

Question Number 71

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 55 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 16 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |---|---|---|---|---|---|---|---| Strongly
21 : prefer About the same prefer
22 :
23 :
24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

Question Number 72

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 55 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 15.6 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |---|---|---|---|---|---|---|---| Strongly
21 : prefer About the same prefer
22 :
23 :
24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

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1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS                75 out of 100,000                55 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT                15 out of 100,000                15.3 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 | Strongly |---|---|---|---|---|---|---|---| Strongly
21 | prefer   |   |   |   |   |   |   |   | prefer
22 |                About the same
23 |
24 |                MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 |

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1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS                75 out of 100,000                55 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT                15 out of 100,000                15.1 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 | Strongly |---|---|---|---|---|---|---|---| Strongly
21 | prefer   |   |   |   |   |   |   |   | prefer
22 |                About the same
23 |
24 |                MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 |

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Question Number 75

1 ;
2 ; Remember that CURRENTLY
3 ; --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ; -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 ;
6 ; WHICH AREA DO YOU PREFER?
7 ; YOUR
8 ; CHANCE AREA A AREA B
9 ;
10 ; OF CHRONIC
11 ; BRONCHITIS 75 out of 100,000 55 out of 100,000
12 ;
13 ; OF DYING IN AN
14 ; AUTO ACCIDENT 15 out of 100,000 15 out of 100,000
15 ;
16 ;
17 ; AREA A AREA B
18 ;
19 ; 3 2 1 0 1 2 3
20 ; Strongly |---|---|---|---|---|---|---|---| Strongly
21 ; prefer About the same prefer
22 ;
23 ;
24 ; MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 ;

Question Number 76

1 ;
2 ;
3 ; WHICH AREA DO YOU PREFER?
4 ; YOUR
5 ; CHANCE AREA A AREA B
6 ;
7 ; OF CHRONIC
8 ; BRONCHITIS 75 out of 100,000 55 out of 100,000
9 ;
10 ; OF DYING IN AN
11 ; AUTO ACCIDENT 15 out of 100,000 15 out of 100,000
12 ;
13 ;
14 ; AREA A AREA B
15 ;
16 ; 3 2 1 0 1 2 3
17 ; Strongly |---|---|---|---|---|---|---|---| Strongly
18 ; prefer About the same prefer
19 ;
20 ; YOU PREFERRED AREA A EVEN THOUGH AREA B IS BETTER ON CHRONIC
21 ; BRONCHITIS AND BOTH AREAS ARE THE SAME ON AUTO DEATH.
22 ;
23 ; I AM GOING TO ASK YOU TO ANSWER THESE QUESTIONS AGAIN.
24 ;
25 ; PRESS ANY KEY...

Question Number 79

1 :
 2 : Remember that CURRENTLY
 3 : --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
 4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
 5 :

6 : WHICH AREA DO YOU PREFER?

7 : YOUR
 8 : CHANCE AREA A AREA B
 9 :
 10 : OF CHRONIC
 11 : BRONCHITIS 75 out of 100,000 95 out of 100,000
 12 :
 13 : OF DYING IN AN
 14 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
 15 :

16 :
 17 : AREA A AREA B
 18 :
 19 : 3 2 1 0 1 2 3
 20 : Strongly |---|---|---|---|---|---|---|---|---|---| Strongly
 21 : prefer About the same prefer

22 : You prefer Area A. In the next screen I will LOWER your chance of
 23 : developing CHRONIC BRONCHITIS in Area B from 95 to 90 out of 100,000.
 24 : Think about how your preference rating would change.
 25 : PRESS ANY KEY TO CONTINUE...

Question Number 80

1 :
 2 : Remember that CURRENTLY
 3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
 4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
 5 :

6 : WHICH AREA DO YOU PREFER?

7 : YOUR
 8 : CHANCE AREA A AREA B
 9 :
 10 : OF CHRONIC
 11 : BRONCHITIS 75 out of 100,000 90 out of 100,000
 12 :
 13 : OF DYING IN AN
 14 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
 15 :

16 :
 17 : AREA A AREA B
 18 :
 19 : 3 2 1 0 1 2 3
 20 : Strongly |---|---|---|---|---|---|---|---|---|---| Strongly
 21 : prefer About the same prefer

22 :
 23 :
 24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
 25 :

Question Number 01

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 85 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |---|---|---|---|---|---|---|---| Strongly
21 : prefer About the same prefer
22 :
23 :
24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

Question Number 02

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 80 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |---|---|---|---|---|---|---|---| Strongly
21 : prefer About the same prefer
22 :
23 :
24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

Question Number 33

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1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 :           WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE           AREA A           AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS      75 out of 100,000   78 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT   15 out of 100,000   11 out of 100,000
15 :
16 :
17 :           AREA A           AREA B
18 :
19 :           3     2     1     0     1     2     3
20 : Strongly |---|---|---|---|---|---|---|---|---| Strongly
21 : prefer   |                         About the same                         | prefer
22 :
23 :
24 :           MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

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Question Number 34

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1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 :           WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE           AREA A           AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS      75 out of 100,000   77 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT   15 out of 100,000   11 out of 100,000
15 :
16 :
17 :           AREA A           AREA B
18 :
19 :           3     2     1     0     1     2     3
20 : Strongly |---|---|---|---|---|---|---|---|---| Strongly
21 : prefer   |                         About the same                         | prefer
22 :
23 :
24 :           MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

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Question Number 35

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 16 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |---|---|---|---|---|---|---|---| Strongly
21 : prefer About the same prefer
22 :
23 :
24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :

Question Number 36

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 75 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |---|---|---|---|---|---|---|---| Strongly
21 : prefer About the same prefer
22 :
23 :
24 : MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 :


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1 ;
2 ; Remember that CURRENTLY
3 ; -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ; -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 ;
6 ;           WHICH AREA DO YOU PREFER?
7 ; YOUR
8 ; CHANCE           AREA A           AREA B
9 ;
10 ; OF CHRONIC
11 ; BRONCHITIS      75 out of 100,000   95 out of 100,000
12 ;
13 ; OF DYING IN AN
14 ; AUTO ACCIDENT   15 out of 100,000   12 out of 100,000
15 ;
16 ;
17 ;           AREA A           AREA B
18 ;
19 ;           3     2     1     0     1     2     3
20 ; Strongly |-----|-----|-----|-----|-----| Strongly
21 ; prefer   |-----|-----|-----|-----|-----| prefer
22 ;           |-----|-----|-----|-----|-----|
23 ;           |-----|-----|-----|-----|-----|
24 ;           MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 ;

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1 ;
2 ; Remember that CURRENTLY
3 ; -- YOUR chance of CHRONIC BRONCHITIS IS 100 out of 100,000 every year
4 ; -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 ;
6 ;           WHICH AREA DO YOU PREFER?
7 ; YOUR
8 ; CHANCE           AREA A           AREA B
9 ;
10 ; OF CHRONIC
11 ; BRONCHITIS      75 out of 100,000   95 out of 100,000
12 ;
13 ; OF DYING IN AN
14 ; AUTO ACCIDENT   15 out of 100,000   13 out of 100,000
15 ;
16 ;
17 ;           AREA A           AREA B
18 ;
19 ;           3     2     1     0     1     2     3
20 ; Strongly |-----|-----|-----|-----|-----| Strongly
21 ; prefer   |-----|-----|-----|-----|-----| prefer
22 ;           |-----|-----|-----|-----|-----|
23 ;           |-----|-----|-----|-----|-----|
24 ;           MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 ;

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```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS IS 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS           75 out of 100,000           95 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT 15 out of 100,000           14 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 | Strongly |---|---|---|---|---|---|---|---| Strongly
21 | prefer   |   |   |   |   |   |   |   | prefer
22 |
23 |
24 |                MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 |

```

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS           75 out of 100,000           95 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT 15 out of 100,000           14.4 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 | Strongly |---|---|---|---|---|---|---|---| Strongly
21 | prefer   |   |   |   |   |   |   |   | prefer
22 |
23 |
24 |                MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 |

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Question Number 96

1 ;
2 ; Remember that CURRENTLY
3 ; -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ; -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 ;
6 ; WHICH AREA DO YOU PREFER?
7 ; YOUR
8 ; CHANCE AREA A AREA B
9 ;
10 ; OF CHRONIC
11 ; BRONCHITIS 75 out of 100,000 95 out of 100,000
12 ;
13 ; OF DYING IN AN
14 ; AUTO ACCIDENT 15 out of 100,000 15 out of 100,000
15 ;
16 ;
17 ; AREA A AREA B
18 ;
19 ; 3 2 1 0 1 2 3
20 ; Strongly |---|---|---|---|---|---|---|---| Strongly
21 ; prefer About the same prefer
22 ;
23 ;
24 ; MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 ;

Question Number 97

1 ;
2 ; WHICH AREA DO YOU PREFER?
3 ; YOUR
4 ; CHANCE AREA A AREA B
5 ;
6 ; OF CHRONIC
7 ; BRONCHITIS 75 out of 100,000 95 out of 100,000
8 ;
9 ; OF DYING IN AN
10 ; AUTO ACCIDENT 15 out of 100,000 15 out of 100,000
11 ;
12 ;
13 ; AREA A AREA B
14 ;
15 ; 3 2 1 0 1 2 3
16 ; Strongly |---|---|---|---|---|---|---|---| Strongly
17 ; prefer About the same prefer
18 ;
19 ;
20 ; YOU PREFERRED AREA B EVEN THOUGH AREA A IS BETTER ON CHRONIC
21 ; BRONCHITIS AND BOTH AREAS ARE THE SAME ON AUTO DEATH.
22 ;
23 ; I AM GOING TO ASK YOU TO ANSWER THESE QUESTIONS AGAIN.
24 ;
25 ; PRESS ANY KEY...

Question Number 58

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
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11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

Areas differ not only in YOUR chance of getting
CHRONIC BRONCHITIS, but also in your COST OF LIVING.

In this section, I will ask you to compare AREA A
and AREA B which differ only in:

- * YOUR chance of developing CHRONIC BRONCHITIS
- * YOUR COST OF LIVING

PRESS ANY KEY...

Question Number 59

1 :
2 :
3 :
4 :
5 :
6 :
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9 :
10 :
11 :
12 :
13 :
14 :
15 :
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17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

By your COST OF LIVING I mean how much you pay for the things
you buy every year. For example, an increase of \$100 in the
cost of living means that to get the same things you
enjoy today, you would have to pay an extra \$100 per year.

I will ask you to indicate your preferences for living in
areas that differ from your current area in your chance of
getting CHRONIC BRONCHITIS and in your COST OF LIVING.

PRESS ANY KEY...

Question Number 100

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1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 55 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |-----|-----|-----|-----|-----| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDO...
23 |
24 |
25 |

```

Question Number 101

```

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 55 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $30 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |-----|-----|-----|-----|-----| Strongly
20 | prefer About the same prefer
21 |
22 | You prefer AREA B. In the next section, I will RAISE your
23 | chance of CHRONIC BRONCHITIS in AREA B from 55 to 60 out of 100,000.
24 | Think about how your preference rating will change.
25 | PRESS ANY KEY TO CONTINUE...

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Question Number 108

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1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 :
5 :
6 :                WHICH AREA DO YOU PREFER?
7 :
8 :                AREA A                AREA B
9 :
10 : YOUR CHANCE
11 :   OF CHRONIC
12 : BRONCHITIS   75 out of 100,000      60 out of 100,000
13 :
14 : YEARLY COST   same as your
15 :   OF LIVING   current level          $80 HIGHER
16 :
17 :                AREA A                AREA B
18 :                3      2      1      0      1      2      3
19 : Strongly |---|---|---|---|---|---|---|---| Strongly
20 : prefer   |---|---|---|---|---|---|---|---| prefer
21 :
22 :                MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 :
24 :
25 :

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Question Number 109

```

1 :
2 : Remember that CURRENTLY
3 : YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 :
5 :
6 :                WHICH AREA DO YOU PREFER?
7 :
8 :                AREA A                AREA B
9 :
10 : YOUR CHANCE
11 :   OF CHRONIC
12 : BRONCHITIS   75 out of 100,000      65 out of 100,000
13 :
14 : YEARLY COST   same as your
15 :   OF LIVING   current level          $80 HIGHER
16 :
17 :                AREA A                AREA B
18 :                3      2      1      0      1      2      3
19 : Strongly |---|---|---|---|---|---|---|---| Strongly
20 : prefer   |---|---|---|---|---|---|---|---| prefer
21 :
22 :                MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 :
24 :
25 :

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Question Number 104

```
1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 70 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 |
24 |
25 |
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Question Number 105

```
1 |
2 | Remember that CURRENTLY
3 | -YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 72 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 |
24 |
25 |
```

Question Number 106

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 73 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level \$80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 |
24 |
25 |

Question Number 107

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 74 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level \$80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 |
24 |
25 |

Question Number 108

1 :
2 : Remember that CURRENTLY
3 : --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 :
5 :
6 : WHICH AREA DO YOU PREFER?
7 :
8 : AREA A AREA B
9 :
10 : YOUR CHANCE
11 : OF CHRONIC
12 : BRONCHITIS 75 out of 100,000 75 out of 100,000
13 :
14 : YEARLY COST same as your
15 : OF LIVING current level \$80 HIGHER
16 :
17 : AREA A AREA B
18 : 3 2 1 0 1 2 3
19 : Strongly |---|---|---|---|---|---|---|---| Strongly
20 : prefer About the same prefer
21 :
22 : MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDG...
23 :
24 :
25 :

Question Number 109

1 :
2 : WHICH AREA DO YOU PREFER?
3 :
4 : AREA A AREA B
5 :
6 : YOUR CHANCE
7 : OF CHRONIC
8 : BRONCHITIS 75 out of 100,000 75 out of 100,000
9 :
10 : YEARLY COST same as your
11 : OF LIVING current level \$80 HIGHER
12 :
13 : AREA A AREA B
14 : 3 2 1 0 1 2 3
15 : Strongly |---|---|---|---|---|---|---|---| Strongly
16 : prefer About the same prefer
17 :
18 :
19 : YOU PREFERRED AREA B EVEN THOUGH AREA A HAS A LOWER COST OF LIVING
20 : AND BOTH AREAS ARE THE SAME ON CHRONIC BRONCHITIS.
21 :
22 : I AM GOING TO ASK YOU TO ANSWER THESE QUESTIONS AGAIN.
23 :
24 : PRESS ANY KEY...
25 :

Question Number 112

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

Remember that CURRENTLY

--YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000

WHICH AREA DO YOU PREFER?

AREA A

AREA B

YOUR CHANCE

OF CHRONIC

BRONCHITIS

75 out of 100,000

55 out of 100,000

YEARLY COST

OF LIVING

same as your
current level

\$60 HIGHER

AREA A

AREA B

	3	2	1	0	1	2	3	
Strongly	---	---	---	---	---	---	---	Strongly
prefer				About the same				prefer

MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDO...

Question Number 113

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

Remember that CURRENTLY

--YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year

WHICH AREA DO YOU PREFER?

AREA A

AREA B

YOUR CHANCE

OF CHRONIC

BRONCHITIS

75 out of 100,000

55 out of 100,000

YEARLY COST

OF LIVING

same as your
current level

\$50 HIGHER

AREA A

AREA B

	3	2	1	0	1	2	3	
Strongly	---	---	---	---	---	---	---	Strongly
prefer				About the same				prefer

MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDO...

Question Number 114

1 :
2 : Remember that CURRENTLY
3 : --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 :
5 :
6 : WHICH AREA DO YOU PREFER?
7 :
8 : AREA A AREA B
9 :
10 : YOUR CHANCE
11 : OF CHRONIC
12 : BRONCHITIS 75 out of 100,000 55 out of 100,000
13 :
14 : YEARLY COST same as your
15 : OF LIVING current level \$40 HIGHER
16 :
17 : AREA A AREA B
18 : 3 2 1 0 1 2 3
19 : Strongly |---|---|---|---|---|---|---| Strongly
20 : prefer About the same prefer
21 :
22 : MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 :
24 :
25 :

Question Number 115

1 :
2 : Remember that CURRENTLY
3 : --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 :
5 :
6 : WHICH AREA DO YOU PREFER?
7 :
8 : AREA A AREA B
9 :
10 : YOUR CHANCE
11 : OF CHRONIC
12 : BRONCHITIS 75 out of 100,000 55 out of 100,000
13 :
14 : YEARLY COST same as your
15 : OF LIVING current level \$30 HIGHER
16 :
17 : AREA A AREA B
18 : 3 2 1 0 1 2 3
19 : Strongly |---|---|---|---|---|---|---| Strongly
20 : prefer About the same prefer
21 :
22 : MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 :
24 :
25 :

Question Number 115

1 ;
2 ; Remember that CURRENTLY
3 ; --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ;
5 ;
6 ; WHICH AREA DO YOU PREFER?
7 ;
8 ; AREA A AREA B
9 ;
10 ; YOUR CHANCE
11 ; OF CHRONIC
12 ; BRONCHITIS 75 out of 100,000 55 out of 100,000
13 ;
14 ; YEARLY COST same as your
15 ; OF LIVING current level \$20 HIGHER
16 ;
17 ; AREA A AREA B
18 ; 3 2 1 0 1 2 3
19 ; Strongly |---|---|---|---|---|---|---|---|---| Strongly
20 ; prefer About the same prefer
21 ;
22 ; MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 ;
24 ;
25 ;

Question Number 117

1 ;
2 ; Remember that CURRENTLY
3 ; --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ;
5 ;
6 ; WHICH AREA DO YOU PREFER?
7 ;
8 ; AREA A AREA B
9 ;
10 ; YOUR CHANCE
11 ; OF CHRONIC
12 ; BRONCHITIS 75 out of 100,000 55 out of 100,000
13 ;
14 ; YEARLY COST same as your
15 ; OF LIVING current level \$10 HIGHER
16 ;
17 ; AREA A AREA B
18 ; 3 2 1 0 1 2 3
19 ; Strongly |---|---|---|---|---|---|---|---|---| Strongly
20 ; prefer About the same prefer
21 ;
22 ; MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR X TO REDO...
23 ;
24 ;
25 ;

Question Number 113

1 ;
2 ; Remember that CURRENTLY
3 ; --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ;
5 ;
6 ; WHICH AREA DO YOU PREFER?
7 ;
8 ; AREA A AREA B
9 ;
10 ; YOUR CHANCE
11 ; OF CHRONIC
12 ; BRONCHITIS 75 out of 100,000 55 out of 100,000
13 ;
14 ; YEARLY COST same as your
15 ; OF LIVING current level \$10 HIGHER
16 ;
17 ; AREA A AREA B
18 ; 3 2 1 0 1 2 3
19 ; Strongly |---|---|---|---|---|---|---|---| Strongly
20 ; prefer About the same prefer
21 ;
22 ; MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDO...
23 ;
24 ;
25 ;

Question Number 117

1 ;
2 ; Remember that CURRENTLY
3 ; --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 ;
5 ;
6 ; WHICH AREA DO YOU PREFER?
7 ;
8 ; AREA A AREA B
9 ;
10 ; YOUR CHANCE
11 ; OF CHRONIC
12 ; BRONCHITIS 75 out of 100,000 55 out of 100,000
13 ;
14 ; YEARLY COST same as your
15 ; OF LIVING current level current level
16 ;
17 ; AREA A AREA B
18 ; 3 2 1 0 1 2 3
19 ; Strongly |---|---|---|---|---|---|---|---| Strongly
20 ; prefer About the same prefer
21 ;
22 ; MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDO...
23 ;
24 ;
25 ;

Question Number 117

```

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | BY HOW MUCH DO YOU PREFER AREA A?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 55 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS, THEN PRESS ENTER OR Y TO REDR...
23 |
24 |
25 |

```

Question Number 123

```

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 55 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | You prefer AREA A. In the next section, I will LOWER your
23 | COST OF LIVING in AREA B from $80 to $70 per year. Think
24 | about how your preference will change.
25 | PRESS ANY KEY TO CONTINUE...

```

Question Number 124

```

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | BY HOW MUCH DO YOU PREFER AREA B?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 55 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | MOVE CURSOR WITH ARROW KEYS. THEN PRESS ENTER OR X TO REDO...
23 |
24 |
25 |

```

Question Number 125

```

1 |
2 | Remember that CURRENTLY
3 | --YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 |
5 |
6 | WHICH AREA DO YOU PREFER?
7 |
8 | AREA A AREA B
9 |
10 | YOUR CHANCE
11 | OF CHRONIC
12 | BRONCHITIS 75 out of 100,000 55 out of 100,000
13 |
14 | YEARLY COST same as your
15 | OF LIVING current level $80 HIGHER
16 |
17 | AREA A AREA B
18 | 3 2 1 0 1 2 3
19 | Strongly |---|---|---|---|---|---| Strongly
20 | prefer About the same prefer
21 |
22 | You prefer AREA B. In the next section, I will RAISE your
23 | chance of CHRONIC BRONCHITIS in AREA B from 55 to 60 out of 100,000.
24 | Think about how much your preference rating will change.
25 | PRESS ANY KEY TO CONTINUE...

```

Question Number 104

```

1 |
2 |
3 |
4 | YOUR
5 | CHANCE          AREA A          AREA B
6 |
7 | OF CHRONIC
8 | BRONCHITIS      75 out of 100,000      55 out of 100,000
9 |
10 | OF DYING IN AN
11 | AUTO ACCIDENT   15 out of 100,000      19 out of 100,000
12 |
13 |
14 |
15 | NOW I WANT TO ASK YOU THE SAME QUESTION IN A DIFFERENT WAY...
16 |
17 |           WHICH AREA DO YOU PREFER?
18 |
19 |           1 AREA A
20 |
21 |           2 AREA B
22 |
23 |           3 I PREFER BOTH AREAS EQUALLY
24 |
25 |           PRESS THE NUMBER OF YOUR ANSWER...

```

Question Number 107

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |           BY HOW MUCH DO YOU PREFER AREA B?
7 |
8 | CHANCE          AREA A          AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS      75 out of 100,000      55 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT   15 out of 100,000      19 out of 100,000
15 |
16 |
17 |           AREA A          AREA B
18 |
19 |           3     2     1     0     1     2     3
20 | Strongly |-----|-----|-----|-----|-----| Strongly
21 | prefer   |-----|-----|-----|-----|-----| prefer
22 |
23 |
24 |           MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO READ...
25 |

```

Question Number 128

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS                75 out of 100,000                55 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT                15 out of 100,000                19 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 |                Strongly |---|---|---|---|---|---|---|---| Strongly
21 |                prefer   |---|---|---|---|---|---|---|---| prefer
22 |                About the same
23 | You preferred Area B. In the next screen, I will RAISE your chance
24 | of CHRONIC BRONCHITIS in Area B from 55 to 60 out of 100,000.
25 | Think about how your preference rating would change.
                PRESS ANY KEY TO CONTINUE...

```

Question Number 129

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                BY HOW MUCH DO YOU PREFER AREA A?
7 |
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS                75 out of 100,000                55 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT                15 out of 100,000                19 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 |                Strongly |---|---|---|---|---|---|---|---| Strongly
21 |                prefer   |---|---|---|---|---|---|---|---| prefer
22 |                About the same
23 |
24 |                MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REQA...
25 |

```

Question Number 100

1 :
2 : Remember that CURRENTLY
3 : -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 : -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 :
6 : WHICH AREA DO YOU PREFER?
7 : YOUR
8 : CHANCE AREA A AREA B
9 :
10 : OF CHRONIC
11 : BRONCHITIS 75 out of 100,000 55 out of 100,000
12 :
13 : OF DYING IN AN
14 : AUTO ACCIDENT 15 out of 100,000 19 out of 100,000
15 :
16 :
17 : AREA A AREA B
18 :
19 : 3 2 1 0 1 2 3
20 : Strongly |-----|-----|-----|-----|-----|-----| Strongly
21 : prefer About the same prefer
22 : You prefer Area A. In the next screen, I will DECREASE your chance
23 : of an AUTO DEATH in Area B from 19 to 18 out of 100,000. Think about
24 : how your preference rating would change
25 : PRESS ANY KEY TO CONTINUE

Question Number 101

1 :
2 :
3 :
4 : YOUR
5 : CHANCE AREA A AREA B
6 :
7 : OF CHRONIC
8 : BRONCHITIS 75 out of 100,000 95 out of 100,000
9 :
10 : OF DYING IN AN
11 : AUTO ACCIDENT 15 out of 100,000 11 out of 100,000
12 :
13 :
14 :
15 : NOW I WANT TO ASK YOU THE SAME QUESTIONS IN A DIFFERENT WAY...
16 :
17 : WHICH AREA DO YOU PREFER?
18 :
19 : 1 AREA A
20 : 2 AREA B
21 : 3 I PREFER BOTH AREAS EQUALLY
22 :
23 :
24 :
25 : PRESS THE NUMBER OF YOUR ANSWER...

Question Number 136

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                BY HOW MUCH DO YOU PREFER AREA B?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS                75 out of 100,000                95 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT                15 out of 100,000                11 out of 100,000
15 |
16 |
17 |                AREA A                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 | Strongly |---|---|---|---|---|---|---|---| Strongly
21 | prefer   |---|---|---|---|---|---|---|---| prefer
22 |
23 |
24 |                MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REDO...
25 |

```

Question Number 137

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |                WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE                AREA A                AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS                75 out of 100,000                95 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT                15 OUT OF 100,000                11 out of 100,000
15 |
16 |
17 |                AREA A)                AREA B
18 |
19 |                3      2      1      0      1      2      3
20 | Strongly |---|---|---|---|---|---|---|---| Strongly
21 | prefer   |---|---|---|---|---|---|---|---| prefer
22 | You prefer Area B. In the next screen, I will now INCREASE your chance
23 | of as AUTO DEATH in Area B from 11 to 12 out of 100,000. Think about
24 | how your preference rating would change.
25 |                PRESS ANY KEY TO CONTINUE

```

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |           BY HOW MUCH DO YOU PREFER AREA A?
7 | YOUR
8 | CHANCE           AREA A           AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS      75 out of 100,000   95 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT   15 out of 100,000   11 out of 100,000
15 |
16 |
17 |           AREA A           AREA B
18 |
19 |           3     2     1     0     1     2     3
20 | Strongly |---|---|---|---|---|---|---| Strongly
21 | prefer   |---|---|---|---|---|---|---| prefer
22 |           About the same
23 |
24 | MOVE CURSOR WITH ARROW KEYS...THEN PRESS ENTER OR X TO REQA...
25 |

```

```

1 |
2 | Remember that CURRENTLY
3 | -- YOUR chance of CHRONIC BRONCHITIS is 100 out of 100,000 every year
4 | -- YOUR chance of an AUTO DEATH is 20 out of 100,000 every year
5 |
6 |           WHICH AREA DO YOU PREFER?
7 | YOUR
8 | CHANCE           AREA A           AREA B
9 |
10 | OF CHRONIC
11 | BRONCHITIS      75 OUT OF 100,000   95 out of 100,000
12 |
13 | OF DYING IN AN
14 | AUTO ACCIDENT   15 out of 100,000   11 out of 100,000
15 |
16 |
17 |           AREA A           AREA B
18 |
19 |           3     2     1     0     1     2     3
20 | Strongly |---|---|---|---|---|---|---| Strongly
21 | prefer   |---|---|---|---|---|---|---| prefer
22 | You prefer Area A. In the next screen, I will LOWER your chance of
23 | developing CHRONIC BRONCHITIS in Area B from 95 to 90 out of 100,000.
24 | Think about how your preference rating would change.
25 |           PRESS ANY KEY TO CONTINUE...

```

Question Number 136

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

Thank you, now just a few more questions to help us group the answers.

DO YOU OR ANY OTHER MEMBER OF YOUR IMMEDIATE FAMILY

HAVE MORE THAN \$20,000 IN LIFE INSURANCE?

1 YES

2 NO

3 NOT SURE

PRESS THE NUMBER OF YOUR ANSWER...

Question Number 137

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

WHAT WAS THE LAST GRADE OF REGULAR SCHOOL THAT YOU COMPLETED?

DO NOT INCLUDE SPECIALIZED SCHOOLS LIKE SECRETARIAL, ART, OR

TRADE SCHOOLS.

1 GRADE SCHOOL OR LESS (GRADES 0-8)

2 SOME HIGH SCHOOL (GRADES 9-11)

3 HIGH SCHOOL GRADUATE (GRADE 12)

4 SOME COLLEGE OR JUNIOR COLLEGE

5 COLLEGE GRADUATE (4 OR 5 YEAR DEGREE)

6 POST GRADUATE WORK OR DEGREE

PRESS THE NUMBER OF YOUR ANSWER...

Question Number 139

1 |
2 |
3 |
4 |
5 |
6 |
7 |
8 |
9 |
10 |
11 |
12 |
13 |
14 |
15 |
16 |
17 |
18 |
19 |
20 |
21 |
22 |
23 |
24 |
25 |

ARE YOU NOW MARRIED?

1 YES

2 NO

PRESS NUMBER OF YOUR RESPONSE...

Question Number 140

1 |
2 |
3 |
4 |
5 |
6 |
7 |
8 |
9 |
10 |
11 |
12 |
13 |
14 |
15 |
16 |
17 |
18 |
19 |
20 |
21 |
22 |
23 |
24 |
25 |

WHAT KIND OF DWELLING DO YOU LIVE IN?

1 HOUSE

2 CONDOMINIUM OR TOWNHOUSE

3 MOBILE HOME

4 APARTMENT

5 OTHER

PRESS NUMBER OF YOUR ANSWER...

Question Number 141

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

DO YOUR OR YOUR SPOUSE OWN YOUR DWELLING?

1 YES

2 NO

PRESS NUMBER OF YOUR ANSWER...

Question Number 142

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

IS YOUR DWELLING OWNED BY A RELATIVE OTHER THAN YOUR SPOUSE?

1 YES

2 NO

PRESS THE NUMBER OF YOUR ANSWER...

Question Number 143

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

WHAT IS THE COMBINED INCOME OF EVERYONE LIVING IN YOUR HOME?

- 1 LESS THAN \$40,000/YEAR
- 2 MORE THAN \$40,000/YEAR
- 3 NO ANSWER

PRESS THE NUMBER OF YOUR ANSWER...

Question Number 144

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

MORE SPECIFICALLY, WHAT IS YOUR HOUSEHOLD INCOME LEVEL?

- 1 UNDER \$10,000/YEAR
- 2 \$10,000-\$19,999/YEAR
- 3 \$20,000-\$29,999/YEAR
- 4 \$30,000-\$39,999/YEAR
- 5 NO ANSWER

PRESS THE NUMBER OF YOUR ANSWER...

Question Number 145

1 :
2 :
3 :
4 :
5 :
6 :
7 :
8 :
9 :
10 :
11 :
12 :
13 :
14 :
15 :
16 :
17 :
18 :
19 :
20 :
21 :
22 :
23 :
24 :
25 :

MORE SPECIFICALLY, WHAT IS YOUR HOUSEHOLD INCOME LEVEL?

- 1 \$40,000-\$49,999/YEAR
- 2 \$50,000-\$59,999/YEAR
- 3 \$60,000-\$69,999/YEAR
- 4 \$70,000-\$79,999/YEAR
- 5 \$80,000-\$89,999/YEAR
- 6 \$90,000-\$99,999/YEAR
- 7 OVER \$100,000/YEAR
- 8 NO ANSWER

PRESS THE NUMBER OF YOUR ANSWER.. .

Question Number 146

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Before you leave, I would like to tell you one more thing about the exercise you just completed. The chances I told you of developing CHRONIC BRONCHITIS and DYING IN AN AUTO ACCIDENT are based on national averages. They MAY NOT accurately reflect your own chances.

PRESS ANY KEY TO CONTINUE...

Question Number 147

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Thanks, * * * *

You have been very patient.

Thank you for being part of our study.

THAT'S ALL THE QUESTIONS I WILL ASK YOU...

RAISE YOUR HAND TO CALL INTERVIEWER...

Question Number 148

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TYPE IN THE INTERVIEWER'S INITIALS

THEN PRESS ENTER...

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MAKE SURE you remember to press CONTROL/END after you
answer this question when the RESPONDENT MESSAGE screen
reappears... DO THIS BEFORE YOU REMOVE THE DISKETTE...

FINAL QUESTION...

1 A

2 B

3 C
