you'd expect to  $\{e://Field/EWSign\_sports\_self\_m2\}$   $\{\{e://Field/abs\_EW\_sports\_self\_m2\}$  for every \$100 that you wager instead of  $\{e://Field/EWSign\_sports\_self\_gerund\}$   $\{\{e://Field/abs\_EW\_sports\_self\}$ .

How much, if at all, would you reduce your betting? Please give an answer **in percent terms.**

In this scenario, I would reduce my betting by

percent

*You predict that you'll  $\{e://Field/EWSign\_sports\_self\}$   $\{\{e://Field/abs\_EW\_sports\_self\}$  for every \$100 that you wager.*

Suppose you learned that **you were 2% worse at making money betting than you'd thought.**

Assuming that sportsbooks haven't changed their odds, this means that you



should expect to \$ {e://Field/EWSign\_sports\_self\_m2}  
 \$\$ {e://Field/abs\_EW\_sports\_self\_m2} for every \$100 that you wager instead  
 of  
 \$ {e://Field/EWSign\_sports\_self\_gerund} \$\$ {e://Field/abs\_EW\_sports\_self}.

How much, if at all, would you reduce your betting? Please give an answer **in percent terms**.

In this scenario, I would reduce my betting by

percent

*You predict that you'll \$ {e://Field/EWSign\_sports\_self}  
 \$\$ {e://Field/abs\_EW\_sports\_self} for every \$100 that you wager.*

Suppose two things happened at the same time:

- You learned that **you were 2% WORSE at making money betting than you'd thought.**
- **All sportsbooks suddenly made their odds 2% BETTER for an extended period of time.**

If this happened, your expected winnings wouldn't change: you'd still expect to \$ {e://Field/EWSign\_sports\_self} \$\$ {e://Field/abs\_EW\_sports\_self} for every \$100 that you wager.

Would these events change the amount that you wager?

- I would **not change** the amount that I bet in this scenario.
- I would bet **more** in this scenario.
- I would bet **less** in this scenario.

By how much would you increase the amount that you bet? We reproduce the text of the scenario below.

In this scenario, I would increase my betting by

percent

By how much would you reduce the amount that you bet? We reproduce the text of the scenario below.

In this scenario, I would reduce my betting by

percent

### Scenario Reminder

Suppose two things happened at the same time:

- You learned that **you were 2% WORSE at making money betting than you'd thought.**
- **All sportsbooks suddenly made their odds 2% BETTER for an extended period of time.**

If this happened, your expected winnings wouldn't change: you'd still

expect to \$ {e://Field/EWSign\_sports\_self}  
 \$\$ {e://Field/abs\_EW\_sports\_self} for every \$100 that you wager.

### Survey Qs

Bettors in the U.S. can choose from many sportsbooks.

**When choosing among sportsbooks that are available in your state,**  
how important are the following features to you?

	Not at all important	Slightly important	Moderately important	Very important	Extremely important
The quality of the odds (sometimes called the "juice" or the "house cut")	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The ease with which you can navigate the app	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The variety of bets available	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The quality of promotions and bonuses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The ability to view summaries of past betting activity and winnings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The availability of responsible gambling tools, such as voluntary limits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Whether your friends use the sportsbook	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

To what extent do you agree with the following statements?

I'd be equally happy if I won money by getting lucky instead of winning money by skillfully placing bets.

Strongly disagree      Somewhat disagree      Neither agree nor disagree      Somewhat agree      Strongly agree

When I bet, I care more about feeling that I am good at predicting sports outcomes than I care about winning money.

Strongly disagree      Somewhat disagree      Neither agree nor disagree      Somewhat agree      Strongly agree

To what extent do you think sports betting makes your life better or worse?

Makes life worse      Neutral      Makes life better

-5 -4 -3 -2 -1 0 1 2 3 4 5

To what extent do you agree with the following statements?

	Strongly disagree	Disagree	Neither agree nor disagree	Agree	Strongly agree
In the last 30 days, I felt in control of my sports betting behavior.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In the last 30 days, I was honest with my family and/or friends about the amount of <b>money</b> I spent sports betting.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In the last 30 days, I was honest with my family and/or friends about the amount of <b>time</b> I spent sports betting.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In the last 30 days, I only bet on sports with <b>money</b> that I could afford to lose.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In the last 30 days, I only spent <b>time</b> sports betting that I could afford to lose.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Between May 10 and June 10**, how much money did you wager **per week** using methods other than your synced accounts? Provide your best estimate.

For reference, **you wagered  $\$ \{e://Field/fmt\_handle\_wk\_30\}$  per week on  $\$ \{e://Field/main\_app\}$**  in this time period.

Mobile sports betting on platforms <b>other than <math>\\$ \{e://Field/main\_app\}</math></b>	\$ <input type="text" value="0"/>
Lottery tickets (for example, Powerball, Mega Millions, scratch offs, or daily numbers games)	\$ <input type="text" value="0"/>
In-person casino games	\$ <input type="text" value="0"/>
Unofficial in-person betting activities	\$ <input type="text" value="0"/>
Non-sports betting on mobile platforms (for example, mobile casino betting or online poker)	\$ <input type="text" value="0"/>
Other sports contests on mobile platforms (for example, daily fantasy sports)	\$ <input type="text" value="0"/>

In-person sportsbooks

\$ 0

Total

\$ 0

## Experimenter Demand

There are only a few questions left, which are about your experience in the study. Your payment will not depend on your responses to any of these questions!

How has your mobile sportsbook use changed as a result of being in this study?

In what ways have these changes in your mobile sportsbook use made your life **better**?

In what ways have these changes in your mobile sportsbook use made your life **worse**?

If you could change one thing about the way that mobile sportsbooks worked (other than making bonuses larger or improving the odds), what would it be?

What do you think was the purpose of this study?

Do you think that the researchers in this study would like to find a particular pattern of results?

- Yes**, I think they want to show that sports betting is **bad** for people.
- Yes**, I think they want to show that sports betting is **good** for people.
- No**, I don't think they'd prefer to find any particular pattern of results.

Please state the extent to which you agree or disagree with the following statements.

If chosen, it is easy for me to earn a large Bet Less Bonus, because **I can place bets on apps that I hadn't synced to the study.**

Strongly disagree       Somewhat disagree       Neither agree nor disagree       Somewhat agree       Strongly agree

**If am chosen for the Bet Less Bonus**, I will assume that the researchers want me to reduce my betting. Therefore, **I will feel extra pressure** to do that.

Strongly disagree       Somewhat disagree       Neither agree nor disagree       Somewhat agree       Strongly agree

**On Survey 1, I didn't think much about the size of the Bet Less Bonus.** If, instead of a \$6 payment for every \$10 that I reduced my average daily betting, I had been offered a \$3 or \$10 payment instead, I probably would have reduced my betting by about the same amount.

Strongly disagree       Somewhat disagree       Neither agree nor disagree       Somewhat agree       Strongly agree

## Bonus Comprehension

You were selected to receive the Bet Less Bonus in Survey 1. So, you will receive a payment for reducing the amount you wagered between Survey 1 and Survey 2.

Were you also paid to reduce your betting between Survey 2 and Survey 3?



- No, I was paid to reduce my betting **for only the thirty-day period between Survey 1 and Survey 2.**
- Yes, I was also paid to reduce my betting over the last 30 days.

That's right!

We'll now ask about the size of the bonus.

That's not right. You were only paid to reduce your betting between Survey 1 and Survey 2.

We'll now ask about the size of the bonus.

We told you we'd pay you for reducing your wagers below **\$\$ {e://Field/ED\_bonus\_benchmark\_wk} per week**, and you ended up wagering **\$\$ {e://Field/ED\_wager\_wk\_1} per week**.

How much money do you expect to receive from the Bet Less Bonus?

dollars

In fact, you'll receive \$\$ {e://Field/ED\_bonus\_payment}.

You reduced your average weekly betting by

$\$\$ \{e://Field/ED\_bonus\_cons\_reduction\_wk\}$ . This means you reduced your average daily betting by  $\$\$ \{e://Field/ED\_bonus\_cons\_reduction\_day\}$ .

The bonus pays \$6 for every \$10 that you reduce your daily betting.

$\$ \{e://Field/ED\_bonus\_cap\_message\}$

Therefore, you'll receive  $\$\$ \{e://Field/ED\_bonus\_payment\}$ .

### **Bonus Comprehension No Data**

You were selected to receive the Bet Less Bonus in Survey 1. So, you will receive a payment for reducing the amount you wagered between Survey 1 and Survey 2.

Were you also paid to reduce your betting between Survey 2 and Survey 3?

- No, I was paid to reduce my betting **for only the thirty-day period between Survey 1 and Survey 2.**
- Yes, I was also paid to reduce my betting over the last 30 days.

We used the refreshed data on your betting activity on Survey 2 to calculate the size of the bonus. Unfortunately, our data on your betting activity was **incomplete.**

Since we want to be fair, we'll still pay you a bonus. The average Bet Less Bonus for other participants was  $\$\$ \{e://Field/ED\_bonus\_payment\}$ . Therefore, we'll add  $\$\$ \{e://Field/ED\_bonus\_payment\}$  to your payment.

## Payment

**The computer did not select you to participate in the extended study. Therefore, this is your final survey.**

We'll now compute your accuracy bonus and tell you about your final payment.

**The computer selected you to participate in the extended study.** We'll follow up with you about that over email by the end of the week.

We'll now compute your accuracy bonus and tell you about your payment for the first three surveys.

00

*We calculate your accuracy bonus by comparing your answer to the truth on the selected eligible question. The maximum accuracy bonus is \$5.*

*We'll show you your final payment in a few seconds.*

You earned an accuracy bonus of \$\$ {e://Field/ED\_acc\_bonus} (the maximum bonus was \$5, so that bonus means that your answer for the selected question was \$ {e://Field/ED\_acc\_qual\_descriptor})

Totaling up all of your remaining payments, you'll receive a final payment of \$\$ {e://Field/ED\_grand\_total\_payment}.

**After you complete the survey,** we'll email your payment within 48 hours. We include a table below that summarizes how we computed your final payment. If you have any questions about your payments, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu).

Source	Amount
Payment for Surveys 2 and 3	\$\$ {e://Field/ED_study_3_payment}
Accuracy Bonus	\$\$ {e://Field/ED_acc_bonus}
Bet Less Bonus	\$\$ {e://Field/ED_bonus_payment}
<b>Total</b>	<b>\$\$ {e://Field/ED_grand_total_payment}</b>

*Note: this number doesn't include any referral bonuses. If you earned referral bonuses, we'll send those at the end of June, once we've finished processing the data.*

**Please proceed by clicking the "next" button.**

### Coin Toss Counted

**You were the lucky participant who had the chance to flip a coin for \$100.**

Based on your answer for the "row that counted," we flipped the coin for you, and it came up heads. **That means we will add an extra \$100 to your payment. Congratulations!**

Your final payment will be \$\$ {e://Field/ED\_grand\_total\_with\_coin}.

## **Limit Video DK**

There is one last thing to do before you submit the survey and receive your payment.

In Survey 1, we asked you to set a weekly wager limit on DraftKings. **To verify that you actually did this, we ask you to upload a screenshot of your limit history page on DraftKings.**

On the next page, we'll give you detailed video instructions about how to find this page.

*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

## **Limit History Screenshot Instructions**

Please follow these instructions to take a screenshot of your limit history on DraftKings.

## **Mobile App Guide**

**Limit History Screenshot  
Instructions - DK Mobile**



**Website Guide** (log in at [DraftKings Sportsbook](#))

**DraftKings Desktop Limits**



*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

Please upload the screenshot here.

## Limit Video FD

There is one last thing to do before you submit the survey and receive your payment.

In Survey 1, we asked you to set a weekly wager limit on Fanduel. **To verify that you actually did this, we ask you to upload a screenshot of your limit history page on Fanduel.**

On the next page, we'll give you detailed video instructions about how to find this page.

*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

## Limit History Screenshot Instructions

Please follow these instructions to take a screenshot of your limit history on Fanduel.

### Mobile App Guide

**Limit History Screenshot  
Instructions - DK Mobile**



**Website Guide** (log in at [Fanduel Sportsbook](#))

**Limit History Screenshot Instructions - FD Desktop**



*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*



Please upload the screenshot here.

## Limit Video Caesars

There is one last thing to do before you submit the survey and receive your payment.

In Survey 1, we asked you to set a weekly wager limit on Caesars. **To verify that you actually did this, we ask you to upload a screenshot of your limit history page on Caesars.**

On the next page, we'll give you detailed video instructions about how to find this page.

*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

## Limit History Screenshot Instructions

Please follow these instructions to take a screenshot of your limit history on Caesars.

### Mobile App Guide

**Limit History Screenshot  
Instructions - Caesars Mobile**



**Website Guide** (log in at [Caesars Sportsbook](#))

**Limit History Screenshot Instructions - Caesars Desktop**



*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

Please upload the screenshot here.

## Limit Video MGM

There is one last thing to do before you submit the survey and receive your payment.

In Survey 1, we asked you to set a weekly wager limit on BetMGM. **To verify that you actually did this, we ask you to upload a screenshot of your limit history page on BetMGM.**

On the next page, we'll give you detailed video instructions about how to find this page.

*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

## Limit History Screenshot Instructions

Please follow these instructions to take a screenshot of your limit history on BetMGM.

### Mobile App Guide

Limit History Screenshot  
Instructions - BetMGM Mobile



**Website Guide** (log in at [BetMGM](#))

Limit History Screenshot Instructions - BetMGM Desktop



*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

Please upload the screenshot here.

## Limit Video ESPN

There is one last thing to do before you submit the survey and receive your payment.

In Survey 1, we asked you to set a weekly wager limit on ESPN BET. **To verify that you actually did this, we ask you to upload a screenshot of your limit history page on ESPN BET.**

On the next page, we'll give you detailed video instructions about how to find this page.

*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

## Limit History Screenshot Instructions

Please follow these instructions to take a screenshot of your limit history on ESPN BET.

### Mobile App Guide

**Limit History Screenshot  
Instructions - ESPN Mobile**



**Website Guide** (log in at [ESPN BET](#))

**Limit History Screenshot Instructions - ESPN Desktop**



*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

Please upload the screenshot here.

## Limit Video HR

There is one last thing to do before you submit the survey and receive your payment.

In Survey 1, we asked you to set a weekly wager limit on HardRock. **To verify that you actually did this, we ask you to upload a screenshot of your limit history page on HardRock.**

On the next page, we'll give you detailed video instructions about how to find this page.

*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*

## Limit History Screenshot Instructions

Please follow these instructions to take a screenshot of your limit history on Hard Rock Bet.

### Mobile App Guide

**Limit History Screenshot  
Instructions - HardRock Mobile**



**Website Guide** (log in at [Hard Rock Bet](#))

**Limit History Screenshot Instructions - HardRock Desktop**



*If you have any questions or concerns, please email Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu)*



Please upload the screenshot here.

## Conclusion

**Make sure to click the next arrow to submit your survey responses.**

Our team is grateful for your time and attention, and we'll send you your payment within 48 hours.

If you have any questions about the study, your payments, or SharpSports, please reach out to Matt at [mbrown35@stanford.edu](mailto:mbrown35@stanford.edu). We typically reply within 24 hours.

Let us know if you have any other feedback, especially if you found parts of this survey confusing.



If you are concerned that you or a loved one may have a gambling problem, here are some resources.

- Visit the [website of the National Council on Problem Gambling](#)
- Call a hotline dedicated to helping people with gambling problems
  - National hotline: 1-800-GAMBLER
  - Many states have their own hotlines: see state-specific hotlines [here](#)

- Begin an online chat session [here](#)

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