# Appendix 1: Survey Questions

This section lists the questions as they are used throughout this document. Additionally, each question has been assigned an abbreviated name for simpler reference.

**Demographic data:**

Q1: Banker/Non-banker?

Q2: Years' experience in banking?

Q3: Please describe your job or title

Q4: Your Age?

Q5: Gender Identification?

Q6: Educational level completed?

**The Main Data:**

**Individual risk scenario:**

Q7: You unlawfully take $10 for your own use. There is an absolute certainty of being caught (100 per cent), but you do not have to pay that money back and a fixed fine is the only form of punishment and you know about the level of the fine before you took the sum – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 dollars.

Q8: Exactly the same scenario as the immediate question above but if there is a 50 per cent chance of being caught (meaning every other time you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 dollars.

Q9: Exactly the same scenario as the immediate question above but if there is a 25 per cent chance of being caught (meaning seven out of eight times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of: 0,1,5,10,20,30,40,50,60,70,80 dollars.

Q10: Exactly the same scenario as the immediate question above but if there is a 12.5 per cent chance of being caught (meaning seven out of eight times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of: 0,1,5,10,20,30,40,50,60,70,80 dollars.

**Assisted risk scenario:**

Q11: You unlawfully take $10 for your own use. There is a 100 per cent chance of being caught, but you do not have to pay that money back and a fixed fine is the only form of punishment and you know about the level of the fine before you stole anything. The stolen money is invested in a rock-solid investment. You are alerted to potential discovery by the authorities, so you quickly borrow $10 from a friend and replace that which you stole – so that it appears that nothing was taken. The investment pays you $10 profit and you agree to pay your friend fully back the $10 he lent you to cover the money you took and also half the money of the profit ($5). *What is the minimum amount of fine that would deter you from again taking the 10 dollars*?

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 dollars.

Q12: Exactly the same scenario as immediate question above but if there is a 50 per cent chance of being caught (meaning every other time you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 dollars.

Q13: Exactly the same scenario as the immediate question above but if there is a 25 per cent chance of being caught (meaning three out of four times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 dollars.

Q14: Exactly the same scenario as the immediate question above but if there is a 12.5 per cent chance of being caught (meaning seven out of eight times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars*?

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 dollars.

**Banking context scenario:**

Q15: You work for a Bank and direct your Bank to use 10 million dollars the law said must stay in the Bank to provide stability and the Bank makes a profit from investing this money of 10 million dollars. There is a 100 per cent chance of being caught but you do not have to pay that money back. *What is the lowest fine to your bank that would deter you from directing your bank to repeat this practice?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 million dollars.

Q16: Exactly the same scenario as the immediate question above but if there is a 50 per cent chance of being caught (meaning every other time you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to unlawfully use 10 million dollars?*
Answers select one of 0,1,5,10,20,30,40,50,60,70,80 million dollars.

Q17: Exactly the same scenario as the immediate question above but if there is a 25 per cent chance of being caught (meaning three out of four times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to unlawfully use 10 million dollars?*
Answers select one of 0,1,5,10,20,30,40,50,60,70,80 million dollars.

Q18: Exactly the same scenario as the immediate question above but if there is a 12.5 per cent chance of being caught (meaning seven out of eight times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 million dollars?*
Answers select one of 0,1,5,10,20,30,40,50,60,70,80 million dollars.

**Salary-liable scenario:**
Q19: You work for a Bank and have directed your Bank to use 10 million dollars the law said must stay in the Bank to provide stability and the Bank made a profit from investing this money of 10 million dollars and had a 100 per cent chance of being caught but you do not have to pay that money back. *Assuming you get paid by a salary (maximum 80,000 dollars)*

*what is the lowest fine to your salary that would deter you from directing your bank to repeat this practice?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

Q20: Exactly the same scenario as the immediate question above but if there is a 50 per cent chance of being caught (meaning every other time you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 million dollars?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

Q21: Exactly the same scenario as the immediate question above but if there is a 25 per cent chance of being caught (meaning three out of four times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 million dollars?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

Q22: Exactly the same scenario as the immediate question above but if there is a 12.5 per cent chance of being caught (meaning seven out of eight times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

**Bonus-liable scenario:**

Q23: You work for a Bank and have directed your Bank to use 10 million dollars the law said must stay in the Bank to provide stability, and the Bank made a profit from investing this money of 10 million dollars, and there was a 100 per cent chance of being caught but you do not have to pay that money back. *Assuming you still get your usual salary, what is the lowest fine to your personal bonus (maximum 80,000 dollars) that would deter you from directing your bank to repeat this practice?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

Q24: Exactly the same scenario as the immediate question above but if there is a 50 per cent chance of being caught (meaning every other time you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 million dollars?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

Q25: Exactly the same scenario as the immediate question above but if there is a 25 per cent chance of being caught (meaning three out of four times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 million dollars?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

Q26: Exactly the same scenario as the immediate question above but if there is a 12.5 per cent chance of being caught (meaning seven out of eight times you will get away with it) but you do not have to pay that money back – *what is the minimum amount of fine that would deter you from again attempting to take 10 dollars?*

Answers select one of 0,1,5,10,20,30,40,50,60,70,80 thousand dollars.

**Deterring factors data:**

E1: Which of the following would be the most likely to *deter* you from borrowing money beyond your lawful capital adequacy reserve level:

- Damage to the bank's reputation
- Damage to your personal reputation
- Heavier fines
- More frequent inspections
- Personal liability for a fine

E2: So your number 1 deterrent was … What is your number 2 choice?

E3: So far… Your number 1 deterrent was … Your number 2 deterrent was … What is your number 3 choice?

E4: So far. Your number 1 deterrent was … Your number 2 deterrent was … Your number 3 deterrent was … What is your number 4 choice?

E5: So far. Your number 1 deterrent was … Your number 2 deterrent was … Your number 3 deterrent was … Your number 4 deterrent was … What is your number 5 choice?

**Validation data:**

V1 (Originally placed at position 'N' in the online version of the survey after question Q14): Recent research on decision-making shows that choices are affected by context. Specifically, we are interested in whether you actually take the time to read the instructions. To show that you have read the instructions, please check only the "None of the above" option as your answer:

V2.1, V2.2, V2.3, V2.4, V2.5 Each field stored how many times answers E1, E2, E3, E4, E5 were chosen in the ranking questions E1-E5. Choosing a question more than once implies a duplicate.

V3: Duplicates – how many of the answers in E1-E5 were given more than once.

V4: To recap, below are your choices. Are they correct? Please make sure you don’t have any repeats. Your number 1 deterrent was … Your number 2 deterrent was … Your number 3 deterrent was … Your number 4 deterrent was … Your number 5 deterrent was …
All answers can be selected from the options given.