

Experimental Instructions

Below you can find a translation of the experimental instructions which were handed to Deciders and read aloud before each part. A summary of these instructions appeared on subjects' screens before each part. Complete instructions for the other two tasks subjects did in Part 2 and Part 3 of the experiment can be found in Iriberry and Rey-Biel (2008).

1. Instructions with Role Uncertainty (RU)

THANK YOU FOR PARTICIPATING IN OUR EXPERIMENT!

This is an experiment and thus, no talking, looking-around or walking is allowed. If you have any question or need help please raise your hand and one of the researchers will assist you. If you do not follow the indicated rules, **WE WILL ASK YOU TO LEAVE THE EXPERIMENT AND YOU WILL NOT RECEIVE ANY PAYMENT.** Thank you.

This experiment is about individual decision making Both Pompeu Fabra and Autònoma de Barcelona universities have provided funds to carry it out. **You will receive 3 euros for having arrived on time.** Additionally, if you follow the instructions correctly you will be allowed to continue in the experiment. Once in the experiment, and depending on your decisions, you have the opportunity to earn more money. This additional amount will be determined by your decisions, those of other participants and by chance

The experiment has three parts. Before each part, we will let you know how your payments are determined by your decisions and those made by other participants. Everything you earn will be for you and paid in cash inside a closed envelope in a strictly private way at the end of the experimental session.

Each participant has a strictly confidential "Experiment Code" to guarantee that no participant can identify another one by his/her decisions nor earnings. Researchers will observe each participant's earnings at the end of the experiment but we will not associate your decisions with any participants' names.

Your Experiment Code is: XXXXX

The experiment consists of three parts. Your final payment will be the sum of a participation fee of the 3 euros plus whatever you earn in the three parts of the experiment.

Each experimental point corresponds to 25 Euro cents.

Thus, if you obtain a total of 32 points, you will receive a total of 11 euros (3 for participating and 8 from converting 32 experimental points into euros at a rate of 4 experimental point * 0.25 = 1 Euro).

If, for example, you obtain 10 experimental points, you will receive 5.5 Euros ($10 * 0.25 = 2.5 + 3 = 5.5$).

If, for example, you obtain 70 experimental points, you will receive 20.5 Euros ($70 * 0.25 = 17.5 + 3 = 20.5$).

The 20 "Deciders" have been divided in two groups of 10 subjects each: "group A" and "group B". You belong to Group A (B). All participants in the experiment will do the same 3 PARTS.

PART 1 is about to start. Please wait until everyone has read these instructions to read the instructions for PART 1.

Instructions for Deciders' Task 1

PART 1

In this part of the experiment we are going to show you 16 tables. The 16 tables the computer will show you will look as follows:

| | Option 1 | Option 2 | Option 3 |
|----------|----------|----------|----------|
| Decider | 8 | 7 | 11 |
| Receiver | 17 | 19 | 13 |

In each of the tables you must choose between "Option 1", "Option 2" and "Option 3". Each of these 3 options describes how many experimental points a participant ("Decider") receives and how many another randomly matched participant ("Receiver") gets.

For each of the 16 tables you will be randomly matched with a different participant from your group, randomly chosen.

At no time a participant will know who they are matched with in any table.

When the experiment is over, the computer will randomly choose one of the 16 tables to determine the payments for PART 1. The computer will also randomly choose whether you are the "Decider" or the "Receiver". That is, the computer will randomly choose if the option you have chosen in that particular table is implemented, so that you will be the "decider" or, on the other hand, if the option chosen by the participant from your group with which you are randomly chosen in that particular table is implemented.

In the case the computer assigns your option to be implemented you will receive the amount of experimental points corresponding to "Decider" in the chosen table and your matched participant will receive the number of experimental points corresponding to "Receiver" in the same table.

For example, if the chosen table was the one that appears above, the computer determined that your option is the one to be implemented, and you had chosen "Option 2", you would obtain 4 experimental points while your matched participant would obtain 19 experimental points.

If, on the other hand, the chosen table was the one that appears above, the computer determined that the option chosen by your matched participant is the one to be implemented, and you had chosen "Option 1", you would obtain 17 experimental points while your matched participant would obtain 8 experimental points.

Notice that the numbers in the example are just for illustrative purposes. They DO NOT intend to suggest how anyone may choose among the different options.

Please notice that chance uniquely determines whether your role will be "Decider" or "Receiver", once all participants have made their choices. Thus, the option you choose will only be taken into account if chance finally determines that for a particular table it is your option the one being implemented. In case in the chosen table your choice is not the one being implemented, your choice is simply not taken into account and no participant is informed of it. **Therefore, in case your choice is not being implemented, your choice can affect in no way neither your payment nor the payments of any other participant.**

At no time any participant will know the option chosen by their matched participant.

Once you have chosen your option in a particular table, please press "OK" and wait for the other participants to make their choice before moving to the next table.

2. Instructions without Role Uncertainty (NRU)

THANK YOU FOR PARTICIPATING IN OUR EXPERIMENT!

This is an experiment and thus, no talking, looking-around or walking is allowed. If you have any question or need help please raise your hand and one of the researchers will assist you. If you do not follow the indicated rules, **WE WILL ASK YOU TO LEAVE THE EXPERIMENT AND YOU WILL NOT RECEIVE ANY PAYMENT.** Thank you.

This experiment is about individual decision making. Both Pompeu Fabra and Autònoma de Barcelona universities have provided funds to carry it out. **You will receive 3 euros for having arrived on time.** Additionally, if you follow the instructions correctly you may earn more money.

The experiment has three parts. Before each part, we will let you know about the tasks you have to do and how your decisions will affect your payments. Everything you earn will be for you and paid in cash inside a closed envelope in a strictly private way at the end of the experimental session.

Each participant has a strictly confidential "Experiment Code" to guarantee that no participant can identify another one by his/her decisions nor earnings. Researchers will observe each participant's earnings at the end of the experiment but we will not associate your decisions with any participants' names.

Your Experiment Code is: XXXXX

The experiment consists of three parts. Your final payment will be the sum of a participation fee of the 3 euros plus whatever you earn in the three parts of the experiment.

Each experimental point corresponds to 25 Euro cents.

Thus, if you obtain a total of 32 points, you will receive a total of 11 euros (3 for participating and 8 from converting 32 experimental points into euros at a rate of 4 experimental point * 0.25 = 1 Euro).

If, for example, you obtain 10 experimental points, you will receive 5.5 Euros ($10 \cdot 0.25 = 2.5 + 3 = 5.5$).

If, for example, you obtain 70 experimental points, you will receive 20.5 Euros ($70 \cdot 0.25 = 17.5 + 3 = 20.5$).

There are 40 participants in this experiment, 20 in the laboratory to whom we refer to as "Deciders" and 20 in a classroom to whom we refer to as "Receivers".

As you have observed, who is a "Decider" (and stayed in the laboratory) and who is a "Receiver" (and went to the classroom) has been randomly decided by extracting a paper from a bag.

"Deciders" take decisions which affect their payments and the payments of other participants in the experiment. "Receivers" do not take any decision, which affect neither their payments nor those of other participants in the experiment. When the experiment concludes, we will first pay "Deciders" in private. Once "Deciders" have left, "Receivers" will come to the laboratory and will be paid in private.

The 20 "Deciders" have been divided in two groups of 10 subjects each: "group A" and "group B". You belong to Group A (B). If you are a "Receiver" you do not belong to any group.

PART 1 is about to start. Please wait until everyone has read these instructions to read the instructions for PART 1.

Instructions for Deciders' Task 1

PART 1

In this part of the experiment we are going to show you 16 tables. The 16 tables the computer will show you will look as follows:

| | Option 1 | Option 2 | Option 3 |
|----------|----------|----------|----------|
| Decider | 8 | 7 | 11 |
| Receiver | 17 | 19 | 13 |

In each of the tables you must choose between "Option 1", "Option 2" and "Option 3". Each of these 3 options describes how many experimental points a participant ("Decider") receives and how many another randomly matched participant ("Receiver") gets.

At no time a participant will know who they are matched with in any table.

When the experiment is over, the computer will randomly choose one of the 16 tables to determine the payments for PART 1.

You will receive the amount of experimental points corresponding to "Decider" in the chosen table and your matched participant will receive the number of experimental points corresponding to "Receiver" in the same table.

For example, if the chosen table was the one that appears above and you had chosen "Option 2", you would obtain 4 experimental points while your matched participant would obtain 19 experimental points.

Notice that the numbers in the example are just for illustrative purposes. They DO NOT intend to suggest how anyone may choose among the different options.

Participants in the other classroom ("Receivers") can not take any decision which may affect your payments or their payments.

What you earn and what your matched participant ("Receiver") earns depends only on your decisions and on the randomly chosen table.

Once you have chosen your option in a particular table, please press "OK" and wait for the other participants to make their choice before moving to the next table.

Anonymous Questionnaire filled by all participants

My Experiment Code is: _____

1. What do you think about the experiment?
2. How have you made your choices in each part of the experiment?
3. How do you think others have made their choices in each part of the experiment?
4. Are you satisfied with your earnings in the experiment?
5. Gender:
- 6: Age.
7. What are you studying?
8. Any other comment?