Laboratory Experiment Data from *The Democratic Dilemma*

Experiment Names

Each experiment is named and labeled with an identifying number as follows.

Persuasion Experiments

penalty for lying 5.1
penalty for lying 5.2
penalty for lying 5.3
knowledge 6.1
interests 7.1
interests 7.2
costly entry 8.3
costly entry 8.4
costly entry 8.5
costly entry 8.6
verification 9.2
verification 9.3
verification 9.4

Delegation Experiments

knowledge 10.2
knowledge 10.3
interests 11.3
interests 11.4
verification 12.1
verification 12.2
penalty for lying 13.1
penalty for lying 13.2

Experiment Data

Each experiment's name (e.g., penalty for lying, knowledge) identifies the major variation introduced in the experiment. The first part of each experiment, however, consisted of a common set of trials. In analyzing the data, we merged data from the experiments as follows:

Chapter 7 Persuasion Experiments (see Table 7-5)

Complete Information
penalty for lying 5.1 *trials*: 1-2

penalty for lying 5.2	1-2	
penalty for lying 5.3	1-2	
knowledge 6.1	1-2	
interests 7.1	1-2	
interests 7.2	1-2	
verification 9.2	1-2	
verification 9.3	1-2	
verification 9.4	1-2	
knowledge 10.2	1-2	
knowledge 10.3	1-2	
interests 11.3	1-2	
interests 11.4	1-2	
verification 12.1	1-2	
verification 12.2	1-2	
penalty for lying 13.1	1-2	
penalty for lying 13.2	1-2	

Knowledge and Common Interests

knowledge 6.1	7-16	Figure 7-3
knowledge 10.2	7-10	Figure 7-4
knowledge 10.3	7-10	Figure 7-4

70% Knowledge and Common Interests

knowledge 6.1	17-26	Figure 7-5

Common Interests and Knowledge

penalty for lying 5.1	7-9	Figure 7-8c
penalty for lying 5.2	7-9, 40	Figure 7-8c,d
penalty for lying 5.3	7-9, 40	Figure 7-8c,d
interests 7.1	7-11	Figure 7-8a
interests 7.2	7-11	Figure 7-8a
verification 9.2	7-8	Figure 7-8f
verification 9.3	7-8	Figure 7-8f
verification 9.4	7-8	Figure 7-8f
interests 11.3	7-10	Figure 7-8b
interests 11.4	7-10	Figure 7-8b
verification 12.1	7-10	Figure 7-8e
verification 12.2	7-10	Figure 7-8f
penalty for lying 13.1	7-10	Figure 7-8b
penalty for lying 13.2	7-10	Figure 7-8b

70% Common Interests and Knowledge

interests 7.1	22-31	Figure 7-9
interests 7.2	22-31	Figure 7-9

Conflicting Interests and $1 Penalty for Lying

penalty for lying 5.2	30-39	Figure 7-12
penalty for lying 5.3	30-39	Figure 7-12
25% Common Interests and 70% Verification		
verification 9.3	16-35	Figure 7-13a
verification 9.4	21-35	Figure 7-13b
Incomplete Information		
penalty for lying 5.1	3-6	
penalty for lying 5.2	3-6	
penalty for lying 5.3	3-6	
knowledge 6.1	3-6	
interests 7.1	3-6	
interests 7.2	3-6	
verification 9.2	3-6	
verification 9.3	3-6	
verification 9.4	3-6	
knowledge 10.2	3-6	
knowledge 10.3	3-6	
interests 11.3	3-6	
interests 11.4	3-6	
verification 12.1	3-6	
verification 12.2	3-6	
penalty for lying 13.1	3-6	
penalty for lying 13.2	3-6	
No Knowledge and Common Interests		
knowledge 6.1	27-31	Figure 7-1
knowledge 10.2	11-14	Figure 7-2
knowledge 10.3	11-14	Figure 7-2
No Knowledge and Conflicting Interests		
knowledge 6.1	32-36	Figure 7-6
Conflicting Interests and Knowledge		
penalty for lying 5.1	10-19	Figure 7-7a
penalty for lying 5.2	10-19	Figure 7-7a
penalty for lying 5.3	10-19	Figure 7-7a
interests 7.1	12-21	Figure 7-7a
interests 7.2	12-21	Figure 7-7a
verification 9.2	9-10	Figure 7-7e
verification 9.3	9-10	Figure 7-7e
verification 9.4	9-10	Figure 7-7e
interests 11.3	11-14	Figure 7-7b
interests 11.4	11-14	Figure 7-7b
verification 12.1	11-14	Figure 7-7d

verification 12.2	11-14	Figure 7-7c
penalty for lying 13.1	11-14	Figure 7-7b
penalty for lying 13.2	11-14	Figure 7-7b

25% Common Interests and Knowledge

verification 9.3	11-15	Figure 7-10b
verification 9.4	11-20	Figure 7-10a

Conflicting Interests and $.10 Penalty for Lying

penalty for lying 5.1	20-29	Figure 7-11

Conflicting Interests and $.90 or $.91 Penalty for Lying (see Chapter 7, footnote 20)

penalty for lying 5.1	30-39
penalty for lying 5.2	20-29
penalty for lying 5.3	20-29
penalty for lying 13.1	15-18
penalty for lying 13.2	15-18

Conflicting Interests and 70% Verification (see Chapter 7, footnote 22)

verification 12.1	15-18
verification 12.2	15-18

Chapter 7 Costly Entry Experiments

Benchmark

costly entry 8.3	1-5
costly entry 8.4	1-5
costly entry 8.5	1-5
costly entry 8.6	1-5

Control

costly entry 8.3	6-15
costly entry 8.4	6-15
costly entry 8.5	6-15
costly entry 8.6	6-15

$.20 Treatment

costly entry 8.3	16-25
costly entry 8.4	16-25
costly entry 8.5	16-25
costly entry 8.6	16-25

$.40 Treatment

costly entry 8.3	26-35
costly entry 8.4	26-35

costly entry 8.5	26-35
costly entry 8.6	26-35

Chapter 8 Delegation Experiments

Knowledge Experiments

knowledge 10.2	15-30
knowledge 10.3	15-30

Interest Experiments

interests 11.3	15-30
interests 11.4	15-32
penalty for lying 13.1	25-30
verification 12.1	29-34
verification 12.2	29-34

Penalty for Lying Experiments

penalty for lying 13.1	19-24
penalty for lying 13.2	19-28

Verification Experiments

verification 12.1	19-28
verification 12.2	19-28

Reading the Data

The following is a key for reading the data for all experiments, except the costly entry experiments.

0	=	Tails.
1	=	Heads.
Agent-predictor common or conflicting	=	The relationship between the agent's and the predictor's interests.
Announce announced the	=	In the verification experiments, this is the statement of heads or tail (based either on reporter's statement or verification).
Coin result	=	Result of coin toss.
Common or Conflicting	=	The relationship between the reporter's and the predictor's interests.
"d"	=	Predictor in delegation experiments.

Does the reporter have common interests?	=	The relationship between the reporter's and the predictor's interests.
Does the reporter see the result?	=	Whether or not the reporter sees the coin toss outcome.
"f" experiments.	=	Choice of "fixed amount" in delegation
Is the prediction correct?	=	Whether or not the predictor's prediction is correct in delegation experiments.
Is the report true?	=	Whether or not the reporter's statement is true.
Is the report verified?	=	Whether or not the report is verified.
Is there a penalty for lying?	=	Whether or not there is a penalty for lying.
n/a	=	Not applicable.
"p"	=	Choice of "prediction" in delegation experiments.
Penalty for lying	=	The amount of the penalty for lying.
Player 1-12	=	Subject identification.
Predictor's prediction	=	Predictor's prediction of heads or tails in delegation experiments.
Predictor's station # delegation	=	Identifies which subject is the predictor in experiments.
Quiz score	=	Reports score on each quiz for each subject.
"r"	=	Reporter (Speaker).
Reporter shown result	=	If "show," then the reporter is shown the result; if "no", then the reporter is not shown the result.
Reporter's statement	=	The reporter's statement of heads or tails. Also, "no" = no statement made.
Reporter's station #	=	Identifies which subject is the reporter.
Toss	=	Coin toss number.

Verification	=	States if report is verified.

The following is a key for reading the data for the costly entry experiments.

0	=	Status quo.
1	=	Proposal.
C(PH)	=	Chooser's (Principal's) payoff from the proposal if the coin lands on heads.
C(PT)	=	Chooser's (Principal's) payoff from the proposal if the coin lands on tails.
C(PW)	=	Chooser's (Principal's) payoff from the proposal, given the coin toss result.
C(SQ)	=	Chooser's (Principal's) payoff from the status quo.
Outcome	=	Coin toss outcome; H = heads and T = tails.
"p"	=	Proposer.
P(PH)	=	Proposer's payoff from the proposal if the coin lands on heads.
P(PT)	=	Proposer's payoff from the proposal if the coin lands on tails.
P(PW)	=	Proposer's payoff from the proposal, given the coin toss result.
. P(SQ)	=	Proposer's payoff from the status quo.
Proposal made	=	whether or not a proposal is made; 1 = if proposal is made and 0 = otherwise.
Trial	=	Trial number.

Note that the terms, Status quo, Chooser target, PT heads, and PT tails are variables used in the computation of payoffs

Quiz Failures

In analyzing the data, we excluded subjects who failed to pass basic quizzes on the instructions. The following subjects were excluded from the data analysis (as presented in the *Democratic Dilemma*):

Experiment	***Subject(s)***	***Trials excluded from***
PERSUASION EXPERIMENTS		
penalty for lying 5.1	1,4,9	7-9
	3	20-29
	1	30-39
penalty for lying 5.2	6,10	7-9, 40
penalty for lying 5.3	1,3	20-29
	3	30-39
knowledge 6.1	no failures	
interests 7.1	10	7-11
interests 7.2	no failures	
costly entry 8.3	5	1-5
	5,7	6-15
costly entry 8.4	no failures	
costly entry 8.5	5	1-5
	5	6-15
costly entry 8.6	3	6-15
verification 9.2	1,5,8,12	7-8
verification 9.3	9,10	7-8
	10	9-10
	9,10	11-15
	9	16-35
verification 9.4	7,11	7-8
	8,10	11-20
DELEGATION EXPERIMENTS		
knowledge 10.2	10	7-10
	3,6,9,10	15-22
	9,10	23-30
knowledge 10.3	11	7-10
	4,6,7,10,11	15-22
interests 11.3	8,9	7-10
	5,6	15-22
interests 11.4	12	7-10
	5	27-32
verification 12.1	2,4,12	7-10
	3,8	11-14

	11	15-18
verification 12.2	5,11	7-10
	2,8	11-14
	1,3,9	19-28
	5	29-34
penalty for lying 13.1	4,6,8,11	7-10
	6	11-14
	6,12	19-24
	6	25-30
penalty for lying 13.2	6	7-10
	6	11-14
	4	15-18
	5,6	19-28

**If you have any questions about the implementation of the experiments, experiment data, or analysis, please contact Arthur Lupia at alupia@weber.ucsd.edu, Mathew McCubbins at mmccubbi@weber.ucsd.edu, or James Druckman at jdruckma@weber.ucsd.edu.*