

PROBE:

TIME/MONEY SORTING CARDS

INTENTION:

Understand how people think about the trade-off between money and time in their lives.

INSTRUCTIONS:

Supplied is a set of cards with various time and money values. Use these cards to watch someone order them from most to least valuable and better understand how he/she values time and money.

1. First, ask your interviewee to quickly browse through the cards.
2. Next, find a flat surface, and ask your interviewee to begin ordering the cards from least valuable to most valuable.
3. As your interviewee is ordering the cards, ask him/her to share how trade-offs are made. Why is he/she placing the cards in the order chosen?

POSSIBLE FOLLOW-UP QUESTIONS:

- "I noticed you said/did . . . Can you tell me more about that? Why did you decide to . . ."
- "Tell me about a recent time (a specific day) you felt short on time? Walk me through that day."
- "Within the last week, what was an instance you spent money that you remember? What was a time you were particularly happy to spend money?"
- "What is a time you remember that you regretted spending money? Why was that particularly regretful?"

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