**Non-monetary motivation and performance**

In some studies a number of experiments are unpaid. Researchers turn to colleagues, acquaintances, students, and sometimes strangers through special platforms with a request to collect data for the experiment. What motivates people to participate in unpaid experiments? Which type of non-monetary incentives is the most effective?

Non-monetary incentives can be divided into two categories - satisfying one's own needs, and satisfying the needs of others. Self-directed motivation includes curiosity and obligations to oneself - promises. Altruism and prosocial behavior - to a charitable organization or a specific person refers to other-directed motivation. How do the altruism, curiosity and the fulfillment of promises affect performance?

Researchers have found that promises are a strong motivator for stimulating desired behavior (Kanngiesser, Sunderarajan, & Woike, 2021; Woike & Kanngiesser, 2019). Task motivation has an economically important effect on effort, more than doubling effort (Banuri, Keefer & De Walque, 2018). Previous research shows that altruism (charitable giving) increases performance (Tonin, Mirco and Vlassopoulos, 2015; Bruni et al., 2020; Douthit, Martin & McAllister, 2022). Spending money on others brings people emotional benefits (Aknin, Barrington-Leigh, Dunn, Helliwell, Burns, Biswas-Diener, Norton, 2013) and makes them happier (for example, Dunn, Aknin, & Norton, 2008). Aknin, Dunn, Whillans, Grant & Norton (JEBO, 2013) found that when a charitable organization discloses the positive impact that a particular person's donation will have (clearly identified how donations would be used to help recipients), people feel happier.

None of the previous works considers division between the general altruism (to a charitable organization) or specific altruism (directed to help a specific person) and whether the quantity of the performance depends on what type of non-monetary motivation prevails among them.

We consider 4 different types of non-monetary motivation: the desire to help the researcher, the desire to make a contribution to the charity organization, the curiosity, the desire to make a promise and one of the monetary incentives - the participation in sweepstakes, and measure the quality and quantity of the performance. In one of the online decision-making experiment, we include an additional question about motivation: what drives people to take a survey that does not involve monetary reward? At the beginning the experiment the respondents were asked to evaluate their motivation and to choose two options from the proposed (charity, help, curiosity, promise and sweepstakes). Then we evaluate the task performance using the following indicator - completion rate (Rogstadius et al, 2011; Chandler & Kapelner, 2013). We use logit models and control for complexity (investment-framed questions).

We obtain that non-monetary incentive (make a contribution to the charity) are strong enough to increase performance, while monetary incentive (the participation in a sweepstake) does not affect the quantity of performance. This type of non-monetary motivation is responsible for general altruism. A person who is motivated to contribute to charity is more likely to complete all the tasks in full. The desire to help researchers (personified altruism) does not affect the quantity of performance. It should be taken into account when we invite people with this type of motivation.