Exp. Number: _____

Instructions (GD)

Introduction:
The instructions you are about to read are self-explanatory. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

You have been randomly assigned to a role with these instructions. You will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player. Your earnings for the experiment will be based on your decisions. The experiment is structured so that your decisions will remain anonymous in the sense that no experimenter or any other participant will be able to identify the decisions you make.

Conducting the experiment:
The experimenter will give you an envelope. The envelope will contain 20 one-dollar bills and 20 blank slips of paper. You have to decide how many one-dollar bills and how many blank slips of paper to leave in the envelope, and how many to place in your pocket. The envelope will be sent to a player in another room. The number of one-dollar bills and the number of slips of paper you leave in the envelope must sum to twenty (20). After you make your decision, seal the envelope and place it in the box provided by the experimenter. The money you keep is your earnings from the experiment. Once all participants in this room have made their decisions and deposited their envelopes in the box, you will be permitted to leave. The box will be taken to the other room, and each envelope will be distributed to a separate participant in that room. Therefore, the money you leave in the envelope will be the amount of money earned by the player in the other room who draws your envelope. Please keep your earnings private after the experiment.

Summary:

1) You are being paired with a player in another room.
2) You need to decide how many of the 20 one-dollar bills and 20 slips of paper to leave in the envelope for the person with whom you are matched (the number of one-dollar bills and slips of paper left must sum to 20.
3) You will make your decision privately by placing dollar bills and blank slips of paper back into the envelope provided, sealing the envelope, and depositing the envelope in a box provided by the experimenter.
4) Neither the experimenter nor any other participant will ever be able to identify you with your decision. As well, you will not know the decisions of any other players in the experiment.

Exp. Number: _____

Instructions (GD)

Introduction:
The instructions you are about to read are self-explanatory. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

You have been randomly assigned to a role with these instructions. You will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player.

Conducting the experiment:
You will pick an envelope from the experimenter when the experimenter calls your experimental number. This envelope will contain *possibly* some one-dollar bills, up to $20, and *possibly* some blank slips of paper. Someone in a different room sent the contents of the envelope to you. That person was given the envelope with 20 one-dollar bills and 20 blank slips of paper. They were instructed to decide how many (0 to 20) of the 20 one-dollar bills to give you. The remainder of the 20 one-dollar bills became that player's earnings. They made their decision privately, without knowledge of with whom they would be matched. While you are waiting for your envelope, we will be asking you to respond to a few questions. After you receive your envelope, you will be permitted to leave. Please keep your earnings private after the experiment.

Exp. Number: _____

Instructions (PD)

Introduction:
The instructions you are about to read are self-explanatory. Please read through the entire set of instructions now. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

Your role in this experiment will be assigned after you have made your decision. Regardless of your role, you will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player. The experiment is structured so that your decisions will remain anonymous in the sense that no experimenter or any other participant will be able to identify the decisions you make.

Conducting the experiment:
The experimenter will give you two envelopes, 20 one-dollar bills, and 20 blank slips of paper. One envelope will be marked "Player 1", and the other envelope will be marked "Player 2". You have to decide how many one-dollar bills and how many blank slips of paper to leave in each envelope. The number of one-dollar bills and the number of slips of paper you place in each envelope must sum to twenty (20). After you make your decision (placing the number of one-dollar bills and the number of blank slips of paper in each envelope), you will seal the envelopes. Next, the experimenter will allow you to pick your role.

<u>To pick your role</u>:
The experimenter will have slips of paper with "Player 1" and "Player 2" written on them in a hat. You will draw one of these slips of paper from the hat. Half the players in this room will be assigned the role of "Player 1 and half will be assigned the role of "Player 2". All players in the other room will make the same decisions and choose roles in the same way. "Player 1's" in this room will be matched with "Player 2's" in the other room and vice versa.

<u>If you pick a "Player 1" slip of paper:</u>
You are assigned the role of "Player 1". Your decisions **will** be implemented and will be used to determine the payoffs for you and a player from the other room with whom you have been randomly matched. Therefore, you will place the envelope with "Player 2" written on it in a box provided by the experimenter. You will keep the envelope with "Player 1" on it. The number of one-dollar bills contained in the "Player 1" envelope will be your earnings from the experiment. After you have placed the "Player 2" envelope in the box you will be permitted to leave. The box will be taken to the other room, and each of the "Player 2" envelopes will be distributed to a separate player in the other room who drew "Player 2" from the hat. Therefore, the number of one-dollar bills contained in the "Player 2" envelope will be the other player's earnings from the experiment. Please keep your earnings private after the experiment.

If you pick a "Player 2" slip of paper:

You are assigned the role of "Player 2". Your decision **will not** be implemented. Instead, the decision made by a player from the other room who drew "Player 1" from the hat will determine the payoffs for both of you. Therefore, you will place both the "Player 1" envelope and the "Player 2" envelope in a box provided by the experimenter. The experimenter will receive a box containing the "Player 2" envelopes from the players in the other room. You will draw one of these "Player 2" envelopes. The number of one-dollar bills contained in this "Player 2" envelope will have been sent to you by the player from the other room with which you have been randomly matched and will be your earnings from the experiment. The earnings for the other player will be $20 minus the number of one-dollar bills that are in your "Player 2" envelope. After this, you will be permitted to leave. Please keep your earnings private after the experiment.

Summary:

5) You will be randomly matched with a player in another room.
6) You will make your decision privately by placing one-dollar bills and blank slips of paper back into two envelopes provided labeled "Player 1" and "Player 2".
7) You will draw your role as "Player 1" or "Player 2" from a hat. Only the decision of subjects assigned the role of "Player 1" will be implemented.
8) Neither the experimenter nor any other participant will ever be able to identify you with your decision. As well, you will not know the decisions of any other players in the experiment.

Exp. Number: _____

Instructions (TD)

Introduction:
The instructions you are about to read are self-explanatory. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

You have been randomly assigned to a role with these instructions. You will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player. Your earnings for the experiment will be based on your decisions. The experiment is structured so that your decisions will remain anonymous in the sense that no experimenter or any other participant will be able to identify the decisions you make.

Conducting the experiment:
In this experiment you begin with no money and the player in the other room begins with 20 one-dollar bills and 20 blank slips of paper. You have to decide how many one-dollar bills to take for yourself. On your decision sheet, you will enter both the number of one-dollar bills you choose to take and the number of one-dollar bills you choose to leave for the other player. The two numbers must add up to $20. The number of one-dollar bills you take from the other player will be your earnings from the experiment. The number of dollars you leave the other player will be their earnings from the experiment.

Each player in this room will make their decision privately, by filling out the decision sheet, and placing it in the envelope provided by the experimenter. The number on the front of this envelope is your experimental number. After all players in this room have made their decisions, you will place your envelope in a box. The experimenter will cover the experimental numbers with a sticker that will remain on the envelope until it is returned to this room. The box will be taken to the other room, and participants in that room will draw an envelope. The player in the other room who draws your envelope will then place the number of one-dollar bills you wrote down on the "take" line in your envelope. In addition, the envelope will contain blank slips of paper such that the sum of dollar bills and blank slips of paper you receive equals 20. After all envelopes are collected from the players in the other room, they will be returned to the box, and the box will be brought back to this room. Then, the experimenter will remove the stickers and you will retrieve your envelope. After you are paid you will be permitted to leave. Please keep your earnings private after the experiment.

Summary:

9) You are being paired with a player in another room.
10) You need to decide how much, if any, of the other player's $20 to take for yourself and how much to leave for the other player.
11) Neither the experimenter nor any other participant will ever be able to identify you with your decision. As well, you will not know the decisions of any other players in the experiment.

Exp. Number: _____

Instructions (TD)

Introduction:
The instructions you are about to read are self-explanatory. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

You have been randomly assigned to a role with these instructions. You will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player.

Conducting the experiment:
You have received 20 one-dollar bills and 20 blank slips of paper. Players in the other room have been instructed to decide how many (0 to 20) of the 20 one-dollar bills to take for themselves and how many to leave for you. After you read these instructions, you will draw an envelope that contains the decision sheet of a player in the other room from a box. The decision sheet will indicate the number of one-dollar bills they choose to take from your 20 one-dollar bills. After seeing the decision sheet, you will place the number of one-dollar bills from the "take" line in the envelope. In addition, you will place blank slips of paper in the envelope such that the sum of dollar bills and blank slips in the envelope equals 20. The amount of money the player whose envelope you draw chooses to take will become that player's earnings. The amount of money that player chooses to leave you will become your earnings. The other player made their decision privately, without knowledge of with whom they would be matched. After you have placed the number of one-dollar bills from the "take" line on the decision sheet in the envelope, and added slips of paper so that the total number of dollar bills and slips of paper is 20, seal the envelope. Pocket the remaining slips of paper and dollar bills, and place the envelope back in the box. Once you have placed the envelope back in the box, you are permitted to leave. Please keep your earnings private after the experiment.

Exp. Number: _____

Instructions (VD)

Introduction:
The instructions you are about to read are self-explanatory. Please read through the entire set of instructions now. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

Your role in this experiment will be assigned after you make your decision. Regardless of your role, you will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player. Your earnings for the experiment will be based on your decisions. The experiment is structured so that your decisions will remain anonymous in the sense that no experimenter or any other participant will be able to identify the decisions you make.

Conducting the experiment:
The experimenter will give you two envelopes, 20 one-dollar bills, and 20 blank slips of paper. One envelope will be marked "Player 1", and the other envelope will be marked "Player 2". You have to decide how many one-dollar bills and how many blank slips of paper to leave in each envelope. The number of one-dollar bills and the number of slips of paper you place in each envelope must sum to twenty (20). After you make your decision (placing the number of one-dollar bills and the number of blank slips of paper in each envelope), you will close and seal the envelopes. Next, the experimenter will flip a coin to determine your role. If the coin toss comes up "Heads" then you will be assigned the role of "Player 1", and the person with whom you are matched will be assigned the role of "Player 2". If the coin toss comes up "Tails" then you will be assigned the role of "Player 2", and the person with whom you are matched will be assigned the role of "Player 1".

<u>If the coin toss comes up "Heads":</u>
You are assigned the role of "Player 1". You will place the envelope with "Player 2" written on it in a box provided by the experimenter. You will keep the envelope with "Player 1" on it. The number of one-dollar bills contained in the "Player 1" envelope will be your earnings from the experiment. After all participants in this room have placed the "Player 2" envelopes in the box, you will be permitted to leave. The box will be taken to another room, and each "Player 2" envelope will be distributed to a separate participant in that room. Therefore, the number of one-dollar bills you placed in the "Player 2" envelope will be earnings of the player who draws that envelope. Please keep your earnings private after the experiment.

<u>If the coin toss comes up "Tails":</u>
You are assigned the role of "Player 2". You will place the envelope with "Player 1" written on it in a box provided by the experimenter. You will keep the envelope with "Player 2" on it. The number of one-dollar bills contained in the "Player 2" envelope will be your earnings from the experiment. After all participants in this room have placed the "Player 1" envelopes in the box, you will be permitted to leave. The box will be taken to another room, and each "Player 1" envelope will be distributed to a separate participant in that room. Therefore, the number of one-dollar bills you placed in the "Player 1" envelope will be earnings of the player who draws that envelope. Please keep your earnings private after the experiment.

Summary:

12) You will be randomly matched with a player in another room.
13) You will make your decision privately by placing one-dollar bills and blank slips of paper back into two envelopes provided labeled "Player 1" and "Player 2".
14) A coin flip will determine your role as "Player 1" or "Player 2".
15) Neither the experimenter nor any other participant will ever be able to identify you with your decision. As well, you will not know the decisions of any other players in the experiment.

Exp. Number: _____

Instructions (VD)

Introduction:
The instructions you are about to read are self-explanatory. No questions will be answered during the experiment. If you have any questions please re-read the instructions. Now that the experiment has begun, please do not talk.

You have been randomly assigned to a role with these instructions. You will be randomly matched with a player in another room. The identity of this player will remain unknown to you, as will your identity to that player.

Conducting the experiment:
You will be given an envelope from the experimenter when the experimenter calls your experimental number. This envelope will contain *possibly* some one-dollar bills, up to $20, and *possibly* some blank slips of paper. Someone in a different room split twenty one-dollar bills between two envelopes labeled "Player 1" and "Player 2". After making their decision, a coin flip determined which envelope they would receive, either the "Player 1" envelope or the "Player 2" envelope. You will receive the other envelope. The number of one-dollar bills in the envelope you receive is your earnings from the experiment. The remainder of the 20 one-dollar bills became that player's earnings. They made their decision privately, without knowledge of with whom they would be matched. After you receive your envelope, you will be permitted to leave. Please keep your earnings private after the experiment.