Listing of screen shots.

Pages 2-30 All players see these screens. The only difference is the color of the group to which they belong. Pages 24-30 are for the baseline condition and are common instructions.

Pages 31-35. First movers see these screens.

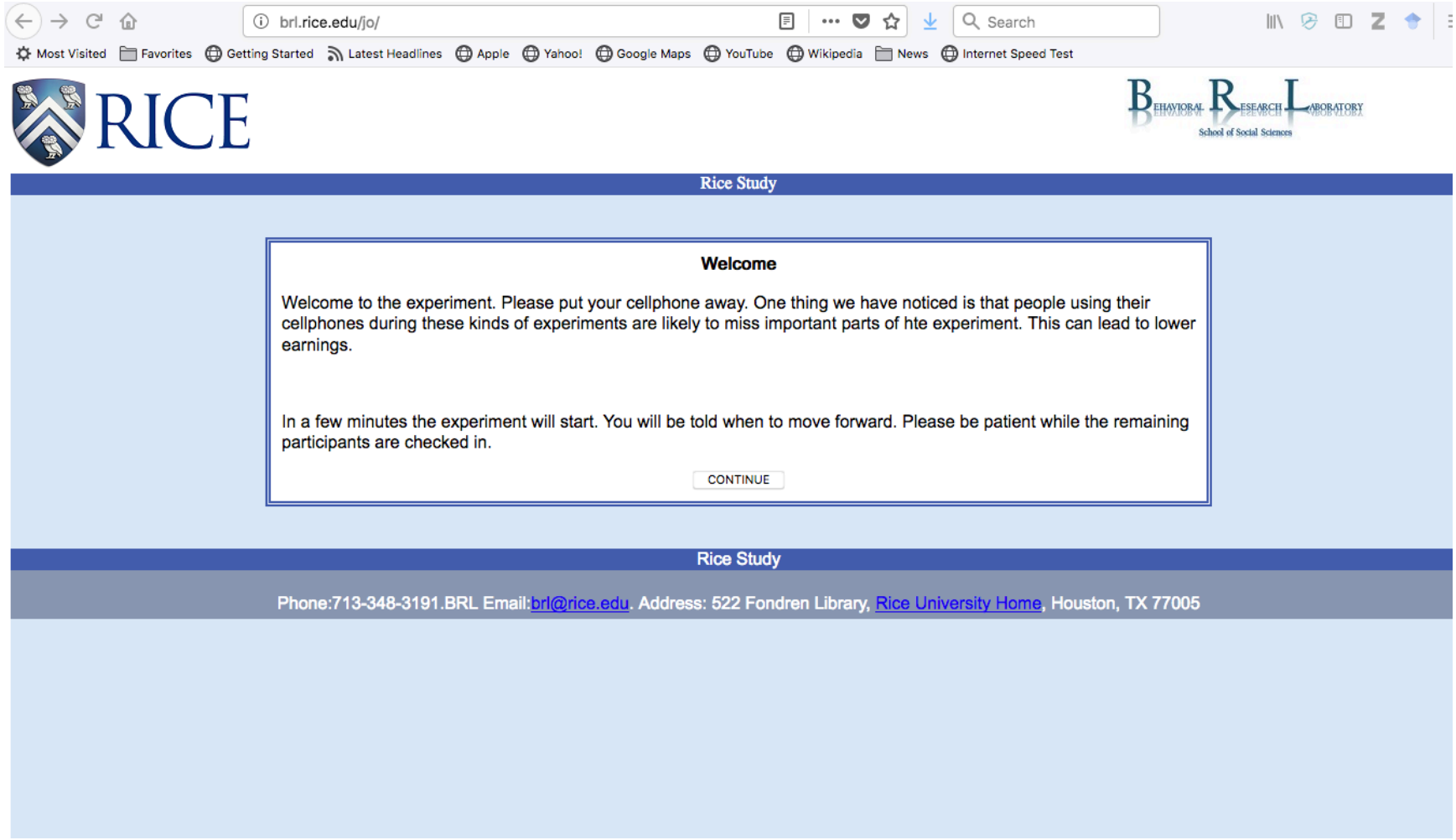
Pages 36-39. Second movers see these screens.

Pages 40-59. Everyone sees these screens.

Pages 60-66. Subjects in Baseline condition with NO Monitor see these instructions.

Pages 67-76. Subjects in UnBiased Monitor condition see these instructions.

Pages 77-87. Subjects in Biased Monitor condition see these pages.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Welcome
Welcome to the experiment. Please put your cellphone away. One thing we have noticed is that people using their cellphones during these kinds of experiments are likely to miss important parts of hte experiment. This can lead to lower earnings.
In a few minutes the experiment will start. You will be told when to move forward. Please be patient while the remaining participants are checked in.
CONTINUE
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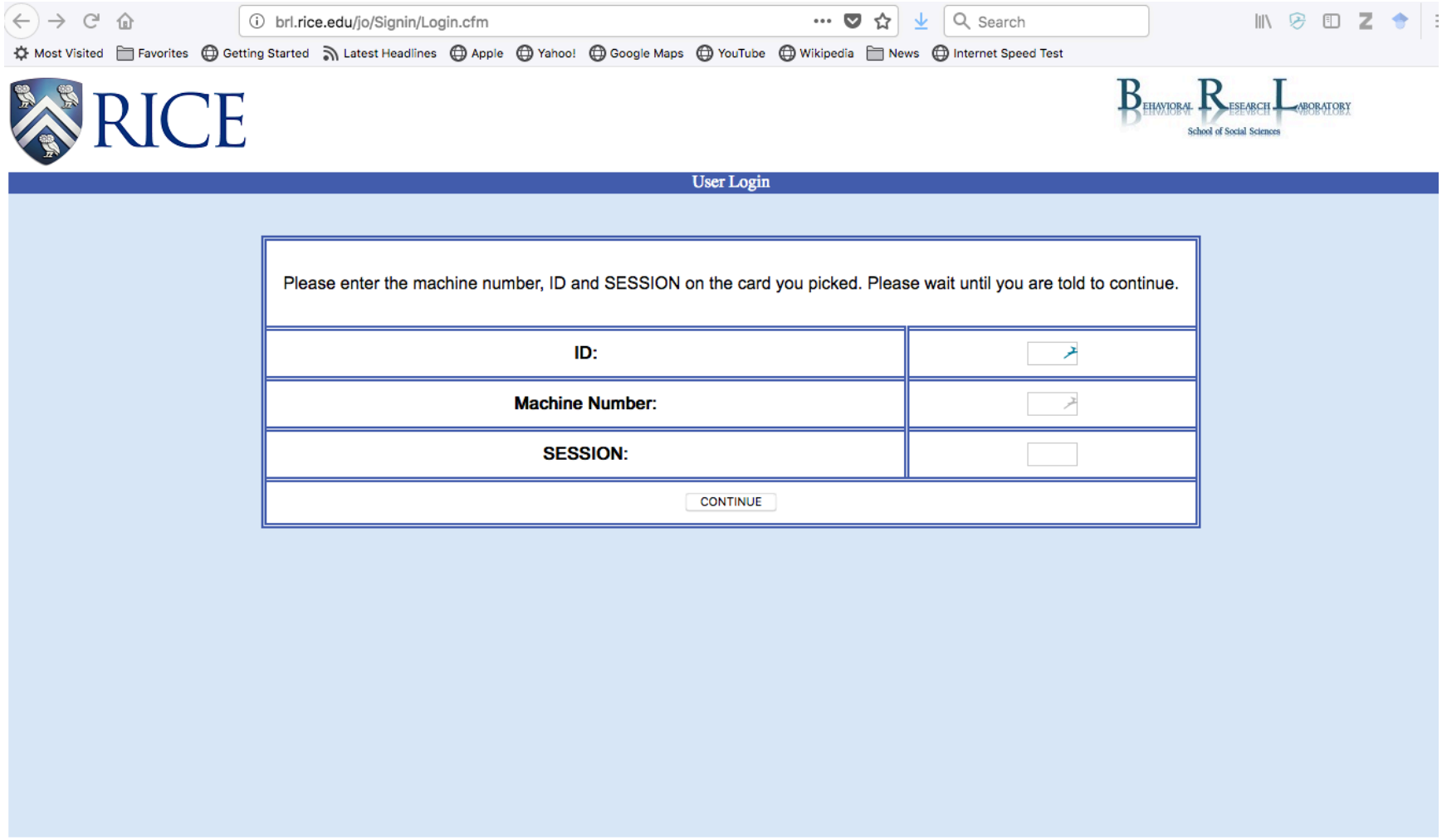
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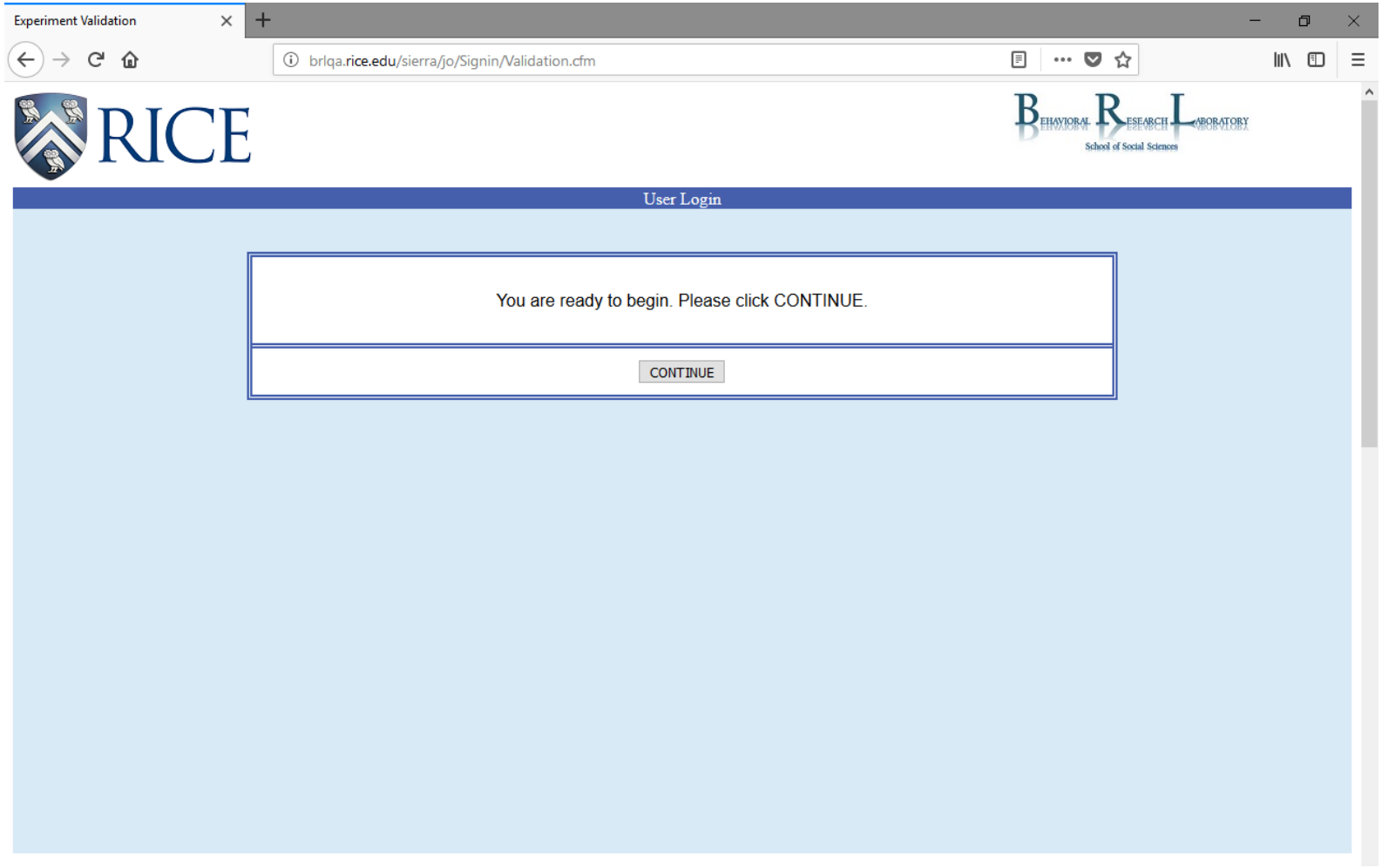
User Login
Please enter the machine number, ID and SESSION on the card you picked. Please wait until you are told to continue.
ID:
Machine Number:
SESSION:
CONTINUE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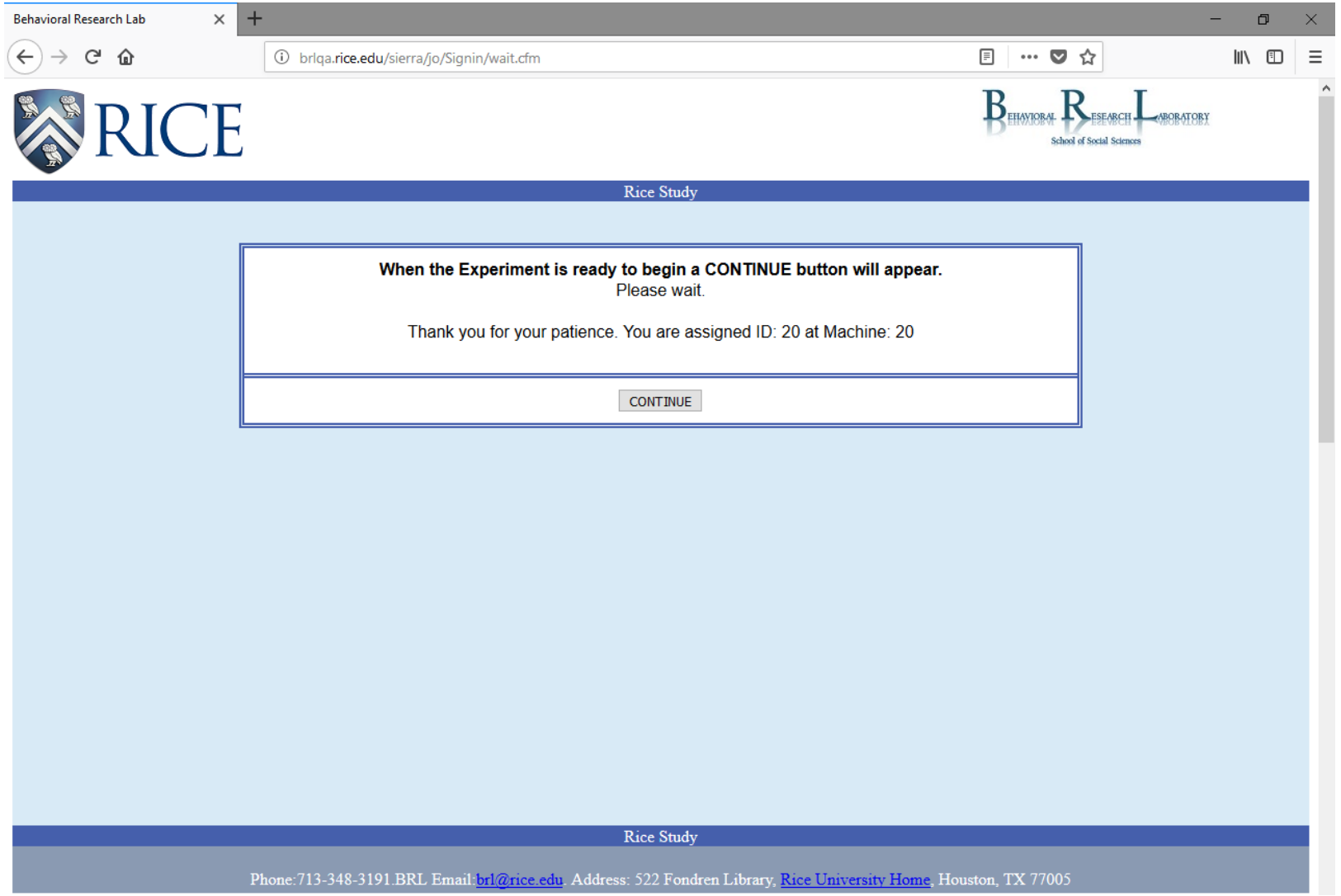
User Login
You are ready to begin. Please click CONTINUE.
CONTINUE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When the Experiment is ready to begin a CONTINUE button will appear.
Please wait.
Thank you for your patience. You are assigned ID: 20 at Machine: 20
CONTINUE
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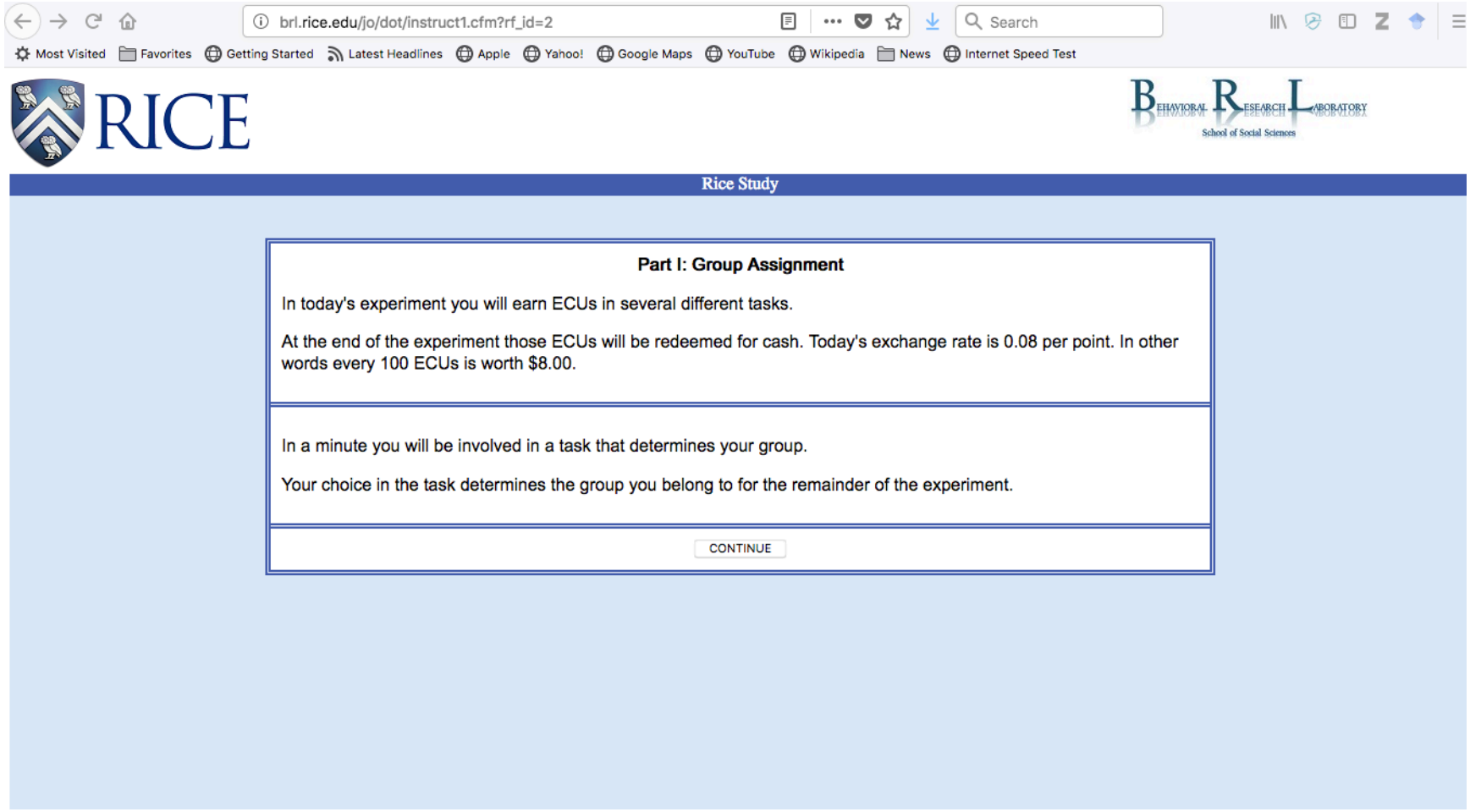
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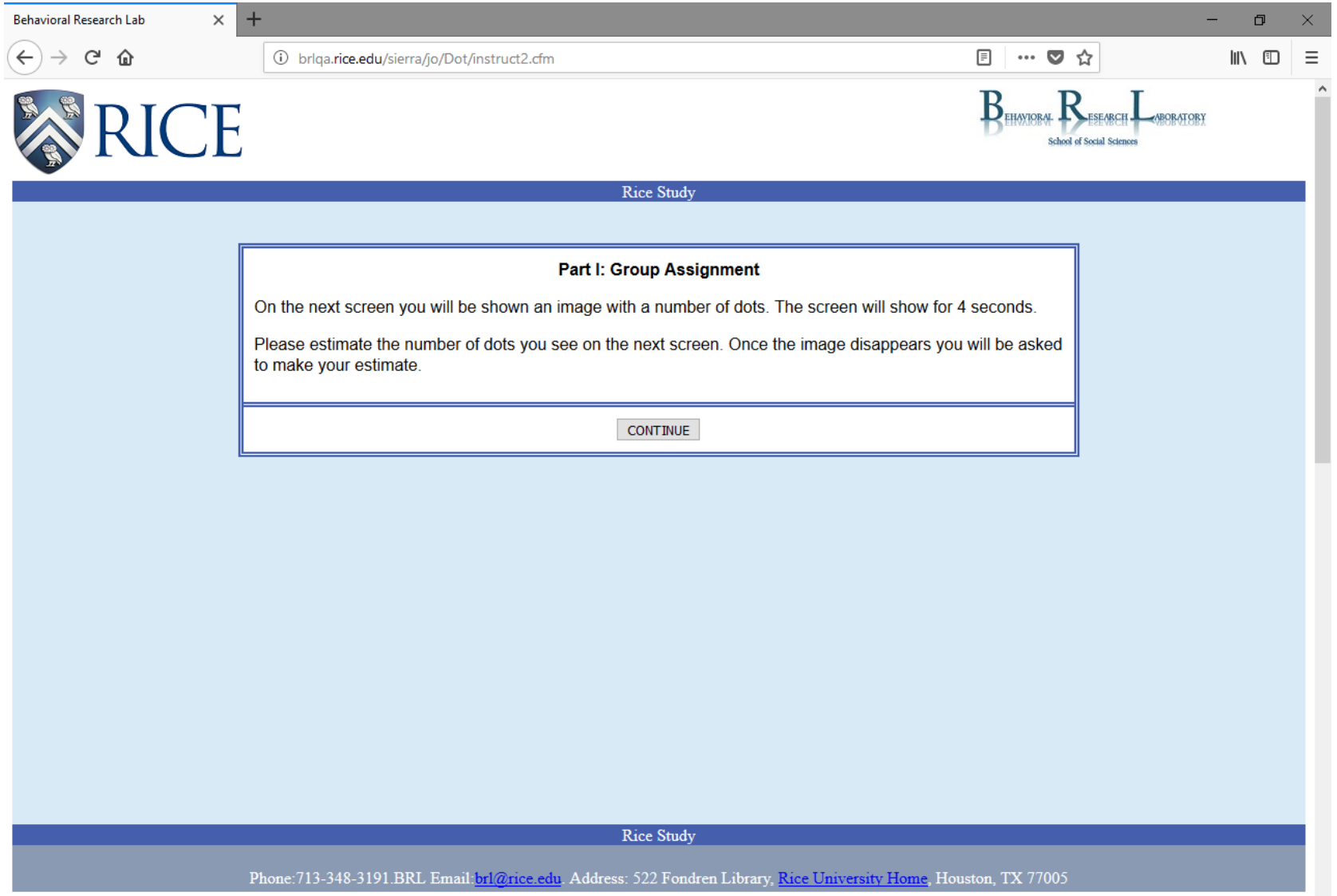
Part I: Group Assignment
In today's experiment you will earn ECUs in several different tasks.
At the end of the experiment those ECUs will be redeemed for cash. Today's exchange rate is 0.08 per point. In other words every 100 ECUs is worth $8.00.
In a minute you will be involved in a task that determines your group.
Your choice in the task determines the group you belong to for the remainder of the experiment.
CONTINUE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Part I: Group Assignment
On the next screen you will be shown an image with a number of dots. The screen will show for 4 seconds.
Please estimate the number of dots you see on the next screen. Once the image disappears you will be asked to make your estimate.
CONTINUE
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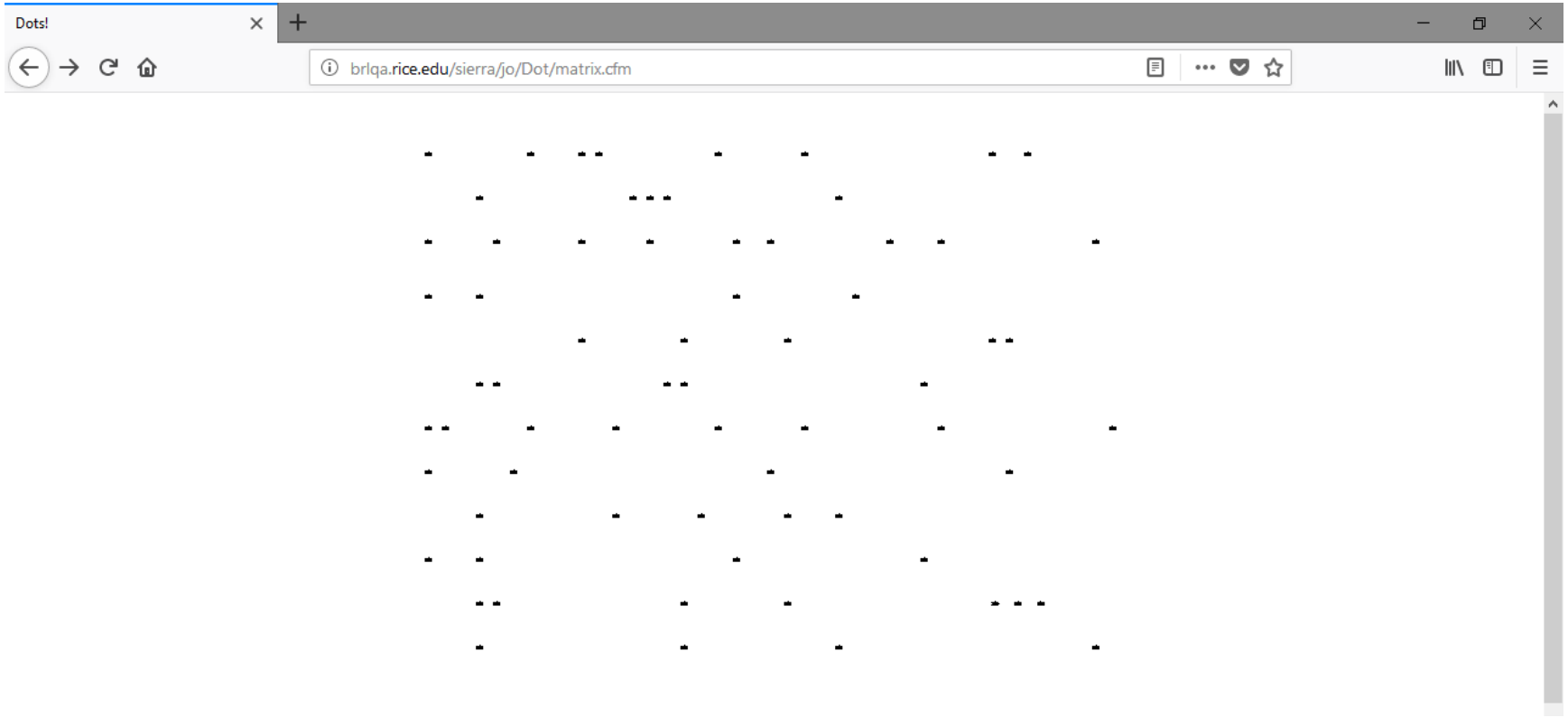
Dots!
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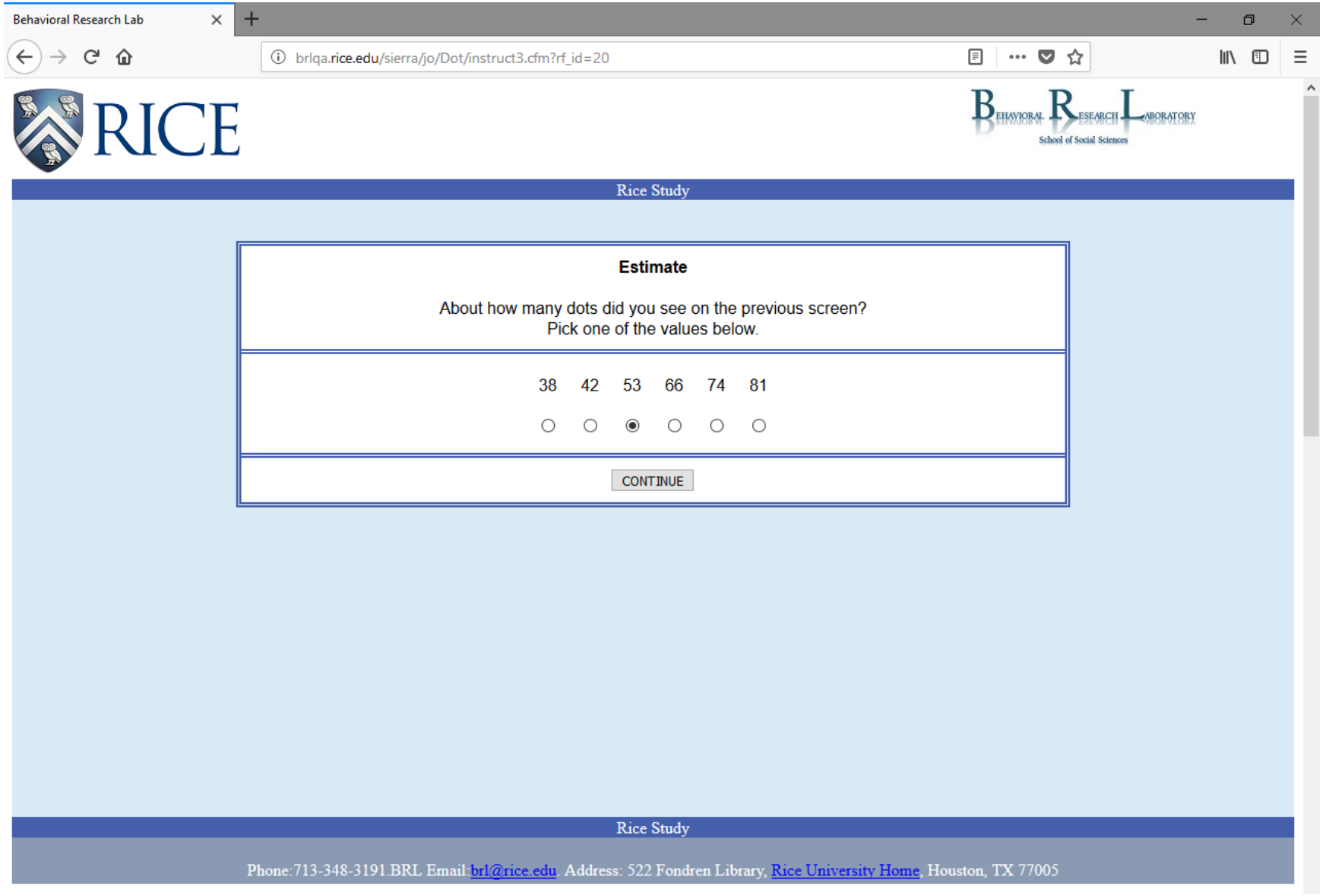
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Estimate
About how many dots did you see on the previous screen?
Pick one of the values below.
38 42 53 66 74 81
CONTINUE
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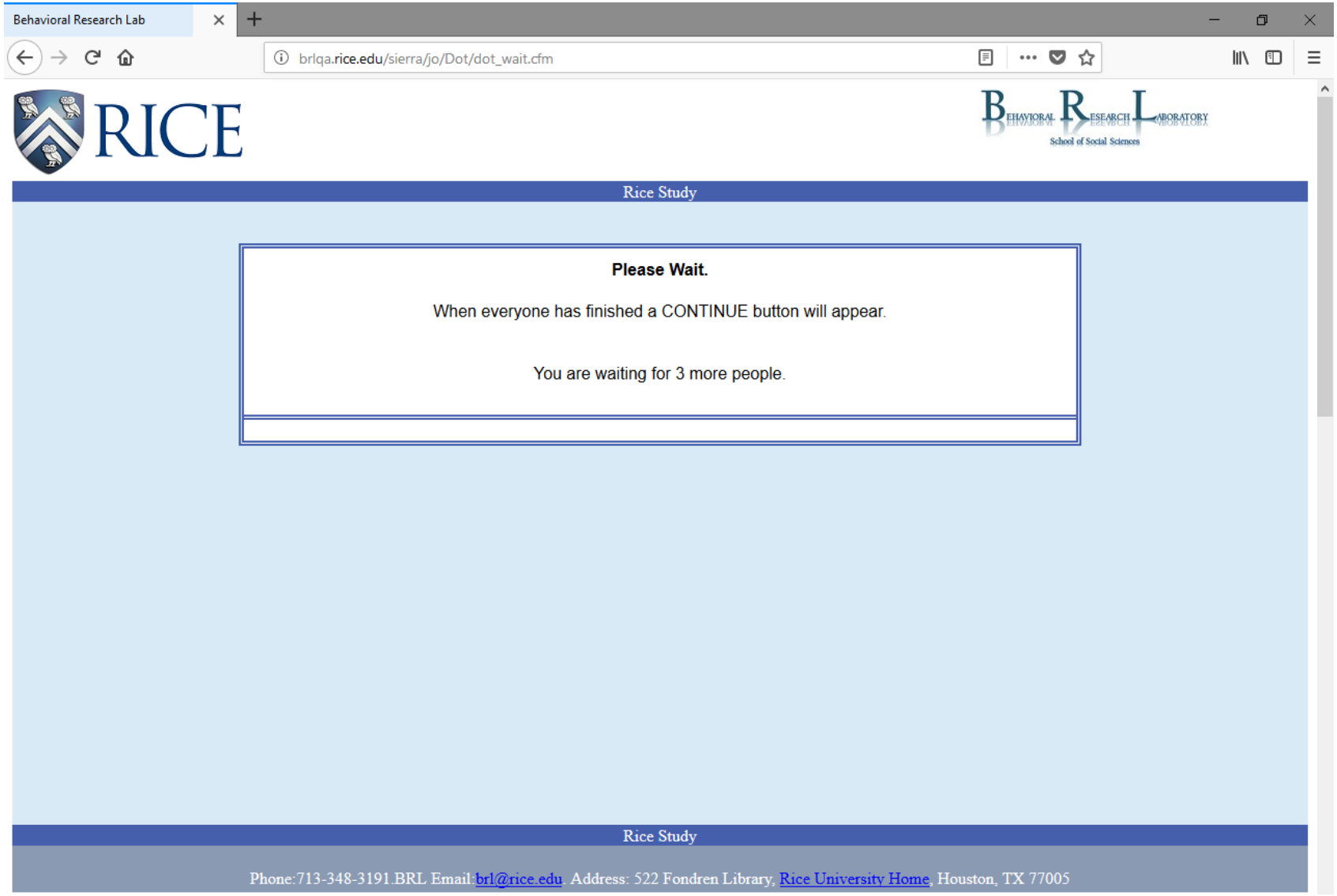
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Please Wait.
When everyone has finished a CONTINUE button will appear.
You are waiting for 3 more people.
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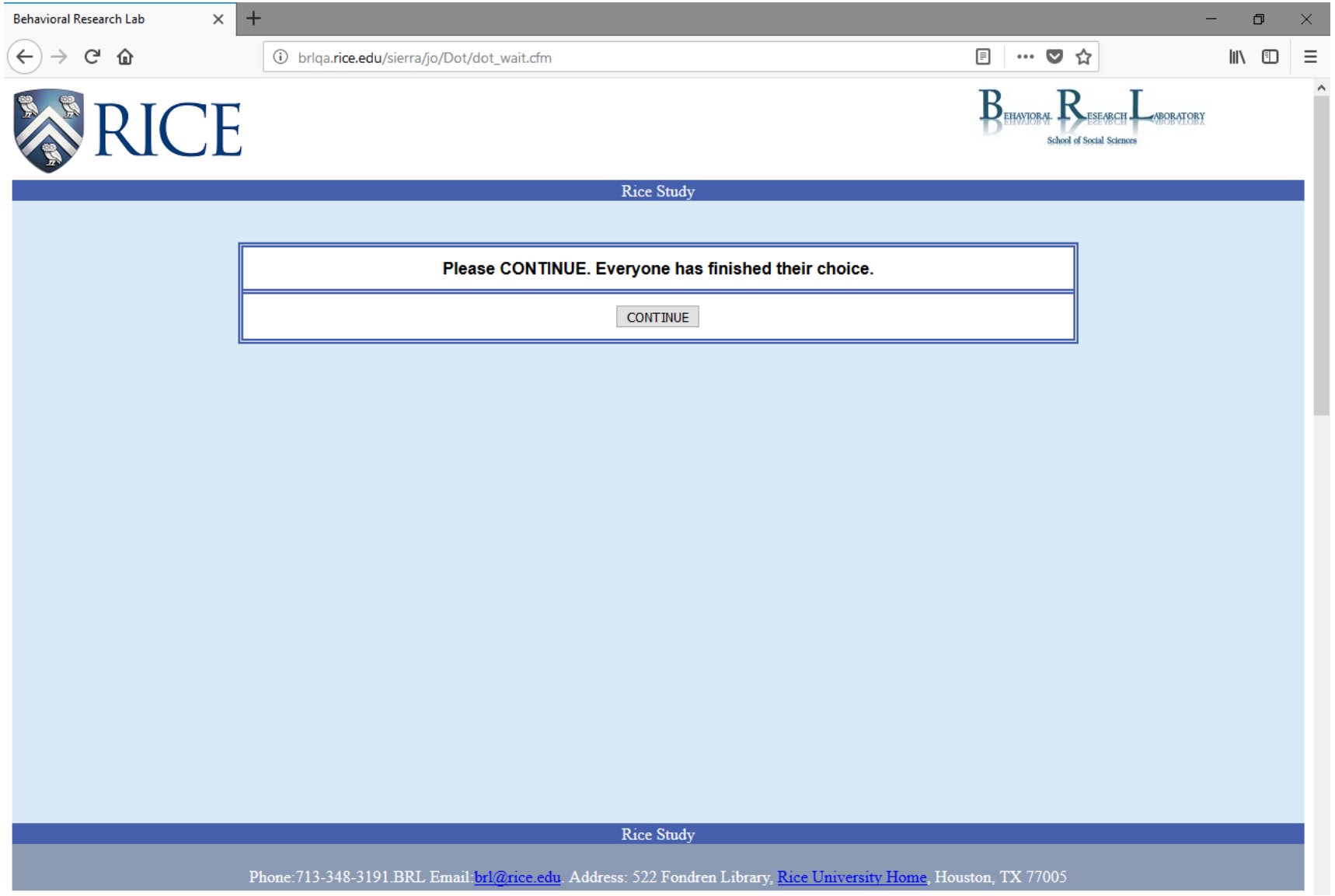
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Please CONTINUE. Everyone has finished their choice.
CONTINUE
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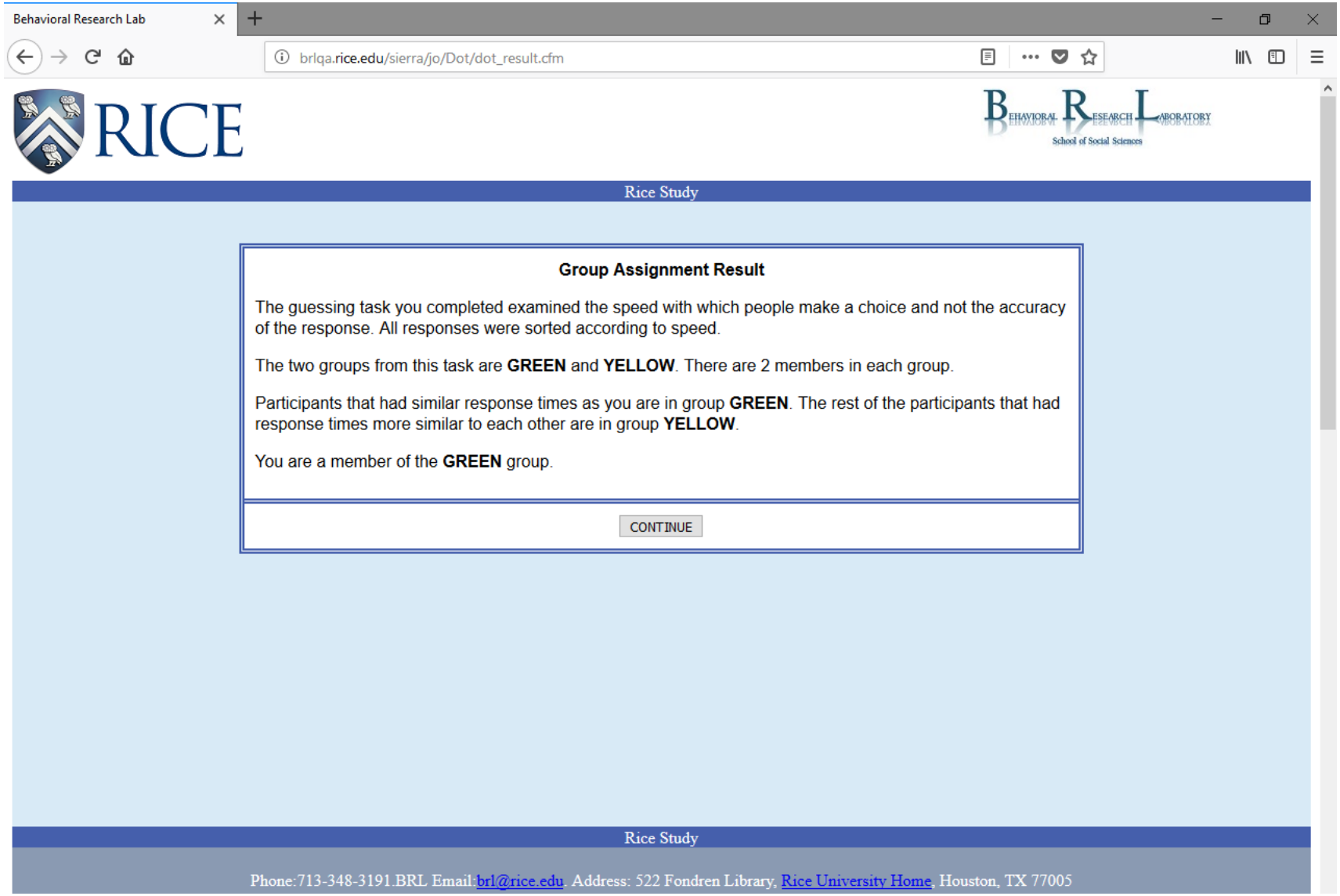
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Group Assignment Result
The guessing task you completed examined the speed with which people make a choice and not the accuracy of the response. All responses were sorted according to speed.
The two groups from this task are GREEN and YELLOW. There are 2 members in each group.
Participants that had similar response times as you are in group GREEN. The rest of the participants that had response times more similar to each other are in group YELLOW.
You are a member of the GREEN group.
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Part III - Decision Task (1/4)
For this task you will join with all of your other GREEN group members. Your group is competing with the YELLOW group to win a prize. That prize is equally shared by members of the winning group.
You will repeat this task a number of times (these will be called periods).
In each period your GREEN group will start with 12 lottery tickets. The YELLOW group will also begin with 12 lottery tickets. From the lottery tickets, one will be randomly drawn. If the ticket is held by your group, then 40 ECUs will be equally shared by everyone in your GREEN group. If the ticket drawn is held by the YELLOW group then 40 ECUs will be equally shared by the YELLOW group and your group will receive nothing.
As you can see, both groups start with an equal number of tickets in each period. This means that the chance of winning the prize for your group at the beginning is 50 - 50. The chance of winning changes as your group's lottery tickets are destroyed and as the other group's lottery tickets are destroyed.
CONTINUE
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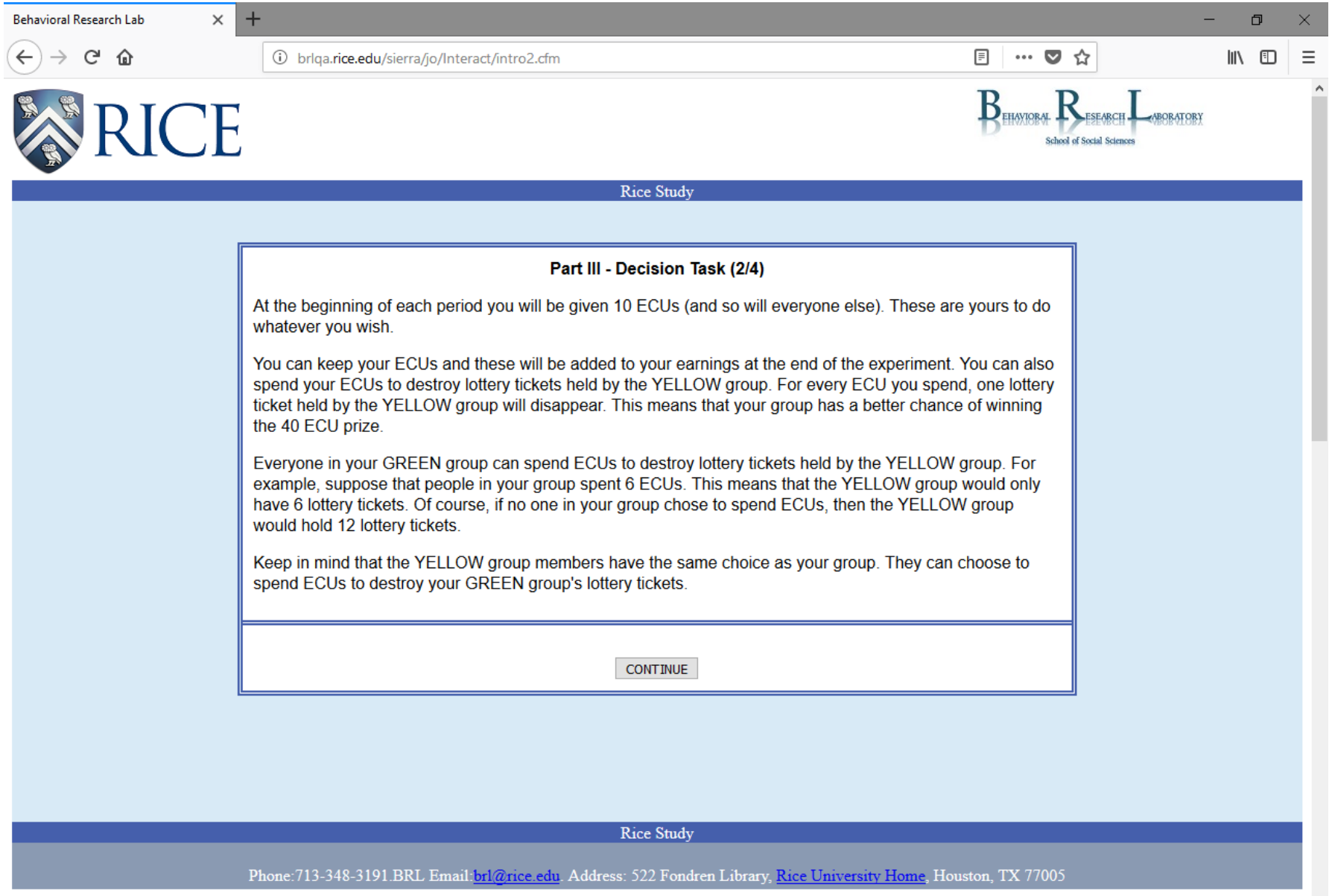
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Part III - Decision Task (2/4)
At the beginning of each period you will be given 10 ECUs (and so will everyone else). These are yours to do whatever you wish.
You can keep your ECUs and these will be added to your earnings at the end of the experiment. You can also spend your ECUs to destroy lottery tickets held by the YELLOW group. For every ECU you spend, one lottery ticket held by the YELLOW group will disappear. This means that your group has a better chance of winning the 40 ECU prize.
Everyone in your GREEN group can spend ECUs to destroy lottery tickets held by the YELLOW group. For example, suppose that people in your group spent 6 ECUs. This means that the YELLOW group would only have 6 lottery tickets. Of course, if no one in your group chose to spend ECUs, then the YELLOW group would hold 12 lottery tickets.
Keep in mind that the YELLOW group members have the same choice as your group. They can choose to spend ECUs to destroy your GREEN group's lottery tickets.
CONTINUE
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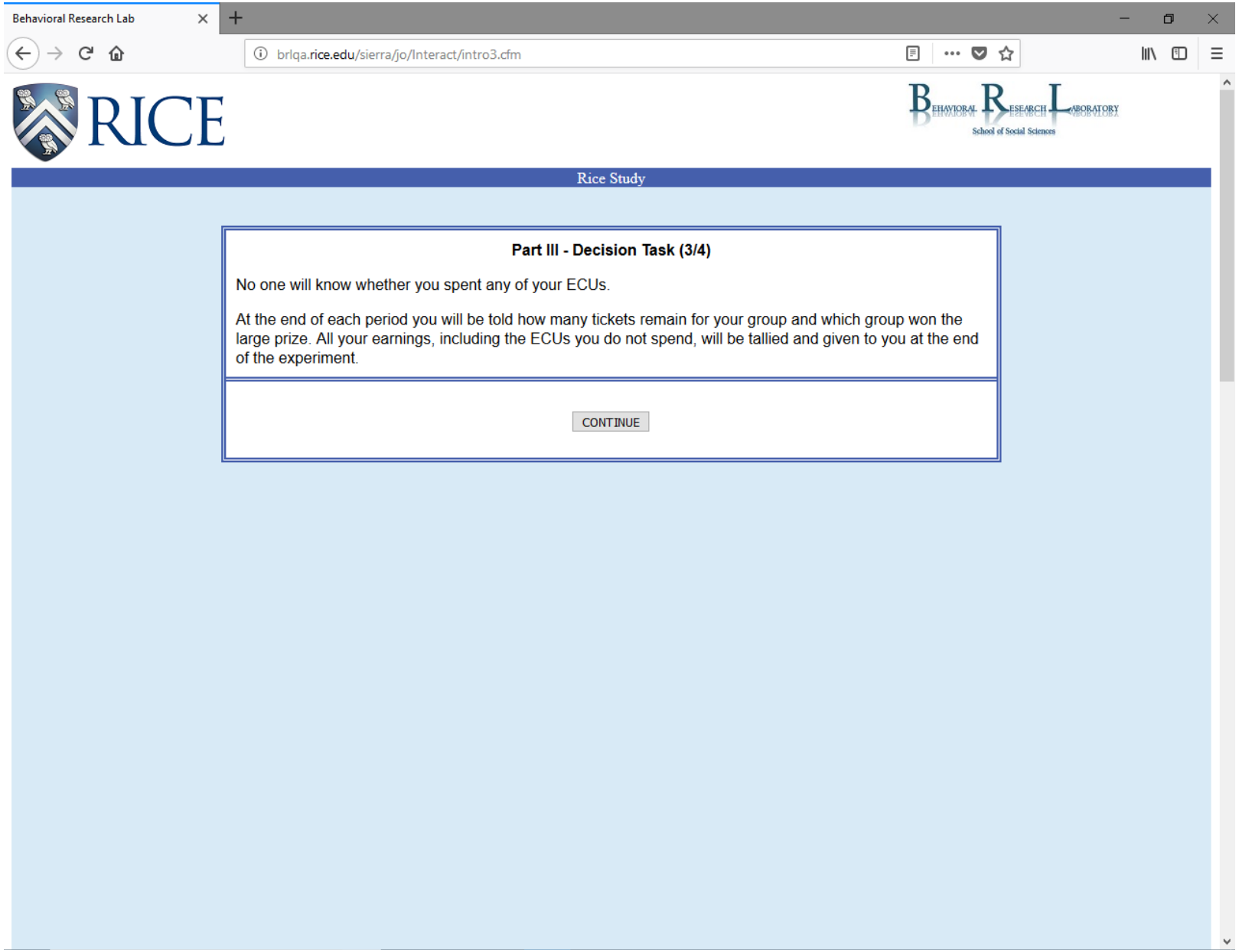
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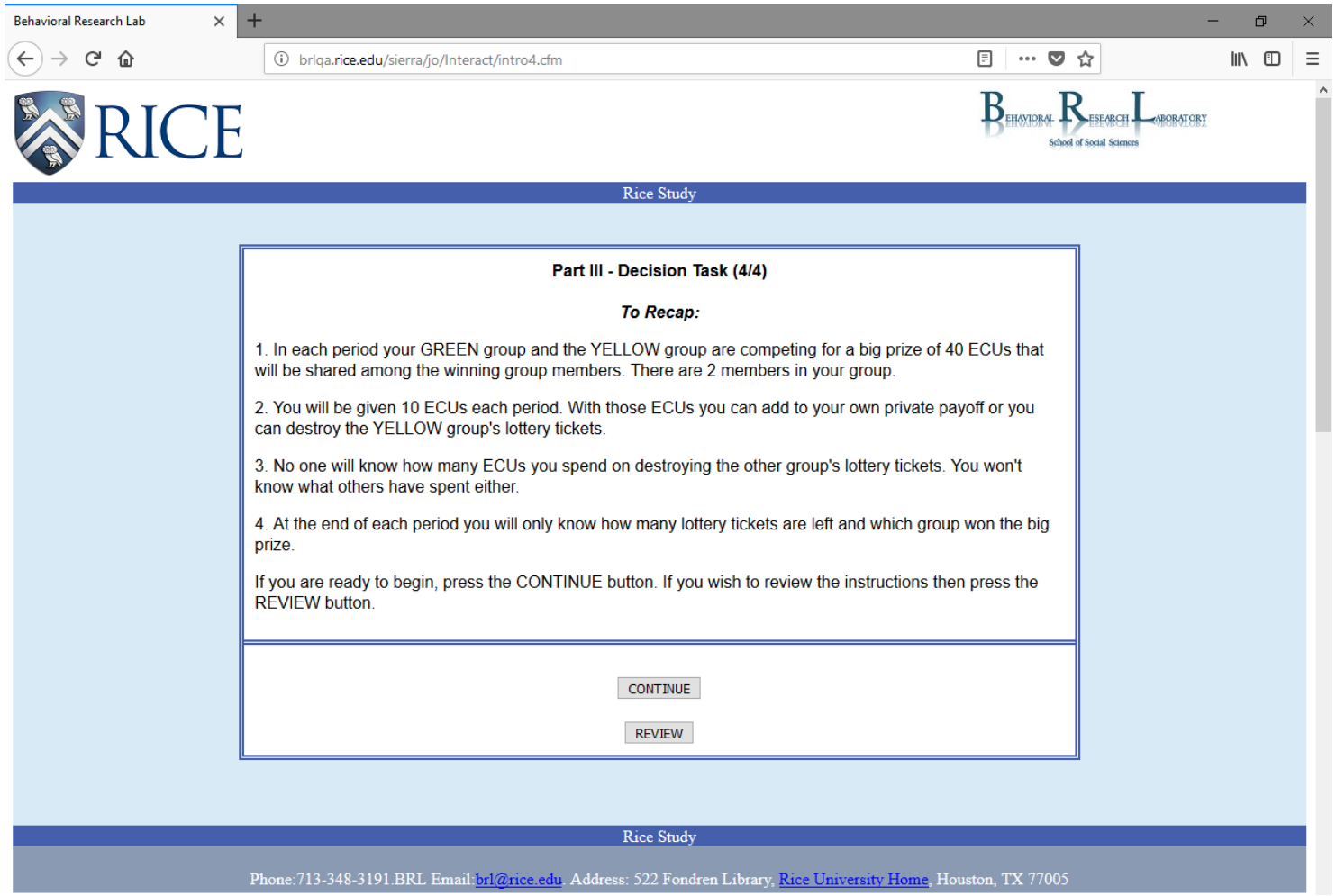
Part III - Decision Task (3/4)
No one will know whether you spent any of your ECUs.
At the end of each period you will be told how many tickets remain for your group and which group won the large prize. All your earnings, including the ECUs you do not spend, will be tallied and given to you at the end of the experiment.
CONTINUE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Part III - Decision Task (4/4)
To Recap:
1. In each period your GREEN group and the YELLOW group are competing for a big prize of 40 ECUs that will be shared among the winning group members. There are 2 members in your group.
2. You will be given 10 ECUs each period. With those ECUs you can add to your own private payoff or you can destroy the YELLOW group's lottery tickets.
3. No one will know how many ECUs you spend on destroying the other group's lottery tickets. You won't know what others have spent either.
4. At the end of each period you will only know how many lottery tickets are left and which group won the big prize.
If you are ready to begin, press the CONTINUE button. If you wish to review the instructions then press the REVIEW button.
CONTINUE
REVIEW
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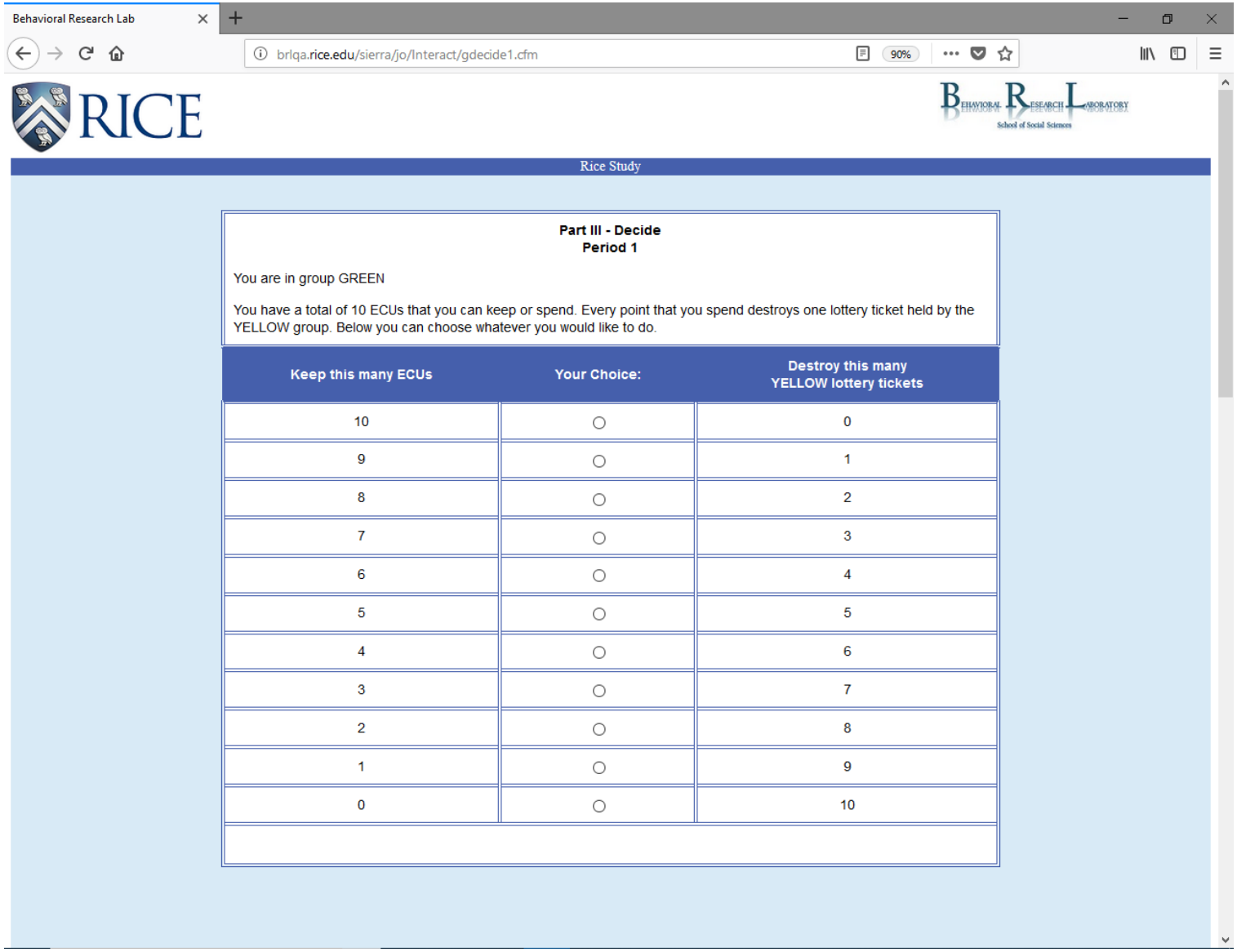
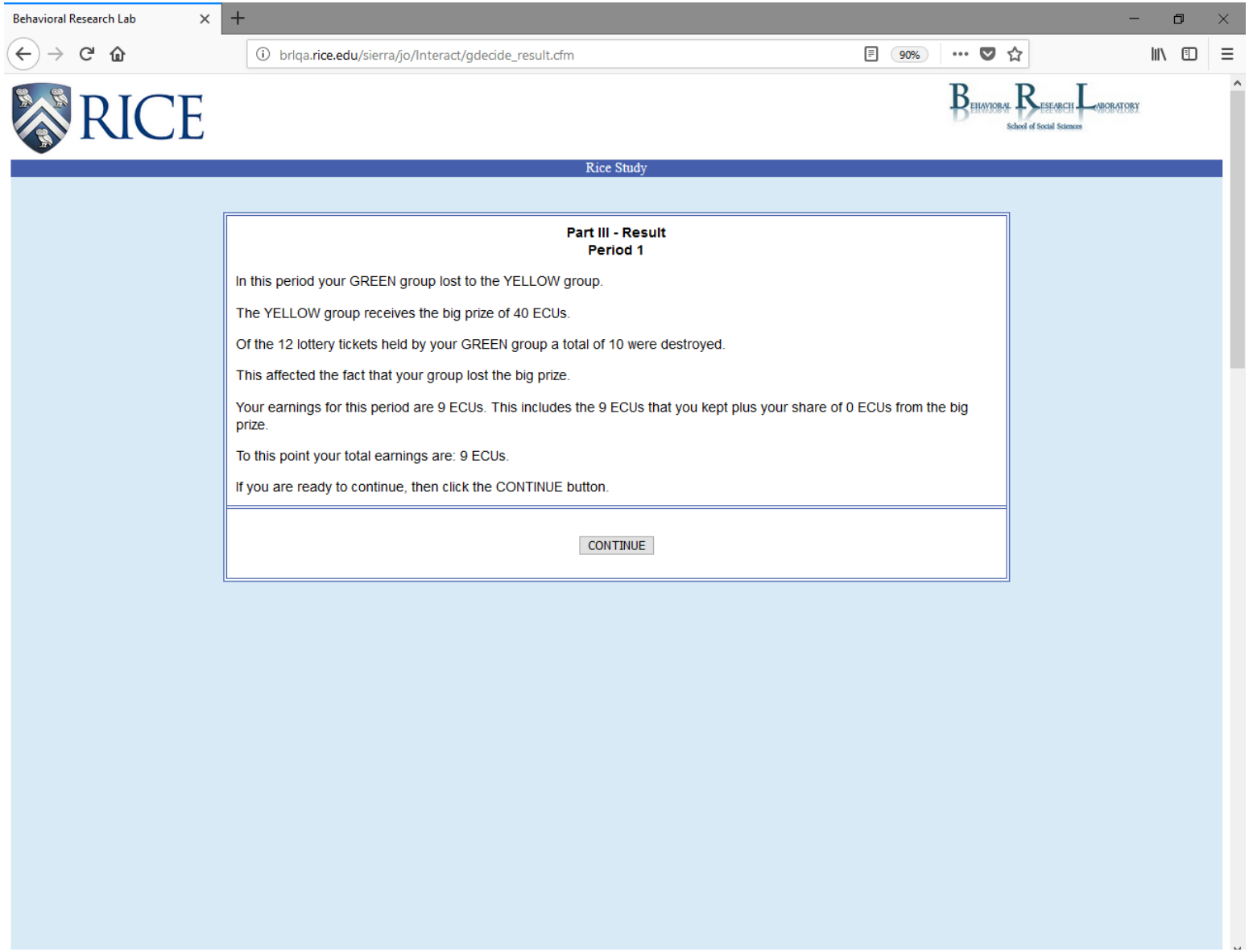


Part III - Decide
Period 1

You are in group GREEN

You have a total of 10 ECUs that you can keep or spend. Every point that you spend destroys one lottery ticket held by the YELLOW group. Below you can choose whatever you would like to do.

Keep this many ECUs	Your Choice:	Destroy this many YELLOW lottery tickets
10	○	0
9	○	1
8	○	2
7	○	3
6	○	4
5	○	5
4	○	6
3	○	7
2	○	8
1	○	9
0	○	10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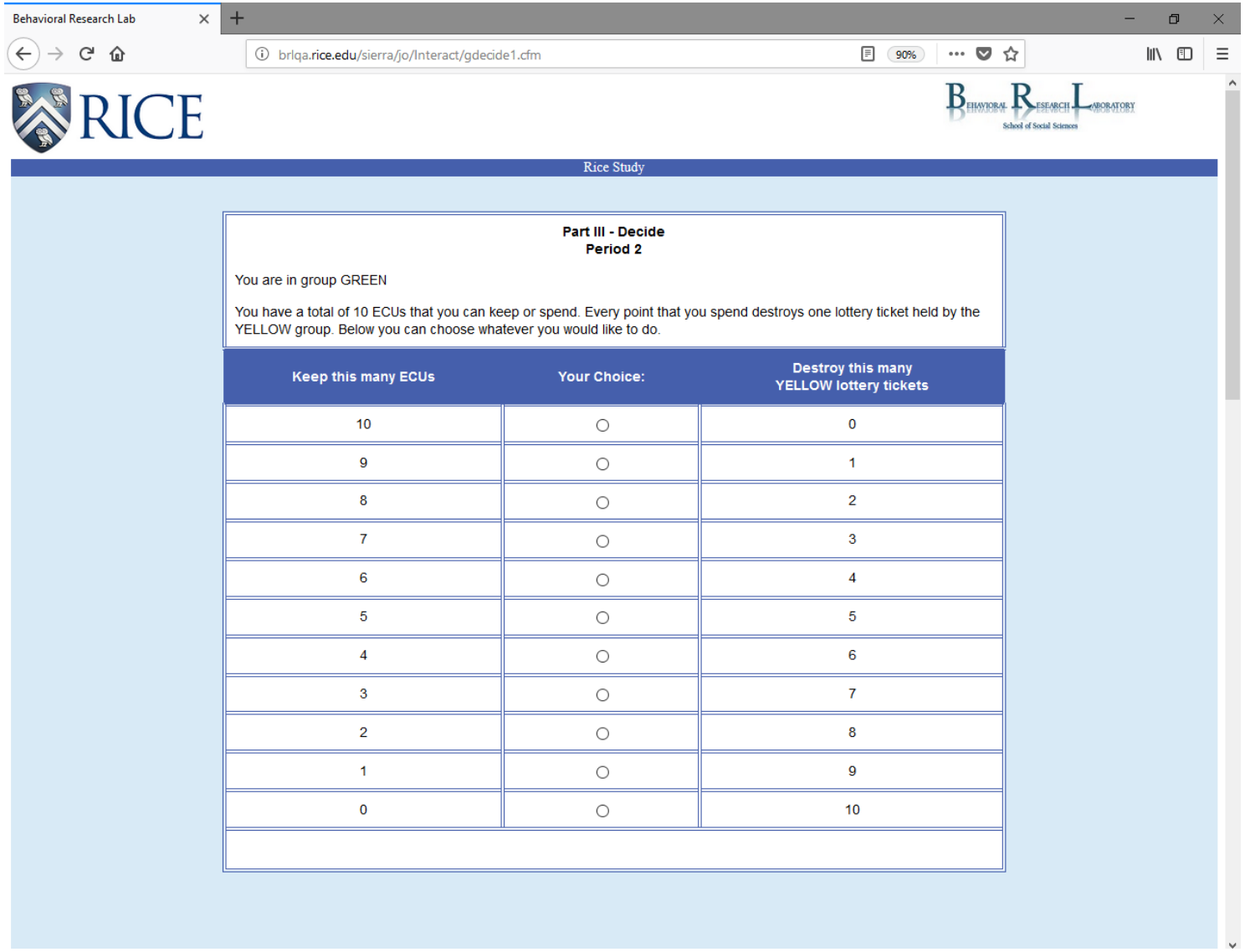
Part III - Result
Period 1
In this period your GREEN group lost to the YELLOW group.
The YELLOW group receives the big prize of 40 ECUs.
Of the 12 lottery tickets held by your GREEN group a total of 10 were destroyed.
This affected the fact that your group lost the big prize.
Your earnings for this period are 9 ECUs. This includes the 9 ECUs that you kept plus your share of 0 ECUs from the big prize.
To this point your total earnings are: 9 ECUs.
If you are ready to continue, then click the CONTINUE button.
CONTINUE

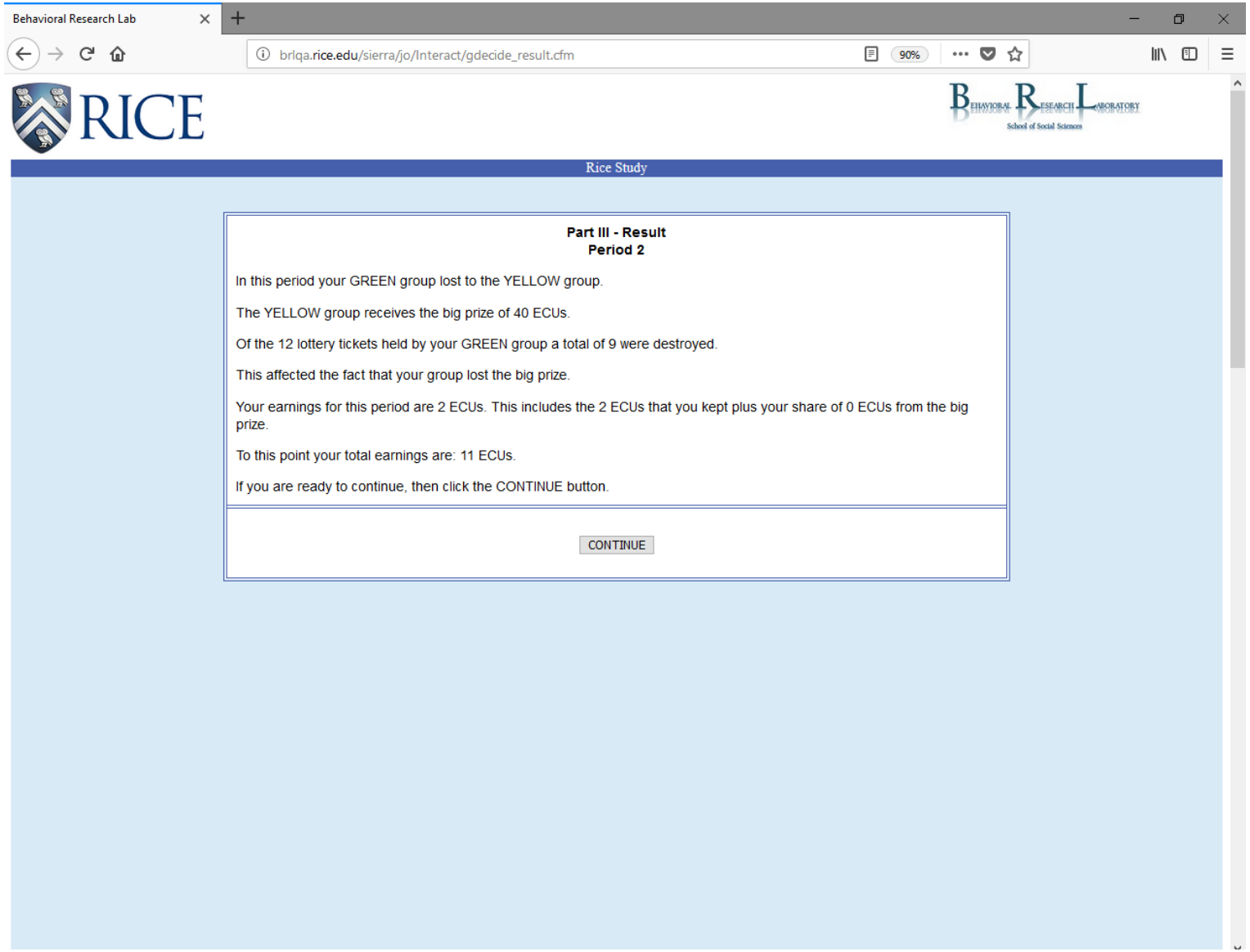


Part III - Decide
Period 2

You are in group GREEN

You have a total of 10 ECUs that you can keep or spend. Every point that you spend destroys one lottery ticket held by the YELLOW group. Below you can choose whatever you would like to do.

Keep this many ECUs	Your Choice:	Destroy this many YELLOW lottery tickets
10	○	0
9	○	1
8	○	2
7	○	3
6	○	4
5	○	5
4	○	6
3	○	7
2	○	8
1	○	9
0	○	10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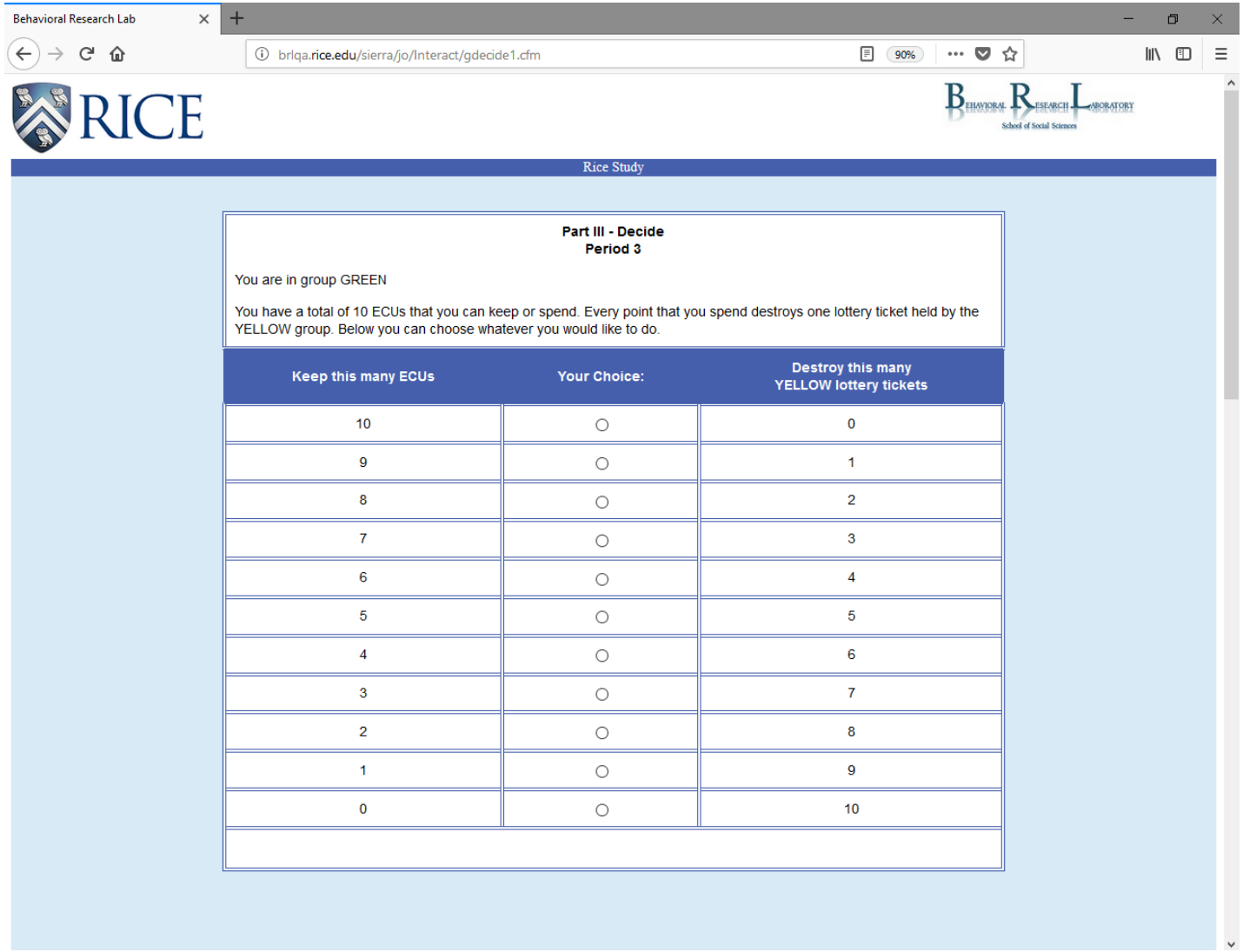
Part III - Result
Period 2
In this period your GREEN group lost to the YELLOW group.
The YELLOW group receives the big prize of 40 ECUs.
Of the 12 lottery tickets held by your GREEN group a total of 9 were destroyed.
This affected the fact that your group lost the big prize.
Your earnings for this period are 2 ECUs. This includes the 2 ECUs that you kept plus your share of 0 ECUs from the big prize.
To this point your total earnings are: 11 ECUs.
If you are ready to continue, then click the CONTINUE button.
CONTINUE

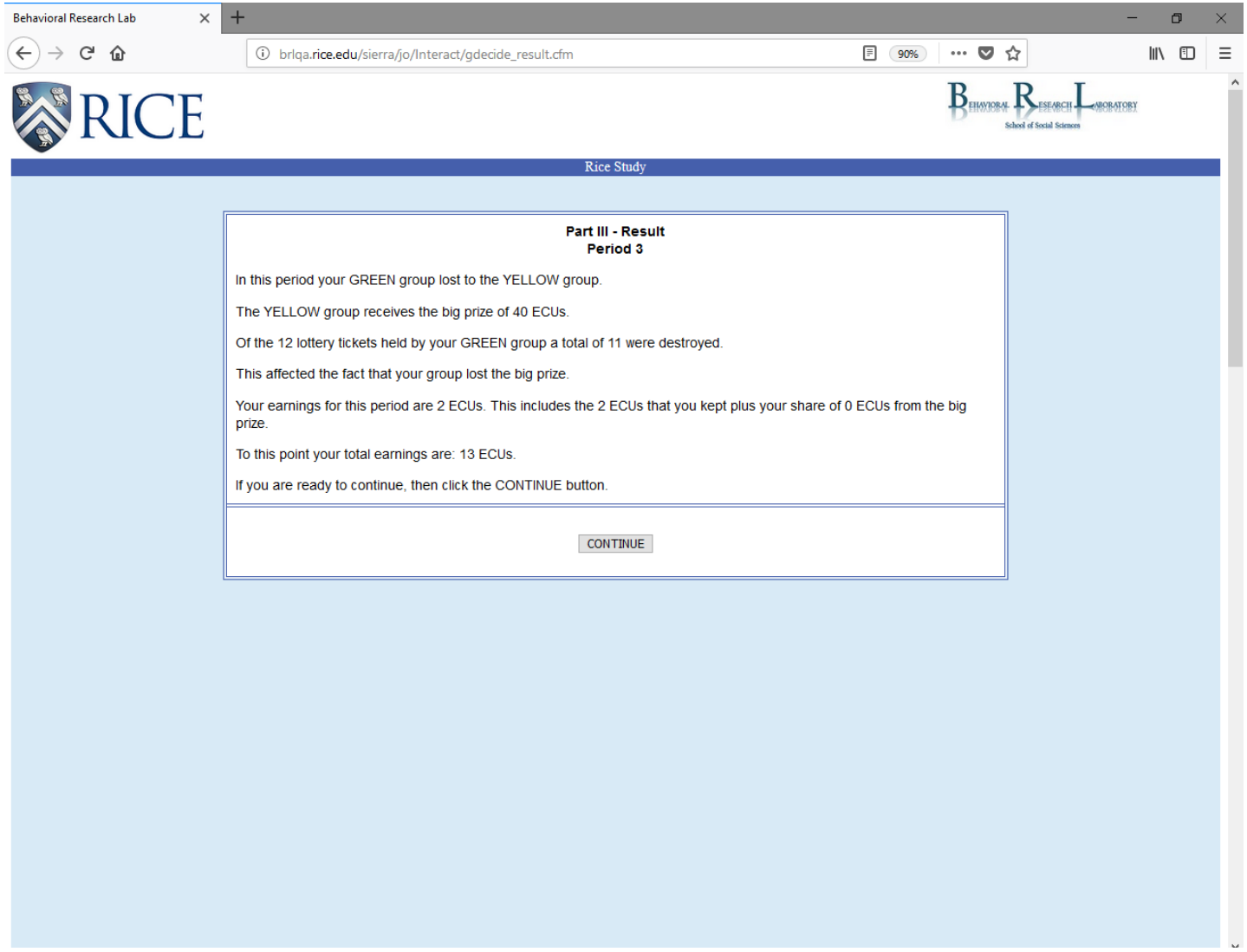


Part III - Decide
Period 3

You are in group GREEN

You have a total of 10 ECUs that you can keep or spend. Every point that you spend destroys one lottery ticket held by the YELLOW group. Below you can choose whatever you would like to do.

Keep this many ECUs	Your Choice:	Destroy this many YELLOW lottery tickets
10	○	0
9	○	1
8	○	2
7	○	3
6	○	4
5	○	5
4	○	6
3	○	7
2	○	8
1	○	9
0	○	10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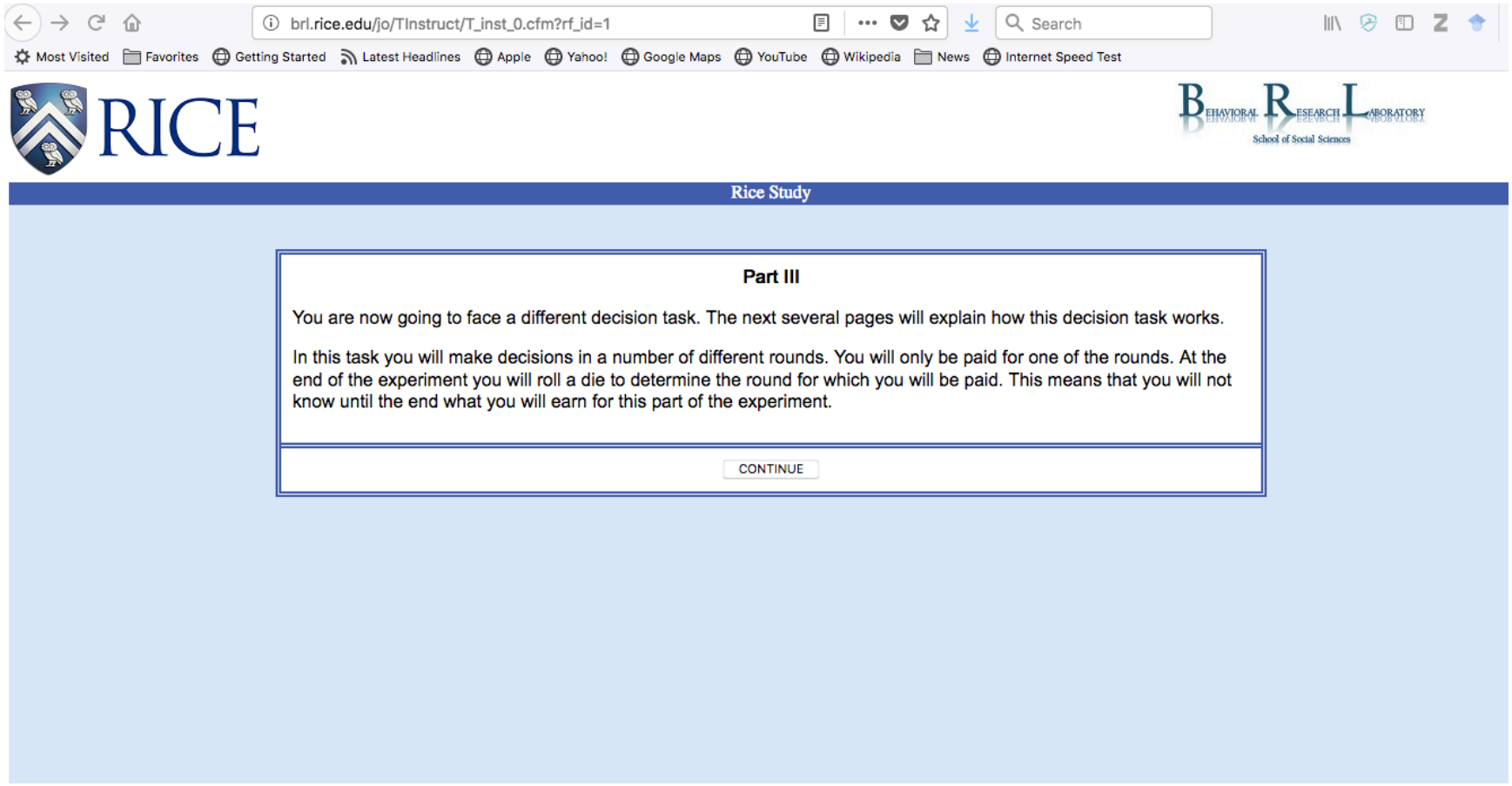
Part III - Result
Period 3
In this period your GREEN group lost to the YELLOW group.
The YELLOW group receives the big prize of 40 ECUs.
Of the 12 lottery tickets held by your GREEN group a total of 11 were destroyed.
This affected the fact that your group lost the big prize.
Your earnings for this period are 2 ECUs. This includes the 2 ECUs that you kept plus your share of 0 ECUs from the big prize.
To this point your total earnings are: 13 ECUs.
If you are ready to continue, then click the CONTINUE button.
CONTINUE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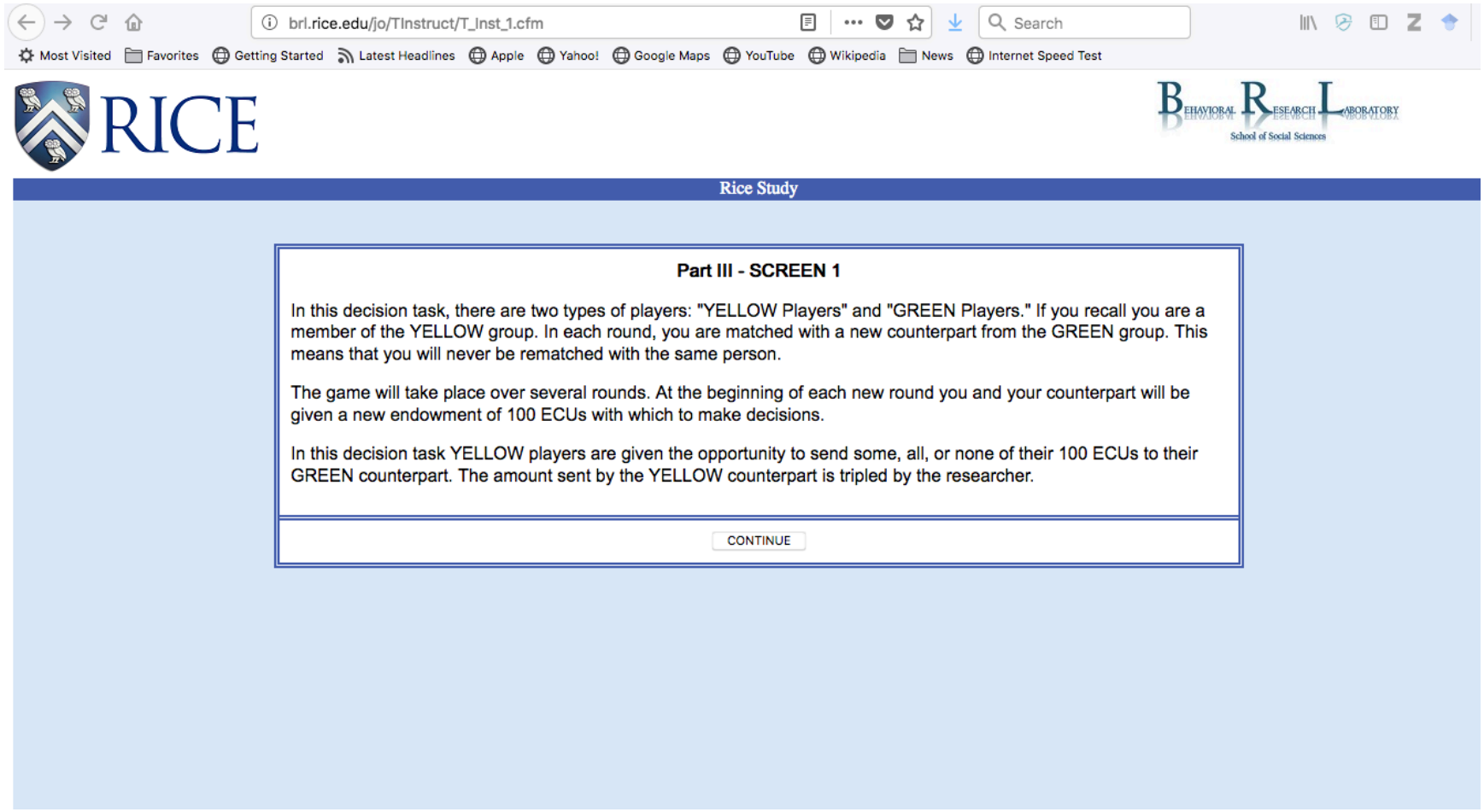
Part III
You are now going to face a different decision task. The next several pages will explain how this decision task works.
In this task you will make decisions in a number of different rounds. You will only be paid for one of the rounds. At the end of the experiment you will roll a die to determine the round for which you will be paid. This means that you will not know until the end what you will earn for this part of the experiment.
CONTINUE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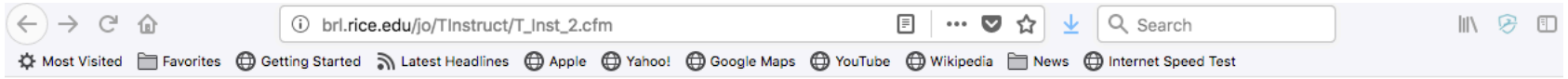
Part III - SCREEN 1
In this decision task, there are two types of players: "YELLOW Players" and "GREEN Players." If you recall you are a member of the YELLOW group. In each round, you are matched with a new counterpart from the GREEN group. This means that you will never be rematched with the same person.
The game will take place over several rounds. At the beginning of each new round you and your counterpart will be given a new endowment of 100 ECUs with which to make decisions.
In this decision task YELLOW players are given the opportunity to send some, all, or none of their 100 ECUs to their GREEN counterpart. The amount sent by the YELLOW counterpart is tripled by the researcher.
CONTINUE



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Part III - SCREEN 2

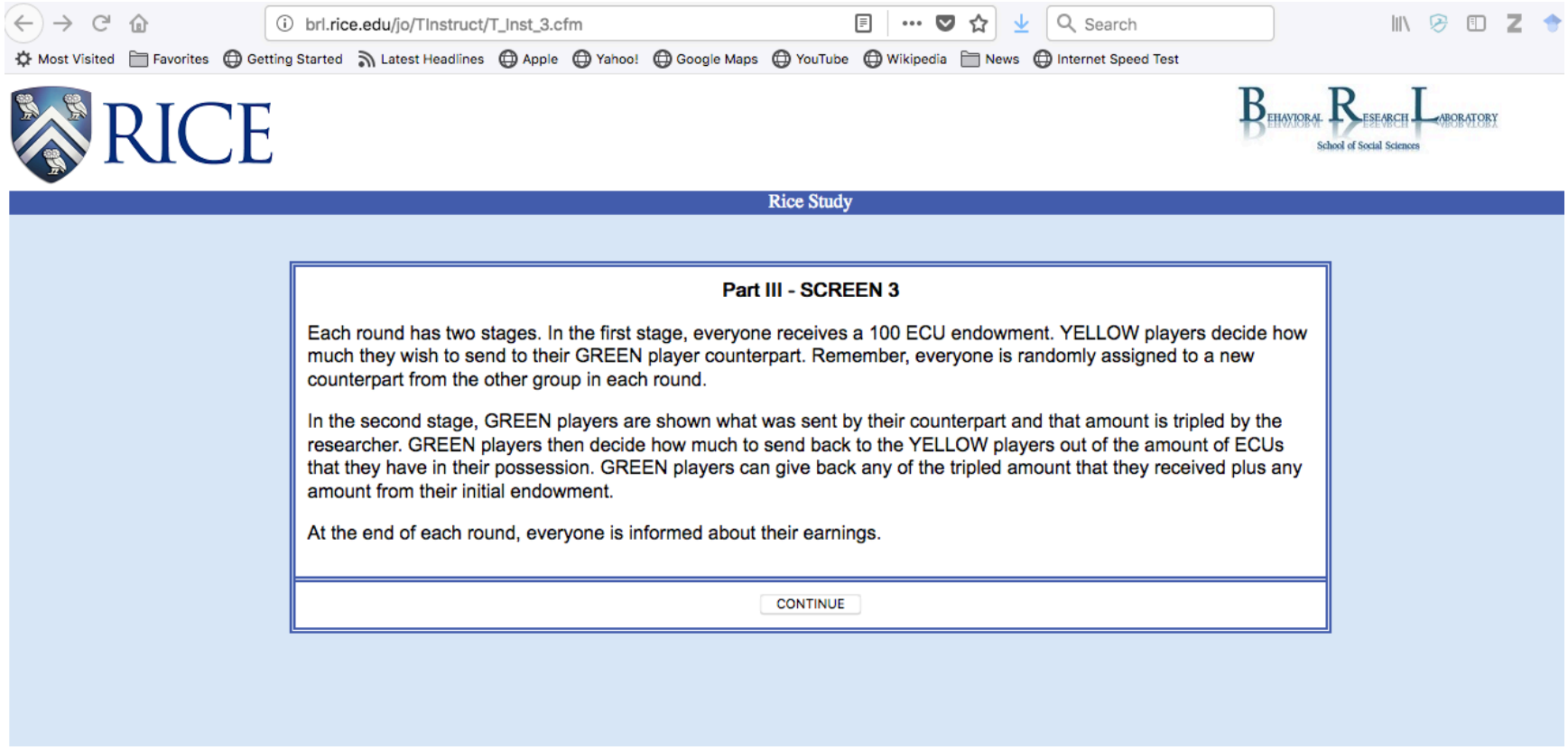
GREEN counterparts make the second decision. They can return any of the ECUs that they have, or nothing, to their YELLOW counterpart.

At the end of each round, your total earnings for that round consist of the amount of your endowment that you kept for yourself plus the amount you are given. For YELLOW players this is the amount that is kept plus the amount that a GREEN player returns. For GREEN players, this is the amount kept from your own endowment and the tripled amount sent by the YELLOW player minus what is chosen to send back to the YELLOW player.

Here are examples of what might happen (these are only examples - you will be able to make any decision you want):

YELLOW Player sends:	GREEN Player receives:	GREEN Player might return:	YELLOW Player receives: (100 - sent + returned)	GREEN Player receives: (100 + received - returned)
10 ECU	30 ECUs	10 ECU	100 - 10 + 10 = 100 ECUs	100 + 30 - 10 = 120 ECUs
50 ECUs	150 ECUs	20 ECUs	100 - 50 + 20 = 7 0ECUs	100 + 150 + -20 = 230 ECUs
50 ECUs	150 ECUs	100 ECUs	100 - 50 + 100 = 150 ECUs	100 + 150 - 100 = 150 ECUs
100 ECUs	300 ECUs	100 ECUs	100 - 100 + 100 = 100 ECUs	100 + 300 - 100 = 300 ECUs
0 ECUs	0 ECUs	0 ECUs	100 - 0 + 0 = 100 ECUs	100 + 0 - 0 = 100 ECUs

CONTINUE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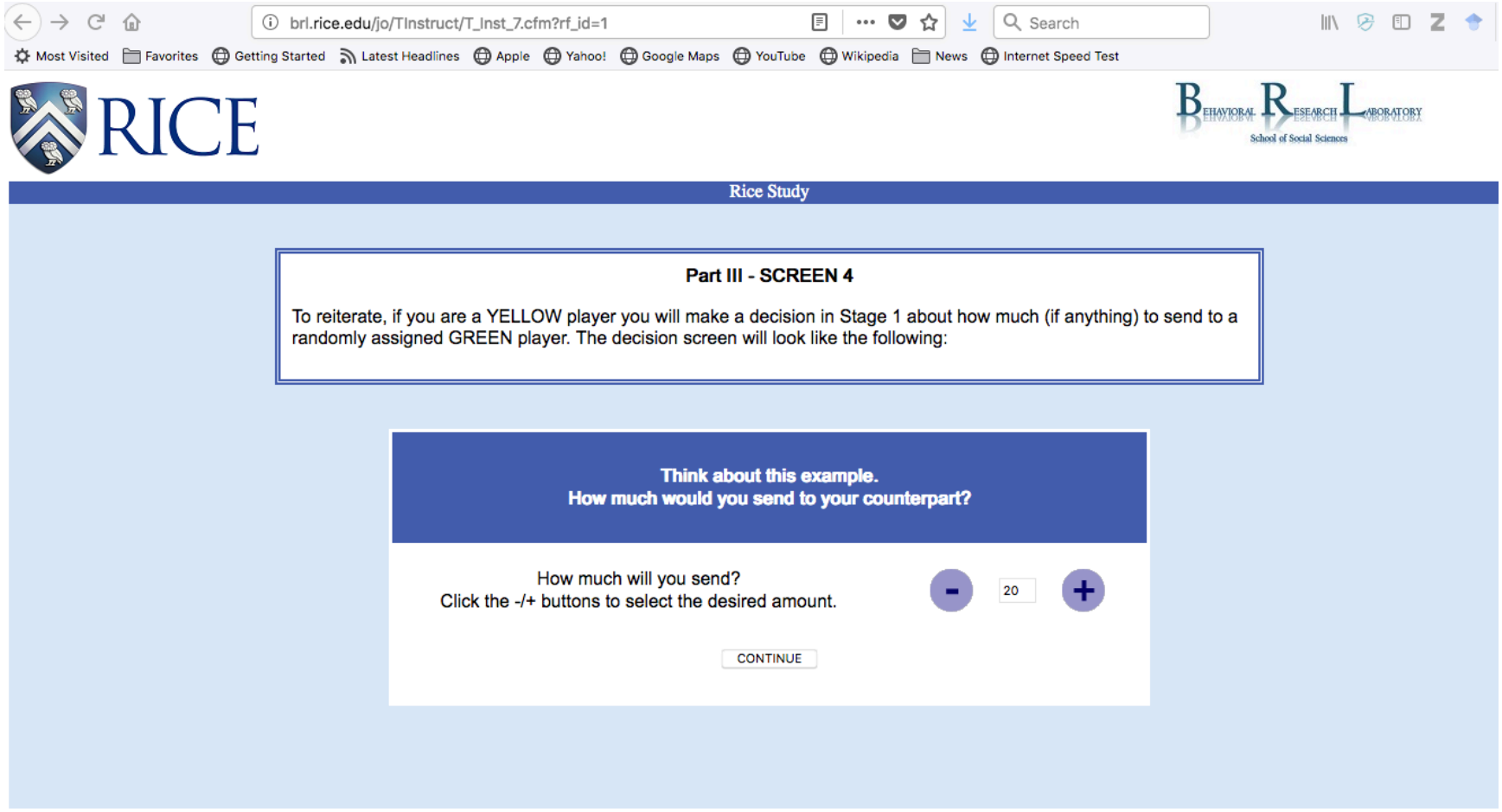
Part III - SCREEN 3
Each round has two stages. In the first stage, everyone receives a 100 ECU endowment. YELLOW players decide how much they wish to send to their GREEN player counterpart. Remember, everyone is randomly assigned to a new counterpart from the other group in each round.
In the second stage, GREEN players are shown what was sent by their counterpart and that amount is tripled by the researcher. GREEN players then decide how much to send back to the YELLOW players out of the amount of ECUs that they have in their possession. GREEN players can give back any of the tripled amount that they received plus any amount from their initial endowment.
At the end of each round, everyone is informed about their earnings.
CONTINUE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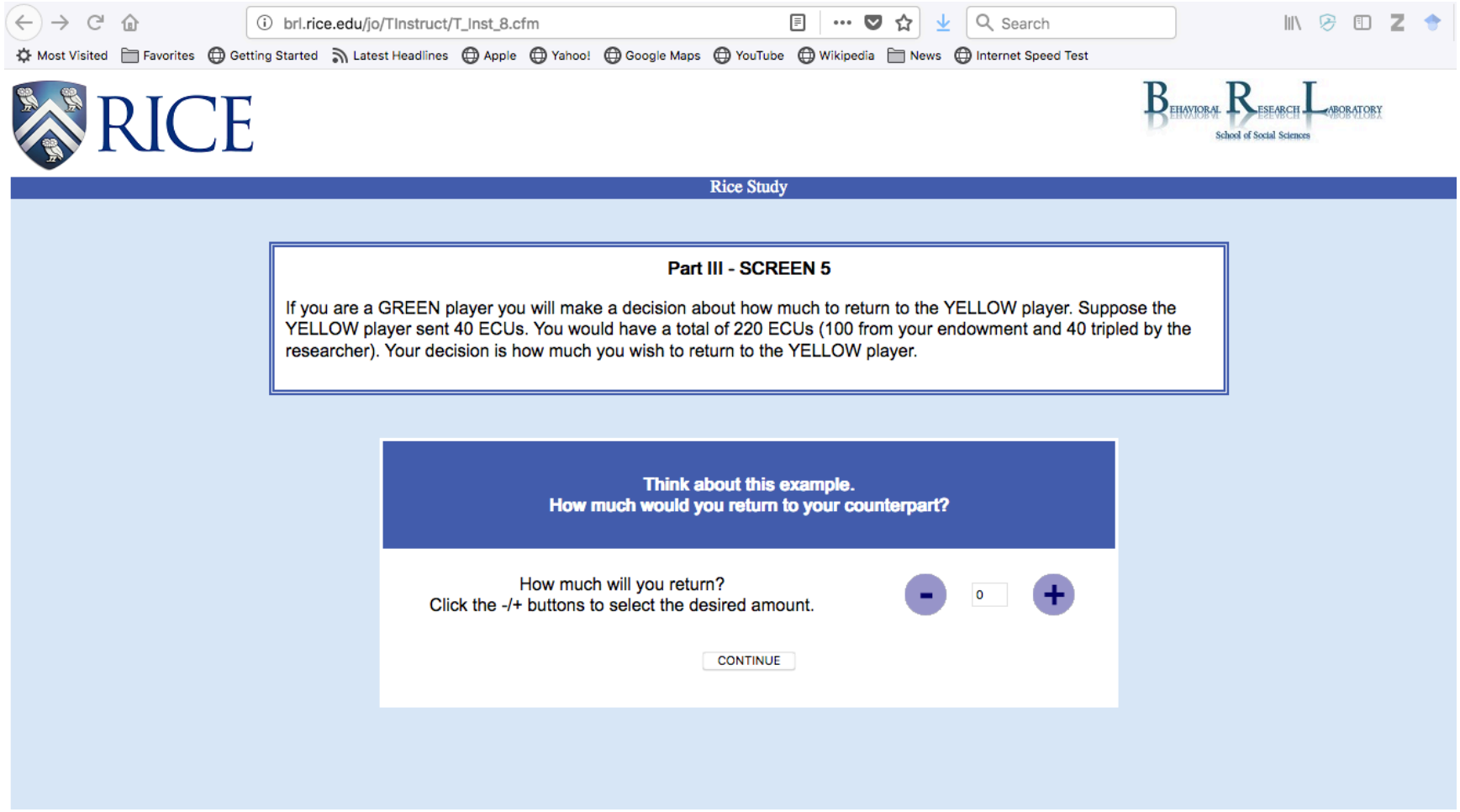
Part III - SCREEN 4
To reiterate, if you are a YELLOW player you will make a decision in Stage 1 about how much (if anything) to send to a randomly assigned GREEN player. The decision screen will look like the following:
Think about this example.
How much would you send to your counterpart?
How much will you send?
Click the -/+ buttons to select the desired amount.
20
CONTINUE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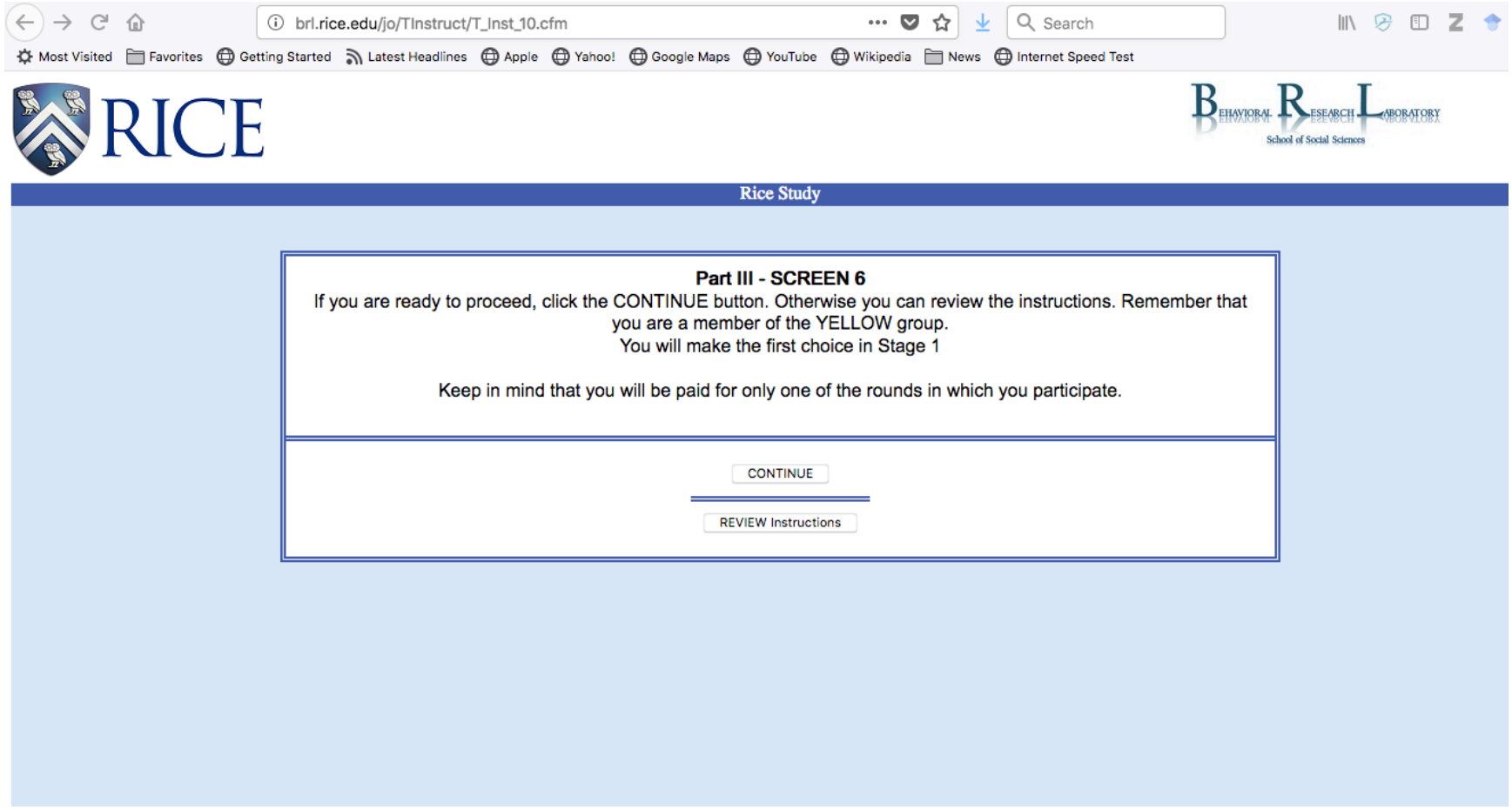
Part III - SCREEN 5
If you are a GREEN player you will make a decision about how much to return to the YELLOW player. Suppose the YELLOW player sent 40 ECUs. You would have a total of 220 ECUs (100 from your endowment and 40 tripled by the researcher). Your decision is how much you wish to return to the YELLOW player.
Think about this example.
How much would you return to your counterpart?
How much will you return?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE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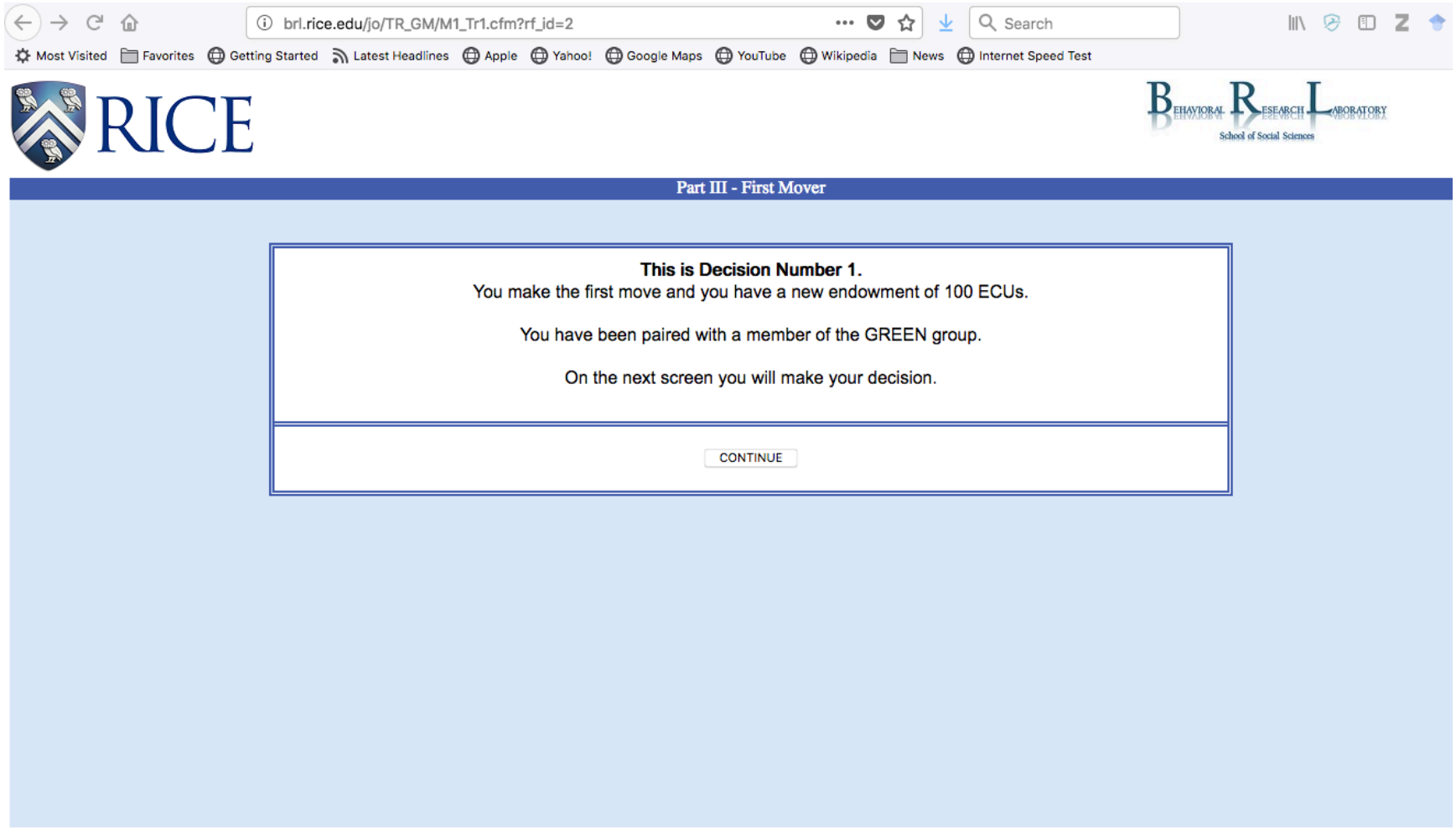
Part III - SCREEN 6
If you are ready to proceed, click the CONTINUE button. Otherwise you can review the instructions. Remember that you are a member of the YELLOW group.
You will make the first choice in Stage 1
Keep in mind that you will be paid for only one of the rounds in which you participate.
CONTINUE
REVIEW Instructions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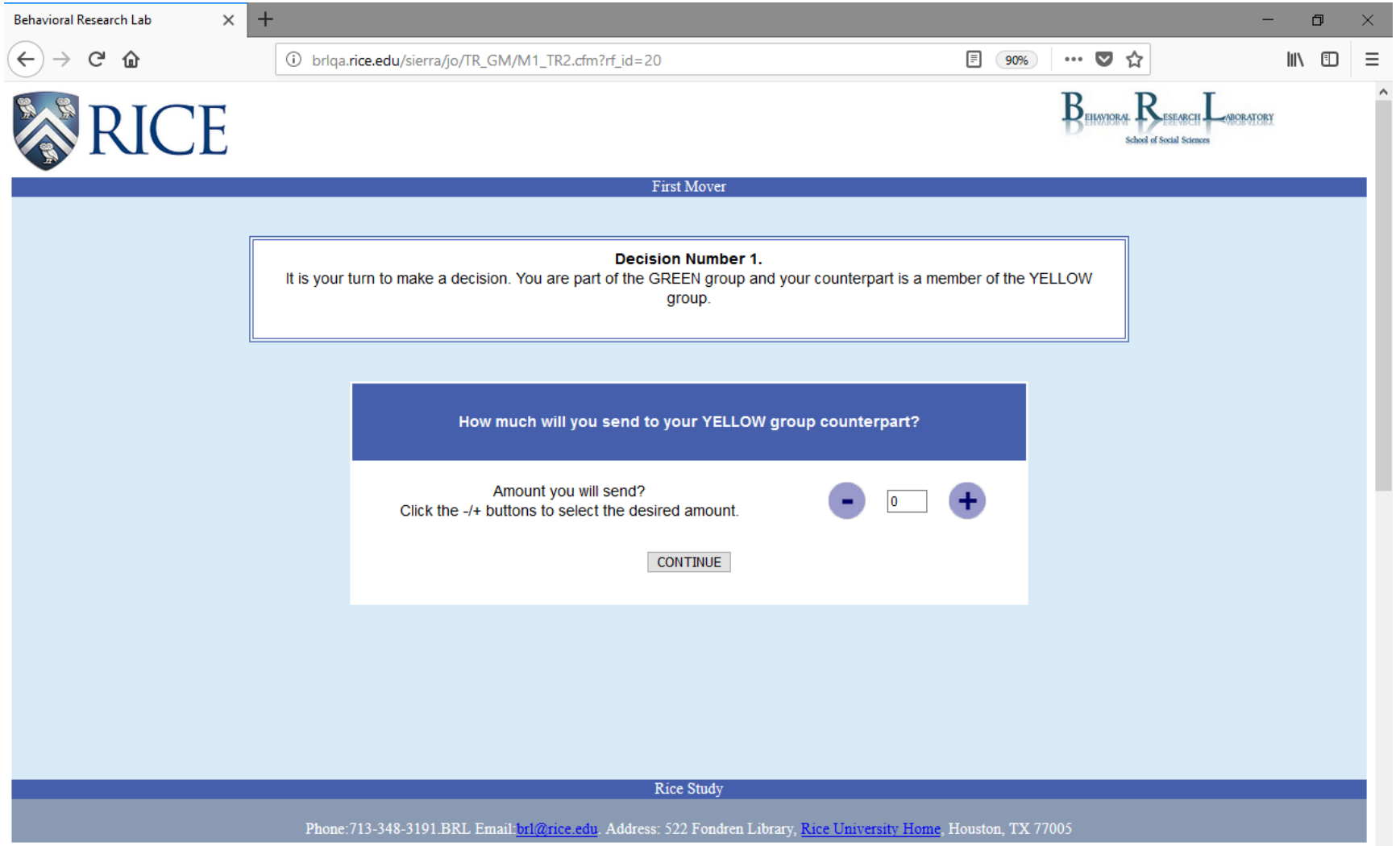
Part III - First Mover
This is Decision Number 1.
You make the first move and you have a new endowment of 100 ECUs.
You have been paired with a member of the GREEN group.
On the next screen you will make your decision.
CONTINUE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First Mover
Decision Number 1.
It is your turn to make a decision. You are part of the GREEN group and your counterpart is a member of the YELLOW group.
How much will you send to your YELLOW group counterpart?
Amount you will send?
Click the -/+ buttons to select the desired amount.
0
CONTINUE
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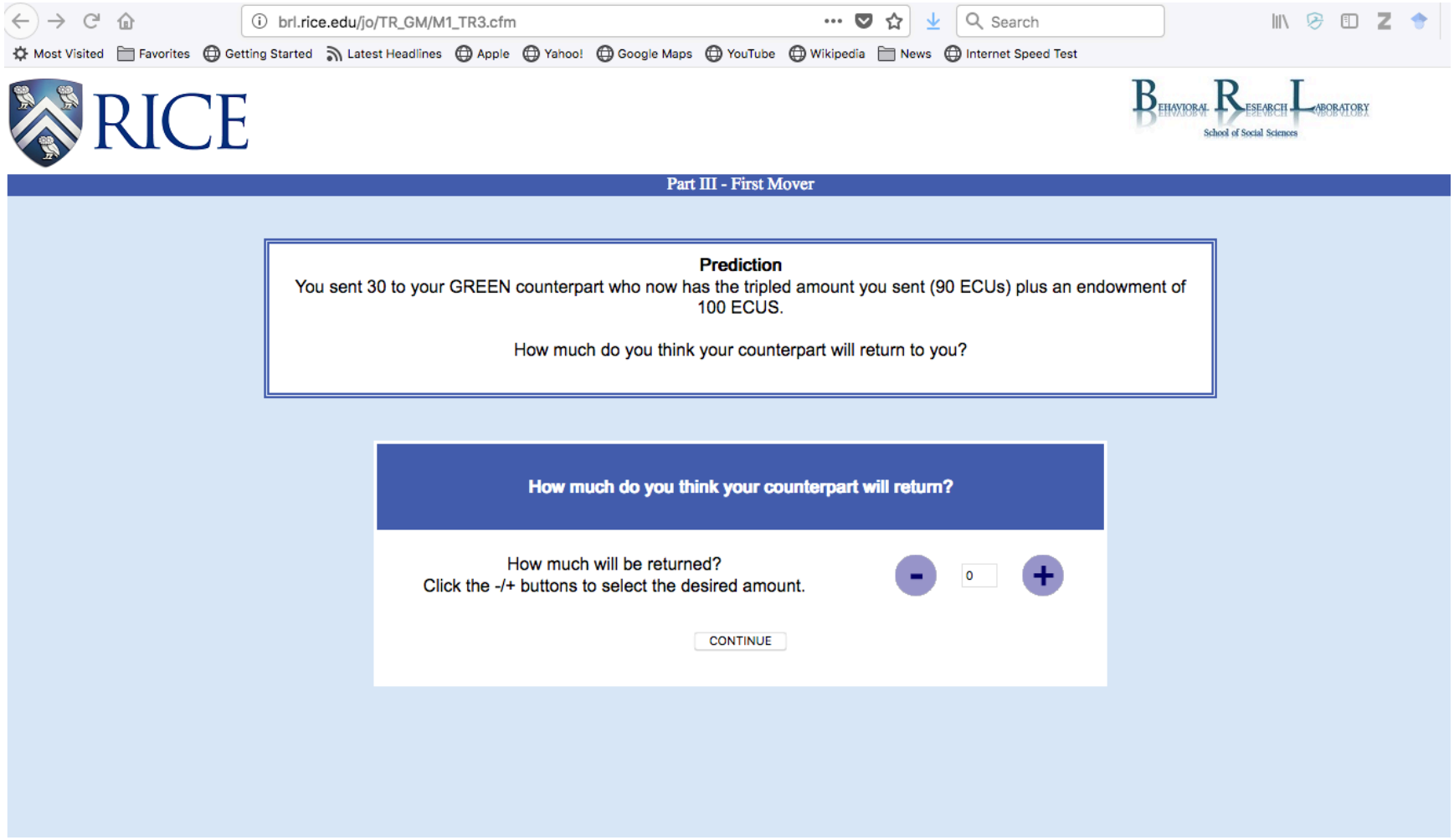
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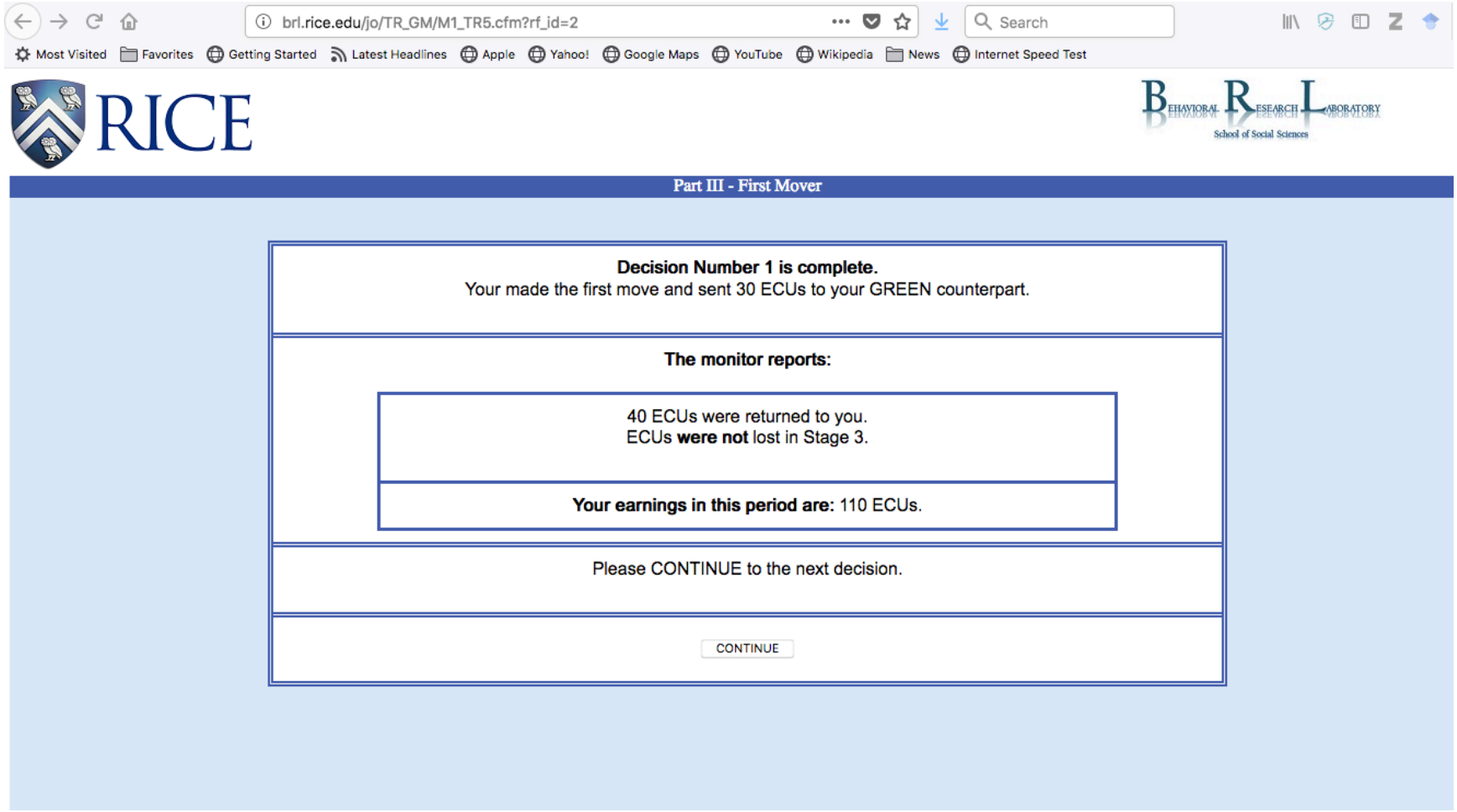
Part III - First Mover
Prediction
You sent 30 to your GREEN counterpart who now has the tripled amount you sent (90 ECUs) plus an endowment of 100 ECUS.
How much do you think your counterpart will return to you?
How much do you think your counterpart will return?
How much will be returned?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE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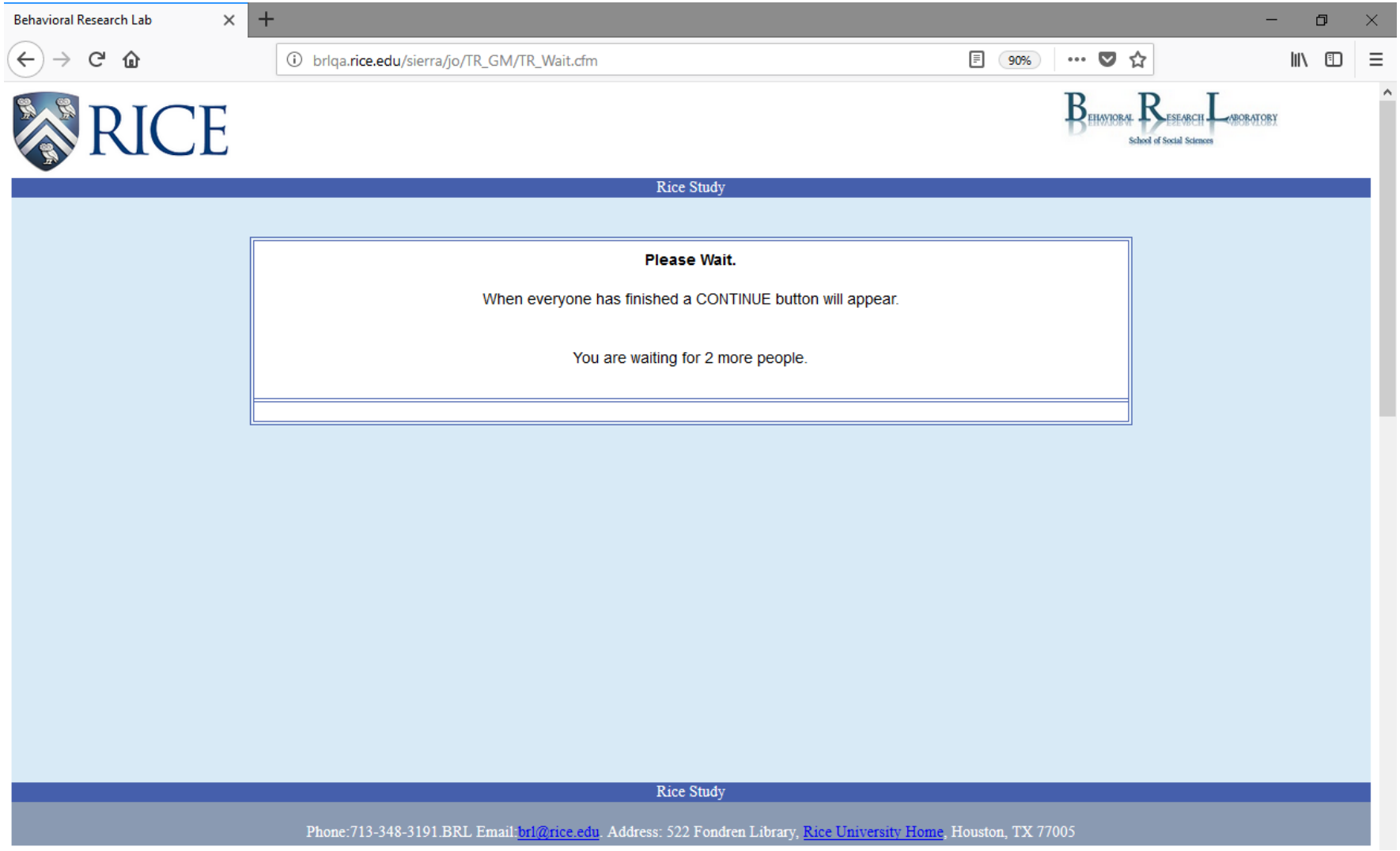
Part III - First Mover
Decision Number 1 is complete.
Your made the first move and sent 30 ECUs to your GREEN counterpart.
The monitor reports:
40 ECUs were returned to you.
ECUs were not lost in Stage 3.
Your earnings in this period are: 110 ECUs.
Please CONTINUE to the next decision.
CONTINUE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Please Wait.
When everyone has finished a CONTINUE button will appear.
You are waiting for 2 more people.
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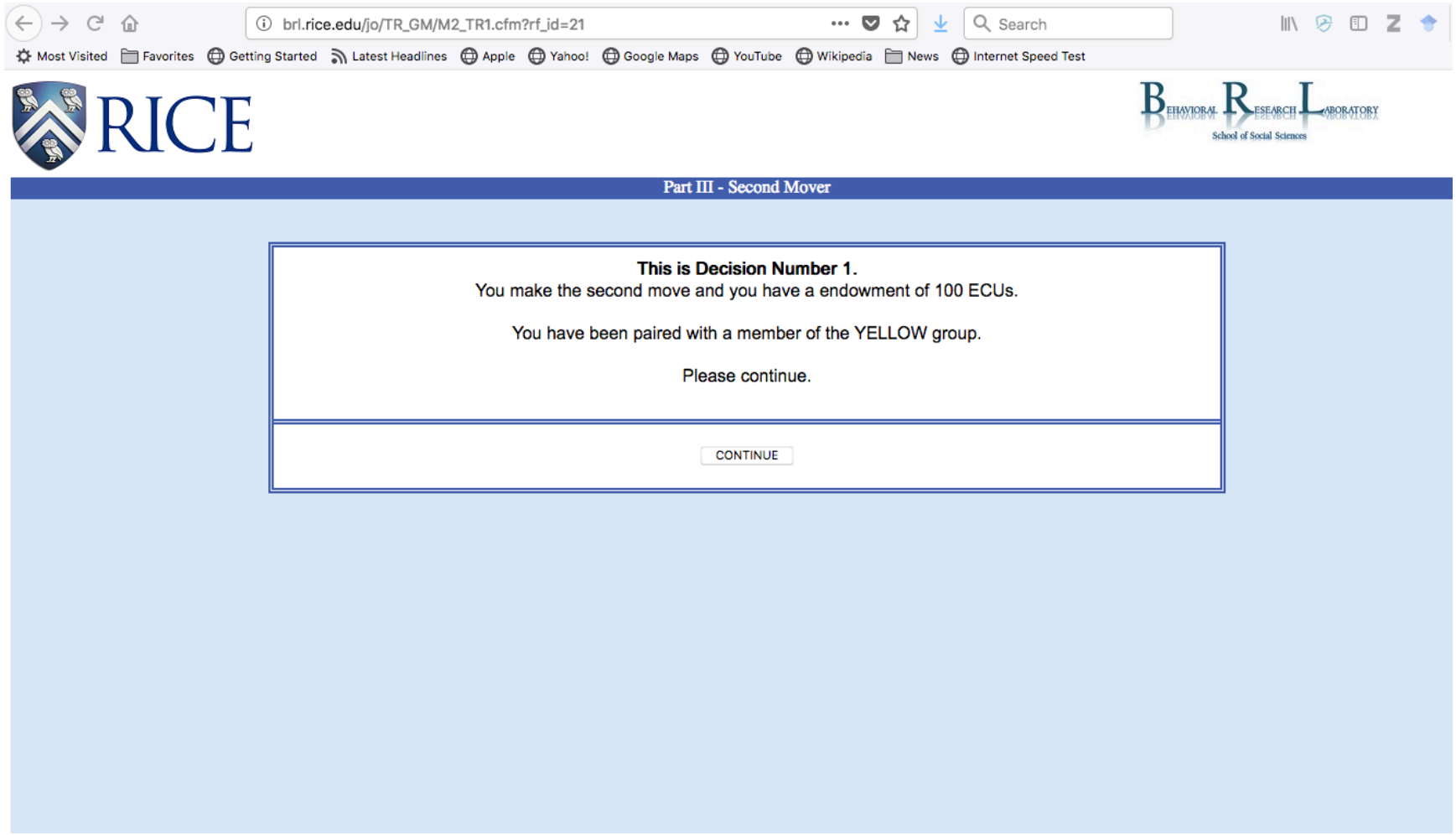
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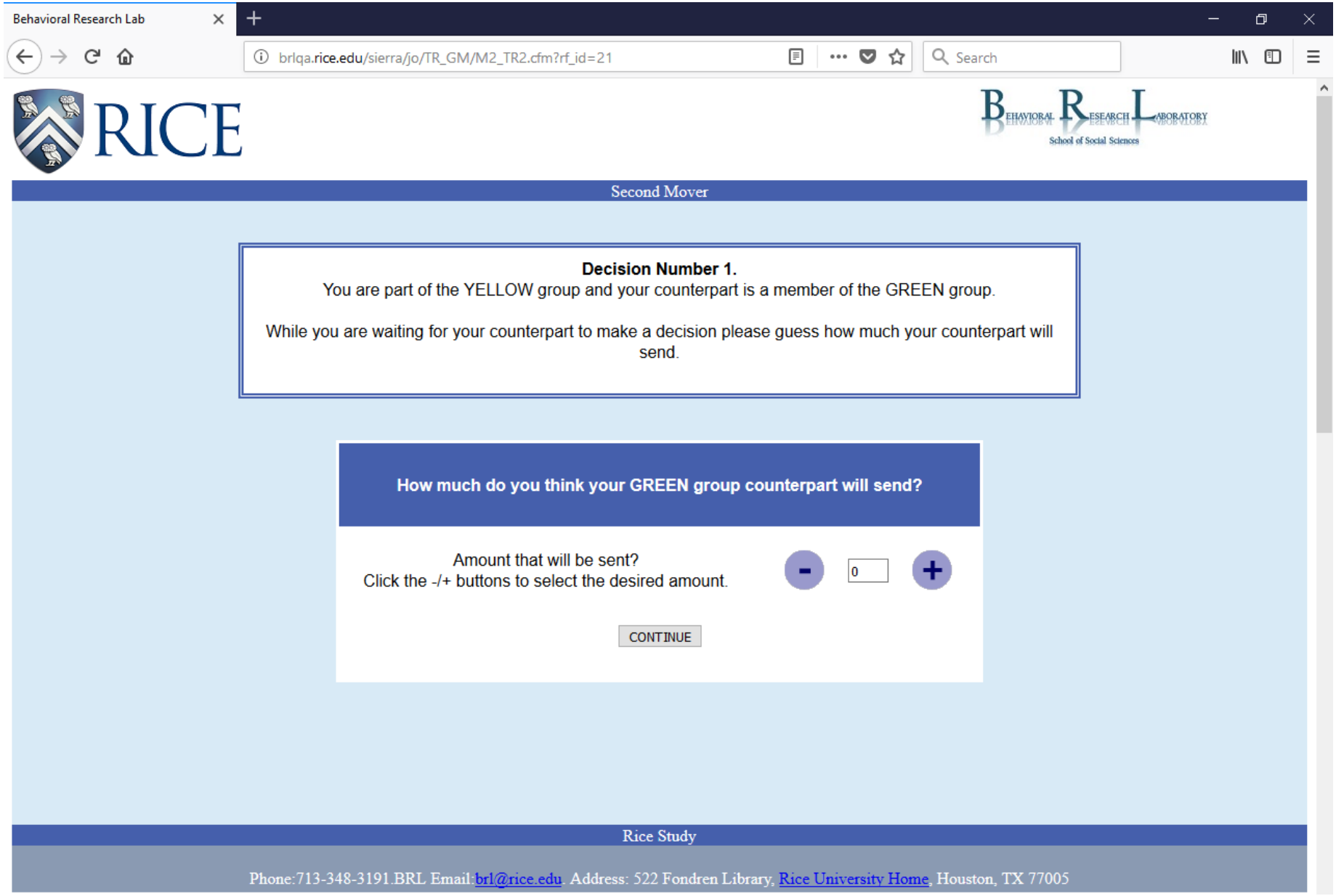
Part III - Second Mover
This is Decision Number 1.
You make the second move and you have a endowment of 100 ECUs.
You have been paired with a member of the YELLOW group.
Please continue.
CONTINUE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Second Mover
Decision Number 1.
You are part of the YELLOW group and your counterpart is a member of the GREEN group.
While you are waiting for your counterpart to make a decision please guess how much your counterpart will send.
How much do you think your GREEN group counterpart will send?
Amount that will be sent?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE
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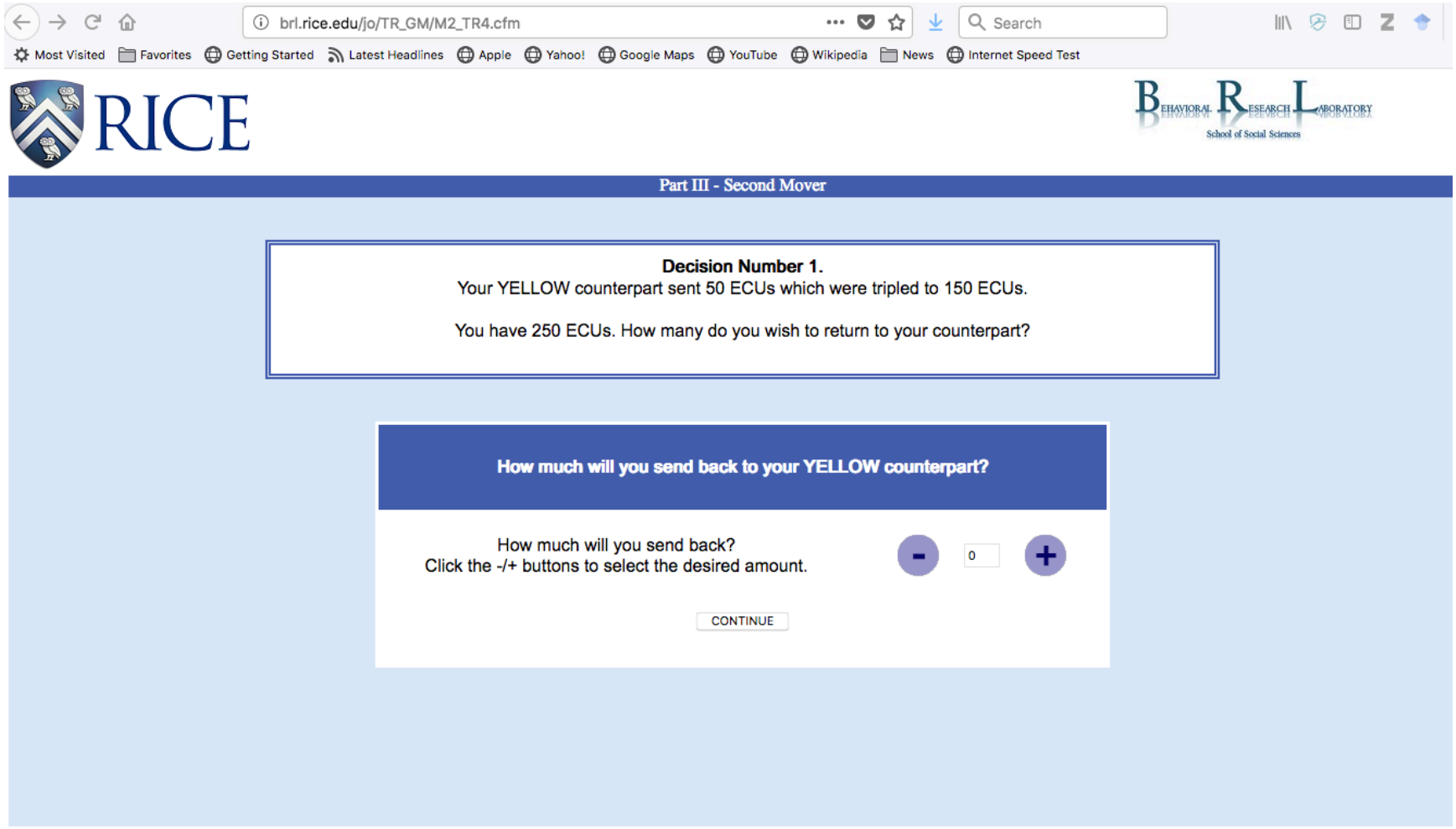
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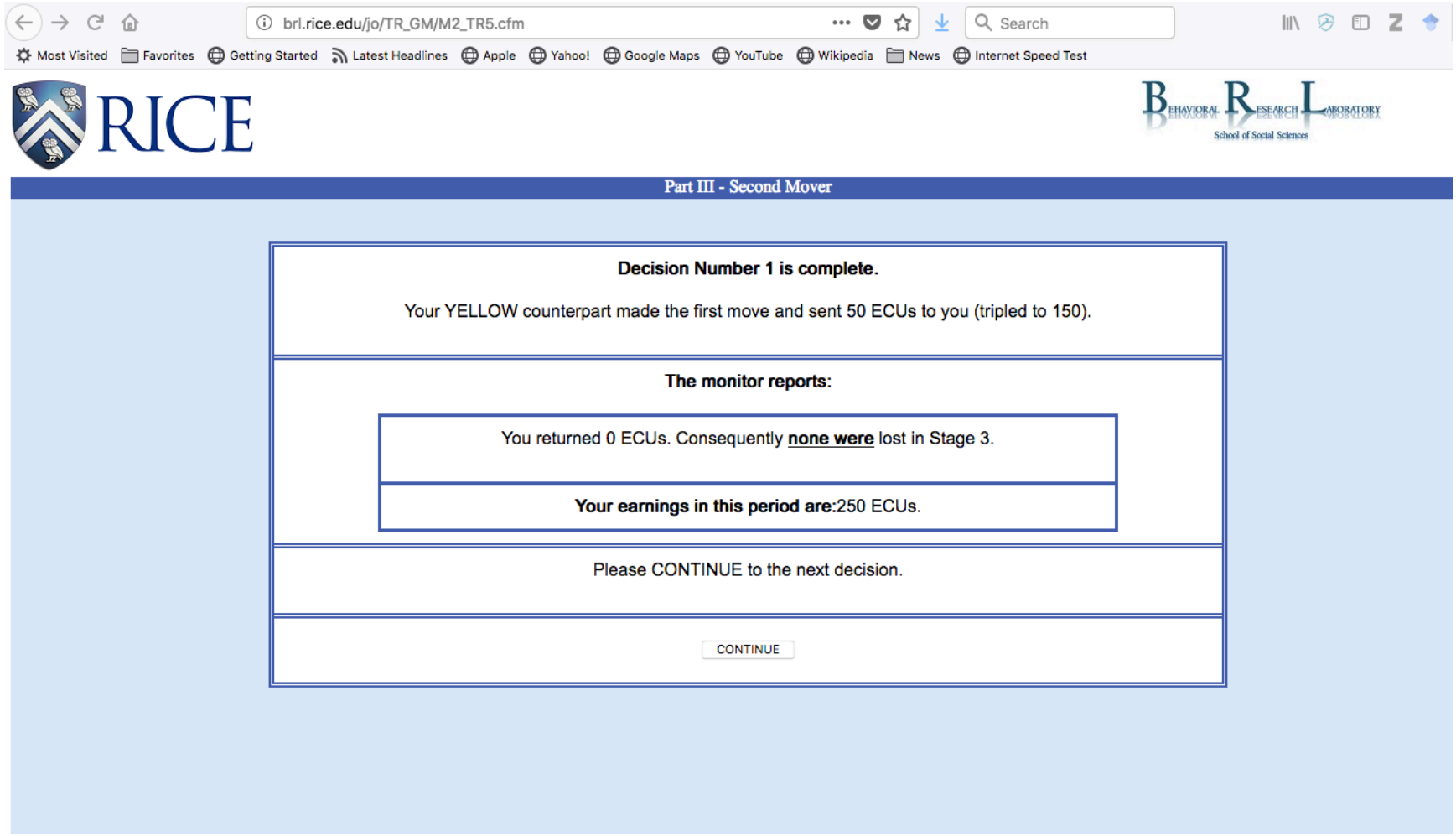
Part III - Second Mover
Decision Number 1.
Your YELLOW counterpart sent 50 ECUs which were tripled to 150 ECUs.
You have 250 ECUs. How many do you wish to return to your counterpart?
How much will you send back to your YELLOW counterpart?
How much will you send back?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE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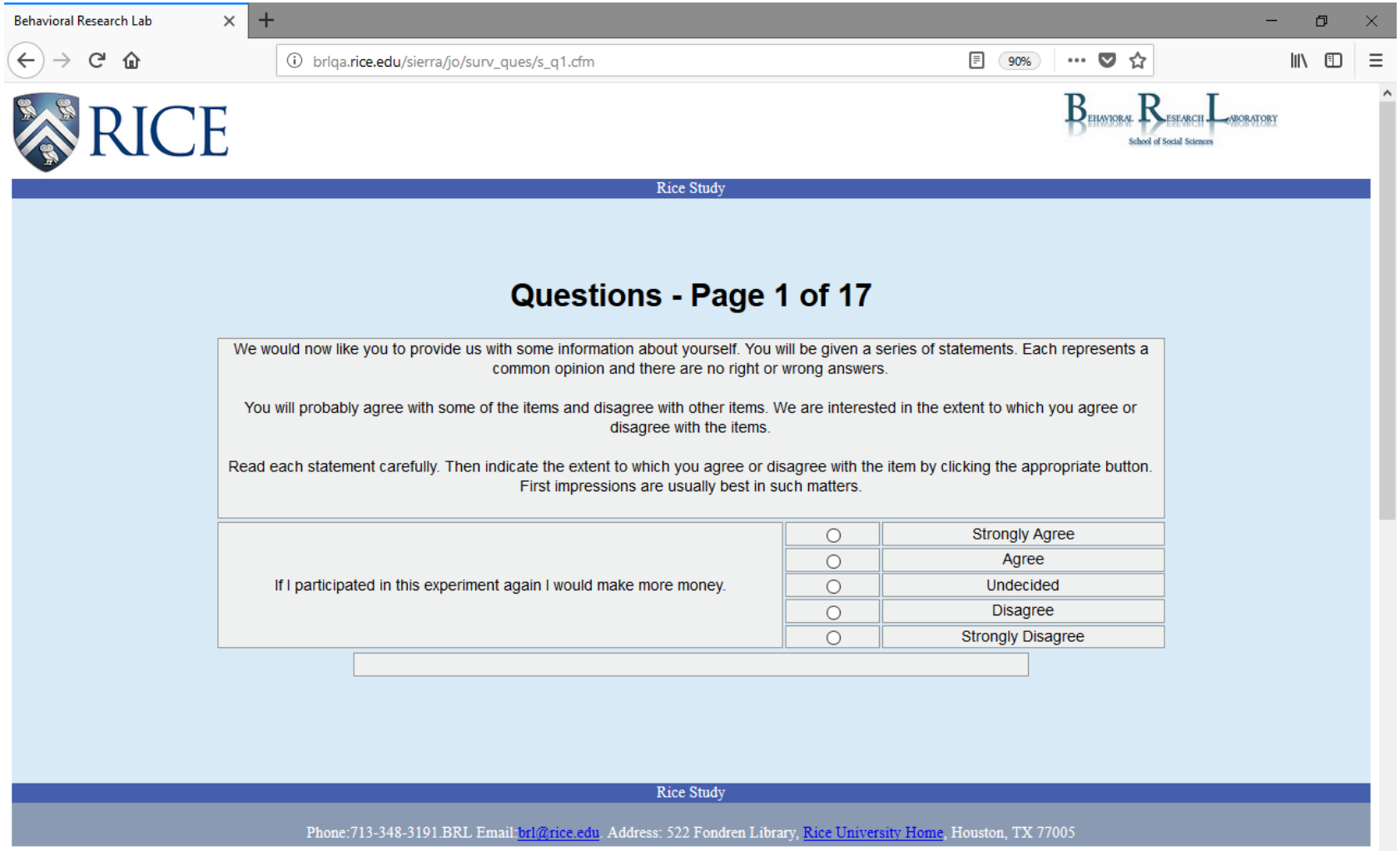
Part III - Second Mover
Decision Number 1 is complete.
Your YELLOW counterpart made the first move and sent 50 ECUs to you (tripled to 150).
The monitor reports:
You returned 0 ECUs. Consequently none were lost in Stage 3.
Your earnings in this period are:250 ECUs.
Please CONTINUE to the next decision.
CONTINUE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Questions - Page 1 of 17
We would now like you to provide us with some information about yourself. You will be given a series of statements. Each represents a common opinion and there are no right or wrong answers.
You will probably agree with some of the items and disagree with other items. We are interested in the extent to which you agree or disagree with the items.
Read each statement carefully. Then indicate the extent to which you agree or disagree with the item by clicking the appropriate button. First impressions are usually best in such matters.
If I participated in this experiment again I would make more money.
Strongly Agree
Agree
Undecided
Disagree
Strongly Disagree
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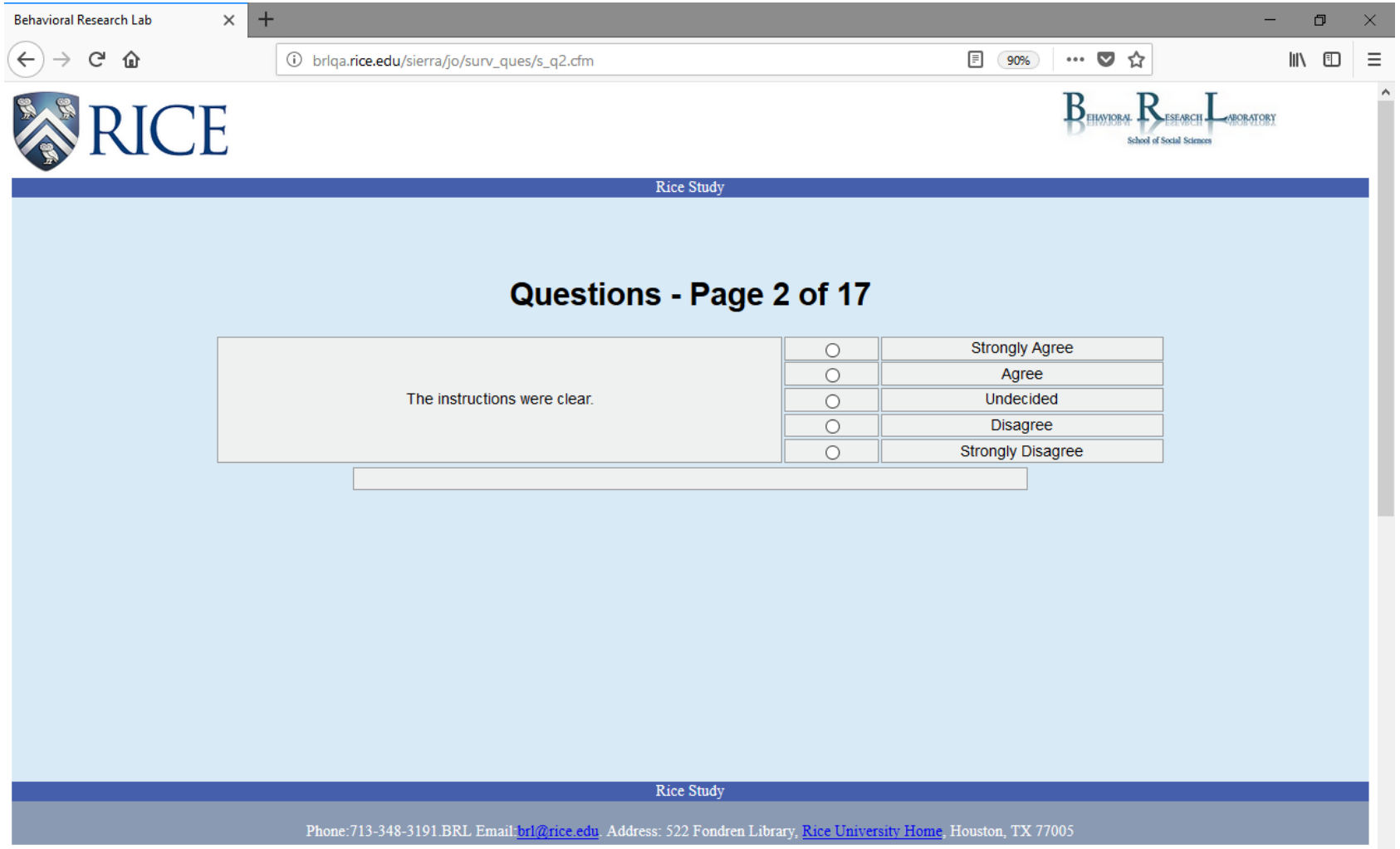
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Questions - Page 2 of 17
The instructions were clear.
Strongly Agree
Agree
Undecided
Disagree
Strongly Disagree
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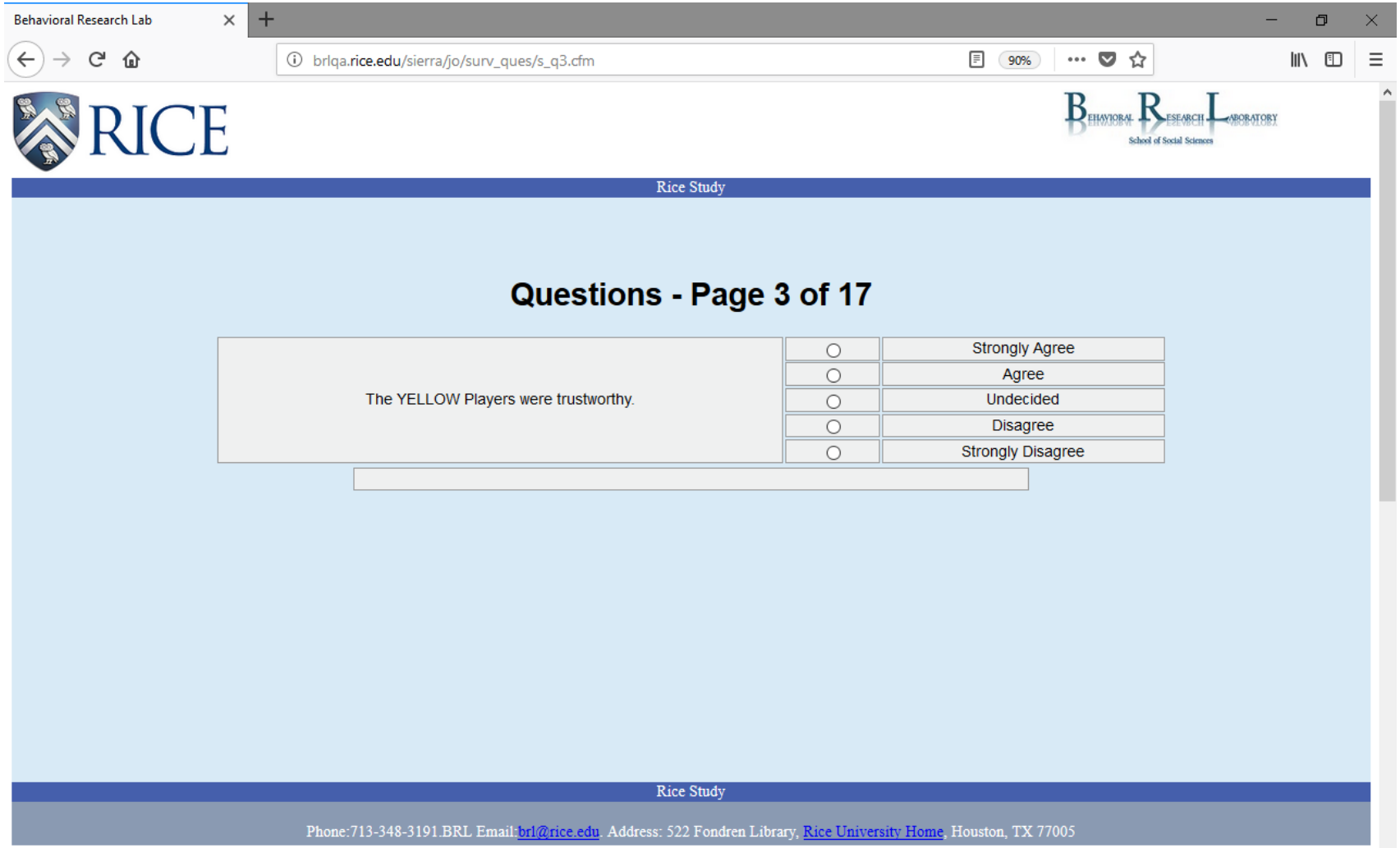
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The YELLOW Players were trustworthy.
Strongly Agree
Agree
Undecided
Disagree
Strongly Disagree
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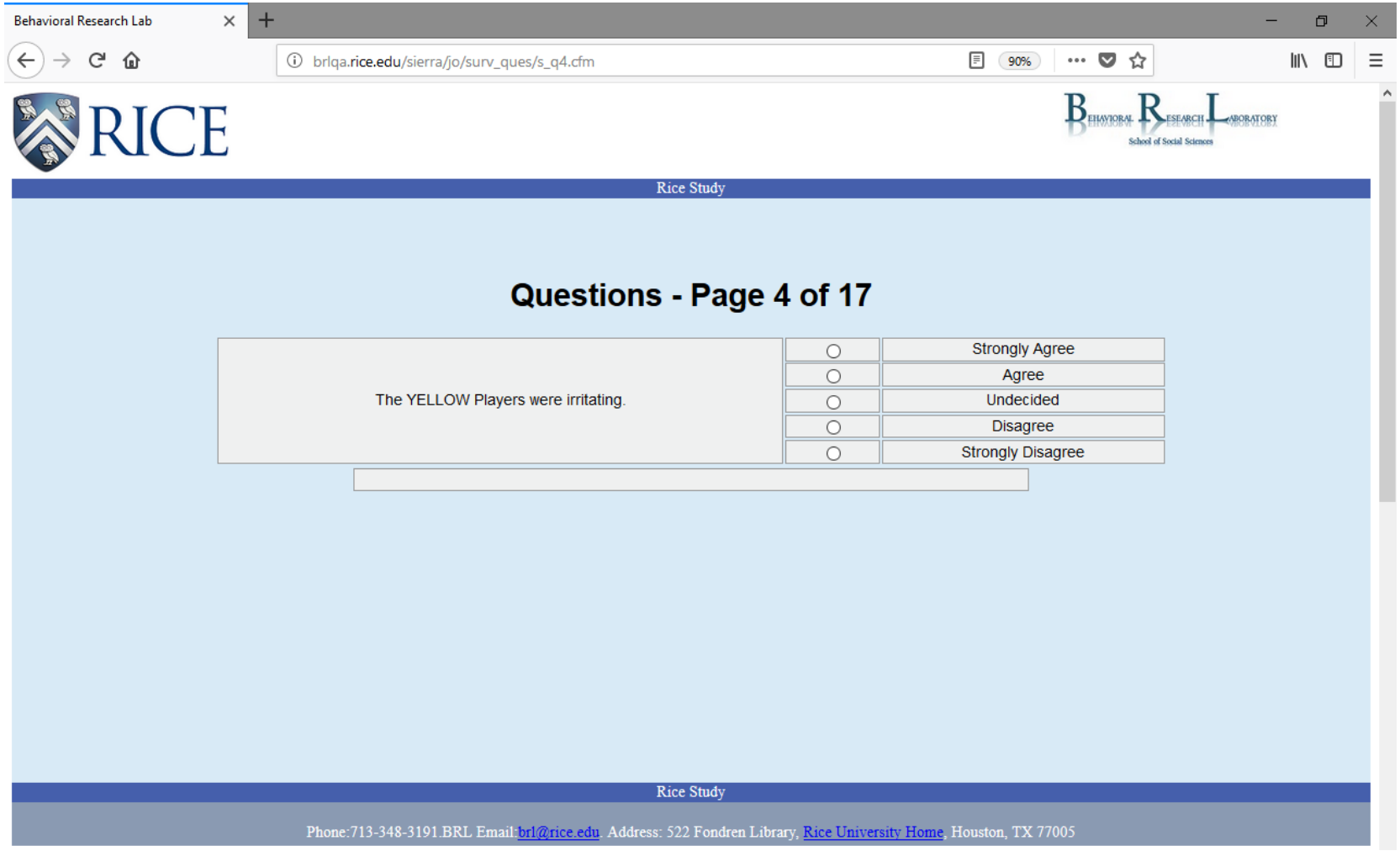
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Questions - Page 4 of 17
The YELLOW Players were irritating.
Strongly Agree
Agree
Undecided
Disagree
Strongly Disagree
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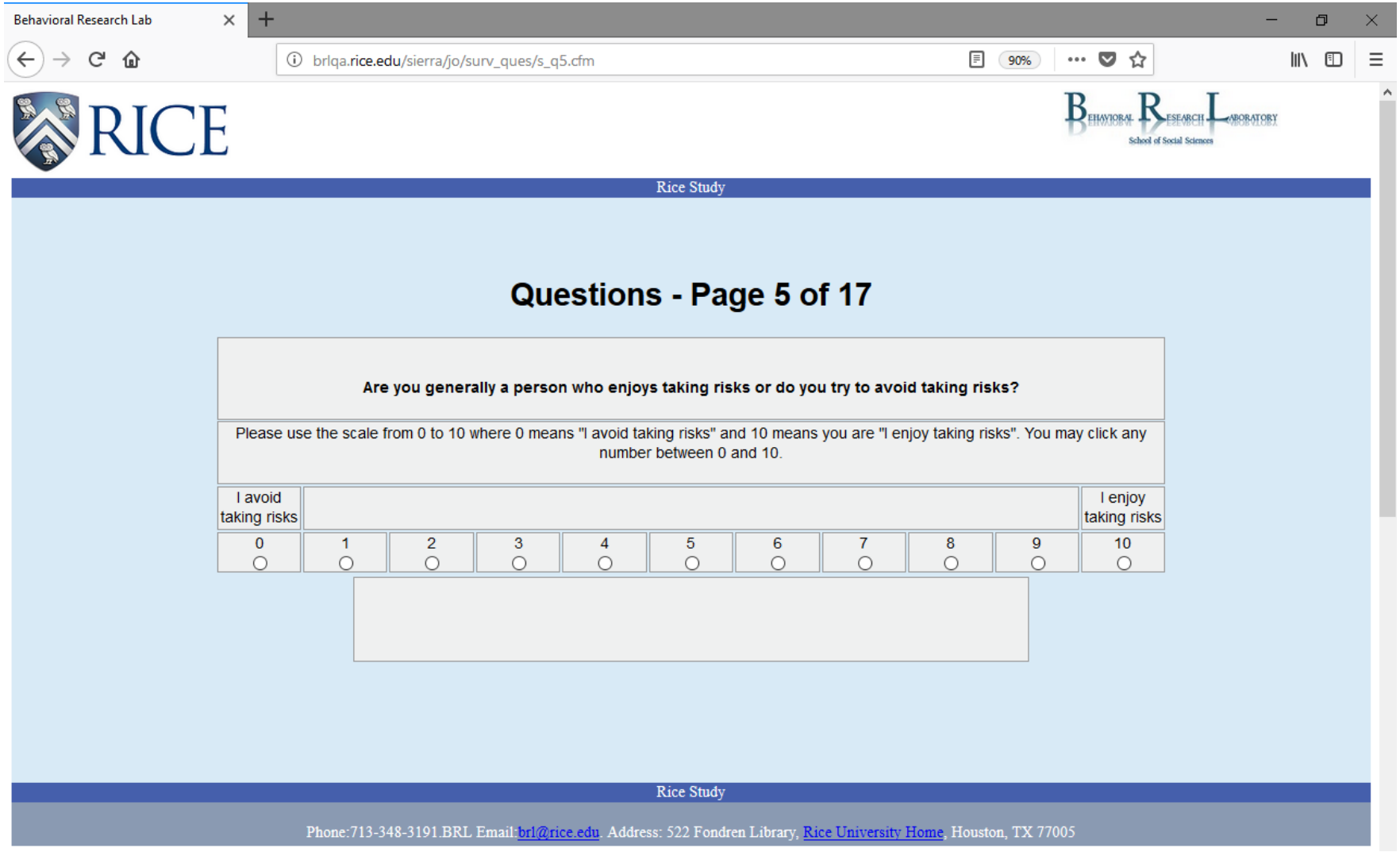
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Questions - Page 5 of 17
Are you generally a person who enjoys taking risks or do you try to avoid taking risks?
Please use the scale from 0 to 10 where 0 means "I avoid taking risks" and 10 means you are "I enjoy taking risks". You may click any number between 0 and 10.
I avoid taking risks
I enjoy taking risks
0 1 2 3 4 5 6 7 8 9 10
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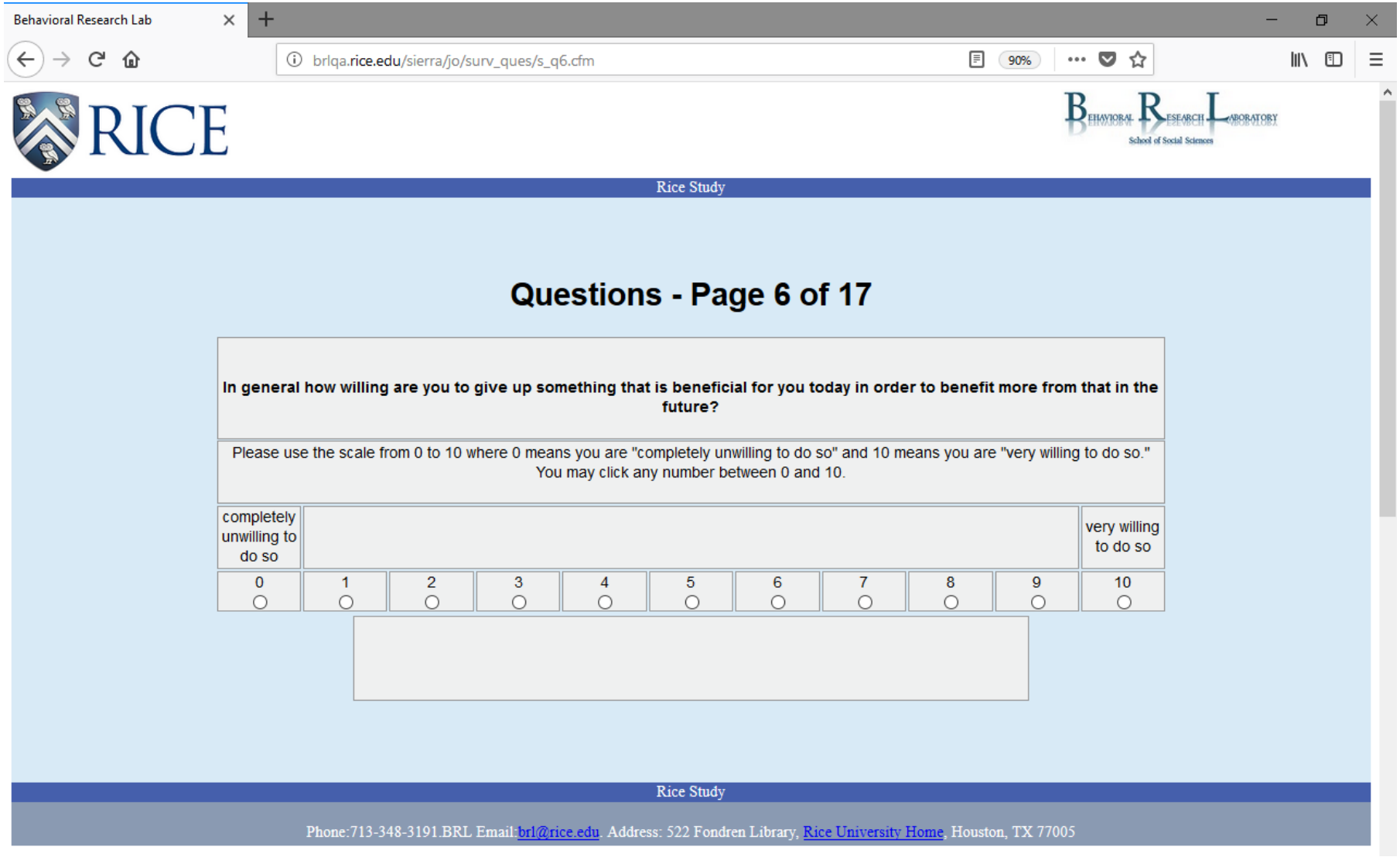
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Questions - Page 6 of 17
In general how willing are you to give up something that is beneficial for you today in order to benefit more from that in the future?
Please use the scale from 0 to 10 where 0 means you are "completely unwilling to do so" and 10 means you are "very willing to do so." You may click any number between 0 and 10.
completely unwilling to do so
very willing to do so
0 1 2 3 4 5 6 7 8 9 10
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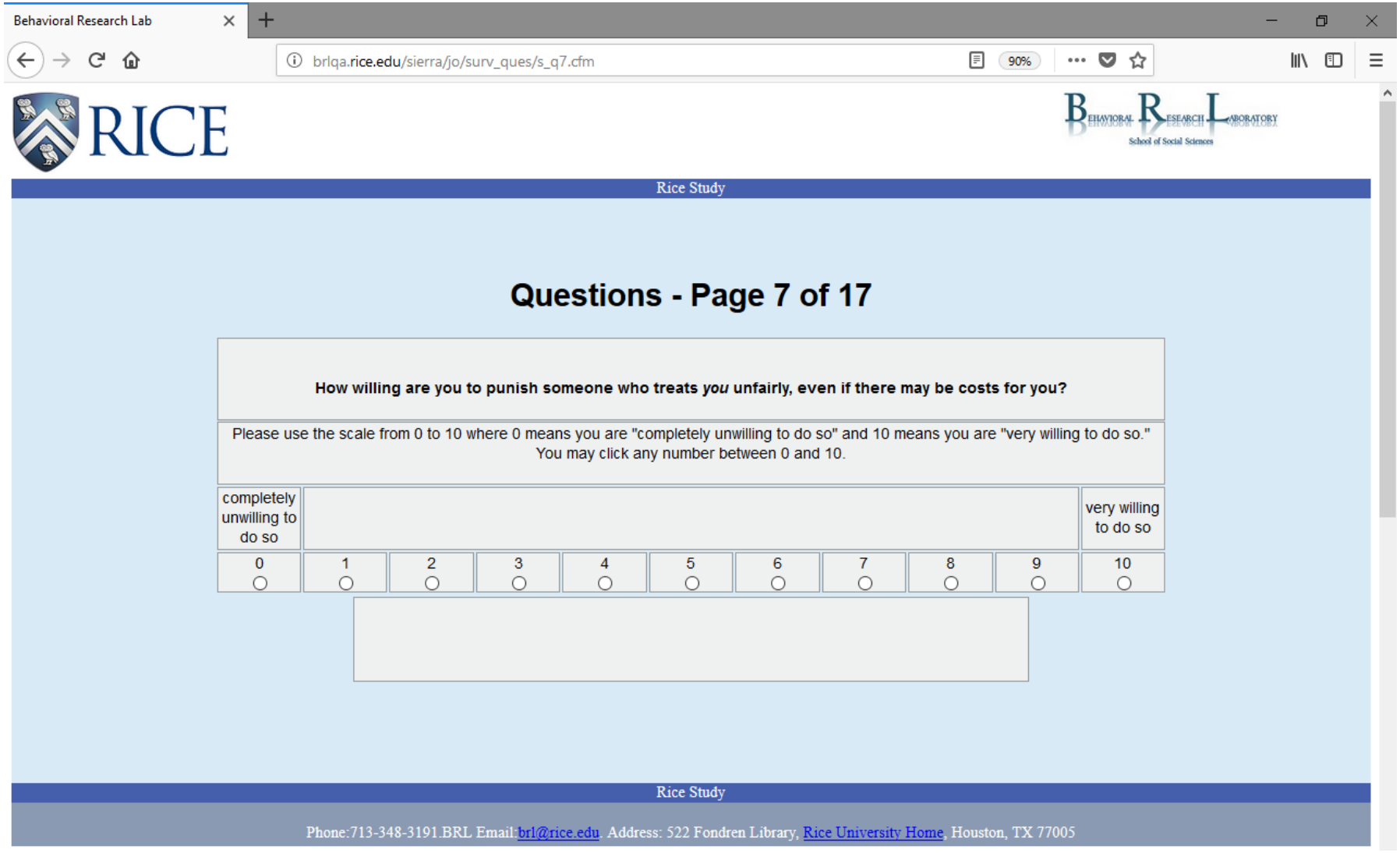
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Questions - Page 7 of 17
How willing are you to punish someone who treats you unfairly, even if there may be costs for you?
Please use the scale from 0 to 10 where 0 means you are "completely unwilling to do so" and 10 means you are "very willing to do so." You may click any number between 0 and 10.
completely unwilling to do so
very willing to do so
0
1
2
3
4
5
6
7
8
9
10
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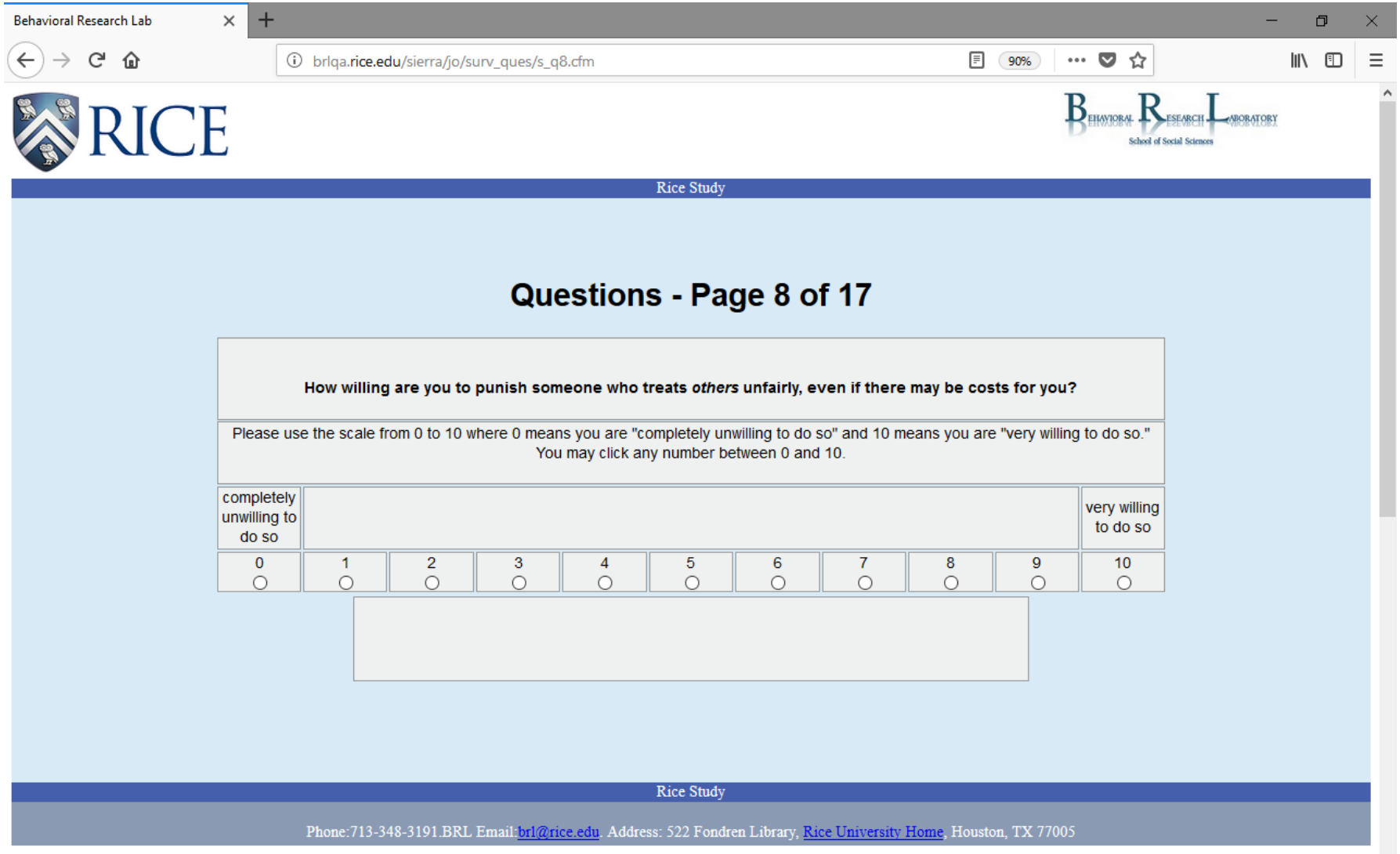
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Questions - Page 8 of 17
How willing are you to punish someone who treats *others* unfairly, even if there may be costs for you?
Please use the scale from 0 to 10 where 0 means you are "completely unwilling to do so" and 10 means you are "very willing to do so." You may click any number between 0 and 10.
completely unwilling to do so
very willing to do so
0
1
2
3
4
5
6
7
8
9
10
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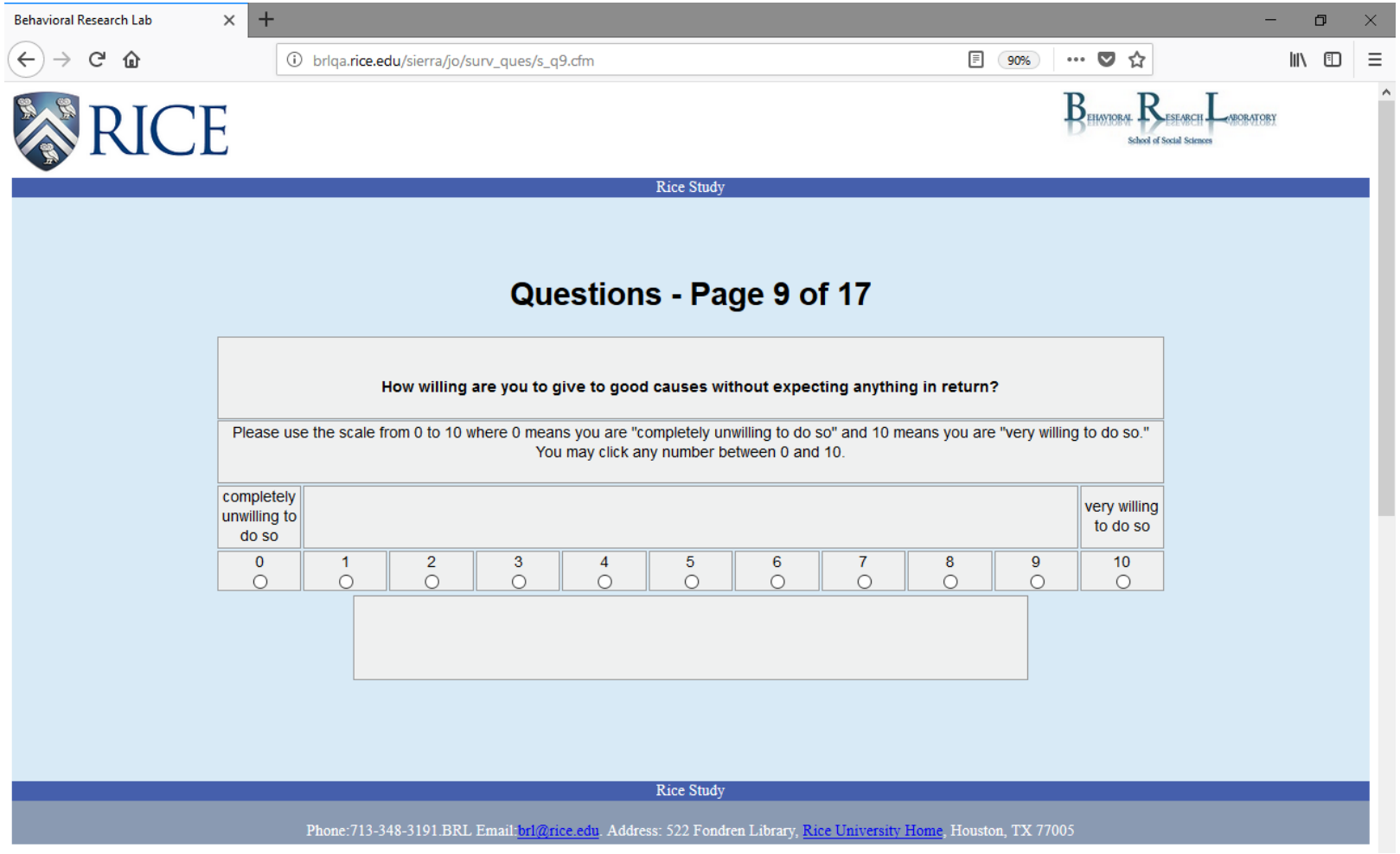
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Questions - Page 9 of 17
How willing are you to give to good causes without expecting anything in return?
Please use the scale from 0 to 10 where 0 means you are "completely unwilling to do so" and 10 means you are "very willing to do so." You may click any number between 0 and 10.
completely unwilling to do so
very willing to do so
0
1
2
3
4
5
6
7
8
9
10
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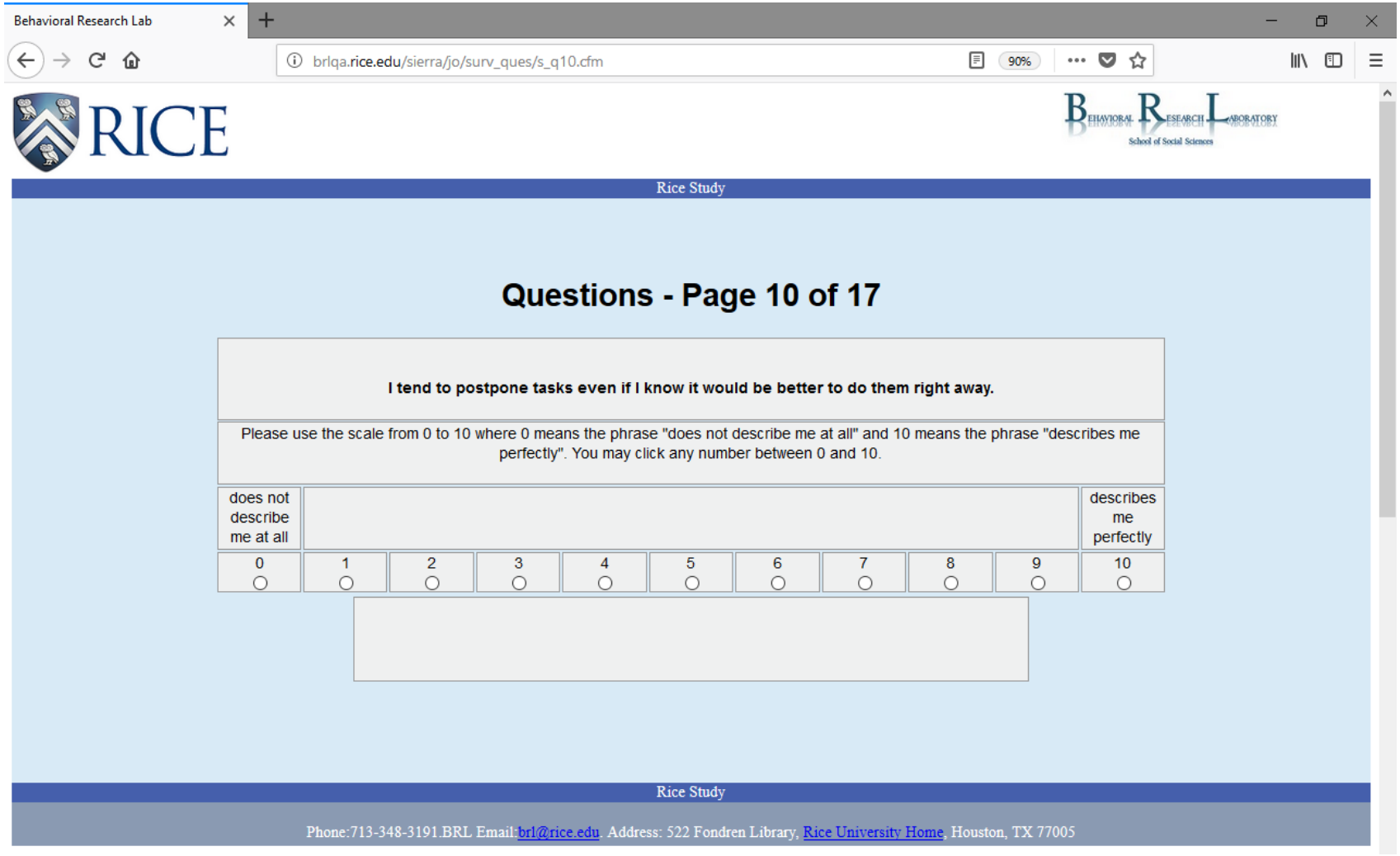
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I tend to postpone tasks even if I know it would be better to do them right away.
Please use the scale from 0 to 10 where 0 means the phrase "does not describe me at all" and 10 means the phrase "describes me perfectly". You may click any number between 0 and 10.
does not describe me at all
describes me perfectly
0
1
2
3
4
5
6
7
8
9
10
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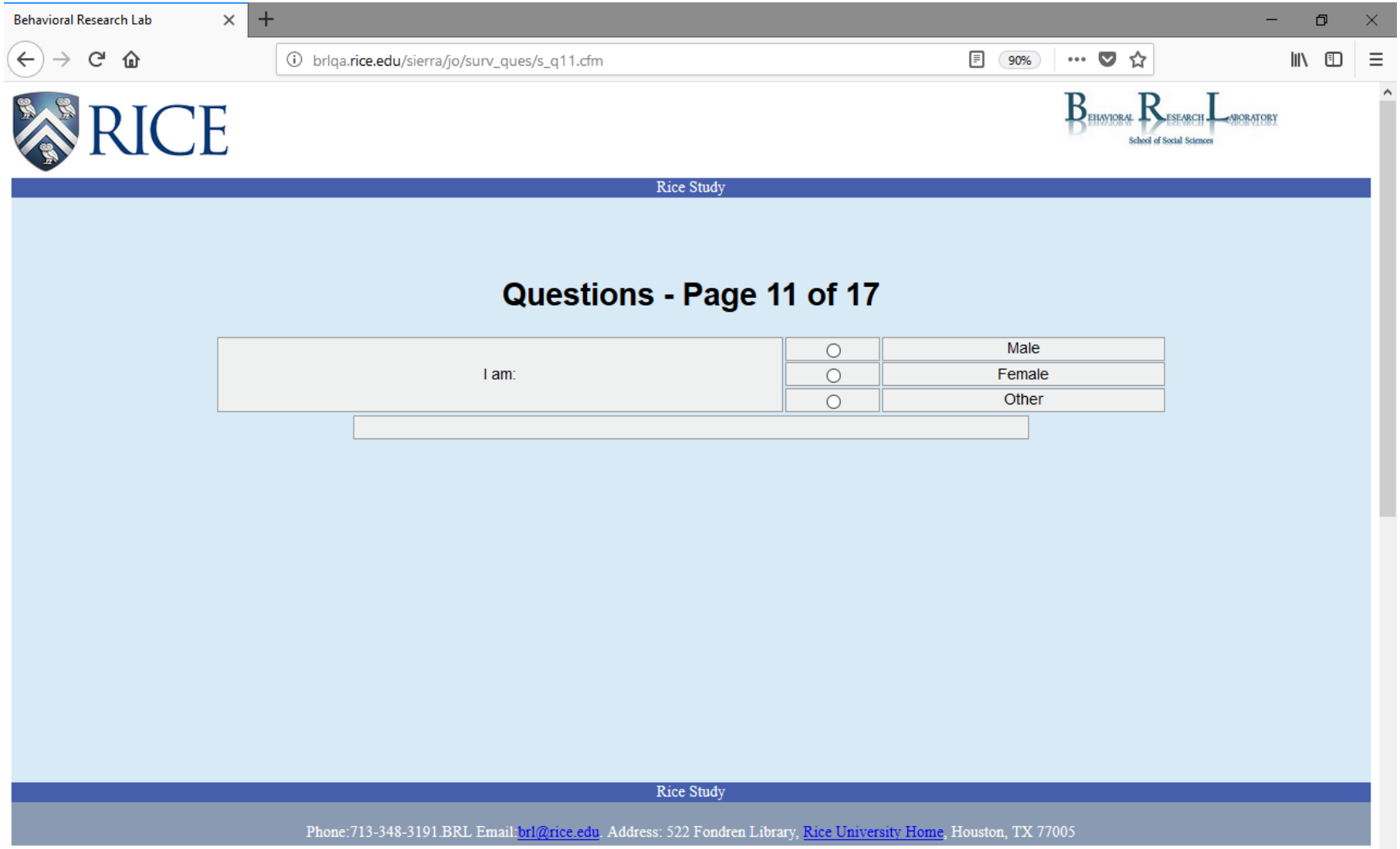
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I am:
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Female
Other
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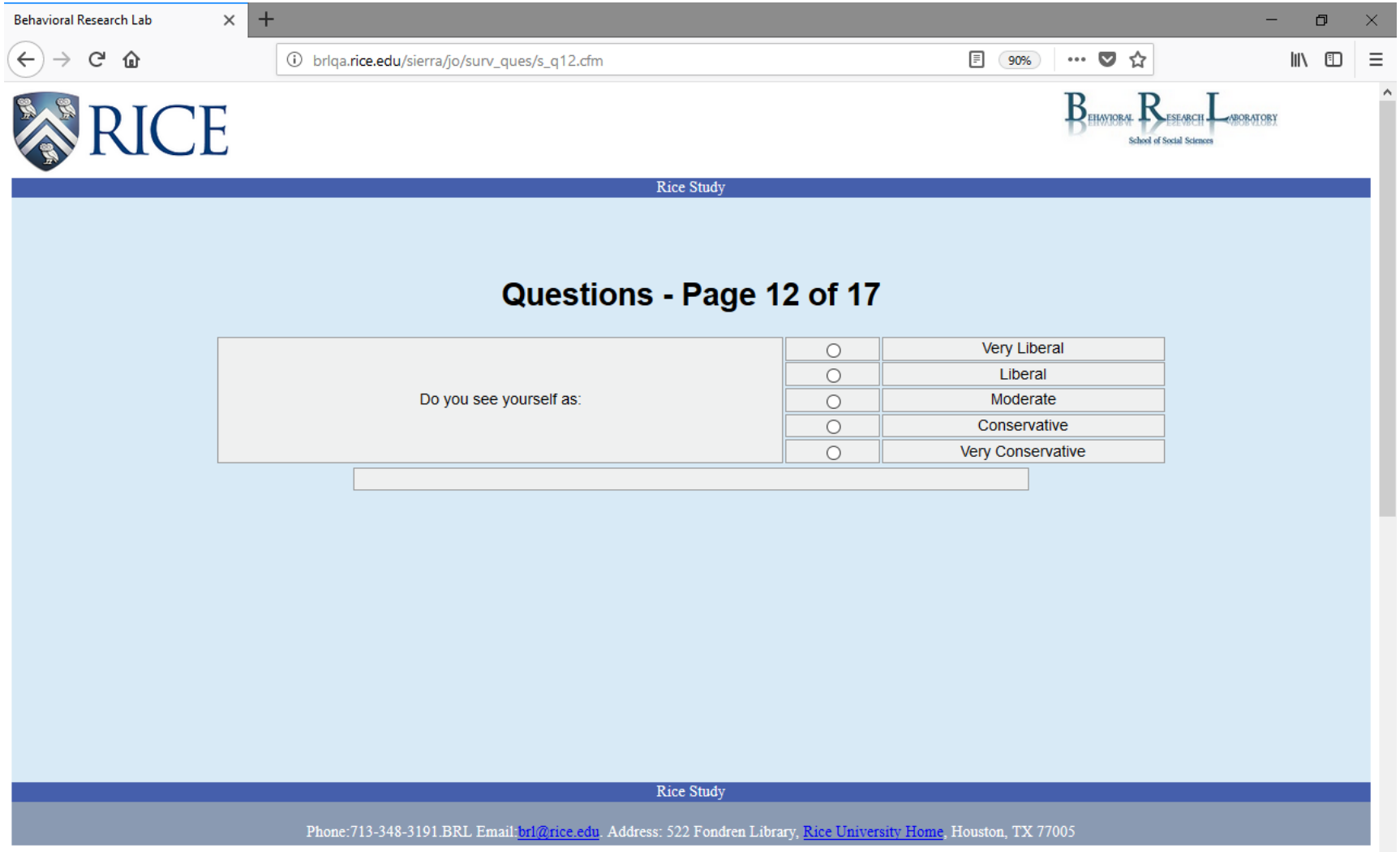
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Do you see yourself as:
Very Liberal
Liberal
Moderate
Conservative
Very Conservative
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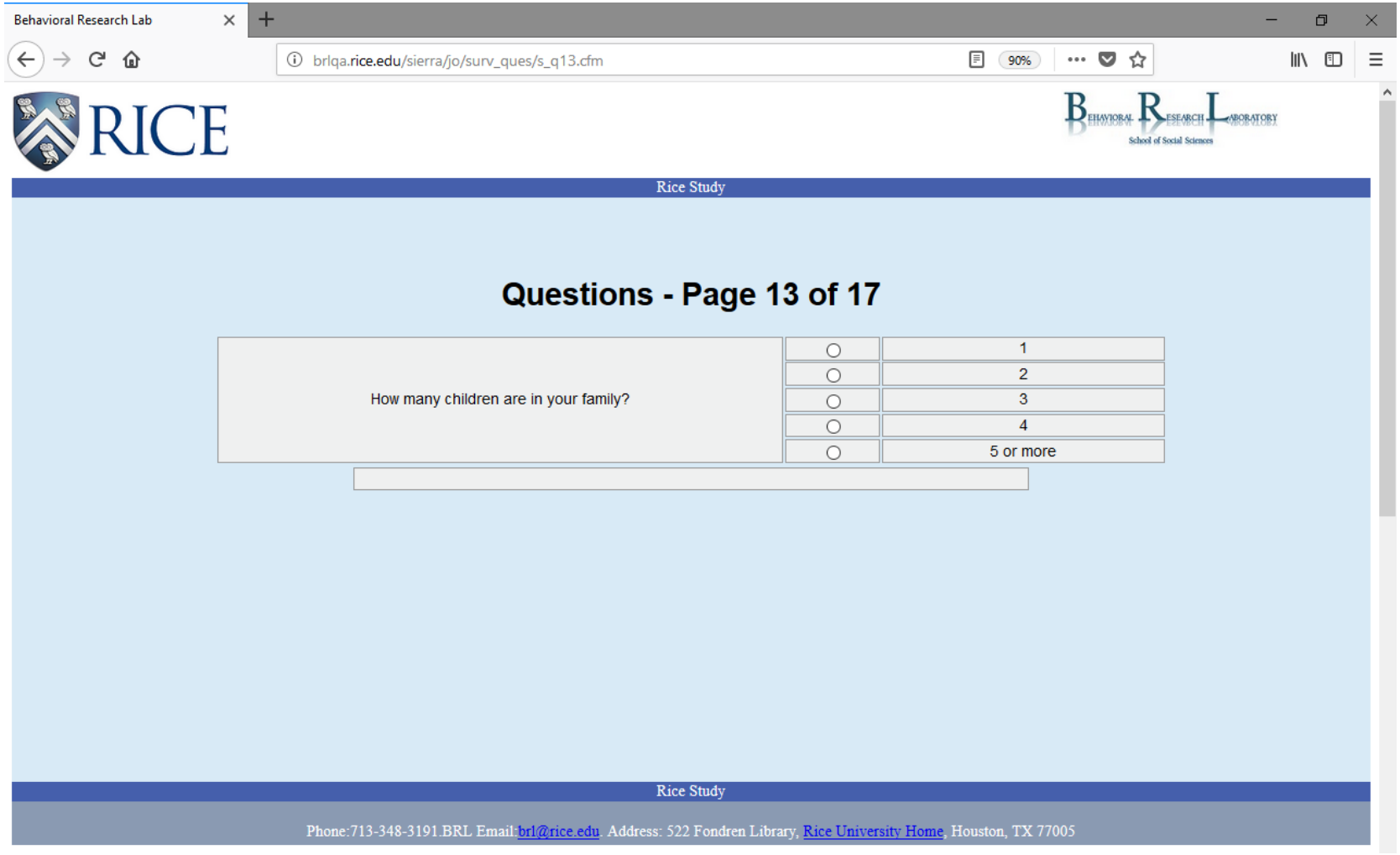
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How many children are in your family?
1
2
3
4
5 or more
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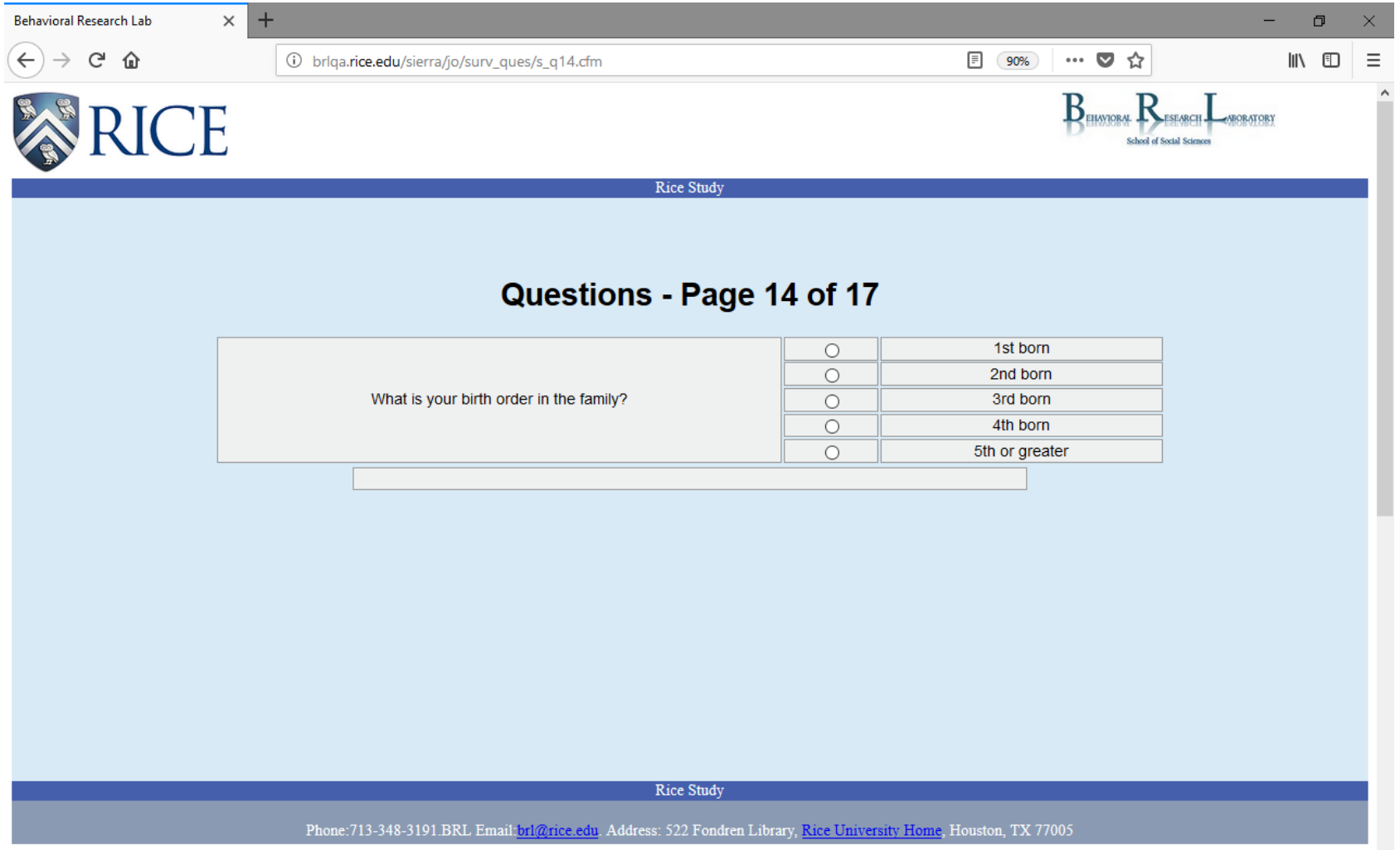
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What is your birth order in the family?
1st born
2nd born
3rd born
4th born
5th or greater
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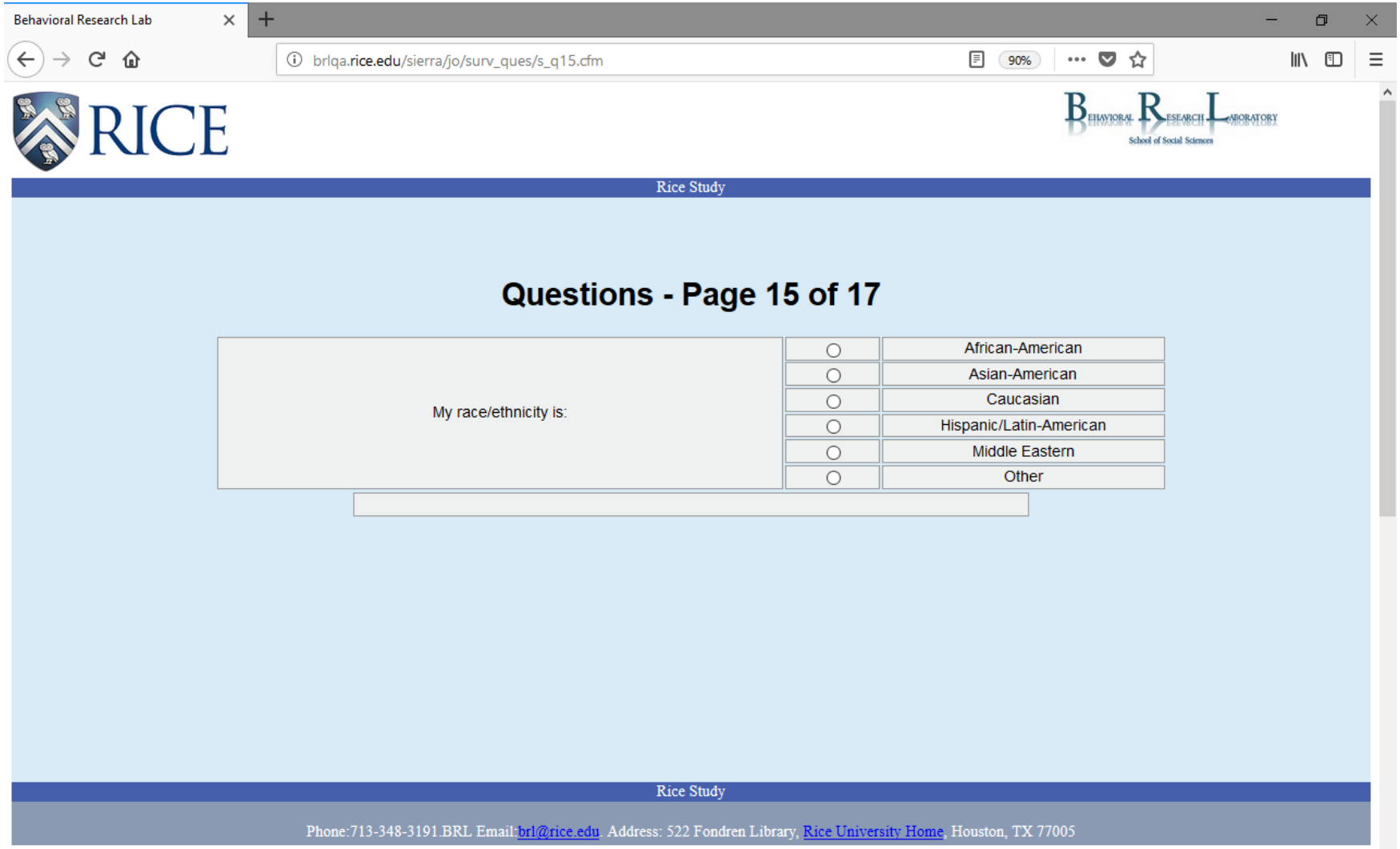
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Questions - Page 15 of 17
My race/ethnicity is:
African-American
Asian-American
Caucasian
Hispanic/Latin-American
Middle Eastern
Other
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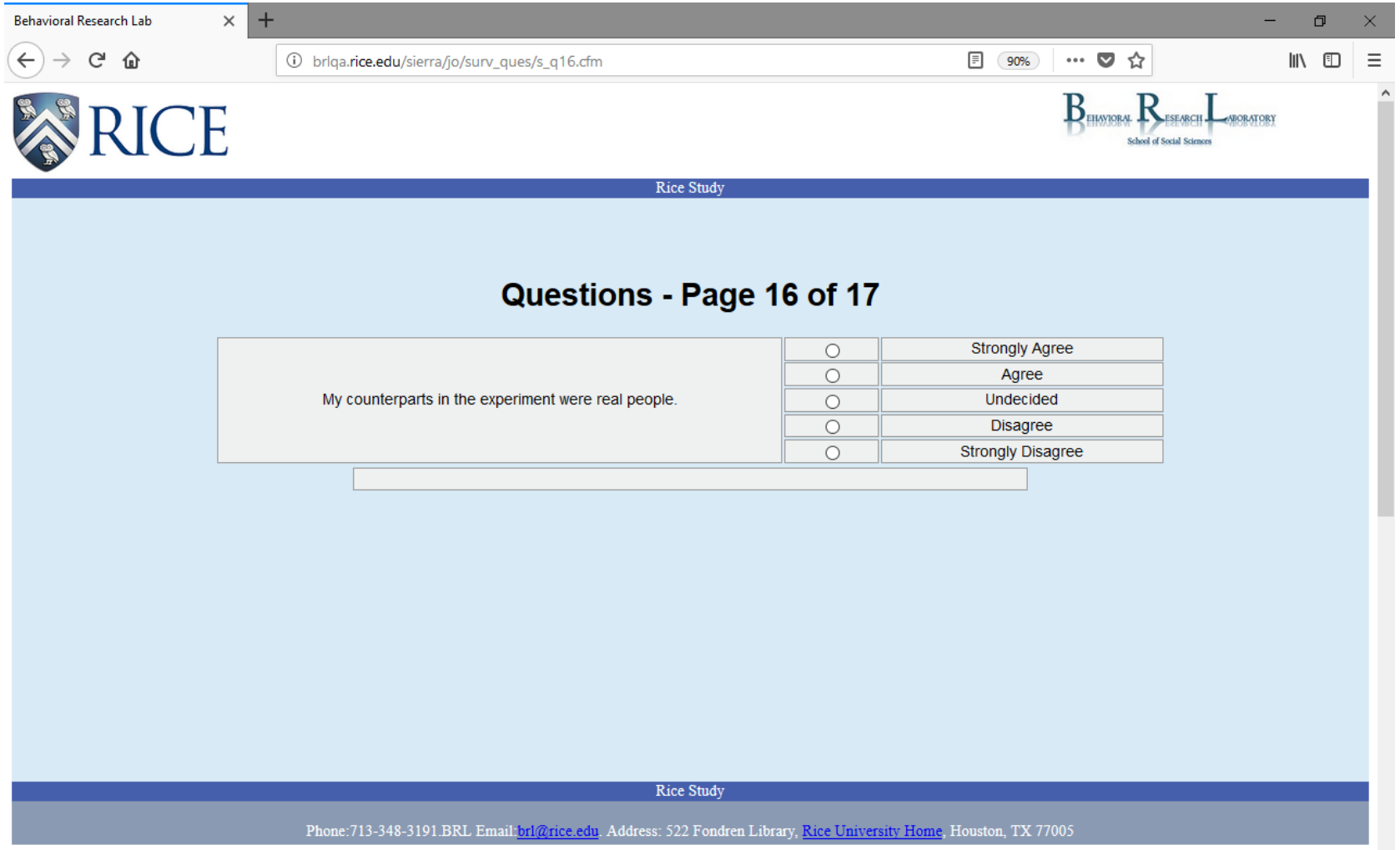
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Questions - Page 16 of 17
My counterparts in the experiment were real people.
Strongly Agree
Agree
Undecided
Disagree
Strongly Disagree
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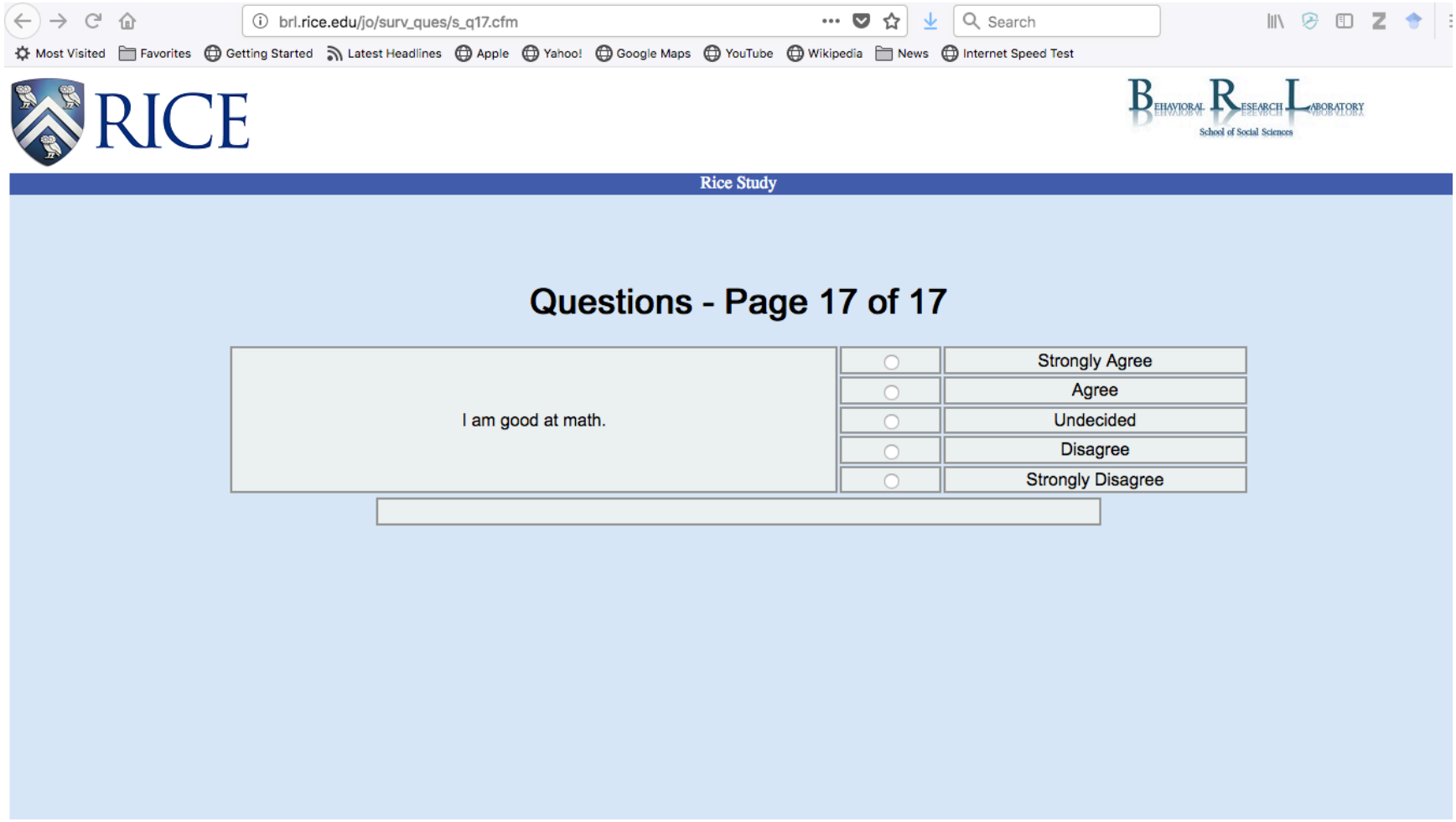
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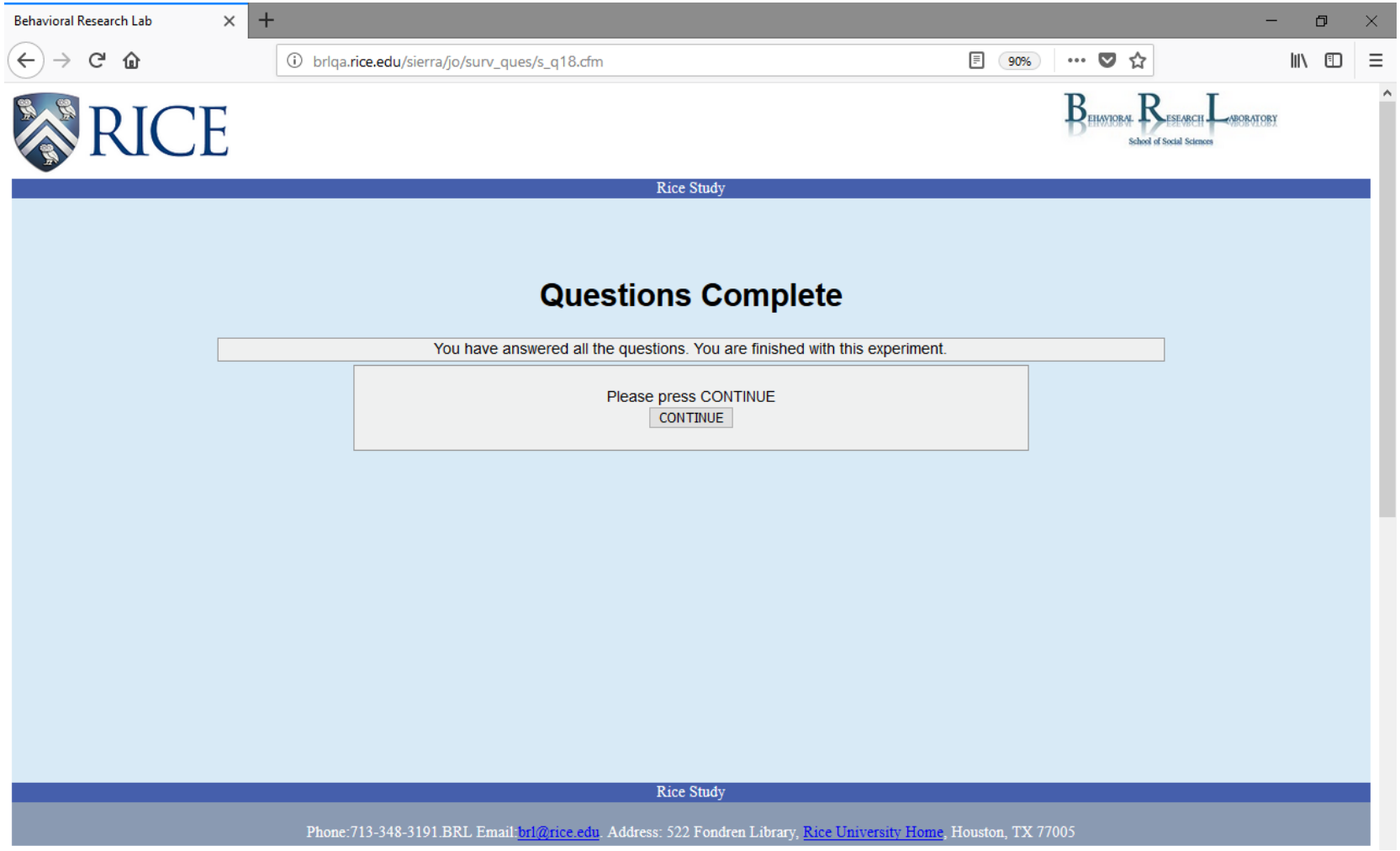
Questions - Page 17 of 17
I am good at math.
Strongly Agree
Agree
Undecided
Disagree
Strongly Disagree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Questions Complete
You have answered all the questions. You are finished with this experiment.
Please press CONTINUE
CONTINUE
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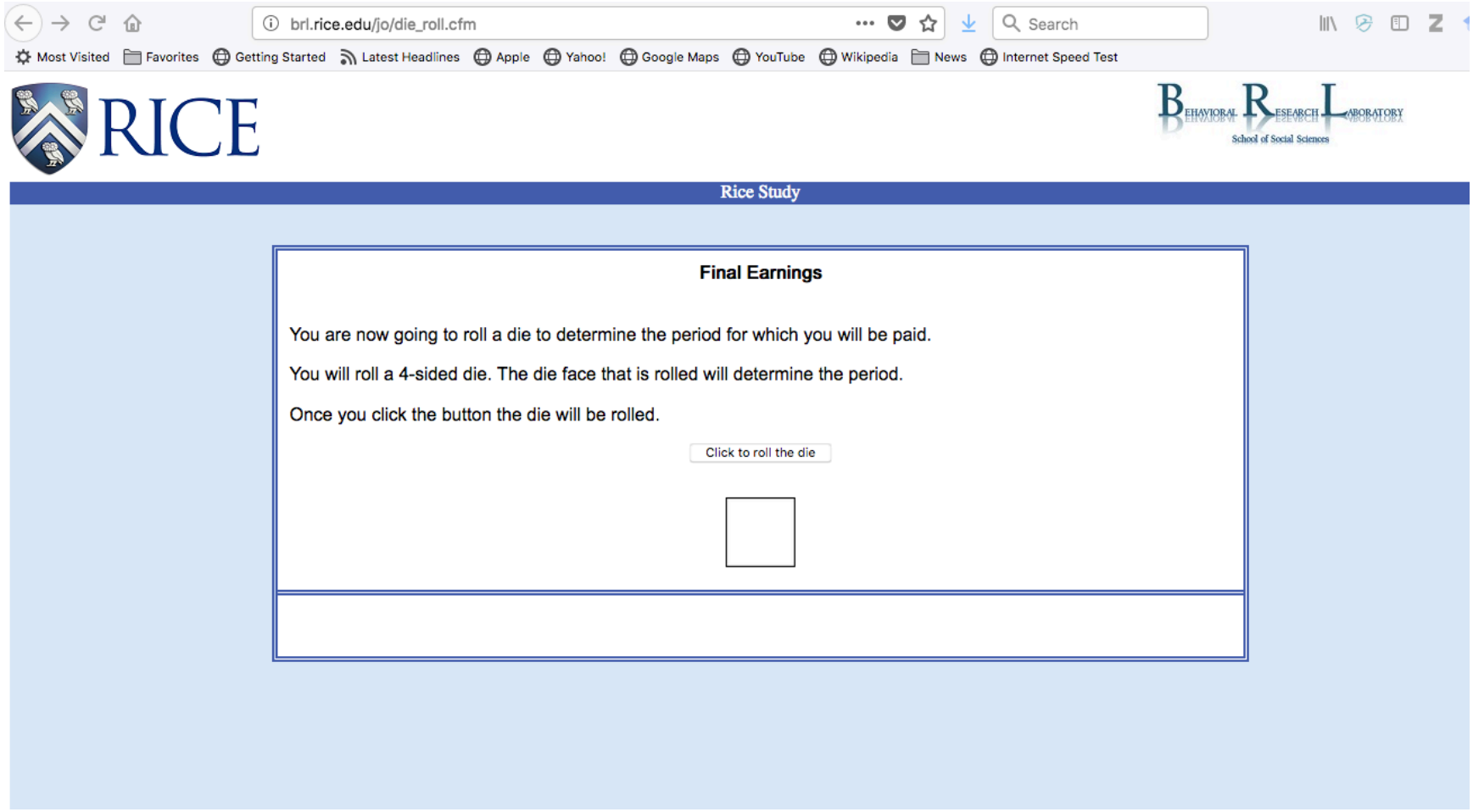
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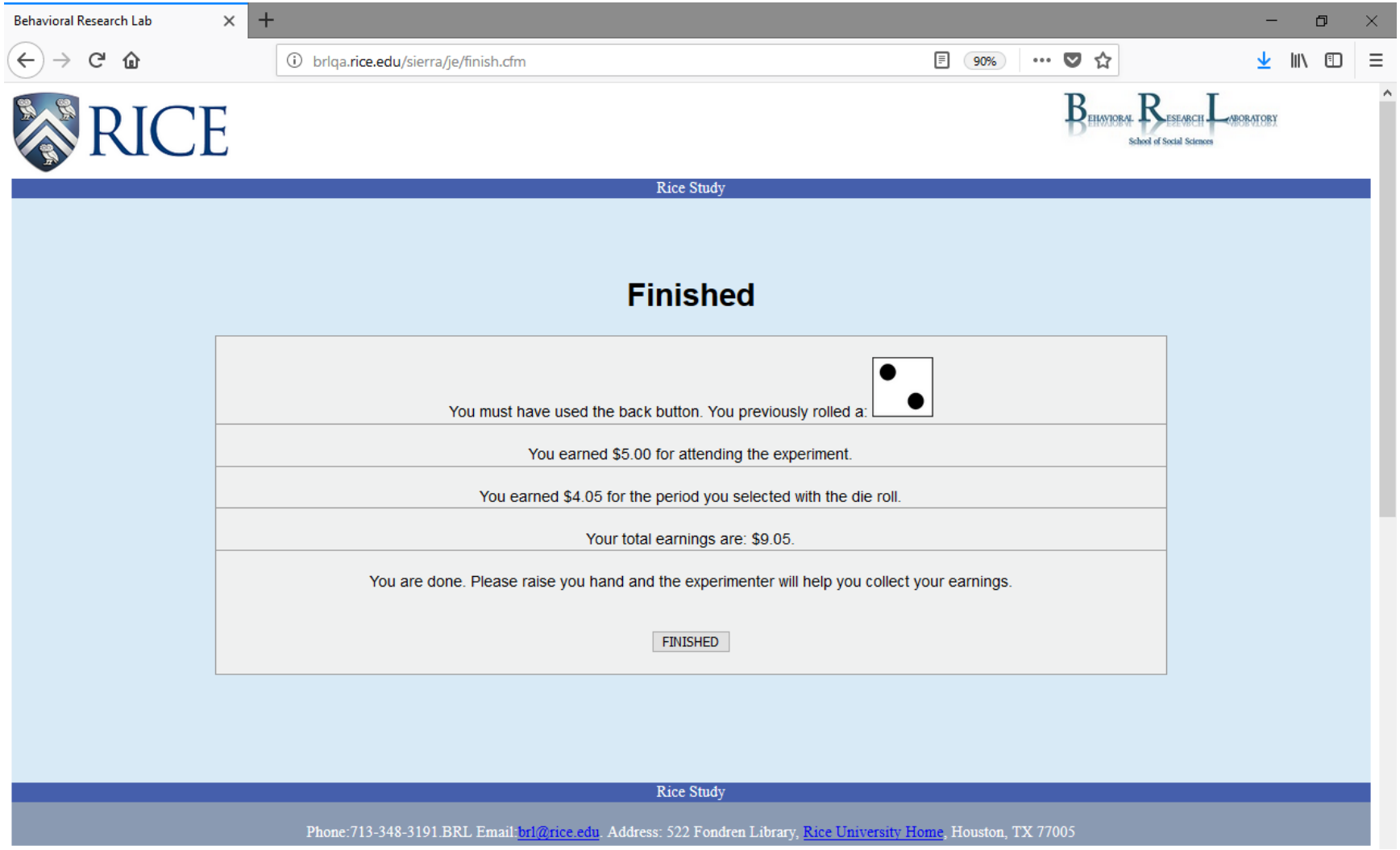
Final Earnings
You are now going to roll a die to determine the period for which you will be paid.
You will roll a 4-sided die. The die face that is rolled will determine the period.
Once you click the button the die will be rolled.
Click to roll the die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Finished
You must have used the back button. You previously rolled a:
You earned $5.00 for attending the experiment.
You earned $4.05 for the period you selected with the die roll.
Your total earnings are: $9.05.
You are done. Please raise you hand and the experimenter will help you collect your earnings.
FINISHED
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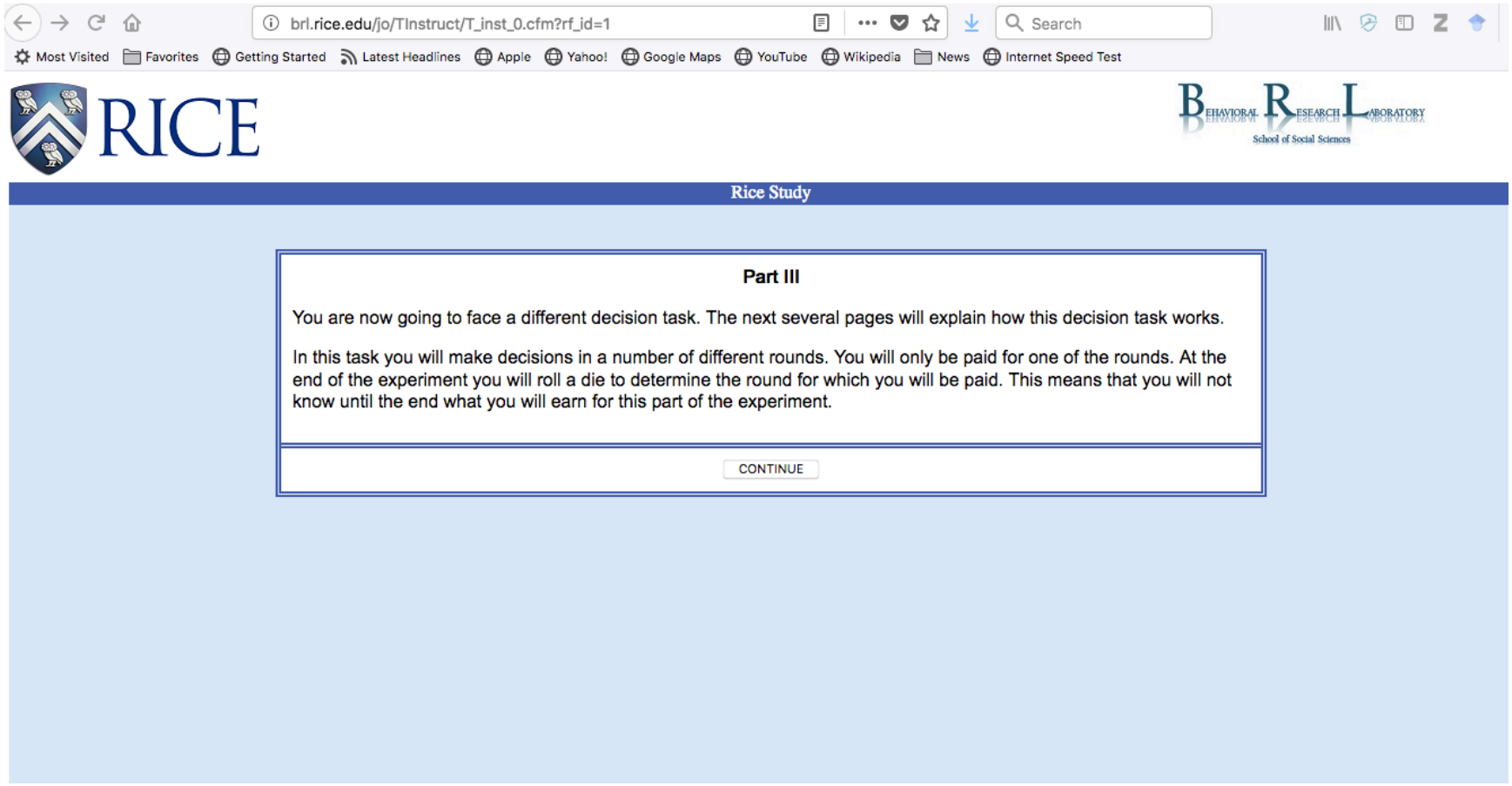
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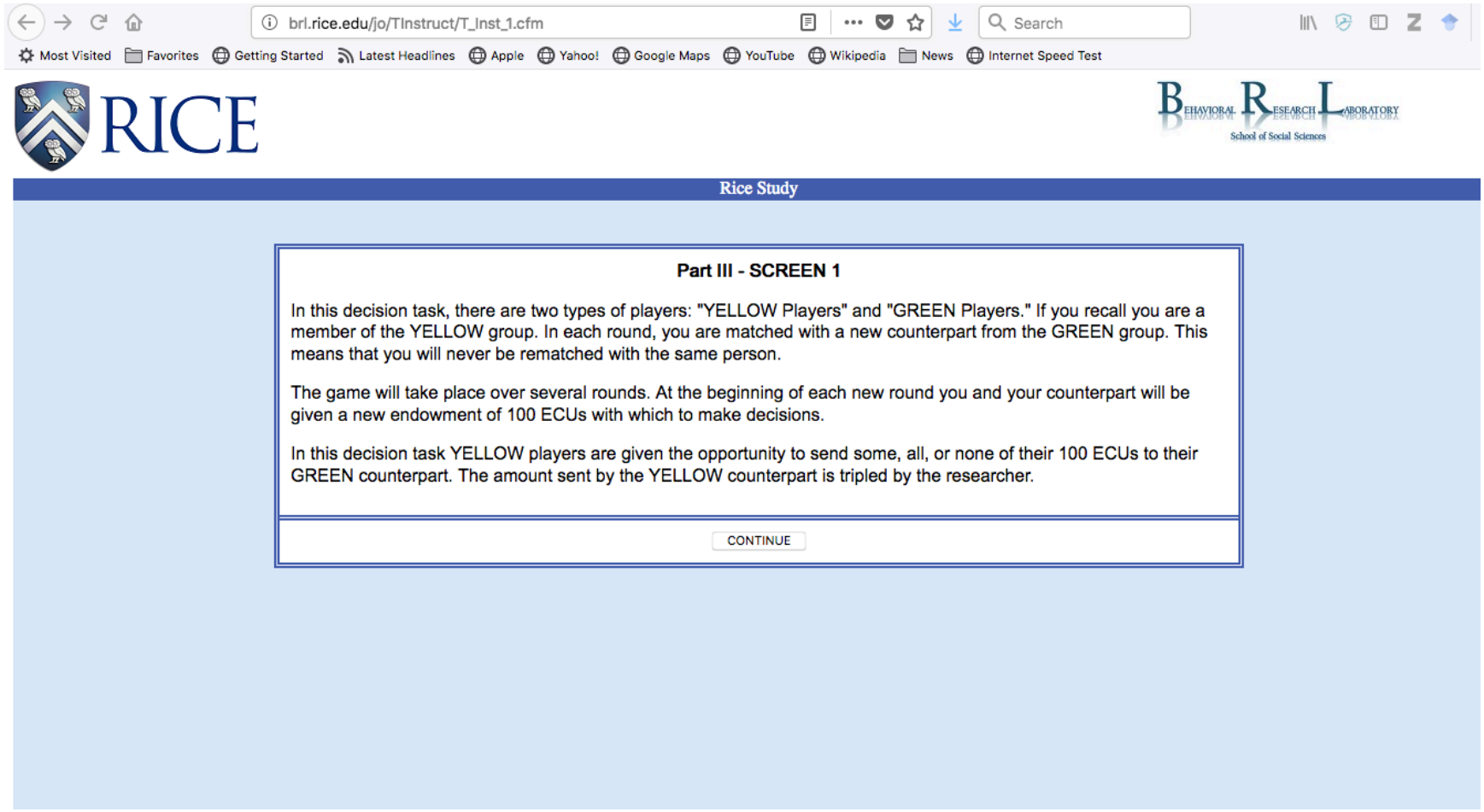
Part III
You are now going to face a different decision task. The next several pages will explain how this decision task works.
In this task you will make decisions in a number of different rounds. You will only be paid for one of the rounds. At the end of the experiment you will roll a die to determine the round for which you will be paid. This means that you will not know until the end what you will earn for this part of the experiment.
CONTINUE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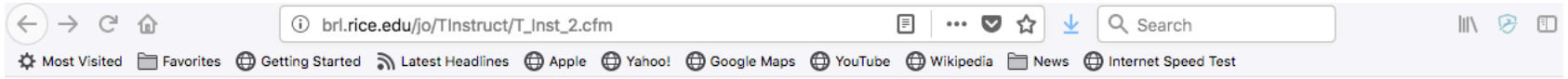
Part III - SCREEN 1
In this decision task, there are two types of players: "YELLOW Players" and "GREEN Players." If you recall you are a member of the YELLOW group. In each round, you are matched with a new counterpart from the GREEN group. This means that you will never be rematched with the same person.
The game will take place over several rounds. At the beginning of each new round you and your counterpart will be given a new endowment of 100 ECUs with which to make decisions.
In this decision task YELLOW players are given the opportunity to send some, all, or none of their 100 ECUs to their GREEN counterpart. The amount sent by the YELLOW counterpart is tripled by the researcher.
CONTINUE



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Part III - SCREEN 2

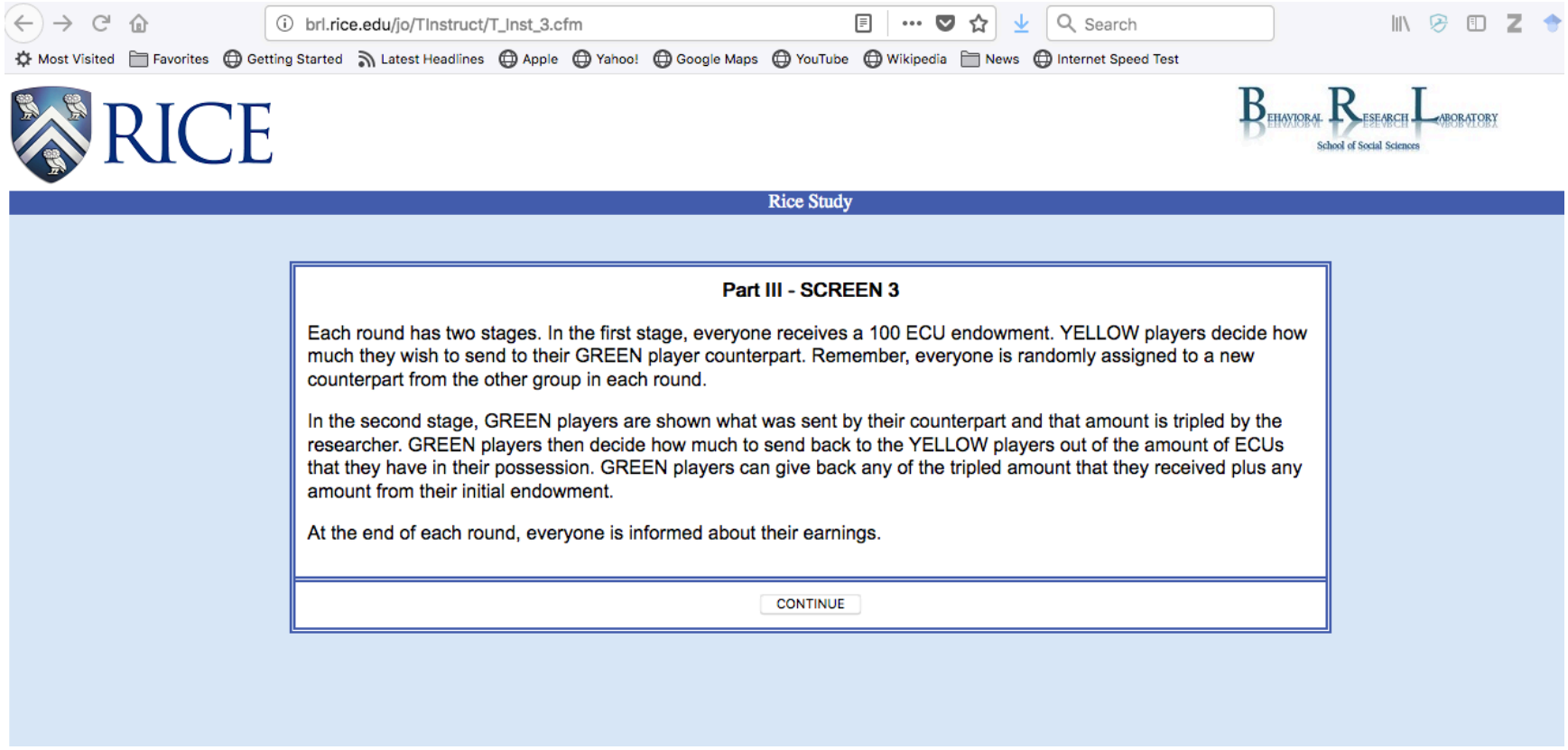
GREEN counterparts make the second decision. They can return any of the ECUs that they have, or nothing, to their YELLOW counterpart.

At the end of each round, your total earnings for that round consist of the amount of your endowment that you kept for yourself plus the amount you are given. For YELLOW players this is the amount that is kept plus the amount that a GREEN player returns. For GREEN players, this is the amount kept from your own endowment and the tripled amount sent by the YELLOW player minus what is chosen to send back to the YELLOW player.

Here are examples of what might happen (these are only examples - you will be able to make any decision you want):

YELLOW Player sends:	GREEN Player receives:	GREEN Player might return:	YELLOW Player receives: (100 - sent + returned)	GREEN Player receives: (100 + received - returned)
10 ECU	30 ECUs	10 ECU	100 - 10 + 10 = 100 ECUs	100 + 30 - 10 = 120 ECUs
50 ECUs	150 ECUs	20 ECUs	100 - 50 + 20 = 7 0ECUs	100 + 150 + -20 = 230 ECUs
50 ECUs	150 ECUs	100 ECUs	100 - 50 + 100 = 150 ECUs	100 + 150 - 100 = 150 ECUs
100 ECUs	300 ECUs	100 ECUs	100 - 100 + 100 = 100 ECUs	100 + 300 - 100 = 300 ECUs
0 ECUs	0 ECUs	0 ECUs	100 - 0 + 0 = 100 ECUs	100 + 0 - 0 = 100 ECUs

CONTINUE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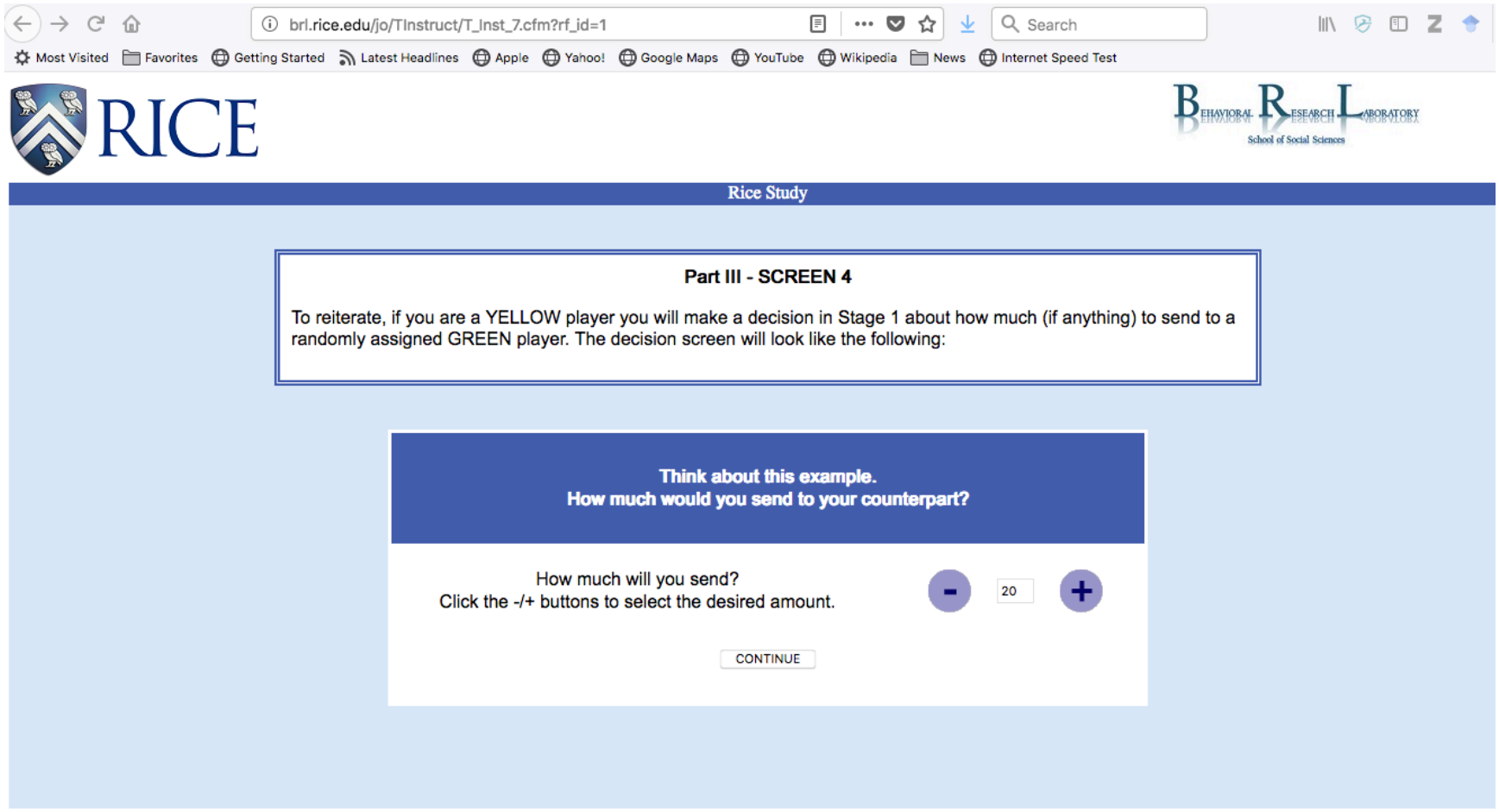
Part III - SCREEN 3
Each round has two stages. In the first stage, everyone receives a 100 ECU endowment. YELLOW players decide how much they wish to send to their GREEN player counterpart. Remember, everyone is randomly assigned to a new counterpart from the other group in each round.
In the second stage, GREEN players are shown what was sent by their counterpart and that amount is tripled by the researcher. GREEN players then decide how much to send back to the YELLOW players out of the amount of ECUs that they have in their possession. GREEN players can give back any of the tripled amount that they received plus any amount from their initial endowment.
At the end of each round, everyone is informed about their earnings.
CONTINUE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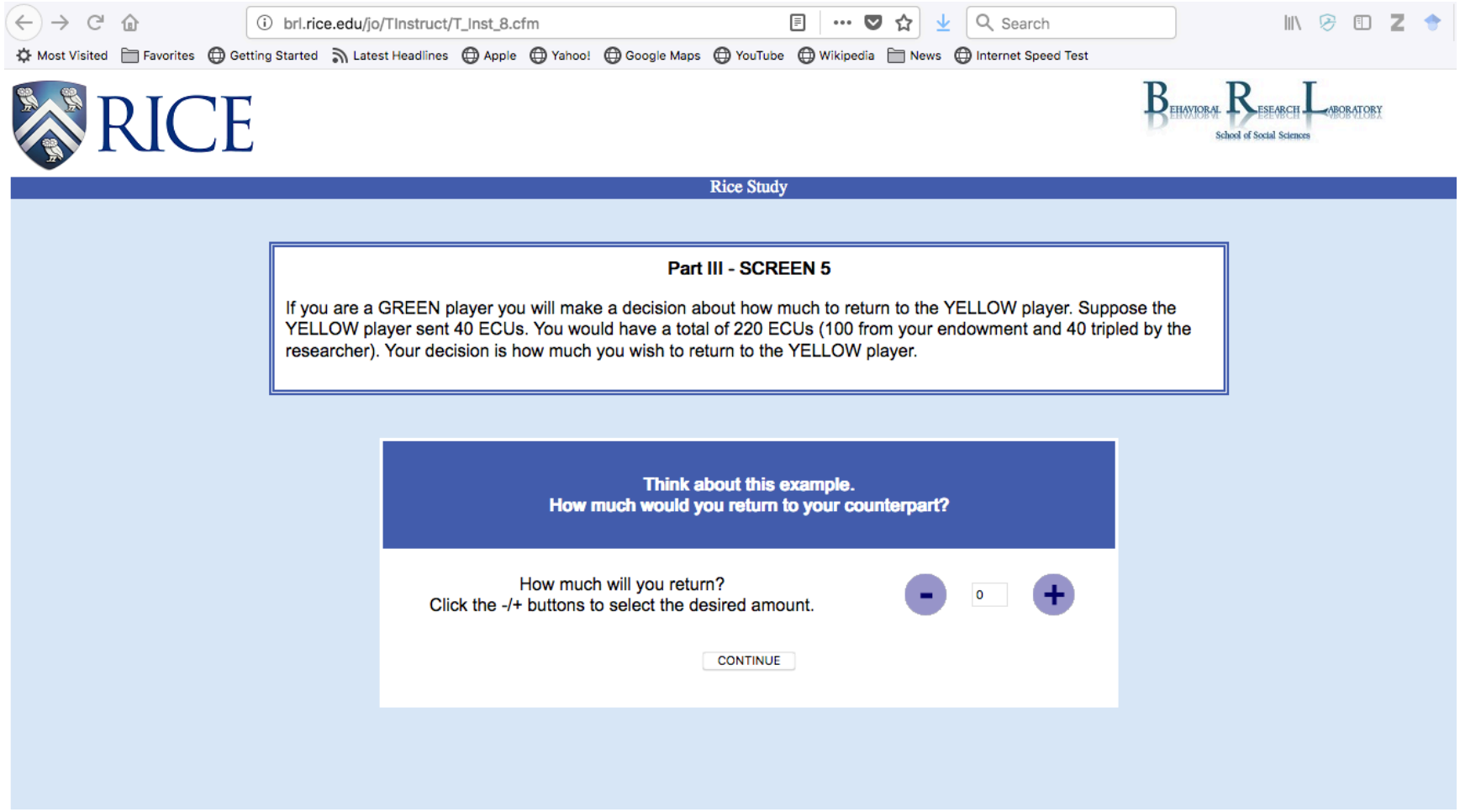
Part III - SCREEN 4
To reiterate, if you are a YELLOW player you will make a decision in Stage 1 about how much (if anything) to send to a randomly assigned GREEN player. The decision screen will look like the following:
Think about this example.
How much would you send to your counterpart?
How much will you send?
Click the -/+ buttons to select the desired amount.
20
CONTINUE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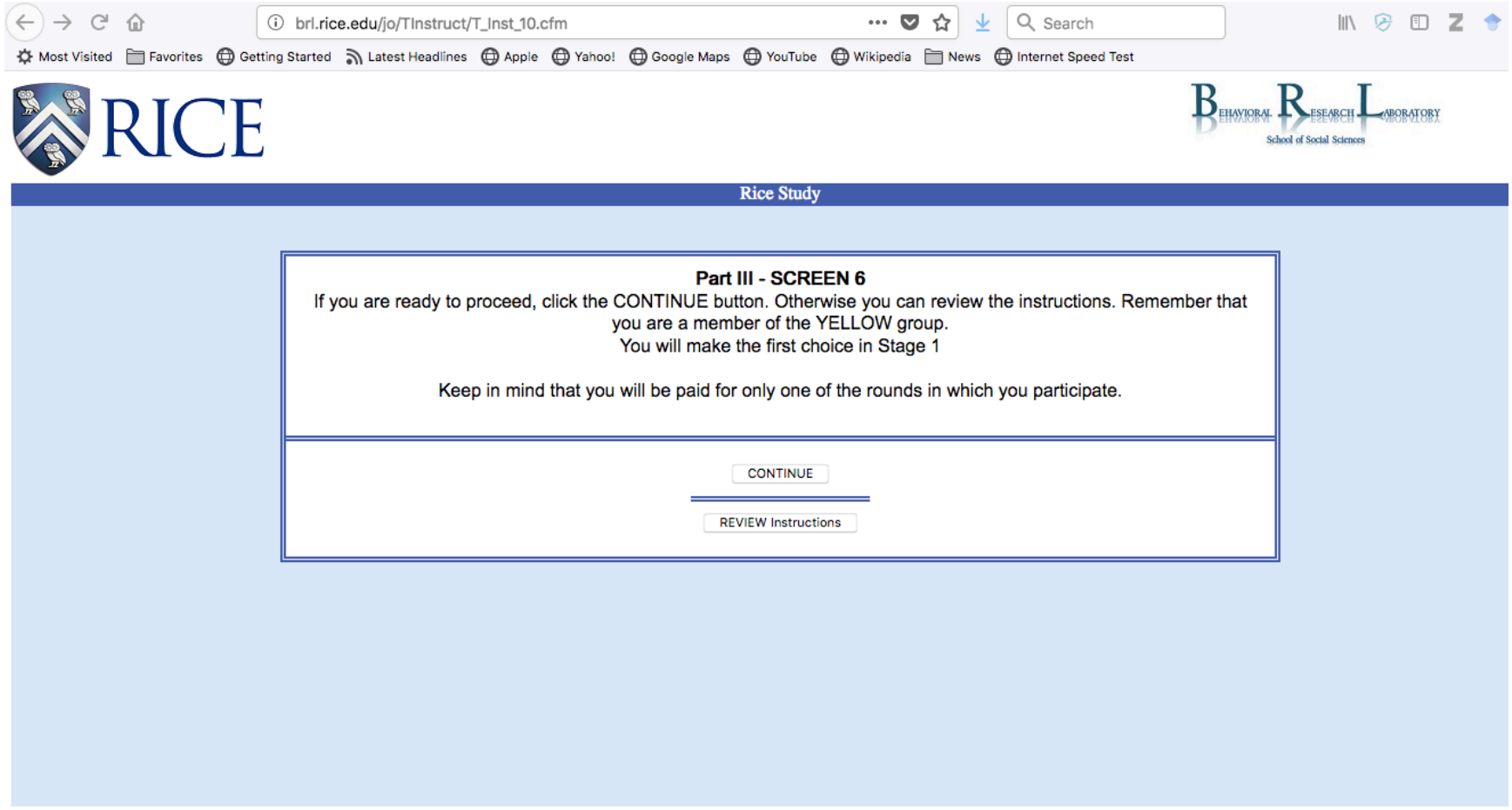
Part III - SCREEN 5
If you are a GREEN player you will make a decision about how much to return to the YELLOW player. Suppose the YELLOW player sent 40 ECUs. You would have a total of 220 ECUs (100 from your endowment and 40 tripled by the researcher). Your decision is how much you wish to return to the YELLOW player.
Think about this example.
How much would you return to your counterpart?
How much will you return?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE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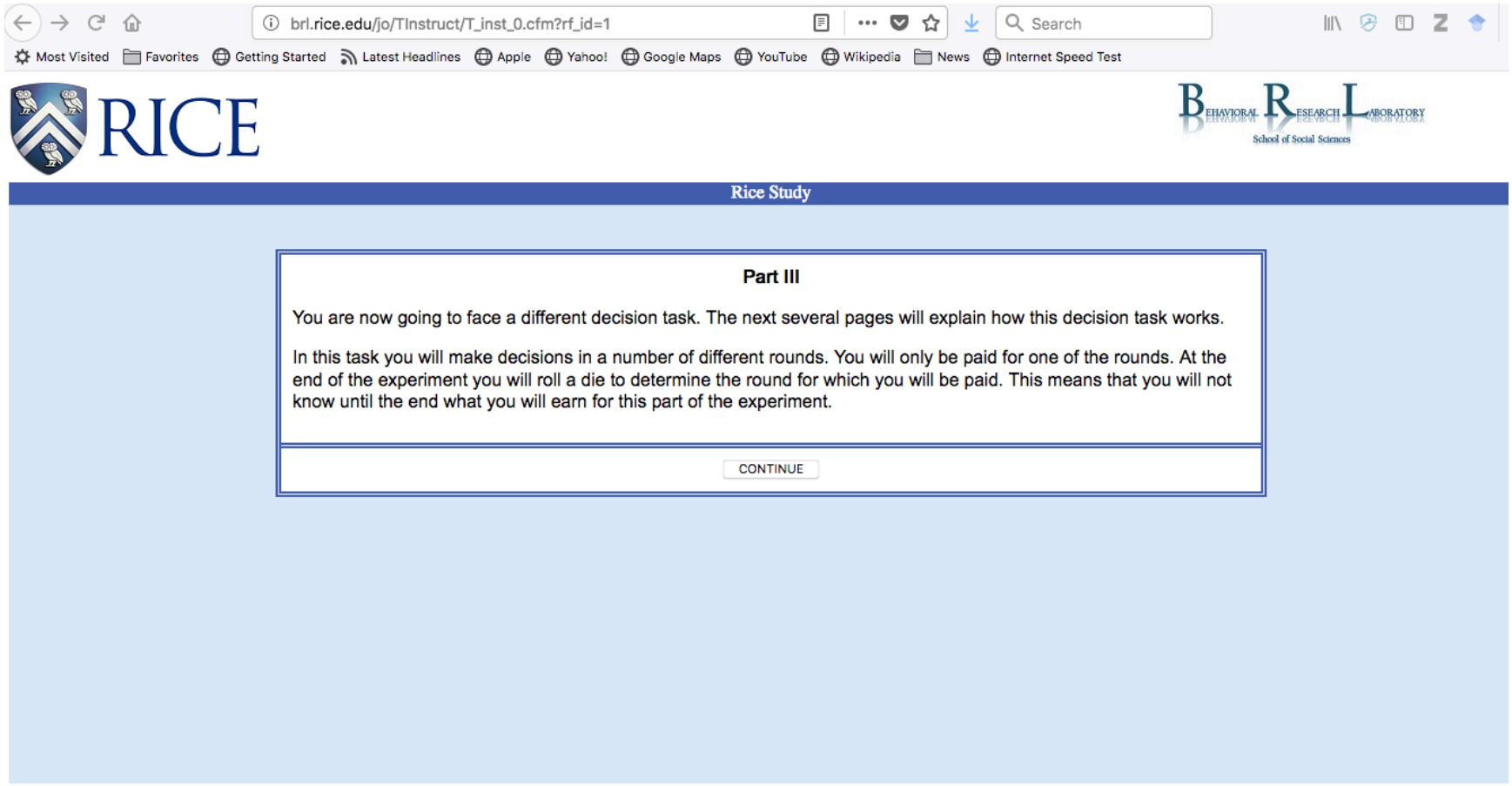
Part III - SCREEN 6
If you are ready to proceed, click the CONTINUE button. Otherwise you can review the instructions. Remember that you are a member of the YELLOW group.
You will make the first choice in Stage 1
Keep in mind that you will be paid for only one of the rounds in which you participate.
CONTINUE
REVIEW Instructions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Part III
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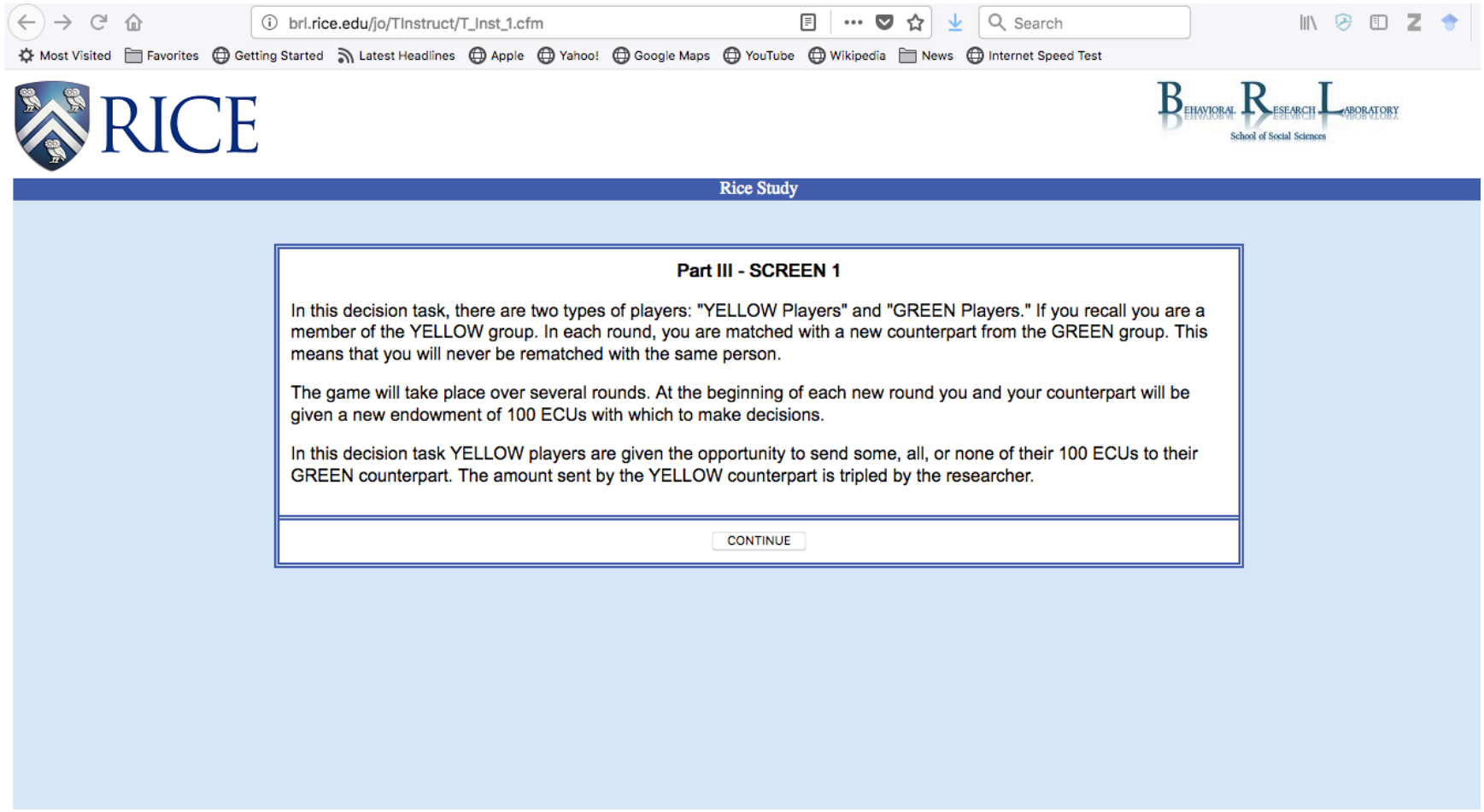
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Part III - SCREEN 1
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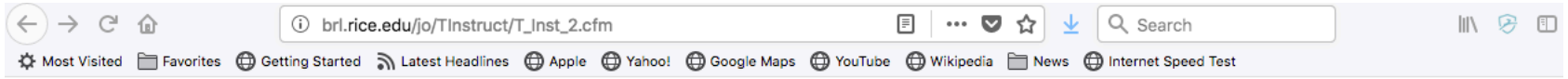
CONTINUE



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Part III - SCREEN 2

GREEN counterparts make the second decision. They can return any of the ECUs that they have, or nothing, to their YELLOW counterpart.

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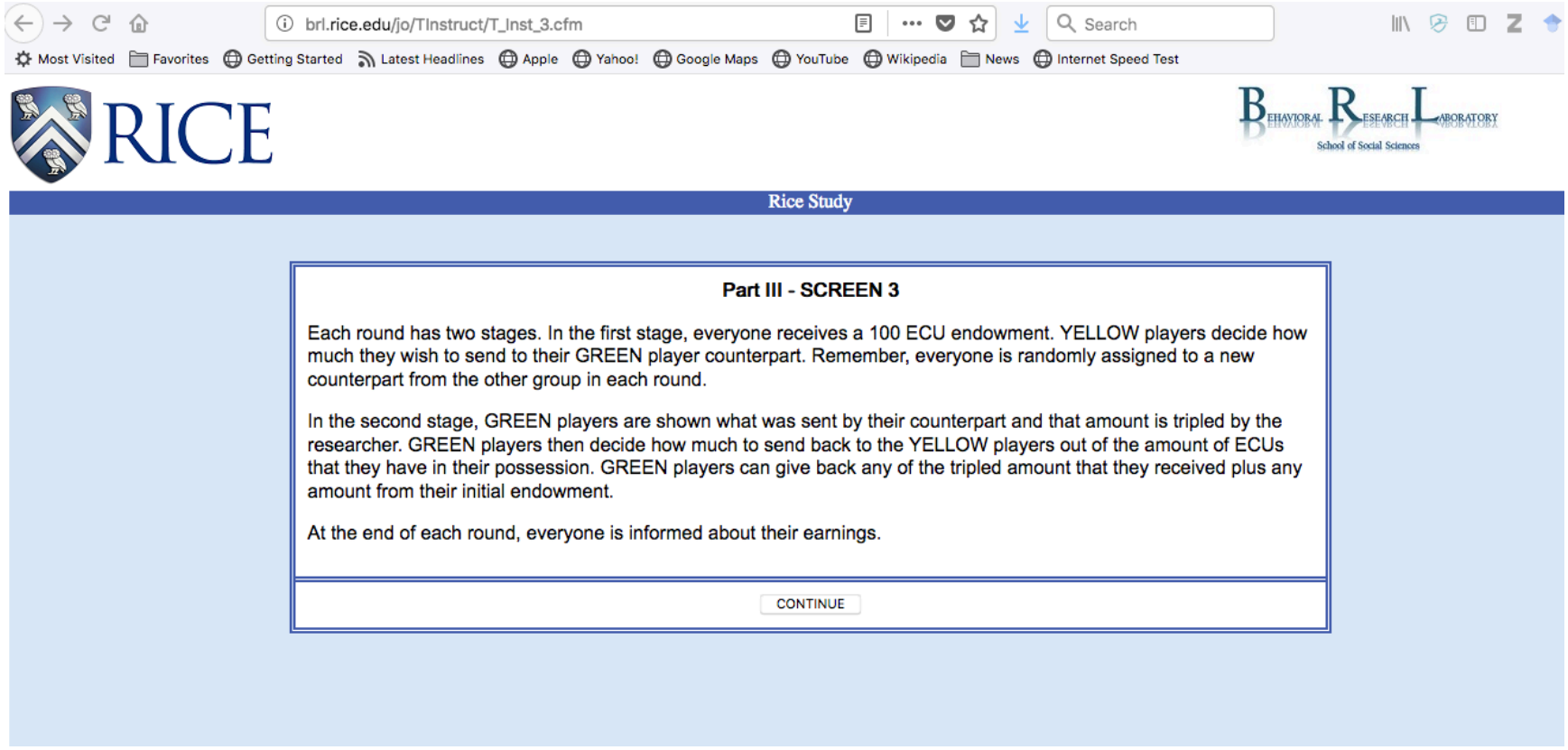
50 ECUs	150 ECUs	100 ECUs	100 - 50 + 100 = 150 ECUs	100 + 150 - 100 = 150 ECUs
100 ECUs	300 ECUs	100 ECUs	100 - 100 + 100 = 100 ECUs	100 + 300 - 100 = 300 ECUs
0 ECUs	0 ECUs	0 ECUs	100 - 0 + 0 = 100 ECUs	100 + 0 - 0 = 100 ECUs

CONTINUE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Part III - SCREEN 3
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At the end of each round, everyone is informed about their earnings.
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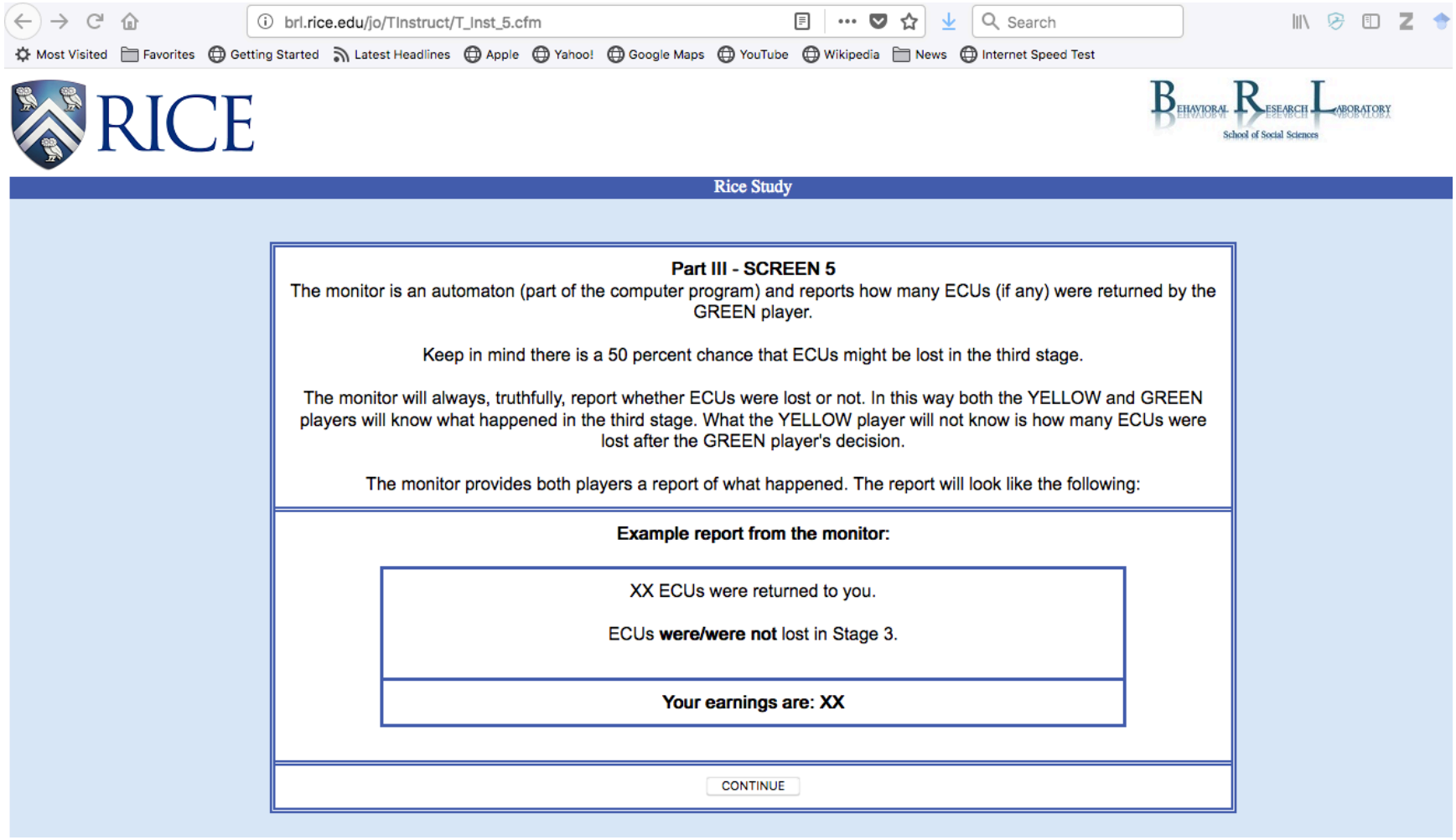
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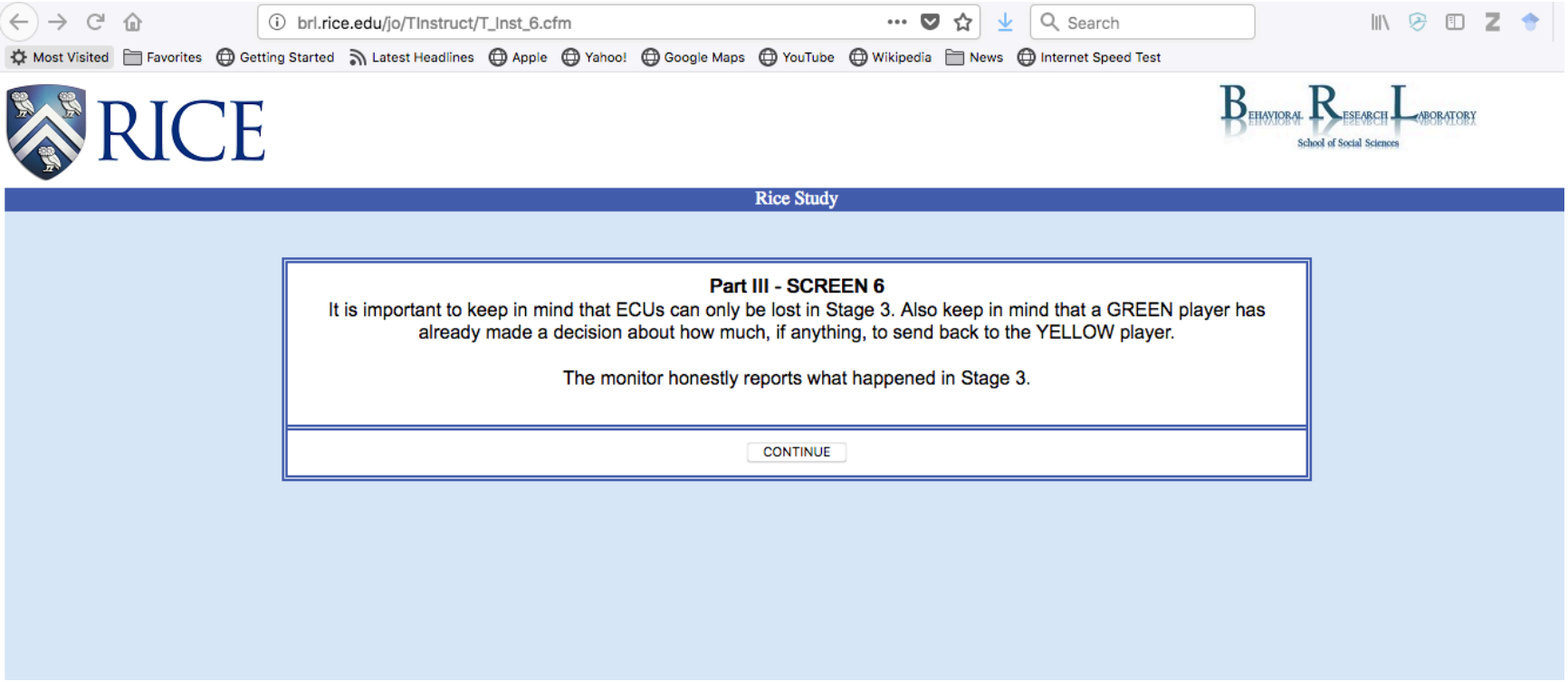
Part III - SCREEN 5
The monitor is an automaton (part of the computer program) and reports how many ECUs (if any) were returned by the GREEN player.
Keep in mind there is a 50 percent chance that ECUs might be lost in the third stage.
The monitor will always, truthfully, report whether ECUs were lost or not. In this way both the YELLOW and GREEN players will know what happened in the third stage. What the YELLOW player will not know is how many ECUs were lost after the GREEN player's decision.
The monitor provides both players a report of what happened. The report will look like the following:
Example report from the monitor:
XX ECUs were returned to you.
ECUs were/were not lost in Stage 3.
Your earnings are: XX
CONTINUE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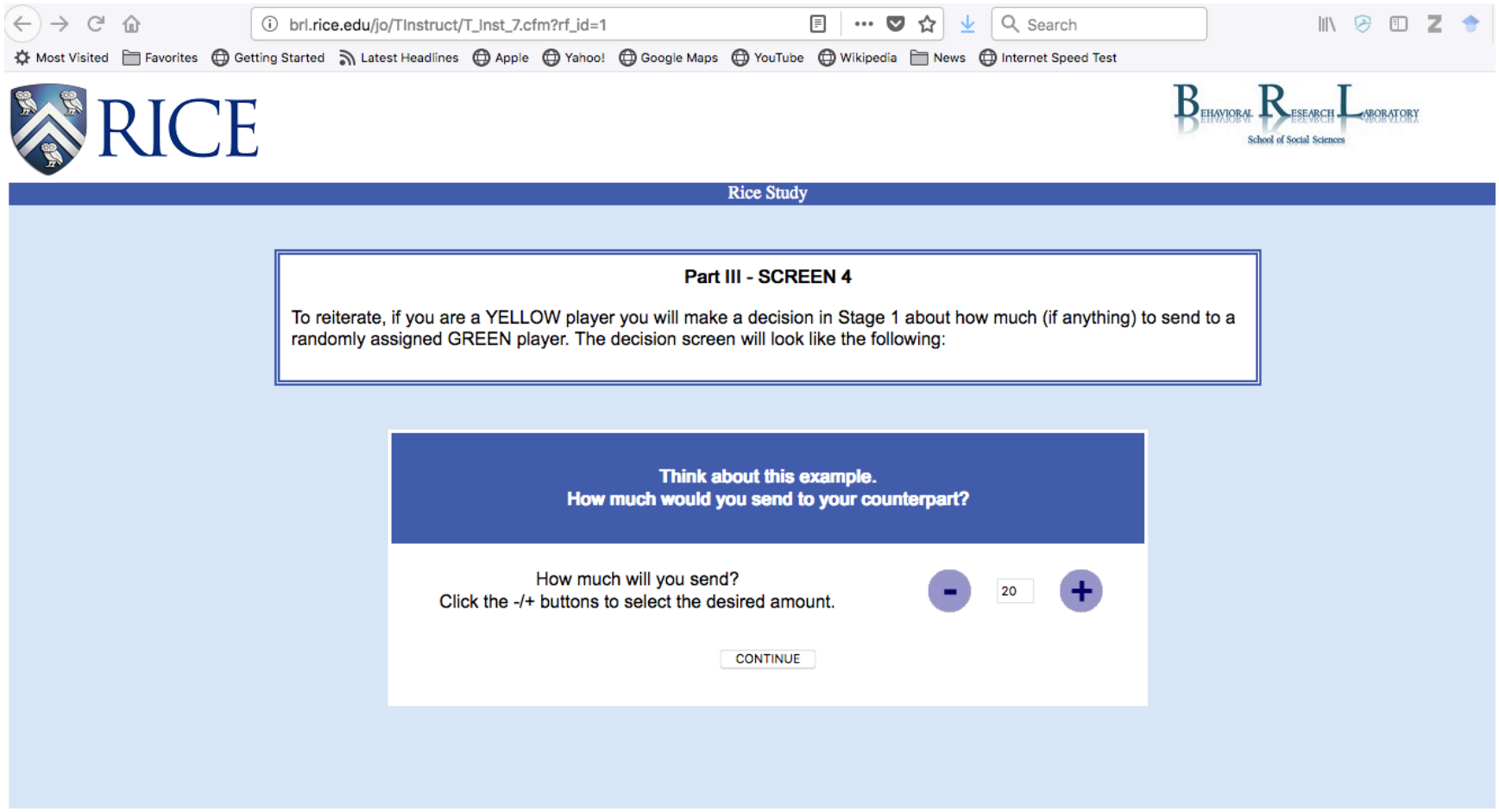
Part III - SCREEN 6
It is important to keep in mind that ECUs can only be lost in Stage 3. Also keep in mind that a GREEN player has already made a decision about how much, if anything, to send back to the YELLOW player.
The monitor honestly reports what happened in Stage 3.
CONTINUE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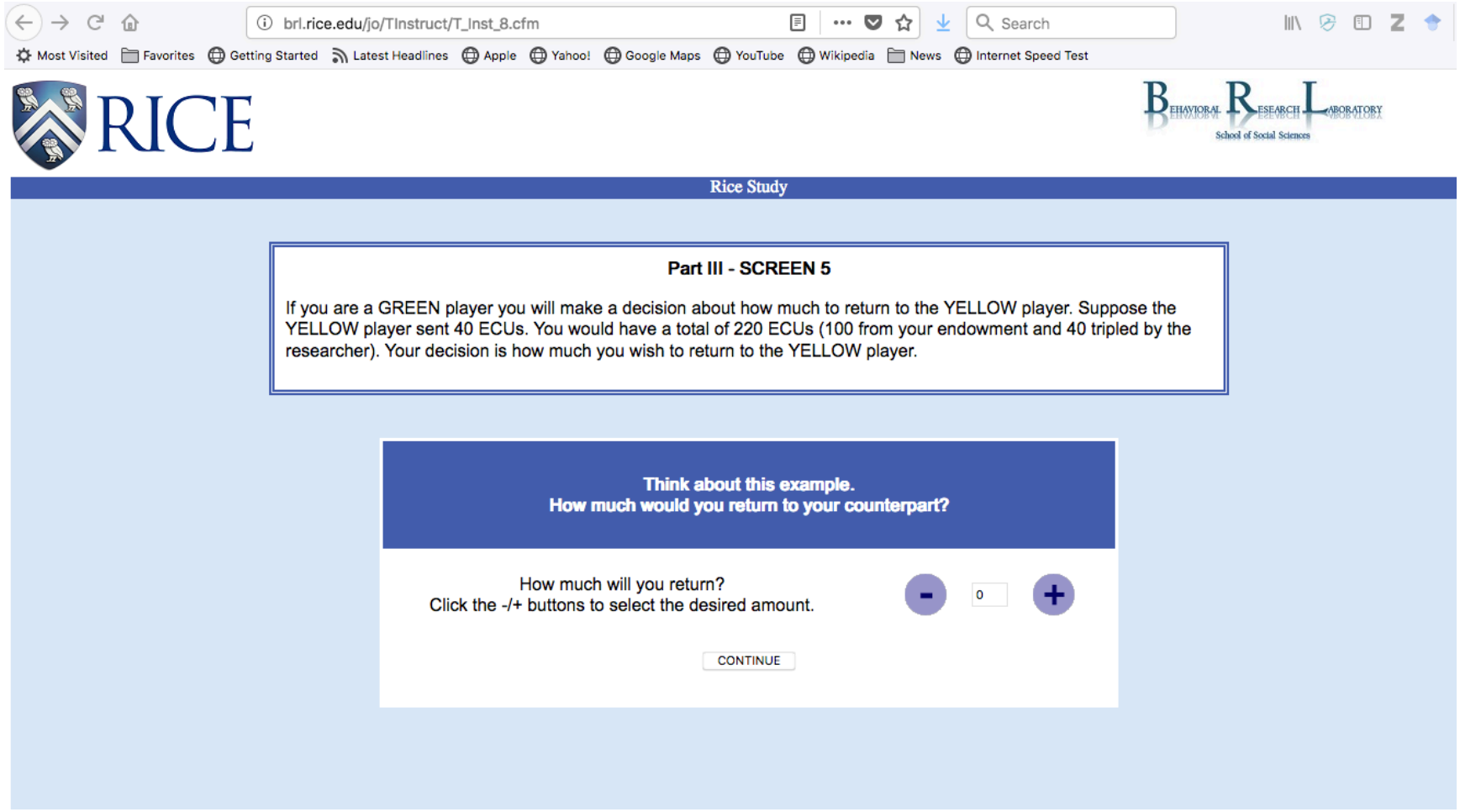
Part III - SCREEN 4
To reiterate, if you are a YELLOW player you will make a decision in Stage 1 about how much (if anything) to send to a randomly assigned GREEN player. The decision screen will look like the following:
Think about this example.
How much would you send to your counterpart?
How much will you send?
Click the -/+ buttons to select the desired amount.
20
CONTINUE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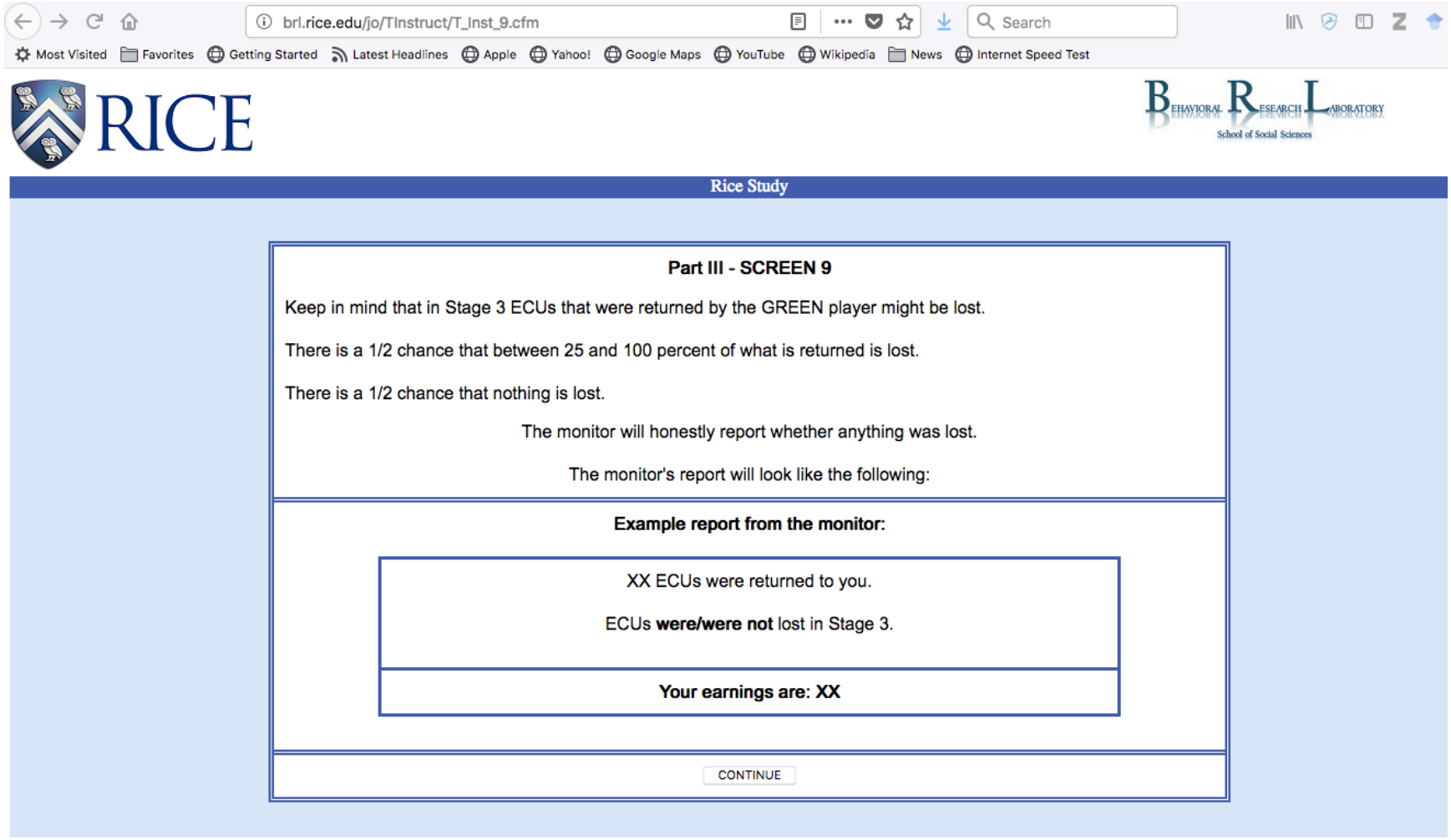
Part III - SCREEN 5
If you are a GREEN player you will make a decision about how much to return to the YELLOW player. Suppose the YELLOW player sent 40 ECUs. You would have a total of 220 ECUs (100 from your endowment and 40 tripled by the researcher). Your decision is how much you wish to return to the YELLOW player.
Think about this example.
How much would you return to your counterpart?
How much will you return?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE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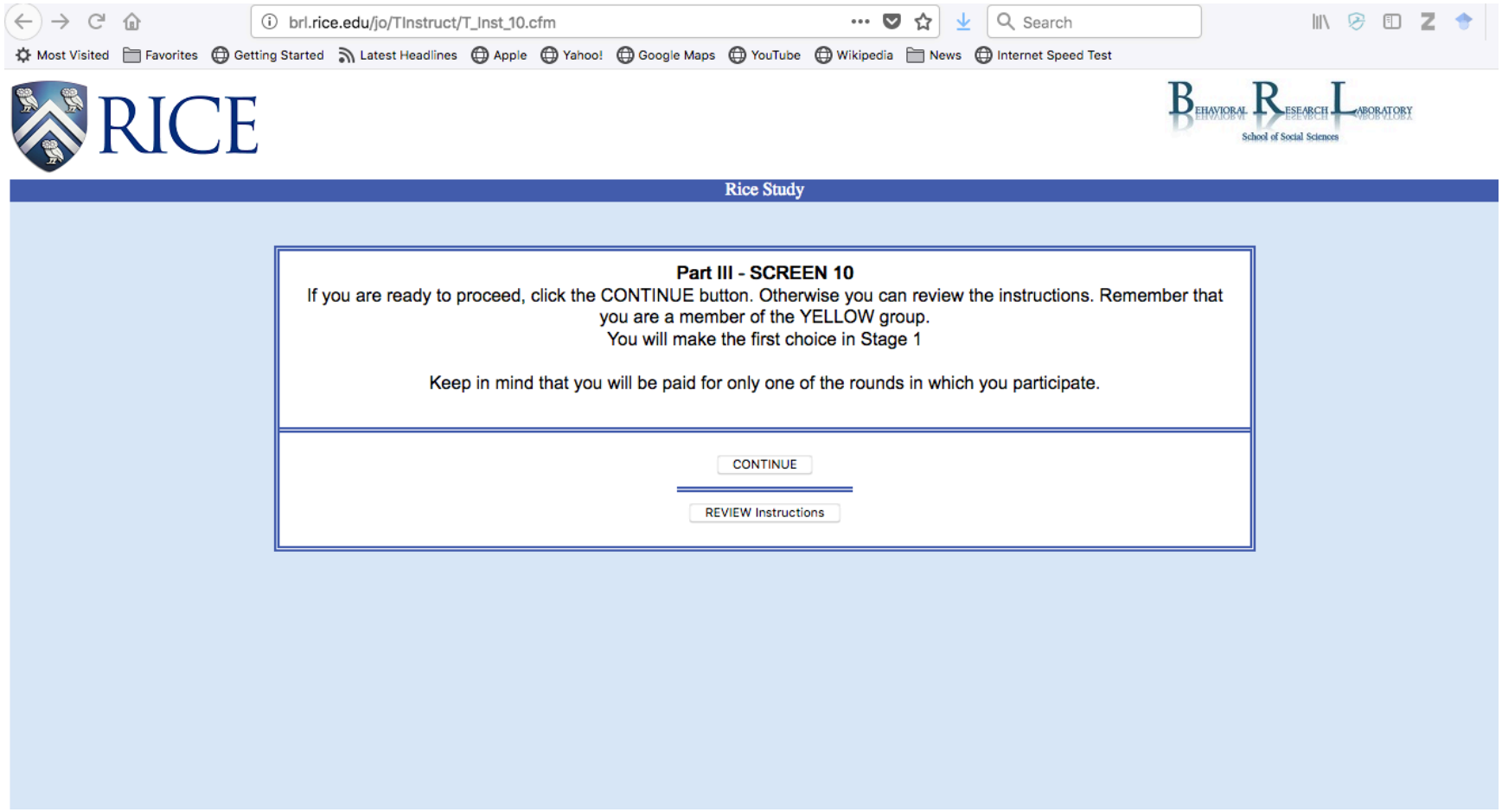
Part III - SCREEN 9
Keep in mind that in Stage 3 ECUs that were returned by the GREEN player might be lost.
There is a 1/2 chance that between 25 and 100 percent of what is returned is lost.
There is a 1/2 chance that nothing is lost.
The monitor will honestly report whether anything was lost.
The monitor's report will look like the following:
Example report from the monitor:
XX ECUs were returned to you.
ECUs were/were not lost in Stage 3.
Your earnings are: XX
CONTINUE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Part III - SCREEN 10
If you are ready to proceed, click the CONTINUE button. Otherwise you can review the instructions. Remember that you are a member of the YELLOW group.
You will make the first choice in Stage 1
Keep in mind that you will be paid for only one of the rounds in which you participate.
CONTINUE
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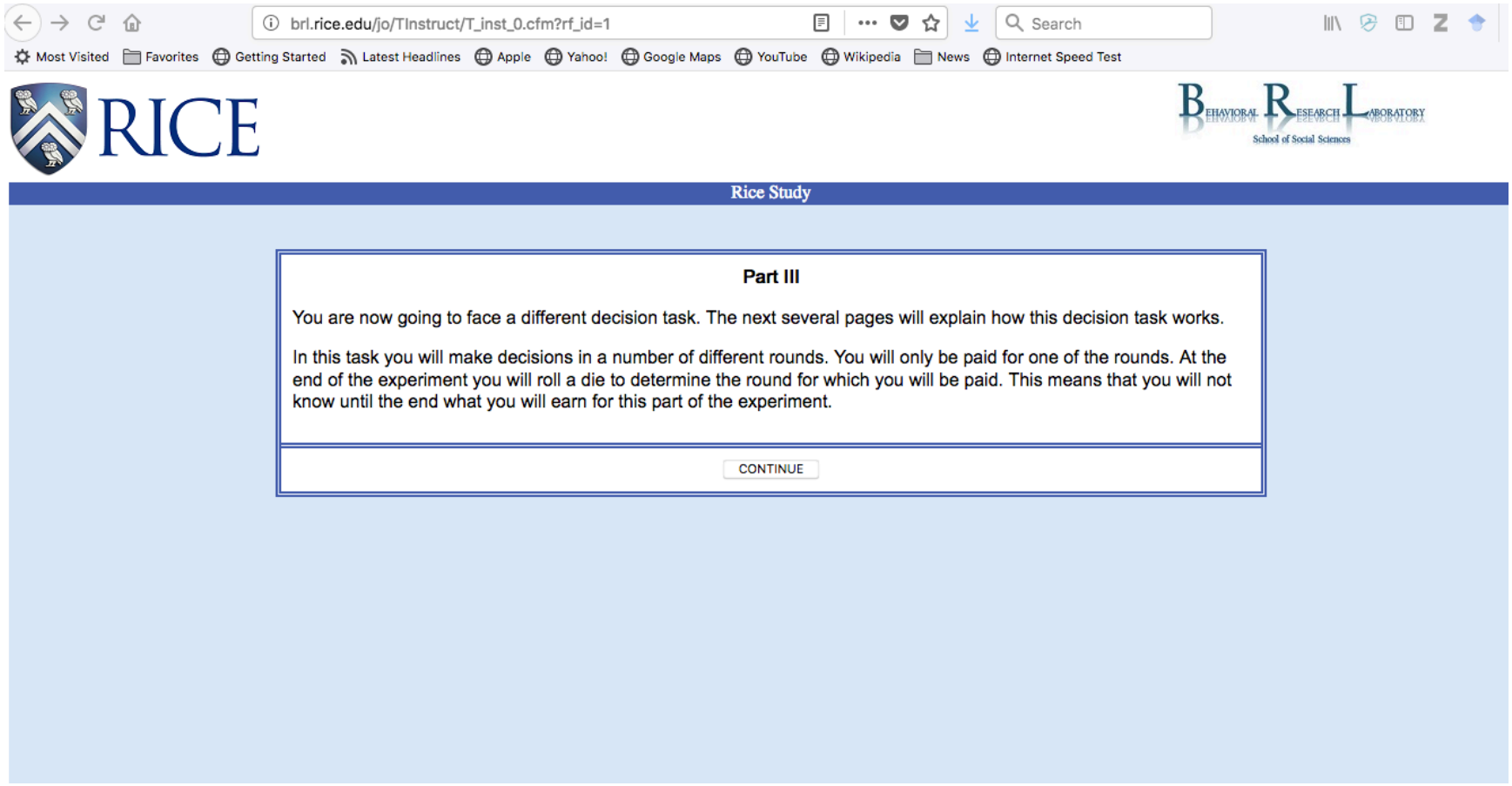
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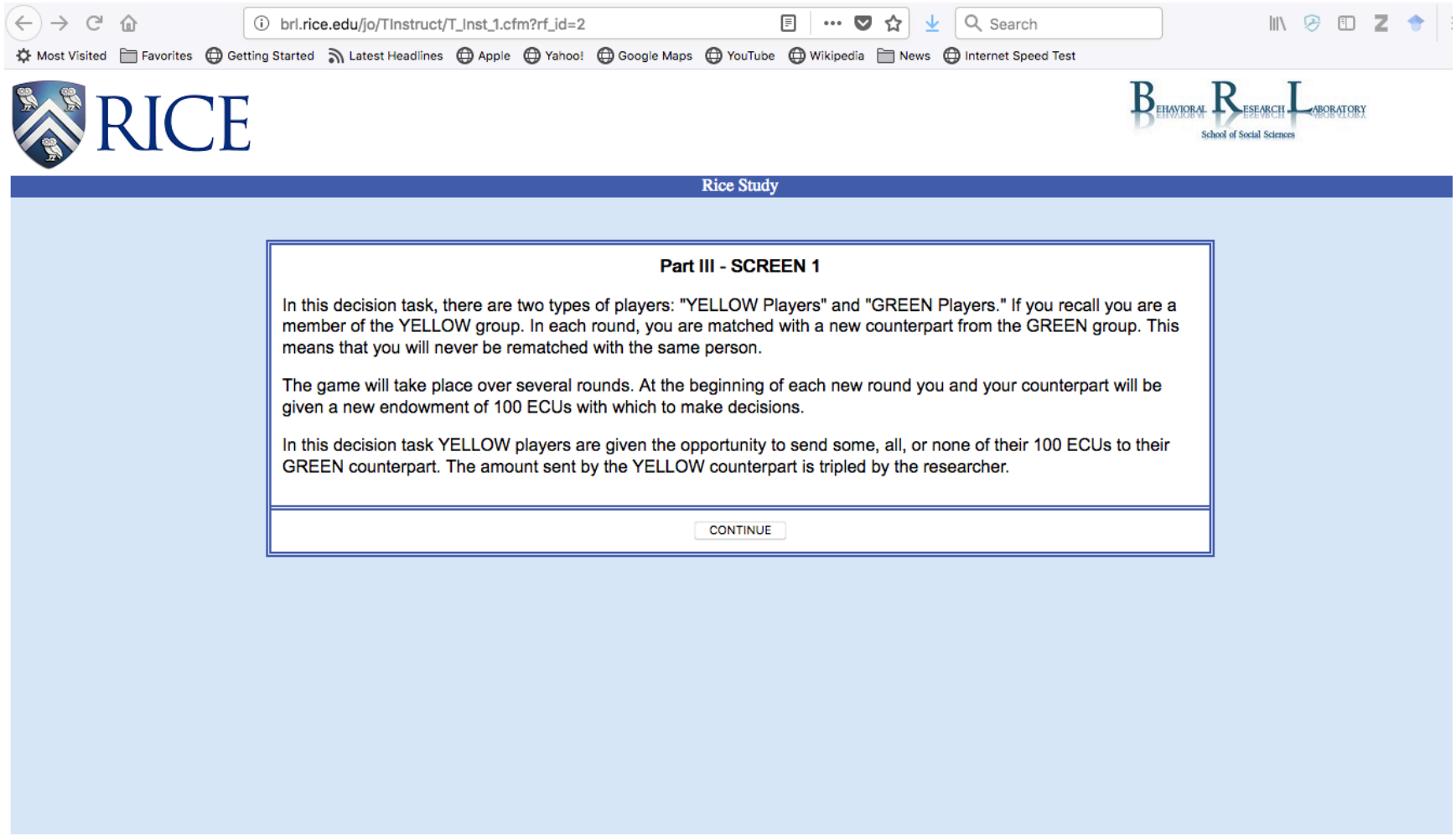
Part III
You are now going to face a different decision task. The next several pages will explain how this decision task works.
In this task you will make decisions in a number of different rounds. You will only be paid for one of the rounds. At the end of the experiment you will roll a die to determine the round for which you will be paid. This means that you will not know until the end what you will earn for this part of the experiment.
CONTINUE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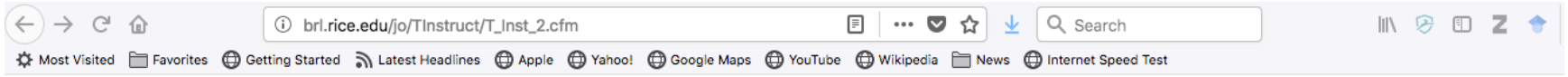
Part III - SCREEN 1
In this decision task, there are two types of players: "YELLOW Players" and "GREEN Players." If you recall you are a member of the YELLOW group. In each round, you are matched with a new counterpart from the GREEN group. This means that you will never be rematched with the same person.
The game will take place over several rounds. At the beginning of each new round you and your counterpart will be given a new endowment of 100 ECUs with which to make decisions.
In this decision task YELLOW players are given the opportunity to send some, all, or none of their 100 ECUs to their GREEN counterpart. The amount sent by the YELLOW counterpart is tripled by the researcher.
CONTINUE



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Part III - SCREEN 2

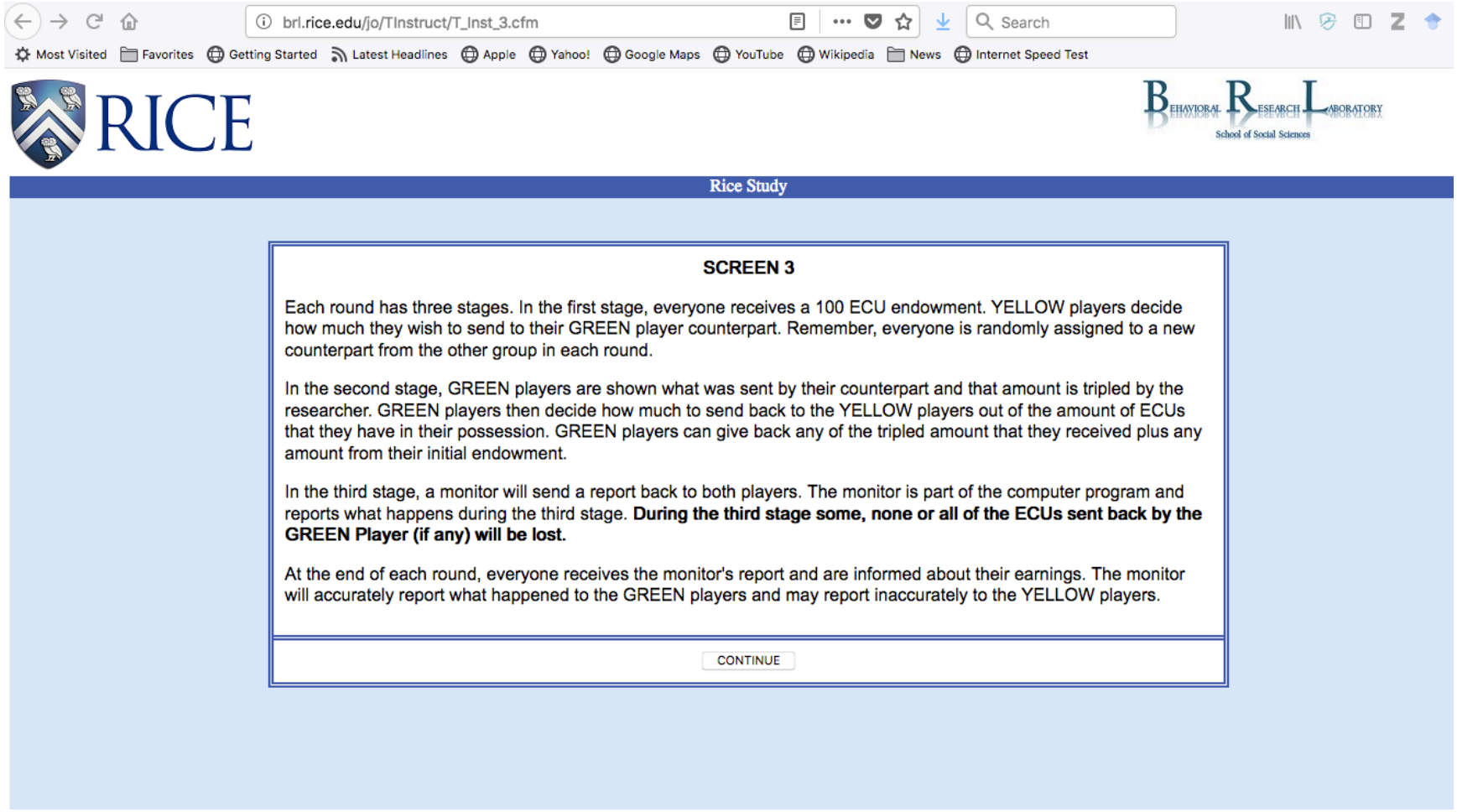
GREEN counterparts make the second decision. They can return any of the ECUs that they have, or nothing, to their YELLOW counterpart.

At the end of each round, your total earnings for that round consist of the amount of your endowment that you kept for yourself plus the amount you are given. For YELLOW players this is the amount that is kept plus the amount that a GREEN player returns. For GREEN players, this is the amount kept from your own endowment and the tripled amount sent by the YELLOW player minus what is chosen to send back to the YELLOW player.

Here are examples of what might happen (these are only examples - you will be able to make any decision you want):

YELLOW Player sends:	GREEN Player receives:	GREEN Player might return:	YELLOW Player receives: (100 – sent + returned)	GREEN Player receives: (100 + received – returned)
10 ECU	30 ECUs	10 ECU	100 - 10 + 10 = 100 ECUs	100 + 30 - 10 = 120 ECUs
50 ECUs	150 ECUs	20 ECUs	100 - 50 + 20 = 7 0ECUs	100 + 150 + -20 = 230 ECUs
50 ECUs	150 ECUs	100 ECUs	100 - 50 + 100 = 150 ECUs	100 + 150 - 100 = 150 ECUs
100 ECUs	300 ECUs	100 ECUs	100 - 100 + 100 = 100 ECUs	100 + 300 - 100 = 300 ECUs
0 ECUs	0 ECUs	0 ECUs	100 - 0 + 0 = 100 ECUs	100 + 0 - 0 = 100 ECUs

CONTINUE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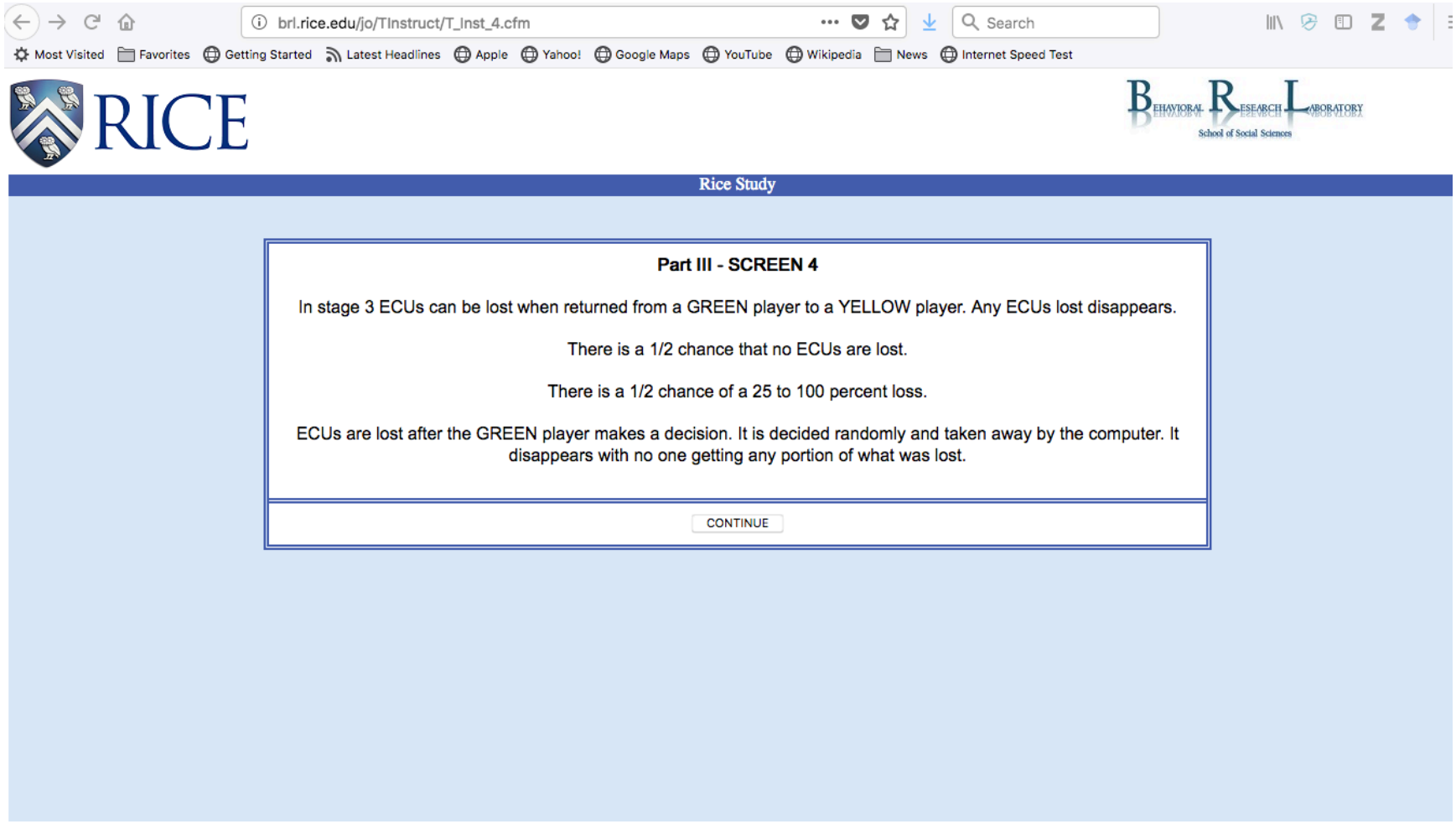
SCREEN 3
Each round has three stages. In the first stage, everyone receives a 100 ECU endowment. YELLOW players decide how much they wish to send to their GREEN player counterpart. Remember, everyone is randomly assigned to a new counterpart from the other group in each round.
In the second stage, GREEN players are shown what was sent by their counterpart and that amount is tripled by the researcher. GREEN players then decide how much to send back to the YELLOW players out of the amount of ECUs that they have in their possession. GREEN players can give back any of the tripled amount that they received plus any amount from their initial endowment.
In the third stage, a monitor will send a report back to both players. The monitor is part of the computer program and reports what happens during the third stage. During the third stage some, none or all of the ECUs sent back by the GREEN Player (if any) will be lost.
At the end of each round, everyone receives the monitor's report and are informed about their earnings. The monitor will accurately report what happened to the GREEN players and may report inaccurately to the YELLOW players.
CONTINUE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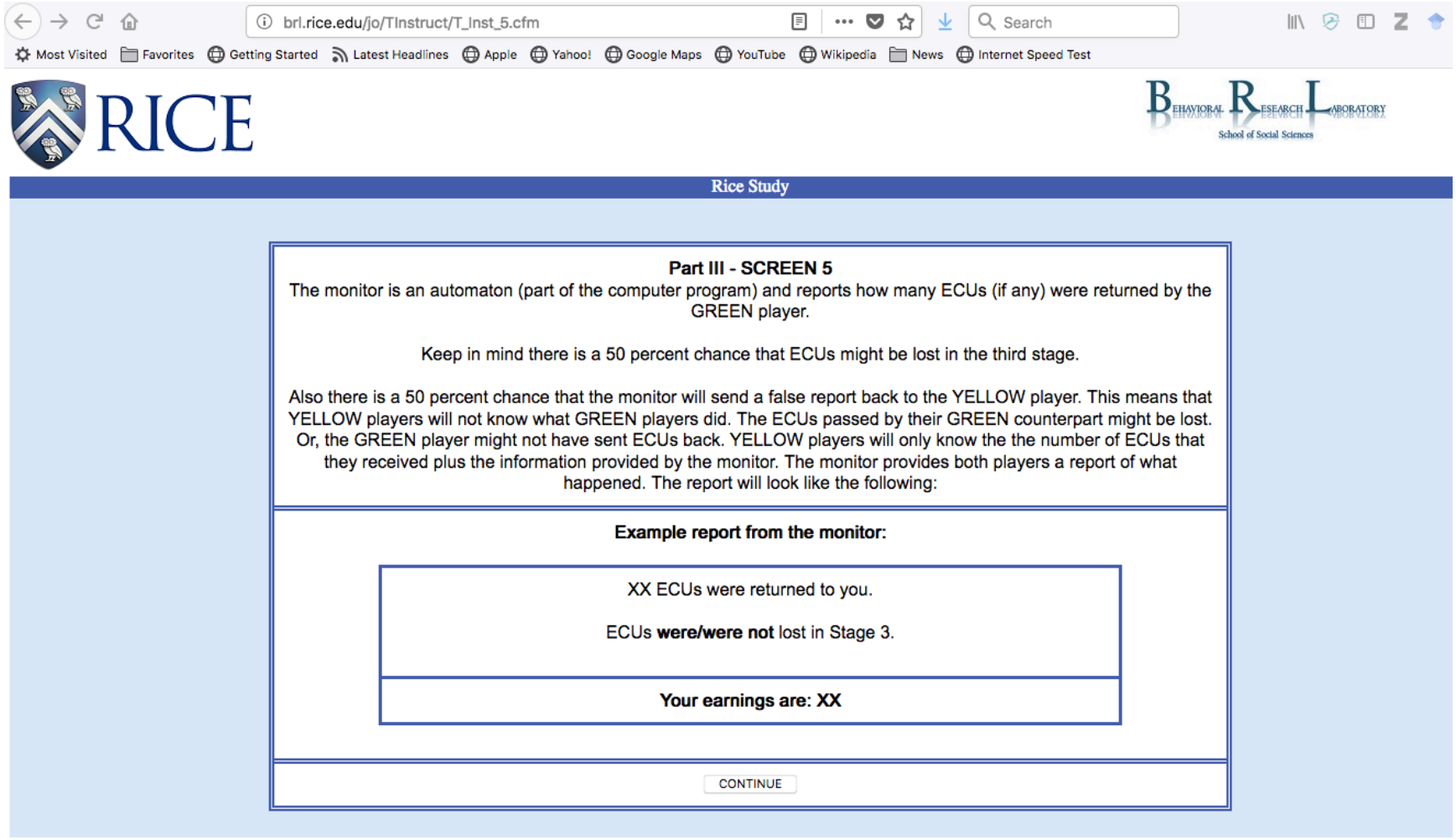
Part III - SCREEN 4
In stage 3 ECUs can be lost when returned from a GREEN player to a YELLOW player. Any ECUs lost disappears.
There is a 1/2 chance that no ECUs are lost.
There is a 1/2 chance of a 25 to 100 percent loss.
ECUs are lost after the GREEN player makes a decision. It is decided randomly and taken away by the computer. It disappears with no one getting any portion of what was lost.
CONTINUE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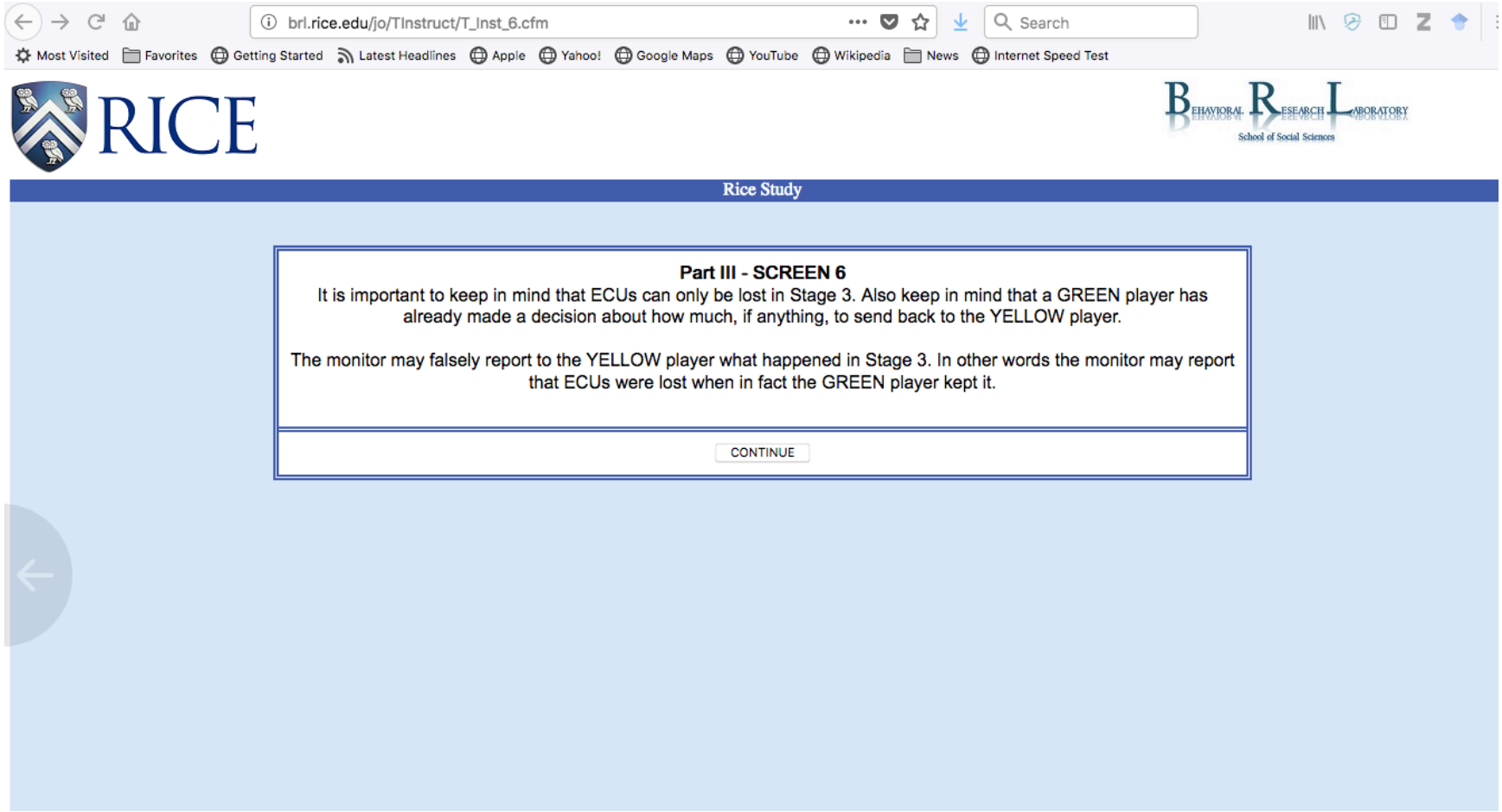
Part III - SCREEN 5
The monitor is an automaton (part of the computer program) and reports how many ECUs (if any) were returned by the GREEN player.
Keep in mind there is a 50 percent chance that ECUs might be lost in the third stage.
Also there is a 50 percent chance that the monitor will send a false report back to the YELLOW player. This means that YELLOW players will not know what GREEN players did. The ECUs passed by their GREEN counterpart might be lost. Or, the GREEN player might not have sent ECUs back. YELLOW players will only know the the number of ECUs that they received plus the information provided by the monitor. The monitor provides both players a report of what happened. The report will look like the following:
Example report from the monitor:
XX ECUs were returned to you.
ECUs were/were not lost in Stage 3.
Your earnings are: XX
CONTINUE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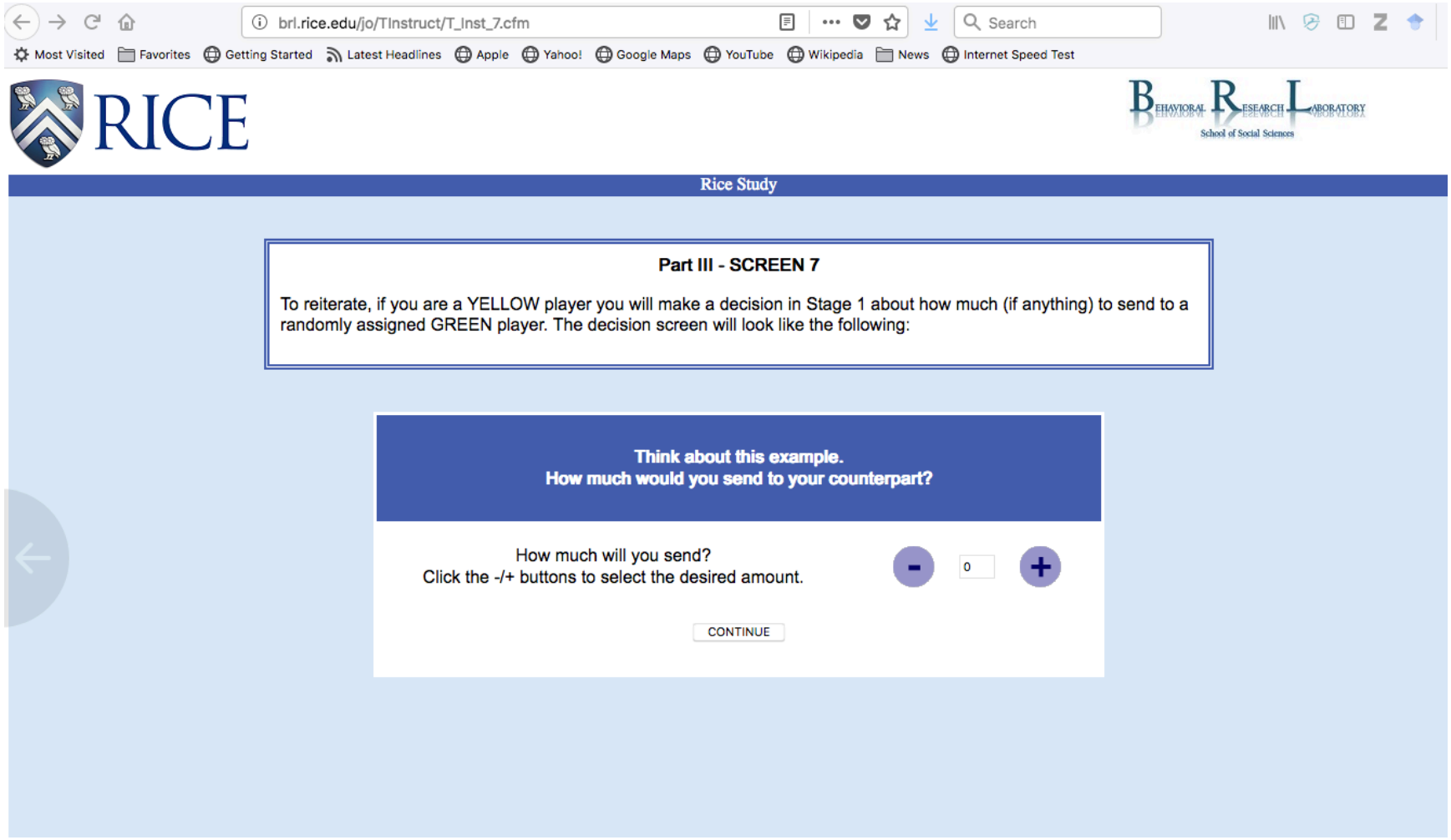
Part III - SCREEN 6
It is important to keep in mind that ECUs can only be lost in Stage 3. Also keep in mind that a GREEN player has already made a decision about how much, if anything, to send back to the YELLOW player.
The monitor may falsely report to the YELLOW player what happened in Stage 3. In other words the monitor may report that ECUs were lost when in fact the GREEN player kept it.
CONTINUE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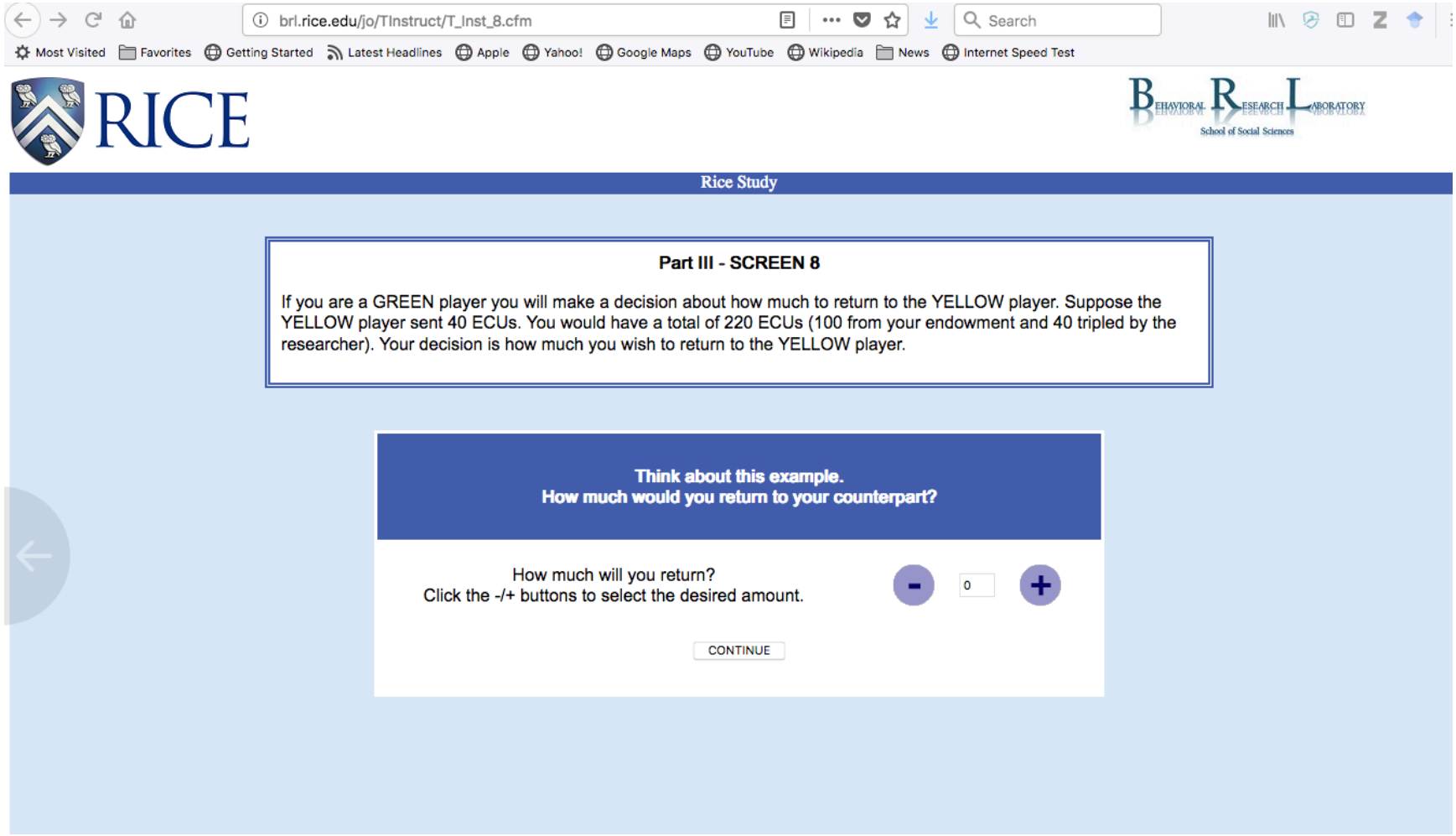
Part III - SCREEN 7
To reiterate, if you are a YELLOW player you will make a decision in Stage 1 about how much (if anything) to send to a randomly assigned GREEN player. The decision screen will look like the following:
Think about this example.
How much would you send to your counterpart?
How much will you send?
Click the -/+ buttons to select the desired amount.
-
0
+
CONTINUE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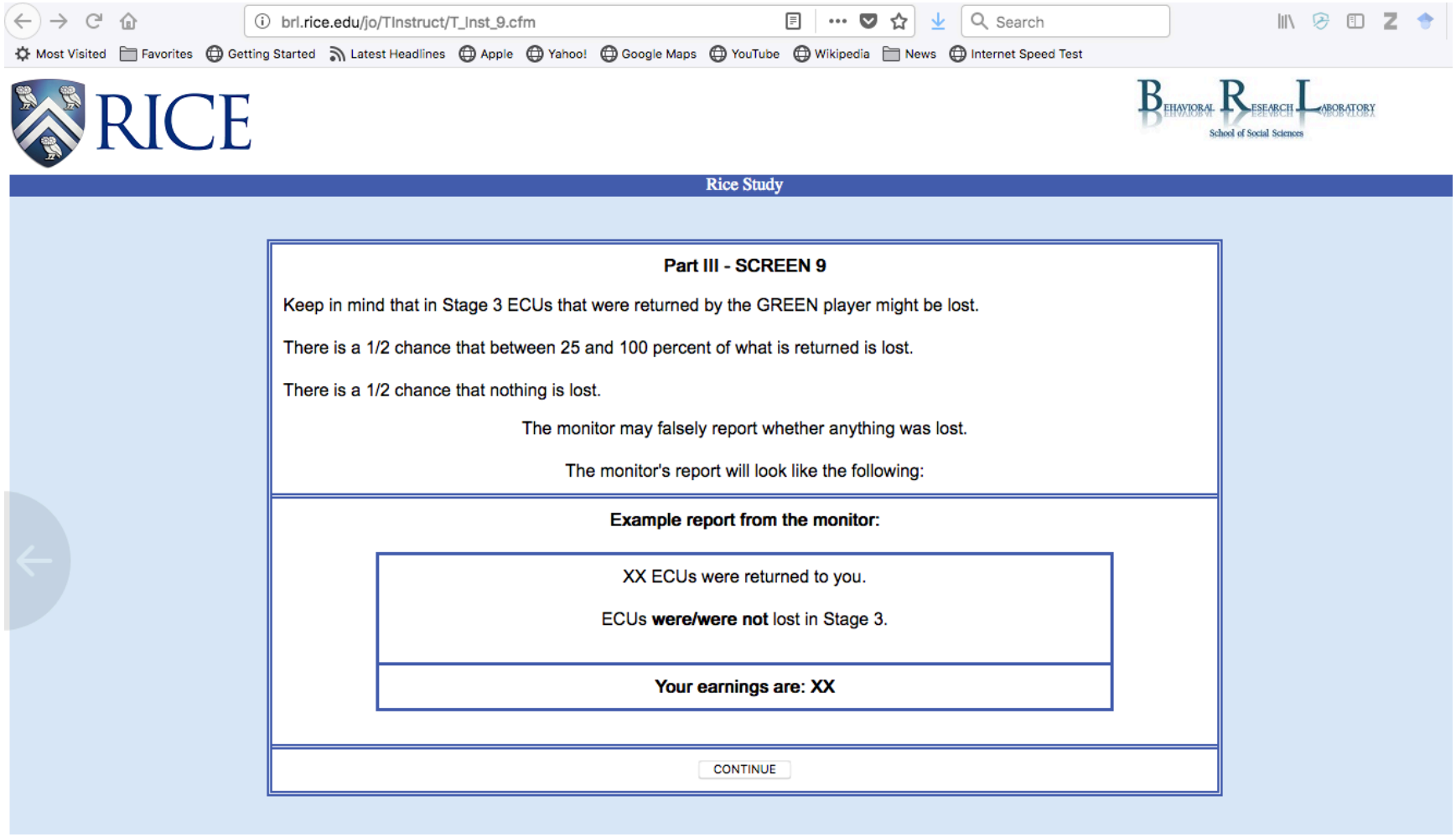
Part III - SCREEN 8
If you are a GREEN player you will make a decision about how much to return to the YELLOW player. Suppose the YELLOW player sent 40 ECUs. You would have a total of 220 ECUs (100 from your endowment and 40 tripled by the researcher). Your decision is how much you wish to return to the YELLOW player.
Think about this example.
How much would you return to your counterpart?
How much will you return?
Click the -/+ buttons to select the desired amount.
0
CONTINUE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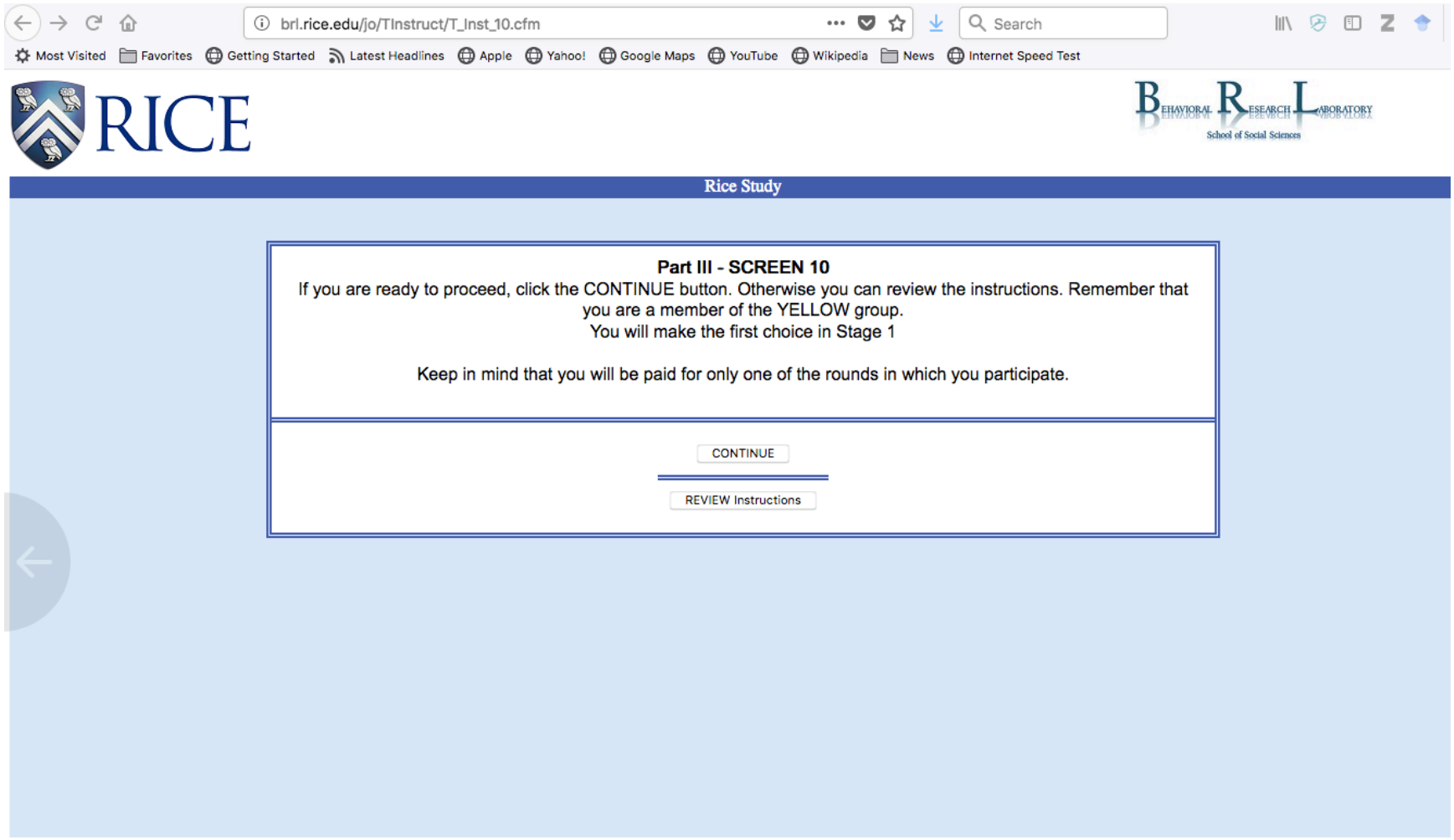
Part III - SCREEN 9
Keep in mind that in Stage 3 ECUs that were returned by the GREEN player might be lost.
There is a 1/2 chance that between 25 and 100 percent of what is returned is lost.
There is a 1/2 chance that nothing is lost.
The monitor may falsely report whether anything was lost.
The monitor's report will look like the following:
Example report from the monitor:
XX ECUs were returned to you.
ECUs were/were not lost in Stage 3.
Your earnings are: XX
CONTINUE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Part III - SCREEN 10
If you are ready to proceed, click the CONTINUE button. Otherwise you can review the instructions. Remember that you are a member of the YELLOW group.
You will make the first choice in Stage 1
Keep in mind that you will be paid for only one of the rounds in which you participate.
CONTINUE
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