**Appendix**

**Table A1** Experimental 1 scenarios and manipulations (English version).

|  |  |
| --- | --- |
|  | Step1, Vignette: Imagine that you are a manager of the sports sector of a city, to meet citizens’ needs for public sports infrastructure, your sector plans to build a sports park project using… [policy instrument treatment]. The feasibility analysis shows that using this policy instrument, … [risk information frame treatment]. |
| [risk information frame treatment] (Randomly assigned)  |
| Positive (n = 255) | Neutral I (n = 252) | Neutral II (n = 265) | Negative (n = 252) |
| [policy instrument treatment](Randomly assigned) |  |
| Direct policy instruments (i.e., full funding and provision by the public sector) (n = 350) | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
| Indirect policy instruments (i.e., fully marketable and provision by the private sector) (n = 270) | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
| Mixed policy instruments (i.e., public-private sector co-financing and collaboration in providing) (n = 404) | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
|  | Step 2, Question: If you are the implementer of the project, to what extent do you favor or disfavor the implementation of the policy instrument mentioned above? Please select a score on a scale from 0 (strongly disagree) to 100 (strongly agree). |
| Notes: x є [75, 80, 85, 90, 95], y є [25, 20, 15, 10, 5] |

**Table A2** Experimental 1 scenarios and manipulations (Chinese version).

|  |  |
| --- | --- |
|  | 步骤1，情境：想象一下，假如你是某个城市体育部门的经理，为了满足市民对公共体育基础设施的需求，你的部门计划使用......[政策工具处理]建设一个体育公园项目。可行性分析表明，使用这种政策工具，......[风险信息框架处理]。 |
| [风险信息框架处理]（随机分配） |
| 积极（n = 255） | 中立I（n = 252） | 中立II（n = 265） | 消极（n = 252） |
| [政策工具处理]（随机分配） |  |
| 直接政策工具（例如，完全由公共部门资助和提供）（n = 350） | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
| 间接政策工具（例如，完全市场化并由私人部门提供）（n = 270） | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
| 混合政策工具（例如，公私部门共同筹资并合作提供）（n = 404） | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
|  | 第2步，问题：如果你是项目的实施者，你在多大程度上赞成或不赞成实施上述政策工具？请在0（非常不同意）到100（非常同意）的范围内选择一个数。 |
| 注： x є [75, 80, 85, 90, 95], y є [25, 20, 15, 10, 5] |

**Table A3** Manipulation check for each risk information and interest motivation category using a pilot survey experiment.

|  |  |  |
| --- | --- | --- |
| Manipulation items | Experimental materials | The number of participants who correctly recalled the experimental materials  |
| Risk information frames |  |  |
| Positive (n = 10) | The probability of this project’s success is x% | 10 |
| Neutral I (n = 10) | The probability of this project’s success is x%, and the probability of this project’s failure is y% | 10 |
| Neutral II (n = 10) | The probability of this project’s failure is y%, and the probability of this project’s success is x% | 9 |
| Negative (n = 10) | The probability of this project’s failure is y% | 9 |
| Interest motivations |  |  |
| Non-interest (n = 10) | Nothing | 10 |
| Personal interest (n = 10) | Your performance score | 9 |
| Public interest (n = 10) | Citizens’ quality of life | 10 |
| Personal & public interest (n = 10) | Your performance score and citizens’ quality of life | 10 |
| Public & personal interest (n = 10) | Citizens’ quality of life and your performance score | 10 |

**Table A4** Balance test across experimental 1 group.

|  |  |  |
| --- | --- | --- |
| Variable | Interest motivation | Risk Information |
| Direct | Indirect | Mixed | Positive | Neutral I | Neutral II | Negative |
| Gender |  |  |  |  |  |  |  |
| % Female | 52.3 | 50.7 | 50.0 | 51.4 | 48.8 | 50.9 | 52.8 |
| % Male | 47.7 | 49.3 | 50.0 | 48.6 | 51.2 | 49.1 | 47.2 |
| Age |  |  |  |  |  |  |  |
| % Below 29 | 39.4 | 41.9 | 40.1 | 39.2 | 38.9 | 43.0 | 40.1 |
| % 30-39 | 42.9 | 40.0 | 41.6 | 42.7 | 41.3 | 41.9 | 40.5 |
| % Above 40 | 17.7 | 18.1 | 18.3 | 18.0 | 19.8 | 15.1 | 19.4 |
| Education |  |  |  |  |  |  |  |
| % Bachelor or below | 70.9 | 70.4 | 72.8 | 75.3 | 68.3 | 67.5 | 75.0 |
| % Master or above | 29.1 | 29.6 | 27.2 | 24.7 | 31.7 | 32.5 | 25.0 |

*Notes:* We test the difference in participants’ characteristics between these seven groups through chi-square tests and found no significant difference in these treatment groups.

**Table A5** Experimental 2 scenarios and manipulations (English version).

|  |  |
| --- | --- |
|  | Step1, Vignette: Imagine that you are a manager of the energy sector of a city, to solve the electricity shortage dilemma, your sector plans to build a waste incineration power plant by using **indirect policy instruments** (i.e., fully marketable and provision by the private sector). The project may succeed or fail. If it succeeds, it will solve the electricity shortage dilemma; if it fails, it may cause secondary environmental pollution. The successful or failed results will affect … [motivation activation treatment]. The feasibility analysis shows that using this policy instrument, … [risk information frame treatment]. |
| [risk information frame treatment] (Randomly assigned) |
| Positive (n = 258) | Neutral I (n = 241) | Neutral II (n = 259) | Negative (n = 266) |
| [motivation activation treatment] (Randomly assigned) |  |
| Non-interest (n = 247)[nothing] | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
| Personal interest (n = 206)[your performance score] | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
| Public interest (n = 200)[citizens’ quality of life] | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
| Personal & public interest (or reverse) (n = 186, reverse n = 185)[your performance score and citizens’ quality of life, reverse] | the probability of this project’s success is x%. | the probability of this project’s success is x%, and the probability of this project’s failure is y%. | the probability of this project’s failure is y%, and the probability of this project’s success is x%. | the probability of this project’s failure is y%. |
|  | Step 2, Question: If you are the implementer of the project, to what extent do you favor or disfavor the implementation of the indirect policy instrument mentioned above? Please select a score on a scale from 0 (strongly disagree) to 100 (strongly agree). |
| Notes: x є [75, 80, 85, 90, 95], y є [25, 20, 15, 10, 5] |

**Table A6** Experimental 2 scenarios and manipulations (Chinese version).

|  |  |
| --- | --- |
|  | 步骤1，情境：想象一下，假如你是某个城市能源部门的经理，为了解决电力短缺的困境，你的部门计划通过使用**间接政策工具**（即完全市场化和由私人部门提供）建立一个垃圾焚烧发电厂。该项目可能成功也可能失败。如果成功，它将解决电力短缺的困境；如果失败，它可能造成二次环境污染。成功或失败的结果将影响......[动机激活处理]。可行性分析表明，使用这一政策工具，......[风险信息框架处理]。 |
| [风险信息框架处理]（随机分配） |
| 积极（n = 258） | 中立I（n = 241） | 中立II（n = 259） | 消极（n = 266） |
| [动机激活处理]（随机分配） |  |
| 无利益（n = 247）[没有任何影响] | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
| 个人利益（n = 206）[你的绩效得分] | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
| 公共利益（n = 200）[公众的生活质量] | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
| 个人利益和公众利益（或反转)（n = 186，反转n = 185）[你的绩效得分和公众的生活质量，反转] | 这个项目成功的概率是x%。 | 这个项目成功的概率是 x%，而这个项目失败的概率是y%。 | 这个项目失败的概率是 y%，而这个项目成功的概率是x%。 | 这个项目失败的概率是y%。 |
|  | 第2步，问题：如果你是项目的实施者，你在多大程度上赞成或不赞成实施上述间接政策工具？请在0（非常不同意）到100（非常同意）的范围内选择一个数。 |
| 注：x є [75, 80, 85, 90, 95], y є [25, 20, 15, 10, 5] |

**Table A7** Balance test across experimental 2 group.

|  |  |  |
| --- | --- | --- |
| Variable | Interest motivation | Risk information |
| None | Personal | Public | Personal & public | Public & personal | Positive | Neutral I | Neutral II | Negative |
| Gender |  |  |  |  |  |  |  |  |  |
| % Female | 50.2 | 52.4 | 55.5 | 50.0 | 46.5 | 49.2 | 49.8 | 51.7 | 53.0 |
| % Male | 49.8 | 47.6 | 44.5 | 50.0 | 53.5 | 50.8 | 50.2 | 48.3 | 47.0 |
| Age\*\* |  |  |  |  |  |  |  |  |  |
| % Below 29 | 44.5 | 40.3 | 44.5 | 36.6 | 34.1 | 42.2 | 41.1 | 38.6 | 39.5 |
| % 30-39 | 40.5 | 42.7 | 39.5 | 42.5 | 43.2 | 41.5 | 41.5 | 42.1 | 41.4 |
| % Above 40 | 15.0 | 17.0 | 16.0 | 21.0 | 22.7 | 16.3 | 17.4 | 19.3 | 19.2 |
| Education |  |  |  |  |  |  |  |  |  |
| % Bachelor or below | 74.1 | 71.4 | 72.0 | 68.8 | 70.3 | 76.7 | 66.0 | 68.3 | 74.4 |
| % Master or above | 25.9 | 28.6 | 28.0 | 31.2 | 29.7 | 23.3 | 34.0 | 31.7 | 25.6 |

*Notes:* We test the difference in participants’ characteristics between these seven groups through chi-square tests and found no significant difference in these treatment groups except for age.



**Figure A1** Attitude scores for direct, indirect, and mixed policy instruments conditional on risk information framework (full results), with standard error bars.



**Figure A2** Attitude scores for personal interest and public interest orientations conditional on risk information framework (full results), with standard error bars.