Epistemic Crowdsourcing: Motivation vs. Incentives (with John J. Horton, and Aaron Shaw)

Incentives work better than motivational mechanisms to encourage workers.

1. Cheap talk – surveillance (we'll review your answers)
2. Cheap talk – normative incentives (do the right thing!)
3. Incentives – financial rewards for accuracy
4. Incentives – financial rewards for agreement
5. Punishment – financial penalties for inaccuracy
6. Punishment – financial penalties for disagreement
7. Incentives (w. risk) – bet on your own accuracy
8. Tournament scoring – competitive status incentives

9. Shadow of the future – promise of subsequent jobs
10. Normative priming questions – (e.g. is it important to do a job well ?)
11. Solidarity – financial incentives based on "team" performance
12. Humanization – a personal appeal with a photo
13. Trust – payment offered irrespective of performance
14. "Bayesian Truth Serum"

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      Source |       SS       df       MS                Number of obs =      1233
-------------+------------------------------              F(  7,  1225) =      9.38
       Model | 13.1897511       7  1.88425016             Prob > F       =    0.0000
    Residual | 246.179268    1225  .200962667             R-squared      =    0.0509
-------------+------------------------------              Adj R-squared  =    0.0454
       Total | 259.369019    1232  .210526801             Root MSE       =   .44829


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    identity |      Coef.   Std. Err.      t    P>|t|     [95% Conf. Interval]
-------------+----------------------------------------------------------------
   t_control |   .1933333   .0633976     3.05   0.002     .0689535    .3177132
 t_incentives|   .3167857   .0440211     7.20   0.000     .2304207    .4031508
  t_cheaptalk|   .2521212   .0534995     4.71   0.000     .1471604     .357082
 t_tournament|        .34   .0633976     5.36   0.000     .2156201    .4643799
    t_social |   .2542857   .0446344     5.70   0.000     .1667174     .341854
   t_betting |   .3348718   .0625795     5.35   0.000     .2120969    .4576467
     t_prime |   .1349367   .0623184     2.17   0.031     .0126741    .2571993
       _cons |        .46   .0366026    12.57   0.000     .3881892    .5318108
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