

Online Appendix for: Intermittent Incentives to Encourage Exercising in the Long Run

Appendix A: Supplementary analysis

In what follows, we present additional analysis and robustness tests as follows: (1) we present additional figures that show the distribution of visits to the gym (Figures S1–S3); (2) we present a table that shows the means of 7 psychological and physical indicators, for each of the four treatments (Table S1); (3) we redo all of the Tobit analysis in the paper using Ordinary Least Squares (OLS) regressions (Tables S2 and S4); (4) we examine the robustness of our findings on exercising after a year and after 18 months, by implementing two different methods for dealing with loss-to-follow-up (Table S5 and S6); (5) we estimate the effect of exercising during the incentivized period on exercising during the non-incentivized membership period (Table S7); (6) for the dependent variable, we replace the number of visits to the gym with the number of visits only to the sports center (Table S8 and S9); (7) we use logistic regression to explore the effect of our treatments on whether participants visited the gym at least once during a particular period (Table S10); (8) we re-analyze the effect of our treatments on gym visits in the membership period, using a different method for dealing with outliers (Table S11); (9) we examine the effect of the incentivized treatments on changes in physical and psychological indicators during the six-month membership period (Table S12); and (10) we estimate the effect of the treatments on the students' grades (Table S13).

Figure S1: Cumulative distribution of visits to the gym during membership period

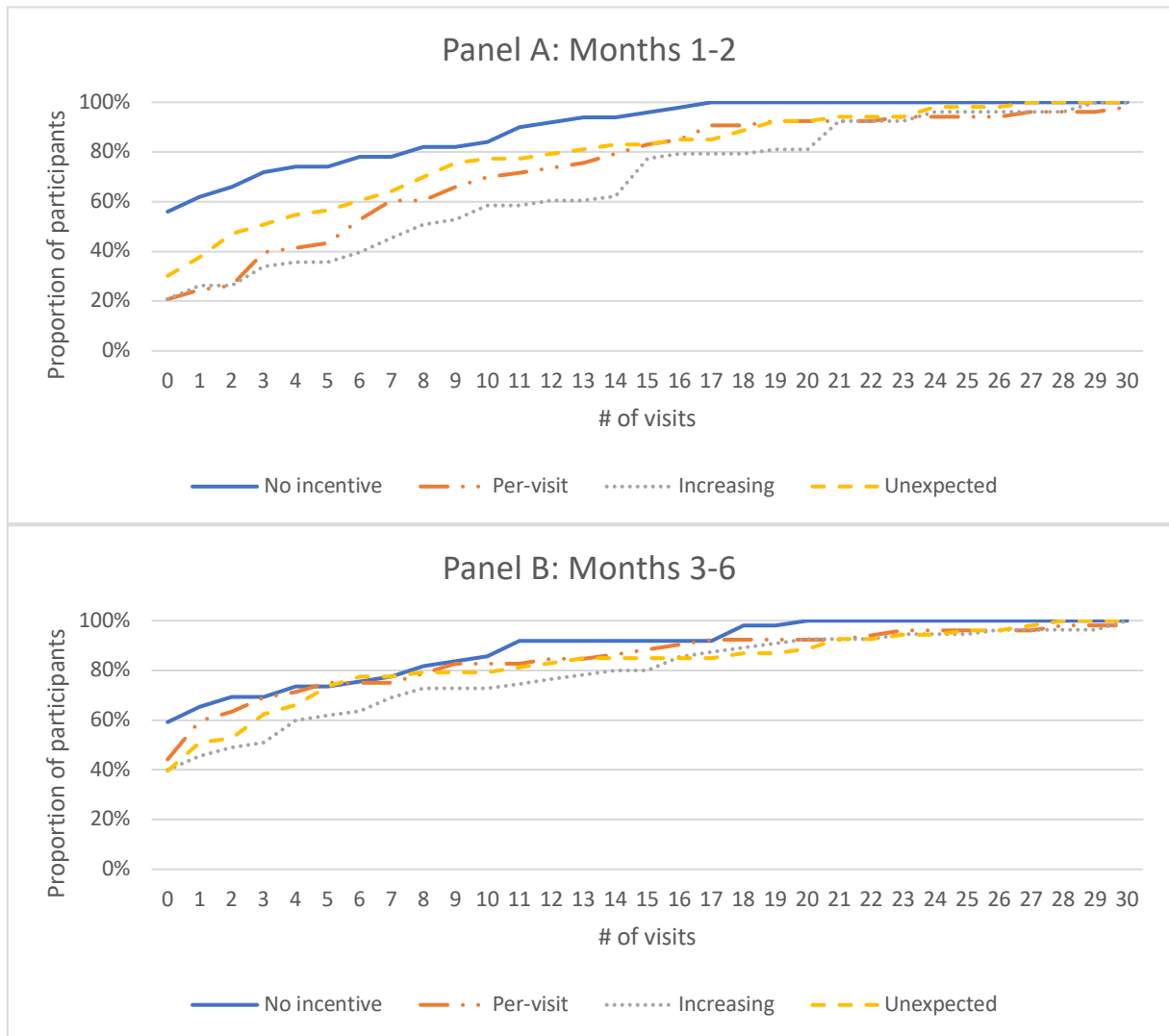


Figure S1: Cumulative distribution of the number of visits to the gym during membership period. Each panel represents a different time period.

Figure S2: Cumulative distribution of visits to the gym during the non-incentivized membership period

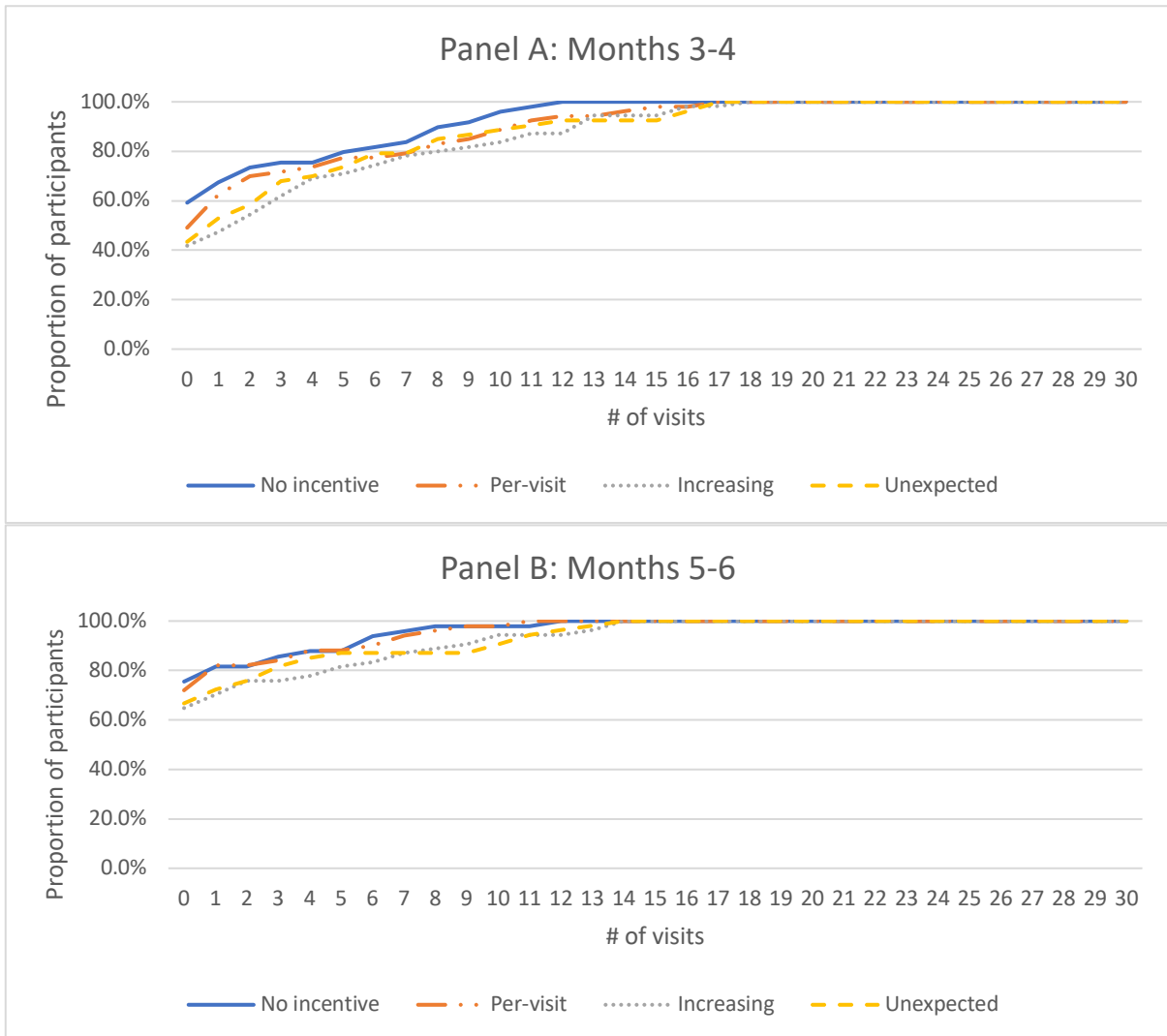


Figure S2: Cumulative distribution of the number of visits to the gym during the non-incentivized membership period. Each panel represents a different time period.

Figure S3: Cumulative distribution of weekly exercise frequency by period

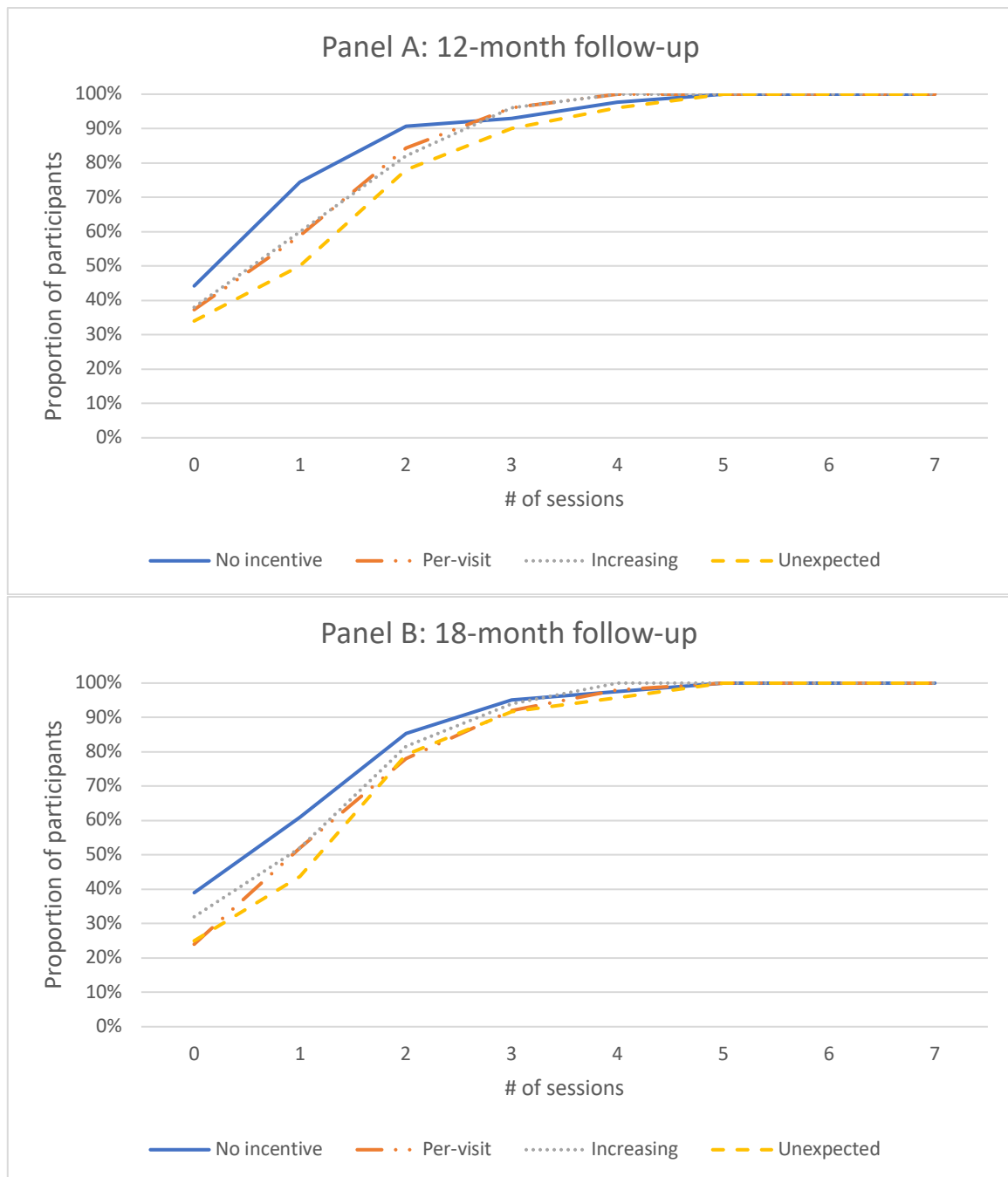


Figure S3: Cumulative distribution of the answer to the question “How many times do you exercise each week on average?” Each panel represents a different time period.

Table S1: Balance in the assignment to treatments – additional variables

Treatment				
Variable	Control	Per-visit	Increasing	Unexpected
<i>No. of Participants</i>	50	54	55	54
<i>CFC</i>	3.69 (0.57)	3.65 (0.57)	3.54 (0.52)	3.44** (0.58)
<i>Propensity to plan</i>	56.4 (13.69)	55.25 (15.55)	56.2 (14.41)	56.81 (12.15)
<i>Risk</i>	99.44* (21.48)	91.39 (17.36)	96.89 (19.29)	91.94 (17.24)
<i>Happiness</i>	45.06 (6.69)	43.87 (7.86)	44.18 (7.49)	45.77 (6.35)
<i>Pulse</i>	74.94 (9.31)	75.88 (12.33)	75.21 (10.59)	76.02 (11.97)
<i>Weight</i>	65.21 (14.99)	65.47 (13.86)	67.77 (20.17)	64.55 (14.74)
<i>Body fat</i>	27.21 (8.78)	29.34 (10)	30.45 (8.96)	29.29 (9.7)

Table 2: Group means of variables measured during the introductory session. Standard deviations appear in parentheses. Asterisks indicate the significance of the differences between the means relative to the other groups jointly.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S2. Visits to the gym by months during the membership period (OLS)

	Panel A: Gym visits in months 1–2					Panel B: Gym visits in months 3–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	3.12*** (0.72)	3.57*** (1.15)	3.39*** (1.16)	2.11 (1.32)	2.06 (1.33)	3.47*** (0.83)	3.77*** (1.33)	3.55*** (1.35)	4.21*** (1.43)	4.14*** (1.46)
<i>Per-visit</i>	5.73*** (1.58)	5.76*** (1.62)	5.65*** (1.59)	5.37*** (1.61)	5.32*** (1.60)	1.83 (1.46)	1.87 (1.49)	1.74 (1.46)	1.78 (1.45)	1.70 (1.44)
<i>Increasing</i>	7.95*** (1.57)	7.98*** (1.6)	7.55*** (1.64)	7.75*** (1.66)	7.46*** (1.70)	3.06** (1.42)	3.09** (1.44)	2.56* (1.48)	3.15** (1.47)	2.67* (1.50)
<i>Unexpected</i>	4.04*** (1.43)	4.04*** (1.46)	3.88*** (1.48)	4.10*** (1.42)	3.99*** (1.46)	2.57* (1.5)	2.57* (1.52)	2.38 (1.54)	2.52* (1.51)	2.33 (1.54)
<i>Control Mean</i>			3.12 [5]					3.47 [5.74]		
<i>Observations</i>			211					211		

Notes: OLS estimates. The dependent variable is the number of visits to the gym in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S3. Visits to the gym by months in the non-incentivized membership period (OLS)

	Panel A: Gym visits in months 3–4					Panel B: Gym visits in months 5–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	2.29*** (0.53)	1.84** (0.76)	1.7** (0.76)	1.91** (0.82)	1.87** (0.83)	1.18*** (0.38)	1.94*** (0.66)	1.85*** (0.67)	2.3*** (0.72)	2.27*** (0.74)
<i>Per-visit</i>	0.81 (0.84)	0.85 (0.86)	0.77 (0.84)	0.74 (0.84)	0.7 (0.83)	1.02 (0.75)	1.02 (0.76)	0.97 (0.75)	1.04 (0.74)	1.01 (0.74)
<i>Increasing</i>	1.73** (0.88)	1.76** (0.88)	1.43 (0.89)	1.77* (0.89)	1.48 (0.9)	1.33* (0.71)	1.33* (0.72)	1.13 (0.75)	1.38* (0.74)	1.19 (0.76)
<i>Unexpected</i>	1.71* (0.95)	1.76* (0.96)	1.64* (0.98)	1.74* (0.95)	1.63* (0.96)	0.85 (0.66)	0.81 (0.67)	0.74 (0.69)	0.79 (0.68)	0.71 (0.7)
<i>Control Mean</i>	2.29 [3.66]					1.18 [2.64]				
<i>Observations</i>	211					211				

Notes: OLS estimates. The dependent variable is the number of visits to the gym in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S4. How many times do you exercise each week on average? (OLS)

	Panel A: Weekly sessions in month 12					Panel B: Weekly sessions in month 18				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	0.98*** (0.19)	0.87*** (0.22)	0.85*** (0.22)	0.89*** (0.25)	0.89*** (0.25)	1.20*** (0.21)	1.09*** (0.22)	1.08*** (0.22)	1.13*** (0.26)	1.13*** (0.26)
<i>Per-visit</i>	0.22 (0.26)	0.24 (0.26)	0.23 (0.26)	0.18 (0.27)	0.18 (0.27)	0.33 (0.28)	0.35 (0.28)	0.34 (0.28)	0.29 (0.28)	0.29 (0.29)
<i>Increasing</i>	0.26 (0.26)	0.28 (0.27)	0.24 (0.26)	0.25 (0.26)	0.22 (0.25)	0.20 (0.27)	0.22 (0.27)	0.19 (0.27)	0.18 (0.27)	0.16 (0.27)
<i>Unexpected</i>	0.54* (0.28)	0.57** (0.29)	0.55* (0.29)	0.58** (0.28)	0.57** (0.28)	0.45 (0.28)	0.47 (0.28)	0.46 (0.28)	0.47 (0.29)	0.46 (0.29)
<i>Control Mean</i>	0.98 [1.24]					1.2 [1.29]				
<i>Observations</i>	192					187				

Notes: OLS estimates. The dependent variable is the number of exercise sessions in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender, (3) Gender and Prior exercise, (4) Gender and Year of study, (5) Gender, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S5a. The probability of responding to the 12- and 18-month follow-up survey

	12-month survey (yes / no)	18-month survey (yes / no)
<i>Per-visit</i>	1.10 (1.27)	0.94 (1.03)
<i>Increasing</i>	0.66 (1.17)	1.41 (0.98)
<i>Unexpected</i>	2.07 (1.41)	0.98 (0.82)
<i>Age</i>	0.13 (0.22)	-0.01 (0.10)
<i>Commute time</i>	0.02 (0.02)	-0.002 (0.01)
<i>Gender</i>	2.10 (1.83)	-0.19 (1.39)
<i>Prior exercise</i>	-0.004 (1.56)	-0.56 (0.92)
<i>Year of study 2</i>	2.80* (1.66)	1.24 (0.79)
<i>Year of study 3</i>	0.93 (1.58)	0.97 (1.15)
<i>Year of study 4</i>	17.74*** (1.56)	-0.04 (1.23)
<i>CFC (1st)</i>	-1.04 (1.09)	0.04 (0.60)
<i>Propensity to plan (1st)</i>	0.05 (0.04)	0.02 (0.03)
<i>Risk (1st)</i>	0.06** (0.03)	-0.002 (0.03)
<i>Happiness (1st)</i>	-0.11* (0.07)	-0.05 (0.04)
<i>Pulse (1st)</i>	0.01 (0.05)	0.01 (0.03)
<i>Weight (1st)</i>	-0.04 (0.06)	-0.01 (0.04)
<i>Body Fat (1st)</i>	-0.03 (0.11)	-0.07 (0.07)
<i>Constant</i>	0.84 (9.59)	5.17 (5.36)
<i>Observations</i>	211	211

Notes: Logistic regression. The dependent variable is whether participants responded to the 12- and 18-month follow-up survey. Robust standard errors appear in parentheses. Based on the estimates in the table, we can calculate, for each observation, the predicted probability of responding to the surveys.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S5b. How many times do you exercise each week on average? (Weighted regression)

	Panel A: Weekly sessions in month 12					Panel B: Weekly sessions in month 18				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	1.00*** (0.20)	0.89*** (0.22)	0.87*** (0.23)	0.89*** (0.26)	0.89*** (0.26)	1.22*** (0.21)	1.12*** (0.22)	1.20*** (0.21)	1.17*** (0.26)	1.17*** (0.26)
<i>Per-visit</i>	0.22 (0.26)	0.23 (0.26)	0.22 (0.27)	0.18 (0.27)	0.17 (0.27)	0.34 (0.28)	0.35 (0.28)	0.33 (0.28)	0.30 (0.29)	0.30 (0.29)
<i>Increasing</i>	0.23 (0.26)	0.25 (0.27)	0.21 (0.26)	0.21 (0.26)	0.18 (0.25)	0.18 (0.27)	0.20 (0.27)	0.16 (0.27)	0.16 (0.27)	0.15 (0.27)
<i>Unexpected</i>	0.52* (0.29)	0.55* (0.29)	0.53* (0.29)	0.56** (0.28)	0.55* (0.28)	0.43 (0.29)	0.45 (0.29)	0.42 (0.28)	0.45 (0.29)	0.44 (0.29)
<i>Control Mean</i>	0.98 [1.24]					1.2 [1.29]				
<i>Observations</i>	192					187				

Notes: Weighted linear regression estimates. The dependent variable is the number of exercise sessions in a particular period. Each panel represents a different time period: 12 months in Panel A and 18 months in Panel B. We analyzed the data using a weighted OLS regression, where an observation's weight is the inverse (predicted) probability of responding to the survey. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender, (3) Gender and Prior exercise, (4) Gender and Year of study, (5) Gender, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S6. How many times do you exercise each week on average? (Synthetic measure)

	Panel A: Weekly sessions in month 12					Panel B: Weekly sessions in month 18				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	-0.02 (0.34)	-0.16 (0.36)	-0.20 (0.36)	-0.16 (0.40)	-0.17 (0.40)	0.26 (0.33)	0.15 (0.35)	0.11 (0.35)	0.12 (0.39)	0.12 (0.39)
<i>Per-visit</i>	0.56 (0.43)	0.57 (0.43)	0.55 (0.43)	0.50 (0.43)	0.49 (0.43)	0.80** (0.41)	0.81** (0.41)	0.80* (0.41)	0.75* (0.41)	0.74* (0.41)
<i>Increasing</i>	0.52 (0.44)	0.53 (0.44)	0.42 (0.43)	0.48 (0.41)	0.38 (0.41)	0.54 (0.42)	0.55 (0.41)	0.46 (0.41)	0.51 (0.41)	0.45 (0.41)
<i>Unexpected</i>	0.91** (0.45)	0.92** (0.44)	0.89** (0.44)	0.92** (0.43)	0.89** (0.43)	0.81* (0.42)	0.83** (0.42)	0.80* (0.41)	0.82** (0.41)	0.79* (0.41)
<i>Control Mean</i>	0.84 [1.2]					0.98 [1.25]				
<i>Observations</i>	211					211				

Notes: Tobit estimates. The dependent variable is the number of exercise sessions in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender, (3) Gender and Prior exercise, (4) Gender and Year of study, (5) Gender, Year of study, and Prior exercise. Participants who did not answer the 12- or the 18-month follow-up survey were counted as not exercising at all in the corresponding period (i.e., zero exercise sessions). Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S7a. The effect of predicted visits per month during months 1–2 on visits per month during the non-incentivized period (2SLS)

	Panel A: Visits per month in months 3–4				Panel B: Visits per month in months 3–6			
	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)
<i>All treatments months 1–2</i>	0.23** (0.10)				0.20** (0.08)			
<i>Per-visit months 1–2</i>		0.12 (0.13)				0.15 (0.10)		
<i>Increasing months 1–2</i>			0.18* (0.09)				0.17** (0.08)	
<i>Unexpected months 1–2</i>				0.43* (0.23)				0.32* (0.17)
<i>Observations</i>	211	102	104	103	211	102	104	103

Notes: 2SLS estimates - second stage. The dependent variable is the number of *gym visits per month* during a particular period. Each panel represents a different time period. Each specification examines the effect of *gym visits per month* during the incentivized period (months 1–2) in a different treatment group or in all incentivized treatments jointly, in comparison to the *Control*. The treatment serves as an instrumental variable. That is, the first stage estimates the effect of the treatment on the number of gym visits per month in the incentivized period. The second stage uses the predicted values from the first stage to estimate the effect of an extra visit induced by our incentives during the incentivized period on gym visits in the non-incentivized period. The control variables are Gender, Commute time and Prior exercise. Robust standard errors appear in parentheses.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S7b. The effect of the treatments on visits per month during months 1–2 (OLS)

	Visits per month in months 1–2			
	(1)	(2)	(3)	(4)
<i>All treatments</i>	2.84*** (0.55)			
<i>Per-visit</i>		2.79 (0.81)		
<i>Increasing</i>			3.92* (0.83)	
<i>Unexpected</i>				2.03* (0.74)
<i>Observations</i>	211	102	104	103

Notes: 2SLS estimates - first stage. The dependent variable is the number of *gym visits per month* during months 1–2. Each specification examines the effect of a different treatment group or of all incentivized treatments jointly, in comparison to the *Control*. The control variables are Gender, Commute time and Prior exercise. Robust standard errors appear in parentheses.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S8. Visits to the sports center by months during the membership period

	Panel A: Gym visits in months 1–2					Panel B: Gym visits in months 3–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	-0.98** (0.40)	-1.27** (0.55)	-1.27** (0.55)	-1.38** (0.61)	-1.38** (0.61)	-1.73* (1.02)	-1.50 (1.23)	-1.56 (1.23)	-0.99 (1.15)	-1.03 (1.15)
<i>Per-visit</i>	-0.19 (0.50)	-0.18 (0.49)	-0.18 (0.50)	-0.20 (0.50)	-0.20 (0.51)	0.22 (1.31)	0.23 (1.32)	0.21 (1.32)	0.23 (1.34)	0.23 (1.34)
<i>Increasing</i>	-0.57 (0.51)	-0.59 (0.48)	-0.60 (0.49)	-0.60 (0.48)	-0.60 (0.49)	0.24 (1.19)	0.30 (1.21)	0.15 (1.23)	0.28 (1.20)	0.13 (1.21)
<i>Unexpected</i>	-0.81 (0.53)	-0.82* (0.50)	-0.83* (0.50)	-0.82* (0.49)	-0.82* (0.49)	-0.66 (1.10)	-0.61 (1.12)	-0.64 (1.12)	-0.64 (1.13)	-0.68 (1.13)
<i>Control Mean</i>			0.39 [0.61]					1.18 [2.14]		
<i>Observations</i>			211					211		

Notes: Tobit estimates. The dependent variable is the number of visits to the sports center, which are not to the gym, in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S9. Visits to the sports center by months during the non-incentivized period

	Panel A: Gym visits in months 3–4					Panel B: Gym visits in months 5–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	-2.01** (1.00)	-1.82 (1.14)	-1.88 (1.15)	-1.10 (1.00)	-1.14 (1.02)	-4.12*** (1.18)	-4.06*** (1.40)	-4.02*** (1.37)	-4.30*** (1.38)	-4.27*** (1.37)
<i>Per-visit</i>	-0.07 (1.06)	-0.05 (1.06)	-0.07 (1.07)	0.14 (1.12)	0.13 (1.12)	0.95 (1.19)	0.94 (1.17)	0.94 (1.17)	0.74 (1.13)	0.74 (1.14)
<i>Increasing</i>	-0.55 (0.94)	-0.52 (0.93)	-0.68 (0.95)	-0.49 (0.91)	-0.71 (0.92)	1.29 (1.24)	1.30 (1.25)	1.35 (1.27)	1.25 (1.24)	1.34 (1.27)
<i>Unexpected</i>	-0.45 (0.91)	-0.42 (0.91)	-0.46 (0.91)	-0.43 (0.91)	-0.49 (0.91)	-0.67 (1.26)	-0.64 (1.26)	-0.63 (1.26)	-0.65 (1.26)	-0.64 (1.26)
<i>Control Mean</i>	0.76 [1.27]					0.43 [1.12]				
<i>Observations</i>	211					211				

Notes: Tobit estimates. The dependent variable is the number of visits to the sports center, which are not to the gym, in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S10. Did the participant visit the gym at least once?

	Panel A: Months 1–2					Panel B: Months 3–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	-0.29 (0.29)	-0.42 (0.39)	-0.45 (0.40)	-0.61 (0.45)	-0.62 (0.46)	-0.37 (0.30)	-0.50 (0.38)	-0.58 (0.39)	-0.41 (0.42)	-0.44 (0.43)
<i>Per-visit</i>	1.63*** (0.45)	1.62*** (0.46)	1.61*** (0.46)	1.59*** (0.48)	1.59*** (0.48)	0.64 (0.41)	0.65 (0.42)	0.63 (0.42)	0.67 (0.43)	0.67 (0.44)
<i>Increasing</i>	1.67*** (0.45)	1.67*** (0.46)	1.61*** (0.46)	1.66*** (0.47)	1.61*** (0.47)	0.78* (0.41)	0.79* (0.41)	0.66 (0.42)	0.84* (0.43)	0.70 (0.45)
<i>Unexpected</i>	1.15*** (0.42)	1.16*** (0.43)	1.14*** (0.43)	1.18*** (0.44)	1.17*** (0.45)	0.82** (0.41)	0.84** (0.42)	0.80* (0.43)	0.85** (0.43)	0.81* (0.44)
<i>Control Mean</i>			0.43 [0.5]					0.41 [0.5]		
<i>Observations</i>			211					211		

Notes: Logistic regression. The dependent variable is whether participants visited the gym at least once during a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S11a. Visits to the gym during the membership period (Top-coded outliers #1)

	Panel A: Gym visits in months 1–2					Panel B: Gym visits in months 3–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	-1.81 (1.69)	-1.55 (2.06)	-1.68 (2.07)	-2.87 (2.16)	-2.90 (2.16)	-2.68 (2.11)	-2.40 (2.66)	-2.71 (2.68)	-1.04 (2.70)	-1.10 (2.71)
<i>Per-visit</i>	9.23*** (2.26)	9.21*** (2.27)	9.07*** (2.25)	8.65*** (2.28)	8.59*** (2.28)	4.33 (2.84)	4.39 (2.85)	4.09 (2.79)	4.16 (2.77)	3.97 (2.74)
<i>Increasing</i>	11.32*** (2.22)	11.31*** (2.22)	10.87*** (2.22)	10.86*** (2.26)	10.57*** (2.26)	5.54** (2.73)	5.55** (2.73)	4.53 (2.76)	5.72** (2.73)	4.79* (2.74)
<i>Unexpected</i>	6.67*** (2.23)	6.65*** (2.24)	6.44*** (2.25)	6.49*** (2.18)	6.35*** (2.20)	4.93* (2.75)	4.96* (2.76)	4.60* (2.76)	4.88* (2.71)	4.56* (2.72)
<i>Control Mean</i>			3 [5]					4.02 [6.89]		
<i>Observations</i>			213					213		

Notes: Tobit estimates. The dependent variable is the number of visits to the gym in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Outliers (observations with values above Mean+3SD of the whole sample) in each period are coded as the maximal value in the *corresponding treatment* which is not an outlier. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* p < 0.10, ** p < 0.05, *** p < 0.01.

Table S11b. Visits to the gym during the membership period (Top-coded outliers #2)

	Panel A: Gym visits in months 1–2					Panel B: Gym visits in months 3–6				
	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)
<i>Constant</i>	-2.00 (1.74)	-1.67 (2.10)	-1.80 (2.11)	-3.01 (2.20)	-3.04 (2.21)	-2.55 (2.18)	-2.23 (2.75)	-2.55 (2.76)	-0.78 (2.82)	-0.85 (2.83)
<i>Per-visit</i>	9.37*** (2.30)	9.35*** (2.30)	9.20*** (2.29)	8.76*** (2.32)	8.69*** (2.31)	4.10 (2.92)	4.16 (2.93)	3.86 (2.87)	3.94 (2.84)	3.74 (2.82)
<i>Increasing</i>	11.69*** (2.32)	11.68*** (2.32)	11.22*** (2.31)	11.21*** (2.35)	10.90*** (2.35)	5.32* (2.81)	5.33* (2.81)	4.30 (2.84)	5.51** (2.80)	4.57 (2.82)
<i>Unexpected</i>	6.94*** (2.32)	6.91*** (2.32)	6.69*** (2.34)	6.75*** (2.26)	6.60*** (2.28)	4.77* (2.84)	4.80* (2.85)	4.44 (2.86)	4.73* (2.80)	4.40 (2.81)
<i>Control Mean</i>			3 [5]					4.02 [6.89]		
<i>Observations</i>			213					213		

Notes: Tobit estimates. The dependent variable is the number of visits to the gym in a particular period. Each panel represents a different time period. In each period, five specifications are presented, each consisting of a different subset of control variables: (1) None, (2) Gender and Commute time, (3) Gender, Commute time, and Prior exercise, (4) Gender, Commute time, and Year of study, (5) Gender, Commute time, Year of study, and Prior exercise. Outliers (observations with values above Mean+3SD of the whole sample) in each period are coded as the maximal value in the *whole sample* which is not an outlier. Robust standard errors appear in parentheses. Standard deviation appears in brackets.

* p < 0.10, ** p < 0.05, *** p < 0.01.

Table S12a. The effect of gym visits on psychological and physical indicators (2SLS)

	Changes in psychological and physical indicators						
	Δ CFC	Δ Planning	Δ Risk	Δ Happiness	Δ Pulse	Δ Weight	Δ Bodyfat
<i>Visits in months 1-6</i>	0.01 (0.01)	0.02 (0.34)	-0.05 (0.33)	-0.10 (0.13)	-0.03 (0.31)	-0.01 (0.09)	-0.22* (0.13)
<i>Observations</i>	128						

Notes: 2SLS estimates - second stage. The table presents 7 dependent variables: the difference between the second and the first elicitation (the second score minus the first) for each of the following psychological and physical indicators: Consideration of future consequences (CFC), Propensity to plan (Planning), Risk, Happiness, Pulse, Weight, and Body fat. The estimation examines the effect of *gym visits* during months 1–6 on the changes in the seven indicators in this period, using the *incentivized treatments* (jointly) as an instrumental variable. That is, the first stage estimates the effect of the incentivized treatments jointly on the number of gym visits in months 1-6. The second stage uses the predicted values from the first stage regression to estimate the effect of an extra visit induced by our incentives on the change in the seven indicators. Robust standard errors appear in parentheses.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S12b. The effect of the incentivized treatments on gym visits (OLS)

	Visits in months 1-6
<i>Incentivized treatments</i>	7.62** (2.97)
<i>Observations</i>	128

Notes: 2SLS estimates - first stage. The dependent variable is the number of gym visits during months 1–6. The table presents an estimate of the effect of the incentivized treatments jointly on the number of gym visits in the membership period, given the following set of control variables: Age, Gender, Commute time, Prior exercise, and Year of study. Robust standard errors appear in parentheses.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

* The analysis above is performed on a matched sample. For the participants who attended the concluding session, we implemented propensity score matching, without replacement, based on the following variables: Age, Gender, Commute time, Prior exercise, Year of study, and the seven psychological and physical indicators elicited at the introductory session of the study: Consideration of future consequences (CFC), Propensity to plan (Planning), Risk, Happiness, Pulse, Weight, and Body fat. We matched the *Control* and each incentivized treatment separately and then merged the samples, including only *Control* observations that were matched in all treatments and their matched observations.

Table S13a. The effect of predicted gym visits on grades (2SLS)

	Panel A: First semester grades				Panel B: Second semester Grades			
	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)
<i>Visits in months 1-2</i>	0.01 (0.27)	-0.09 (0.28)	-0.09 (0.28)	-0.05 (0.28)				
<i>Visits in months 1-6</i>					0.32 (0.26)	0.30 (0.29)	0.30 (0.28)	0.35 (0.30)
<i>Observations</i>	175	175	175	168	175	175	175	168

Notes: 2SLS estimates - second stage. The dependent variable is the first semester average grade in Panel A and the second semester average grade in Panel B. Panel A examines the effect of gym visits during months 1–2 on the grades and Panel B examines the effect of gym visits during months 1–6 on the grades. The instrumental variable is the *incentivized treatments* (jointly). That is, the first stage estimates the effect of the incentivized treatments jointly on the number of gym visits in a particular period. The second stage uses the predicted values from the first stage to estimate the effect of an extra visit induced by our incentives on the grades of the corresponding period. Four specifications are presented, each consisting of a different set of control variables: (1) None, (2) Gender, Commute time, Prior exercise, and Year of study, (3) the variables in Specification 2 and Major type (STEM or not), and (4) the variable in Specification 3 and Israeli SAT score. Robust standard errors appear in parentheses.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Table S13b. The effect of the incentivized treatments on gym visits (OLS)

	Panel A: Visits in months 1–2				Panel B: Visits in months 1–6			
	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)
<i>Incentivized treatments</i>	6.57*** (1.19)	6.14*** (1.30)	6.20*** (1.26)	6.25*** (1.31)	9.29*** (2.12)	8.09*** (2.26)	8.17*** (2.18)	8.15*** (2.24)
<i>Observations</i>	175	175	175	168	175	175	175	168

Notes: 2SLS estimates - first stage. The dependent variable is the number of gym visits during a particular period: months 1–2 in Panel A and months 1–6 in Panel B. In each period, four specifications are used to estimate the effect of the incentivized treatments jointly on the number of gym visits in that period, each consisting of a different set of control variables: (1) None, (2) Gender, Commute time, Prior exercise, and Year of study, (3) the variables in Specification 2 and Major type (STEM or not), and (4) the variables in Specification 3 and Israeli SAT score. Robust standard errors appear in parentheses.

* $p < 0.10$, ** $p < 0.05$, *** $p < 0.01$.

Appendix B: Questionnaires

Pre-study questionnaire (Q1)

Lifestyle survey

Hello, you are officially invited to answer a short questionnaire about your lifestyle. 5% of participants in the questionnaire will be paid 50 NIS. Winners will receive a notification via email within a week. Some participants will receive additional benefits. If you receive additional benefit, you will be notified by email.

The email address you enter will be used only for these needs.

Do not participate in the questionnaire more than once.

Thank you for your participation,

Ayala Arad, Faculty of Management

Identifying details

(1) First name _____

(2) Last name _____

(3) Email address _____

Informed consent form

I declare that I agree to participate at the research conducted by Ayala Arad and Eli Mograbi of the Tel Aviv University Faculty of Management, and Uri Gneezy of the University of California School of Management in San Diego. The study includes answering a short internet questionnaire about your lifestyle and preferences.

I know that I am free to choose not to participate in the study and I am free to terminate my participation in the study at any time. Cessation of participation does not involve any sanction and is possible at any moment during the completion of the questionnaire. Also, I am guaranteed confidentiality about my personal identity in scientific publications.

(1) I hereby declare that I have given my consent of my own free will and that I have understood all of the foregoing.

For inquiries and clarifications regarding the research, please contact Eli Mograbi:
elimograbi@gmail.com

How many **weekly** academic hours do you study on average during the year?

Do you exercise regularly (at least once a week)?

- (1) Yes
- (2) No

On average, how many times a **week** do you do physical activity?

If you are engaged in physical activity, what activity do you do (you can mark more than one answer)?

- (1) Gym
- (2) Swimming
- (3) running
- (4) Other (please specify): _____

Are you interested **to begin exercising** or **start exercising more often** in one of the following?

	Yes	No	Not sure
Any kind of activity			
Gym			
Swimming			

Are you strict about eating healthy foods?

- (1) to a great extent
- (2) to a large extent
- (3) To a small extent
- (4) To a very small extent

Do you want to improve your dietary health?

- Yes
- No

Do you plan to work during the year?

Yes. Specify an average number of weekly work hours:

No

Academic year of study

- (1) a
- (2) b
- (3) c
- (4) d

Gender

- (1) Male
- (2) female

Age

Mother tongue

Second language

Residential City

How do you usually get to the university?

(1) on foot

(2) in a vehicle

(3) public transport

(4) by bicycle / scooter

On average, how many minutes does it take you to get to university?

Introductory session (Q2)

First Session Invitation

Mail Topic

Invitation to a research encouraging exercise – free gym membership to all participants

Mail Text

Hello,

The Interactive Decision Making Laboratory at Tel Aviv University invites you to get a **free membership** to the University sports center, and to participate in a study meant to encourage physical activity at the **university gym** for the upcoming school year.

You were chosen to participate in this study case because according to your answers to our “3-minute lifestyle questionnaire”, you meet the following criteria:

1. You don't exercise more than once a week
2. You mentioned that you wanted to start exercising more often.

As mentioned, the research participants will receive a **free subscription** to the University Sports Center for six months. During this time, we will try to encourage you to work out at the gym and record your entries using the Sports Center Chip (the data will be kept anonymous for research purposes only).

We will not follow you or watch you in any other way except the chip.

If you want to participate in the research, you must attend an opening session where we will provide further details regarding the research.

The opening session will be held in Room 47 on the basement floor of the Recanati Building.

Please select the appropriate meeting date between December 18-28.

Please enter the link at the end of the email and sign up for one of the possible dates.

If there is a specific problem or question, please contact:

Eli Mograbi at elimograbi@gmail.com.

Please Notice - you are requested to sign the Health Statement at the link below and bring it to the initial meeting. If you suffer from a health issue, you will be asked to bring your family doctor's permission to the gym. Research will not be eligible for participation before the health declaration is signed.

If you would like to participate in this study, please click here to select your preferred time to attend the trial opening session.

Best regards,

Dr. Ayala Arad, Prof. Uri Gneezy and Eli Mograbi,

First session Questionnaire

Please fill in the followings:

First Name: _____

Last Name: _____

Cellphone Number: _____

Email: _____

Age: _____

Gender

(1) Male

(2) Female

How many minutes on average does it take you to get to the university

For each of the statements below, please indicate on a scale from 1-7 how much do you agree with it, with 7 meaning completely agree, and 1 saying completely disagree. If you fall between the extremes use the numbers in the middle.

	(1) Completely disagree	(2)	(3)	(4)	(5)	(6)	(7) Completely agree
I set goals for the next few days for what I want to achieve with my time.							
I decide beforehand how my time will be used in the next few days.							
I actively consider the steps I need to take to stick to my time schedule the next few days.							
I consult my planner to see how much time I have left for the next few days.							
I like to look to my planner for the next few days in order to get a better view of using my time in the future							
It makes me feel better to have my time planned out in the next few days.							
I set goals for the next 1-2 months for what I want to achieve with my time.							
I decide beforehand how my time will be used in the next 1-2 months.							
I actively consider the steps I need to take to stick to my time schedule in the next 1-2 months.							
I consult my planner to see how much time I have left for the next 1-2 months.							
I like to look to my planner for the next 1-2 months in order to get a better view of using my time in the future.							
It makes me feel better to have my time planned out in the next 1-2 months.							

For each of the statements below, please indicate whether or not the statement is characteristic of you. If the statement is extremely uncharacteristic of you (not at all like you) please mark 1; If the statement is extremely characteristic of you (very much like you) please mark a 5. And, of course, use the numbers in the middle if you fall between the extremes.

Please keep the following scale in mind as you rate each of statements below.

	(1) Describes me perfectly	(2)	(3)	(4)	(5) Doesn't describe me at all
I consider how things might be in the future and try to influence those things with my day to day behavior.					
Often I engage in a particular behavior in order to achieve outcomes that may not result for many years.					
I only act to satisfy immediate concerns, figuring the future will take care of itself.					
My behavior is only influenced by the immediate (i.e., a matter of days or weeks) outcomes of my actions.					
My convenience is a big factor in the decisions I make or the actions I take.					
I am willing to sacrifice my immediate happiness or well-being in order to achieve future outcomes.					
I think it is important to take warnings about negative outcomes seriously even if the negative outcomes will not occur for many years.					
I think it is more important to perform a behavior with important distant consequences than a behavior with less-important immediate consequences.					
I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level					
I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.					
I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.					
Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.					

For each of the following statements, please indicate the likelihood that you would engage in the described activity or behavior if you were to find yourself in that situation. Provide a rating from Extremely Unlikely to Extremely Likely. Using the following 1-7 scale whereas 1- extremely unlikely, 7 – extremely likely. If you are between the two extremes, mark one of the numbers in the middle depending on how likely you are to participate in the activity or behavior described.

	(1) Extremely unlikely	(2)	(3)	(4)	(5)	(6)	(7) Extremely likely
Admitting that your tastes are different from those of a friend.							
Going camping in the wilderness.							
Betting a day's income at the horse races.							
Investing 10% of your annual income in a moderate growth mutual fund.							
drinking heavily at a social function.							
Taking some questionable deductions on your income tax return.							
Disagreeing with an authority figure on a major issue.							
Betting a day's income at a high stake poker game.							
Having an affair with a married man/woman.							
Passing off somebody else's work as your own.							
Going down a ski run that is beyond your ability.							
Investing 5% of your annual income in a very speculative stock.							
Going whitewater rafting at high water in the spring.							
Betting a day's income on the outcome of a sporting event.							
Engaging in unprotected sex.							
Revealing a friend's secret to someone else.							
Driving a car without wearing a seat belt.							
Investing 10% of your annual income in a new business venture.							
Taking a skydiving class.							
Riding a motorcycle without a helmet.							

Choosing a career that you truly enjoy over a more secure one.							
Speaking your mind about an unpopular issue in a meeting at work.							
Sunbathing without sunscreen.							
Bungee jumping off a tall bridge.							
Piloting a small plane.							
Walking home alone at night in an unsafe area of town.							
Moving to a city far away from your extended family.							
Starting a new career in your mid-thirties.							
Leaving your young children alone at home while running an errand.							
Not returning a wallet you found that contains 700 NIS.							

For each of the following statements, please indicate how much you agree with that sentence when: 1 - strongly disagree, 6 - strongly agree. If you are between the two extremes, mark one of the middle numbers according to the extent to which you agree with the statement

	(1) Completely disagree	(2)	(3)	(4)	(5)	(6) Completely agree
I am not very optimistic about the future.						
I find most things amusing.						
I am always involved and committed.						
I laugh a lot.						
I am satisfied with all the aspects of my life.						
I am very happy.						
I discover beauty in various things.						
I have no special sense of meaning and purpose in life.						
I am not having fun with other people.						
I have no happy memories of the past.						

Please declare the amount of alcohol you consumed during the past week

Wine Glasses: _____

Bottles of Beer: _____

Units of Alcoholic Beverages _____

During last week:

	(0)	(1)	(2)	(3)	(4)	(5)	(6)	(7)
(1) For how many days during the past week did you went to bed after midnight?								
(2) How many days during the past week did you felt tired / without enough sleep.								

Are you engaging any kind of sports activity regularly during the week?

- (1) Yes
- (2) No

How many times on average do you exercise during the week?

- (1) 0
- (2) 1
- (3) 2
- (4) 3
- (5) 4
- (6) 5
- (7) 6
- (8) 7

What physical activities do you do regularly (more than one can be marked)?

- (1) Gym
- (2) Swimming
- (3) running
- (4) Other (please specify) _____
- (5) Nothing

Do you enjoy engaging in a sport activity during any of the following times (more than one can be marked)?

- (1) before training begins
- (2) During training
- (3) after training
- (4) at any time

Do you feel that you are in shape when 1 = poor stamina, and 7 = excellent stamina.

- (1) Poor shape - 1
- (2) 2
- (3) 3
- (4) 4
- (5) 5
- (6) 6
- (7) Excellent shape - 7

Are you strict about eating healthy foods?

- (1) to a great extent
- (2) to a large extent
- (3) To a small extent
- (4) To a very small extent

How many days on average do you attend university during the week?

- (1) 1
- (2) 2
- (3) 3
- (4) 4
- (5) 5
- (6) 6
- (7) 7

How many academic hours do you have during the year on average?

How many weekly work hours do you have during the year on average?(if you are not working, mark 0.)

What degree are you studying?

- (1) BA
 - (2) MA
 - (3) Other (detail)
-

Academic year of study

- (1) a
- (2) b
- (3) c
- (4) d

Major

Minor (if applicable)

Concluding session questionnaire (Q3)

Please fill in the following details:

- (1) First name _____
- (2) Last name _____
- (3) Mobile phone number _____
- (4) Email address _____
- (5) Age _____

Gender:

- (1) Male
- (2) female

How many minutes on average does it take you to get to the university?

How many times did you go to the gym last week?

- (1) 0
- (2) 1
- (3) 2
- (4) 3
- (5) 4
- (6) 5
- (7) 6
- (8) 7

When you went to the gym, did you go with friends or alone

- (1) with friends
- (2) alone
- (3) I did not go

Did you go with other people who were part of the gym research?

- (1) Yes
- (2) No

How many of your friends do you know who work out in the gym at the sports center?

Were you injured during the study period?

- (1) Yes
- (2) No

If in fact you were injured, did that injury stop you from exercising even though you wanted to?

- (1) Yes
- (2) No

Have you trained elsewhere other than the sports center (any type of training)?

- (1) Yes

(2) No

If so, what kind of training

(1) Swimming

(2) running

(3) Gym

(4) Classes

(5) Other _____

(6) I haven't

In case you trained outside the university, why did you do it?

(1) Proximity and comfort of residence / work

(2) training with friends

(3) Other

(4) I haven't

Have you trained at the sports center in a different way than the gym?

(1) Yes

(2) No

What kind of exercise that is different from the gym have you used at the sports center?

(1) running

(2) Swimming

(3) Classes

(4) Other

(5) I haven't

Do you feel like you started exercising thanks to the research?

(1) Yes

(2) No

For each of the following statements, please indicate whether or not this characterizes you. If the statement doesn't really characterize you (extremely unlike me) please select 1. If the saying characterizes you very much (extremely like me), please select 5. If you are between the two extremes, mark one of the middle numbers according to the extent to which the statement characterizes you.

	(1) Extremely unlike me	(2)	(3)	(4)	(5) Extremely like me
I often set a goal but later choose to pursue a different one.					
I have been obsessed with a certain idea or project for a short time but later lost interest.					
I have difficulty maintaining my focus on projects that take more than a few months to complete.					
New ideas and projects sometimes distract me from previous ones					
I finish whatever I begin					
Setbacks don't discourage me					
I am a diligent					
I am a hard worker					

For each of the statements below, please indicate on a scale from 1-7 how much do you agree with it, with 7 meaning completely agree, and 1 saying completely disagree. If you fall between the extremes use the numbers in the middle.

	(1) Completely disagree	(2)	(3)	(4)	(5)	(6)	(7) Completely agree
I set goals for the next few days for what I want to achieve with my time.							
I decide beforehand how my time will be used in the next few days.							
I actively consider the steps I need to take to stick to my time schedule the next few days.							
I consult my planner to see how much time I have left for the next few days.							
I like to look to my planner for the next few days in order to get a better view of using my time in the future							
It makes me feel better to have my time planned out in the next few days.							
I set goals for the next 1-2 months for what I want to achieve with my time.							
I decide beforehand how my time will be used in the next 1-2 months.							
I actively consider the steps I need to take to stick to my time schedule in the next 1-2 months.							
I consult my planner to see how much time I have left for the next 1-2 months.							
I like to look to my planner for the next 1-2 months in order to get a better view of using my time in the future.							
It makes me feel better to have my time planned out in the next 1-2 months.							

For each of the statements below, please indicate whether or not the statement is characteristic of you. If the statement is extremely uncharacteristic of you (not at all like you) please mark 1; If the statement is extremely characteristic of you (very much like you) please mark a 5. And, of course, use the numbers in the middle if you fall between the extremes.

Please keep the following scale in mind as you rate each of statements below.

	(1) Describes me perfectly	(2)	(3)	(4)	(5) Doesn't describe me at all
I consider how things might be in the future and try to influence those things with my day to day behavior.					
Often I engage in a particular behavior in order to achieve outcomes that may not result for many years.					
I only act to satisfy immediate concerns, figuring the future will take care of itself.					
My behavior is only influenced by the immediate (i.e., a matter of days or weeks) outcomes of my actions.					
My convenience is a big factor in the decisions I make or the actions I take.					
I am willing to sacrifice my immediate happiness or well-being in order to achieve future outcomes.					
I think it is important to take warnings about negative outcomes seriously even if the negative outcomes will not occur for many years.					
I think it is more important to perform a behavior with important distant consequences than a behavior with less-important immediate consequences.					
I generally ignore warnings about possible future problems because I think the problems will be resolved before they reach crisis level					
I think that sacrificing now is usually unnecessary since future outcomes can be dealt with at a later time.					
I only act to satisfy immediate concerns, figuring that I will take care of future problems that may occur at a later date.					
Since my day to day work has specific outcomes, it is more important to me than behavior that has distant outcomes.					

For each of the following statements, please indicate the likelihood that you would engage in the described activity or behavior if you were to find yourself in that situation. Provide a rating from Extremely Unlikely to Extremely Likely. Using the following 1-7 scale whereas 1- extremely unlikely, 7 – extremely likely. If you are between the two extremes, mark one of the numbers in the middle depending on how likely you are to participate in the activity or behavior described.

	(1) Extremely unlikely	(2)	(3)	(4)	(5)	(6)	(7) Extremely likely
Admitting that your tastes are different from those of a friend.							
Going camping in the wilderness.							
Betting a day's income at the horse races.							
Investing 10% of your annual income in a moderate growth mutual fund.							
drinking heavily at a social occasion.							
Taking some questionable deductions on your income tax return.							
Disagreeing with an authority figure on a major issue.							
Betting a day's income at a high stake poker game.							
Having an affair with a married man/woman.							
Passing off somebody else's work as your own.							
Going down a ski run that is beyond your ability.							
Investing 5% of your annual income in a very speculative stock.							
Going whitewater rafting at high water in the spring.							
Betting a day's income on the outcome of a sporting event.							
Engaging in unprotected sex.							
Revealing a friend's secret to someone else.							
Driving a car without wearing a seat belt.							
Investing 10% of your annual income in a new business venture.							
Taking a skydiving class.							
Riding a motorcycle without a helmet.							
Choosing a career that you truly enjoy over a more secure one.							

Speaking your mind about an unpopular issue in a meeting at work.							
Sunbathing without sunscreen.							
Bungee jumping off a tall bridge.							
Piloting a small plane.							
Walking home alone at night in an unsafe area of town.							
Moving to a city far away from your extended family.							
Starting a new career in your mid-thirties.							
Leaving your young children alone at home while running an errand.							
Not returning a wallet you found that contains 700 NIS.							

For each of the following statements, please indicate how much you agree with that sentence when: 1 - strongly disagree, 6 - strongly agree. If you are between the two extremes, mark one of the middle numbers according to the extent to which you agree with the statement

	(1) Completely disagree	(2)	(3)	(4)	(5)	(6) Completely agree
I am not very optimistic about the future.						
I find most things amusing.						
I am always involved and committed.						
I laugh a lot.						
I am satisfied with all the aspects of my life.						
I am very happy.						
I discover beauty in various things.						
I have no special sense of meaning and purpose in life.						
I am not having fun with other people.						
I have no happy memories of the past.						

Please declare the amount of alcohol you consumed during the past week

Wine Glasses: _____

Bottles Of Beer: _____

Units Of Alcoholic Beverages: _____

During last week:

	(0)	(1)	(2)	(3)	(4)	(5)	(6)	(7)
For how many days during the past week did you went to bed after midnight?								
How many days during the past week did you felt tired / without enough sleep.								

Are you engaging any kind of sports activity regularly during the week?

(1) Yes

(2) No

How many times on average do you exercise during the week?

(1) 0

(2) 1

(3) 2

(4) 3

(5) 4

(6) 5

(7) 6

(8) 7

What physical activities do you do regularly (more than one can be marked)?

(1) Gym

(2) Swimming

(3) running

(4) _____ Other (please specify)

(5) Nothing

Do you enjoy engaging in a sport activity during any of the following times (more than one can be marked)?

(1) before training begins

(2) During training

(3) after training

(4) at any time

Do you feel that you are in shape when 1 = poor stamina, and 7 = excellent stamina.

(1) Poor shape - 1

(2) 2

(3) 3

(4) 4

(5) 5

- (6) 6
- (7) Excellent shape - 7

Are you strict about eating healthy foods?

- (1) to a great extent
- (2) to a large extent
- (3) To a small extent
- (4) To a very small extent

How many days on average do you attend university during the week?

- (1) 1
- (2) 2
- (3) 3
- (4) 4
- (5) 5
- (6) 6
- (7) 7

How many academic hours do you have during the year on average?

How many weekly work hours do you have during the year on average?(if you are not working, mark 0.)

What degree are you studying?

- (1) BA
 - (2) MA
 - (3) Other (detail)
-

Academic year of study

- (1) a
- (2) b
- (3) c
- (4) d

Major

Minor (if applicable)

Please write your opinion on the study in free text, did it help you in any way? If not, then why? And what could be done to help? If so, then how? What has helped you the most? We would also love to hear any criticism and opinion regarding the research.

12 months questionnaire (Q4)

Hello, in continuation with your participation at the research to encourage exercise (only for those who participated at the research), you are asked to answer a short online questionnaire (which should take about 2 minutes). In return, **each participant that answered the questionnaire will receive NIS 50**. Answering this questionnaire is very important to the results of the study, and we would be happy if you take the time to answer it. The money can be obtained at: Bit, Bank Transfer, Pepper Pay and Cash (will be accepted by Recanati building). If you have any questions you can contact one of the study's administrators, Eli Mograbi, at elimograbi@gmail.com

Personal details (for identity verification and receipt of money)

- (1) First name _____
- (2) Last name _____
- (3) Email Address _____
- (4) Phone number _____

How long on average does it take you to get to the university (minutes)?

How do you usually get to university?

- (1) Walking
- (2) regular bicycles
- (3) any electrical tool (bicycle / scooter)
- (4) bus
- (5) Motorcycle
- (6) Car
- (7) Other (please specify): _____

Specify how many hours per week on average you spend:

- (1) Working: _____
- (2) Studying: _____

How many times a week do you go to the gym on average?

- (1) 0
- (2) 1
- (3) 2
- (4) 3
- (5) 4
- (6) 5
- (7) 6
- (8) 7

How many times do you exercise each week on average?

- (1) 0
- (2) 1
- (3) 2
- (4) 3
- (5) 4
- (6) 5
- (7) 6
- (8) 7

What type of physical activity are you doing regularly (you can mark more than one)

- (1) Swimming
- (2) running
- (3) Gym
- (4) Classes
- (5) Other (please specify): _____
- (6) Does not practice sports

If you do engage in physical activity, do you work out at the university sports center, elsewhere for a fee (gym, classes, group, etc.) or work out independently for free

- (1) University Sports Center
- (2) I pay at another place
- (3) independently, unpaid
- (4) Not exercising

If you are engaged in any physical activity, do you work out alone or with friends?

- (1) with friends
- (2) alone
- (3) Not exercising

Do you feel that you started engaging in physical activity thanks to the research?

- (1) I exercise thanks to the research
- (2) I exercise, but it has nothing to do with the research
- (3) Not exercising

Do you have any comments about the study?

How would you like to receive the money? In case you have chosen Bit or Pepper Pay, a request must be sent through the application to Eli Mograbi to 0526590073 with your full name specified to receive the payment. If you have chosen bank transfer, please fill in the full bank details (bank number, branch number, account number). If you have chosen cash, we will send you an email in the coming days to coordinate collection.

(1) Bit

(2) Pepper Pi

(3) Bank transfer: _____

(4) Cash

(5) I haven't decided yet

Thanks for answering the experiment. You will receive an email in the coming days to arrange payment. If you have any questions, you can contact one of the research administrators, Eli Mograbi, at elimograbi@gmail.com.

18 months questionnaire (Q5)

Hello, in continuation with your participation at the research to encourage exercise (only for those who participated at the research), you are asked to answer a short online questionnaire (which should take about 2 minutes). In return, **each participant that answered the questionnaire will receive NIS 50**. Answering this questionnaire is very important to the results of the study, and we would be happy if you take the time to answer it. The money can be obtained at: Bit, Bank Transfer, Pepper Pay and Cash (will be accepted by Recanati building). If you have any questions you can contact one of the study's administrators, Eli Mograbi, at elimograbi@gmail.com

Personal details (for identity verification and receipt of money)

- (1) First name _____
- (2) Last name _____
- (3) Email Address _____
- (4) Phone number _____

How long on average does it take you to get to the university (minutes)?

How do you usually get to university?

- (1) Walking
- (2) regular bicycles
- (3) any electrical tool (bicycle / scooter)
- (4) bus
- (5) Motorcycle
- (6) Car
- (7) Other (please specify): _____

Specify how many hours per week on average you spend:

- (1) Working: _____
- (2) Studying: _____

How many times a week do you go to the gym on average?

- (1) 0
- (2) 1
- (3) 2
- (4) 3
- (5) 4
- (6) 5
- (7) 6
- (8) 7

How many times do you exercise each week on average?

- (1) 0
- (2) 1
- (3) 2
- (4) 3
- (5) 4
- (6) 5
- (7) 6
- (8) 7

What type of physical activity are you doing regularly (you can mark more than one)

- (1) Swimming
- (2) running
- (3) Gym
- (4) Classes
- (5) Other (please specify): _____
- (6) Does not practice sports

If you do engage in physical activity, do you work out at the university sports center, elsewhere for a fee (gym, classes, group, etc.) or work out independently for free

- (1) University Sports Center
- (2) I pay at another place
- (3) independently, unpaid
- (4) Not exercising

If you are engaged in any physical activity, do you work out alone or with friends?

- (1) with friends
- (2) alone
- (3) Not exercising

Do you feel that you started engaging in physical activity thanks to the research?

- (1) I exercise thanks to the research
- (2) I exercise, but it has nothing to do with the research
- (3) Not exercising

Do you have any comments about the study?

How would you like to receive the money? In case you have chosen Bit or Pepper Pay, a request must be sent through the application to Eli Mograbi to 0526590073 with your full name specified to receive the payment. If you have chosen bank transfer, please fill in the full bank details (bank number, branch number, account number). If you have chosen cash, we will send you an email in the coming days to coordinate collection. Q13

- (1) Bit
- (2) Pepper Pay
- (3) Bank transfer: _____
- (4) Cash
- (5) I haven't decided yet

Thanks for answering the experiment. You will receive an email in the coming days to arrange payment. If you have any questions, you may contact one of the research administrators, Eli Mograbi, at elimograbi@gmail.com Q12