

## **EXPERIMENTAL PROTOCOL TEMPLATE FOR ALL TREATMENTS/VARIANTS**

**[...] Contents of brackets are only for orientation. Do not read out loudly.**

### **[When participants arrive]**

Hello and thank you for coming. Before we start with our workshop for today, I would like to give you your personal gamer tag [ID-card]. Please keep this tag always with you until the end. It will be important for you at the end of our session to receive your earnings of the games today.

[Each participant gets the same player number he or she received the last time they participated in the experiments (see namelist).]

[After a person received his/her gamer-tag] Please follow our assistant now to your designated seat. After you have found your seat, we would like to ask you some questions before we begin. We will start our workshop when everybody invited today has arrived at his or her designated seat. Please stay seated until we begin to receive further instructions.

[Participants are assigned a seat according to their player numbers.]

[Participants answer the pre-questionnaire.]

[When all participants have been seated and answered the pre-questionnaire, please proceed]

### **[Basic instructions]**

Thank you all for coming today. My name is XX [NAME OF ASSISTANT MODERATING THE EXPERIMENT] and this is Lukas. In this session today, we want to play some games where you can earn a considerable amount of money that you are permitted to keep and take home. In these games you will have to make decisions that will influence how much you will actually earn. However, irrespective of the outcome of the games, everyone will be given a show-up fee of 100 pesos at the end of our session. [SHOW A 100 PESO BILL] The whole procedure will last around 4 hours. Thank you in advance for your time and effort.

1. You are free to leave whenever you want and no matter whether we have started the session or not. However, when you leave while the workshop is in progress, we will not be able to pay you for participation. **Please tell us now if you already feel uncomfortable or you already know that you will not be able to stay here for at least four hours.**

2. It is very important that you understand the games. Therefore we will check your understanding by asking each of you test questions about the rules. If you do not understand the rules please ask the assistants who are happy to explain them to you. **But if you cannot answer the test questions after we have explained them again, we will have to exclude you from the game and you receive only the show-up fee of 100 pesos.** But don't worry, we will do our best to help you understand the rules of the games!

3. Before you get handed out your money at the end of the workshop, you are asked to answer a questionnaire. It is very important for our research that you **answer all questions seriously.** You will receive your payment only after completing the questionnaire.

After having heard these rules, is there anybody who does not want to participate anymore?  
[Wait some moments.]

We will play six slightly different games today. In each game you will have to indicate your decisions on a sheet of paper. In each game, you might win or lose some money. How much you earn depends on your decisions, the decisions of others, and luck. However, the 100 pesos you receive in the end will be untouched by the course of the games.

**Only one of the six games you are going to play leads to an actual pay-out.** At the end of our session, we will randomly draw a ball to determine which of the six games will be used to compute how much is paid out to you. [Show 6 balls with numbers] **The outcome of one game has no influence on the outcomes of the other games. So if you play a new game, don't worry about what happened in the previous games. Just take each game seriously on its own, because it might be the one that determines your pay-out.** In the games you have to make decisions about the allocation of money. Each decision you make may be as good as any other decision – **there are no obviously wrong or right decisions.** Your decisions will not be made public, **so please choose the option YOU like best!** After you played the games and answered the questionnaire at the end, please come to Lukas, who will hand out these earnings plus the show-up fee to you. Remember to sign the receipt for the money.

You already received an ID-tag with a player number printed on it. The player number is your personal identification number for today. You keep this number for all six games of the workshop. Please show the number to Lukas at the end in order to get paid. **So always remember to take the ID-tag with your player number with you.** After we have given you the instructions for the first game of the workshop, we will call you by your player number. Please follow the assistant if you are called.

There are some rules regarding communication. **Talking is strictly prohibited** during the games. You are not allowed to ask questions or talk about the rules of the game to other participants while we are in the process of playing. If you have any questions, please raise your hand and wait until someone comes to answer your question in private. If you do not follow these rules, we have to exclude you from the session, which implies that you do not get any earnings from the games.

## 1<sup>st</sup> game (Risk)


Let's start with the first game. In this game you **decide between getting a fixed amount of money and playing a risky lottery which might lead to even more money**. You can only select one of these two options. If you choose the fixed amount of money, you will be paid out the respective sum for certain, at least if this game is later randomly selected as the one determining your winnings. If you decide to play a lottery instead, you might win even more money. However, there is a hook: in the case of bad luck you might get considerably less money.

The lottery looks as follows: We have an opaque bag containing **five red and five white balls**. [SHOW BALLS AND OPAQUE BAG]. At the end of all the games played today, the person sitting in the front row on my right hand side will draw a ball from this bag. If the ball is white, all of you win the higher amount of money from the lottery. If the ball is red, all of you win the lower amount of money from the lottery.

On the decision sheets we will hand out shortly, you will have to decide if you want to play the lottery **or rather receive a fixed sum for sure**. You have to make this decision for more than one case per decision sheet.

Let us show you an example. [SHOW EXAMPLE DECISION SHEET ON POSTER]

### Example

	<b>Nr.</b>	<b>Option A</b>		<b>Option B</b>
	1:	<input type="checkbox"/> Lottery	or	0 for sure <input type="checkbox"/>
	2:	<input type="checkbox"/> Lottery	or	200 for sure <input type="checkbox"/>
Win <b>200</b>	○ ○ ○ ○ ○			
Win <b>0</b>	● ● ● ● ●			

In this example, you win 200 pesos if we draw a white ball, whereas you win nothing if we draw a red ball. **You can see the payoff for each event on the left side of the decision sheet.** For visualization, you also see how many red and white balls are in the bag.

You can always decide between two options. **Option A** means that you want to play the lottery. **Option B** means that you will take a certain amount of money instead. Therefore, if you pick Option B, the outcome of the lottery no longer influences your earnings from this game.

In this example, you have to make two decisions. In decision number one you decide between playing the lottery or receiving zero for sure. The second decision is about playing the lottery or receiving 200 pesos for sure. You simply cross the box in each line which you think will be best for you. You can only cross one box per line. There could be more than two decisions to make for each lottery. Note that we randomly choose which decision will be paid out in the end and you will be paid according to your answer. Put differently, if, by chance, this game is selected as the one determining your winnings, we will randomly select the specific decision used to compute your pay-out.

We play three different lotteries today. Remember, only one of these three lotteries will randomly be selected to be paid out at the end of our session today.

Now, to make sure that you understand the game, we would like to go to each one of you now and ask some test questions.

[TEST QUESTIONS: EACH ASSISTANT ASKS INDIVIDUALS OF THE RESPECTIVE GROUP SEPARATELY. PROCEED IF ALL PARTICIPANTS SHOW THAT THEY UNDERSTAND THE GAME AND CAN ANSWER THE FOLLOWING QUESTIONS CORRECTLY]

How much money can you earn in the lottery by drawing a white ball in this example?	[ANSWER: 200]
How much money can you earn in the lottery by drawing a red ball in this example?	[ANSWER: 0]
Look at the first decision to make on this example sheet. What would you earn by choosing option B?	[ANSWER: 0]
Look at the second decision to make on this example sheet. What would you earn by choosing option B?	[ANSWER: 200]

Are there any questions regarding our first game? [WAIT SOME SECONDS AND PROCEED IF ALL QUESTIONS HAVE BEEN ANSWERED; REMOVE POSTER].


We will now distribute the decision sheet for the first of the three lotteries. In this lottery, you can win either 100 pesos if we draw a white ball or 40 pesos if we draw a red ball. On our decision sheet, you have to decide 11 times if you prefer playing the lottery or receiving an amount of money for certain. Please cross the boxes for each decision reflecting what you believe is best for you. When you have made a decision for each line, please put your pencil down. [DISTRIBUTE THE DECISION SHEETS FOR THE FIRST LOTTERY AND COLLECT THE SHEETS WHEN EVERYBODY IS FINISHED WITH CROSSING BOXES]

We will now distribute the decision sheet for the second of the three lotteries. In this lottery, you can win either 200 pesos if we draw a white ball or 80 pesos if we draw a red ball. On our decision sheet, you have to decide 23 times if you prefer playing the lottery or receiving an amount of money for certain. Please cross the boxes for each decision reflecting what you believe is best for you. When you have made a decision for each line, please put your pencil down. [DISTRIBUTE THE DECISION SHEETS FOR THE SECOND LOTTERY AND

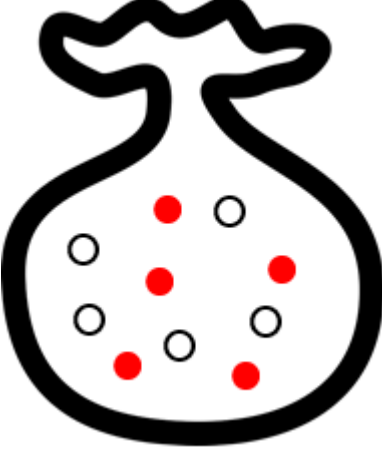
COLLECT THE SHEETS WHEN EVERYBODY IS FINISHED WITH CROSSING BOXES]

We will now distribute the decision sheet for the third of the three lotteries. In this lottery, you can win either 200 pesos if we draw a white ball or 140 pesos if we draw a red ball. On our decision sheet, you have to decide 11 times if you prefer playing the lottery or receiving an amount of money for certain. Please cross the boxes for each decision reflecting what you believe is best for you. When you have made a decision for each line, please put your pencil down. [DISTRIBUTE THE DECISION SHEETS FOR THE THIRD LOTTERY AND COLLECT THE SHEETS WHEN EVERYBODY IS FINISHED WITH CROSSING BOXES]


*Lottery 1*

	<b>Nr.</b>	<b>Option A</b>		<b>Option B</b>
	1:	<input type="checkbox"/> Lottery	or	45 for sure <input type="checkbox"/>
	2:	<input type="checkbox"/> Lottery	or	50 for sure <input type="checkbox"/>
	3:	<input type="checkbox"/> Lottery	or	55 for sure <input type="checkbox"/>
	4:	<input type="checkbox"/> Lottery	or	60 for sure <input type="checkbox"/>
	5:	<input type="checkbox"/> Lottery	or	65 for sure <input type="checkbox"/>
	6:	<input type="checkbox"/> Lottery	or	70 for sure <input type="checkbox"/>
	7:	<input type="checkbox"/> Lottery	or	75 for sure <input type="checkbox"/>
	8:	<input type="checkbox"/> Lottery	or	80 for sure <input type="checkbox"/>
	9:	<input type="checkbox"/> Lottery	or	85 for sure <input type="checkbox"/>
	10:	<input type="checkbox"/> Lottery	or	90 for sure <input type="checkbox"/>
11:	<input type="checkbox"/> Lottery	or	95 for sure <input type="checkbox"/>	
<b>Win 100</b>	○ ○ ○ ○ ○			
<b>Win 40</b>	● ● ● ● ●			

*Lottery 2*

	<b>Nr.</b>	<b>Option A</b>		<b>Option B</b>
	1:	<input type="checkbox"/> Lottery	or	85 for sure <input type="checkbox"/>
	2:	<input type="checkbox"/> Lottery	or	90 for sure <input type="checkbox"/>
	3:	<input type="checkbox"/> Lottery	or	95 for sure <input type="checkbox"/>
	4:	<input type="checkbox"/> Lottery	or	100 for sure <input type="checkbox"/>
	5:	<input type="checkbox"/> Lottery	or	105 for sure <input type="checkbox"/>
	6:	<input type="checkbox"/> Lottery	or	110 for sure <input type="checkbox"/>
	7:	<input type="checkbox"/> Lottery	or	115 for sure <input type="checkbox"/>
	8:	<input type="checkbox"/> Lottery	or	120 for sure <input type="checkbox"/>
	9:	<input type="checkbox"/> Lottery	or	125 for sure <input type="checkbox"/>
	10:	<input type="checkbox"/> Lottery	or	130 for sure <input type="checkbox"/>
<b>Win 200</b> ○ ○ ○ ○ ○	11:	<input type="checkbox"/> Lottery	or	135 for sure <input type="checkbox"/>
	12:	<input type="checkbox"/> Lottery	or	140 for sure <input type="checkbox"/>
<b>Win 80</b> ● ● ● ● ●	13:	<input type="checkbox"/> Lottery	or	145 for sure <input type="checkbox"/>
	14:	<input type="checkbox"/> Lottery	or	150 for sure <input type="checkbox"/>
	15:	<input type="checkbox"/> Lottery	or	155 for sure <input type="checkbox"/>
	16:	<input type="checkbox"/> Lottery	or	160 for sure <input type="checkbox"/>
	17:	<input type="checkbox"/> Lottery	or	165 for sure <input type="checkbox"/>
	18:	<input type="checkbox"/> Lottery	or	170 for sure <input type="checkbox"/>
	19:	<input type="checkbox"/> Lottery	or	175 for sure <input type="checkbox"/>
	20:	<input type="checkbox"/> Lottery	or	180 for sure <input type="checkbox"/>
	21:	<input type="checkbox"/> Lottery	or	185 for sure <input type="checkbox"/>
	22:	<input type="checkbox"/> Lottery	or	190 for sure <input type="checkbox"/>
	23:	<input type="checkbox"/> Lottery	or	195 for sure <input type="checkbox"/>

*Lottery 3*

	<b>Nr.</b>	<b>Option A</b>		<b>Option B</b>
	1:	<input type="checkbox"/> Lottery	or	145 for sure <input type="checkbox"/>
	2:	<input type="checkbox"/> Lottery	or	150 for sure <input type="checkbox"/>
	3:	<input type="checkbox"/> Lottery	or	155 for sure <input type="checkbox"/>
	4:	<input type="checkbox"/> Lottery	or	160 for sure <input type="checkbox"/>
	5:	<input type="checkbox"/> Lottery	or	165 for sure <input type="checkbox"/>
	6:	<input type="checkbox"/> Lottery	or	170 for sure <input type="checkbox"/>
	7:	<input type="checkbox"/> Lottery	or	175 for sure <input type="checkbox"/>
	8:	<input type="checkbox"/> Lottery	or	180 for sure <input type="checkbox"/>
	9:	<input type="checkbox"/> Lottery	or	185 for sure <input type="checkbox"/>
	10:	<input type="checkbox"/> Lottery	or	190 for sure <input type="checkbox"/>
11:	<input type="checkbox"/> Lottery	or	195 for sure <input type="checkbox"/>	
<b>Win 200</b> ○ ○ ○ ○ ○				
<b>Win 140</b> ● ● ● ● ●				

## 2<sup>nd</sup> Game (soli + beliefs)

Let's start with the second game. All of you have 200 pesos at the beginning of the game. You will make your decisions on a sheet of paper only, but the decisions that you take are still about real money. For the rest of the game we have formed groups, each consisting of 3 players. Each of the originally invited participants [point to the left side where originally invited participants sit] brought along two friends. One sits in the middle and will play with you [point to the middle]. The other one who is sitting on the right-hand side will not be in the same group. Instead, the third player in your group will be someone from the right-hand side of the room, but you will never exactly know who it is. And the ones on the right-hand side will never know the two other group members they play with. From now on we will call the unknown players "Player X".

Whether you can keep the 200 peso given to you or lose them again will depend partly on your choices and partly on your luck. Remember, only one of the games will be randomly selected for the computation of the pay-out at the end of our session. For each group, we now have an opaque bag with 3 balls in it. This means that there are as many balls in the bag as we have players in a group. Each player draws one ball. Out of the 3 balls, there are 2 white balls and 1 red ball. If you draw a white ball you can keep your 200 pesos. If you draw a red ball you lose the 200 pesos you had at the start of the game. This means that one of the three players in each group will lose everything and two out of three will lose nothing.

[Hang up poster with example decision sheet on it]

In this game, the two winners can give money to the loser. Before you draw a ball, all of the players will be asked whether and how much they would like to transfer to the other two players in their group in case that they are unlucky, i.e. they draw a red ball and lose 200 pesos. Remember that one of the three players will lose for sure. Remember also that there will always be two players in your group who still have their 200 pesos. You can transfer between 0 and 70 of your 200 pesos to the unlucky person in your group. We will ask you to write down on a worksheet how much you would be willing to give to the losing player. Amounts are given in steps of 10 pesos. You can also decide to transfer nothing. Hence, possible transfers are 0, 10, 20, 30, 40, 50, 60 or 70. Every transfer decision you make is as good as any other – there are no wrong decisions. Your transfers will be kept in private, **so just choose the amount YOU like best! But remember: it is going to be a transfer of real money.** From now on, we will call the group member you know by his or her name (\_\_\_\_\_) [ASSISTANTS ENTER THE NAME OF NON-ANONYMOUS PARTNER HERE] and the unknown group member Player X. For the players sitting on the right-hand side [point] there will be two unknown players Player X and Player Y. So imagine you keep your 200 pesos and Player X loses his 200 pesos. We will ask you to write down on the worksheet how much you would be willing to give to Player X in this case (0, 10, 20, 30, 40, 50, 60 or 70). Now imagine you keep your 200 pesos and the friend you came here with and plays with you in your group loses his or her 200 pesos. Please write down on the worksheet how much you would be willing to give to him or her in this case (0, 10, 20, 30, 40, 50, 60 or 70).

We also want you to think about the transfer of the other winner in your group to the loser. Please guess the amounts that will be transferred. You will earn 10 pesos extra for each correct guess.

Lastly, it is, of course, possible that you draw the red ball and lose. We would like you to guess how much your friend in your group and Player X would be willing to give to you in this case. We will never tell you whether you were right or not. But Lukas will look at the choices made by your friend and Player X and compare their choices to your guess. You will earn 10 pesos extra for each correct guess. The best thing you can do to increase your payoff is to truthfully state what you think y and Player X would do.

[SHOW AND EXPLAIN PARTICIPANT FORM *make sure that the player is looking at the form and appears to be sufficiently concentrated*]

For non-anonymous players:

○ no loss	DECIDE TRANSFER TO _____ ●	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
○ no loss	DECIDE TRANSFER TO <b>PLAYER X</b> ●	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
● lose 200	GUESS TRANSFER OF _____ ○	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
● lose 200	GUESS TRANSFER OF <b>PLAYER X</b> ○	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70

For anonymous Players:

○ no loss	DECIDE TRANSFER TO <b>1st PLAYER X</b> ●	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
○ no loss	DECIDE TRANSFER TO <b>2nd PLAYER X</b> ●	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
● lose 200	GUESS TRANSFER OF <b>1st PLAYER X</b> ○	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
● lose 200	GUESS TRANSFER OF <b>2nd PLAYER X</b> ○	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70



Before we start playing the game, we would like to ask you some questions to see if you understand the game.

What is the maximum amount of money you can earn in this game?	[ANSWER: 220]
What is the minimum amount of money you can win in this game?	[ANSWER: 0]
What is the highest amount you can transfer to the other player?	[ANSWER: 70]
What is the least amount of money you can transfer to the losing player?	[ANSWER: 0]
How much does the losing player earn, if the other two other players transfer nothing?	[ANSWER: between 0, 10 or 20]

Now we will distribute the decision sheets for the second game.

[Distribbute decision sheets, collect them and bring them to Lukas when every participant is finished with filling them out.]

### 3<sup>rd</sup> Game (conditional soli)

Let's turn to the third game. The groups are the same as in the last game and again all of you get 200 pesos at the beginning of the game. The first transfer decision in the game is similar to the one in the game before. The second transfer decision, which we call conditional transfer list, is new. You will have to make two decisions, but you do not know which one is going to be relevant for you in the end.

[Hang up and show poster with decision sheet for third game]

Of the two winners in each group, the first one will give the unconditional transfer to the loser, whereas for the second one, Lukas will use his/her conditional transfer list. In the conditional transfer list, you will choose your transfers conditional on what the loser is willing to give you. Hence, we ask you to decide how much you want to give to the loser **conditional on what he/she decided to transfer to you**. However, since you will not be told how many pesos the loser would be willing to give to you, we ask you to make your decision dependent on all possible transfers the loser could make. However, only the relevant one will be your conditional transfer. [show the following on poster] For example, we might ask you about what you would be willing to give to the loser, knowing that the loser would give 50 pesos to you in case you lost your 200 pesos in this game. In the sheet, we give you some examples and you can pick one of them. But if you don't like the examples and want to react differently to the possible transfers of your group member, just fill out the last column with your own numbers. [explain on **one** poster all decisions that need to be taken by the participant] Each group member will again draw a ball at the end of our session to determine who lost his initial 200 pesos. As before, we have one red ball and two white balls in our opaque bag. The player that draws the red ball is determined as the player that loses his or her 200 pesos.

These were the instructions for the third game. Are there any questions or points that remain unclear and shall be explained in more detail? We would now like to ask you some questions to see if you understand the game [GO TO EACH PLAYER AND ASK TEST QUESTIONS. PROCEED WHEN EVERYBODY UNDERSTANDS THE GAME

What is the maximum amount of money you can make in this game?	[ANSWER: 200]
What is the least amount of money you can make in this game?	[ANSWER: 0]
Between how many options can you choose from in the conditional transfer list? [POINT TO POSTER]	[ANSWER: 5]
Wrong or right? "If I choose the third option in the conditional transfer list, I always transfer nothing to the other player, no matter what he or she decides to transfer to me."	[ANSWER: WRONG]

[When participants show that they have understood the game] We will now distribute the decision sheets for the third game.

[Let participants fill out form separated by screens]

For non-anonymous players:

○  
no  
loss

_____ ○									
<b><u>Player X</u></b> ●									
I TRANSFER TO <b><u>Player X</u></b>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
IF <b><u>Player X</u></b> DECIDED TO GIVE YOU... (CONDITIONAL)					<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
...	0	DECIDE YOUR TRANSFER			0	70	0	40	___
...	10	DECIDE YOUR TRANSFER			0	70	10	40	___
...	20	DECIDE YOUR TRANSFER			0	70	20	40	___
...	30	DECIDE YOUR TRANSFER			0	70	30	40	___
...	40	DECIDE YOUR TRANSFER			0	70	40	40	___
...	50	DECIDE YOUR TRANSFER			0	70	50	40	___
...	60	DECIDE YOUR TRANSFER			0	70	60	40	___
...	70	DECIDE YOUR TRANSFER			0	70	70	40	___

○  
no  
loss

_____ ○									
<b><u>Player X</u></b> ●									
I TRANSFER TO _____		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
IF _____ DECIDED TO GIVE YOU... (CONDITIONAL)					<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
...	0	DECIDE YOUR TRANSFER			0	70	0	40	___
...	10	DECIDE YOUR TRANSFER			0	70	10	40	___
...	20	DECIDE YOUR TRANSFER			0	70	20	40	___
...	30	DECIDE YOUR TRANSFER			0	70	30	40	___
...	40	DECIDE YOUR TRANSFER			0	70	40	40	___
...	50	DECIDE YOUR TRANSFER			0	70	50	40	___
...	60	DECIDE YOUR TRANSFER			0	70	60	40	___
...	70	DECIDE YOUR TRANSFER			0	70	70	40	___

[For anonymous players]:

○  
no  
loss

<b><u>Player X1</u></b> ○									
<b><u>Player X2</u></b> ●									
I TRANSFER TO <b><u>Player X2</u></b>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
IF <b><u>Player X2</u></b> DECIDED TO GIVE YOU... (CONDITIONAL)					<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
...	0	DECIDE YOUR TRANSFER			0	70	0	40	___
...	10	DECIDE YOUR TRANSFER			0	70	10	40	___
...	20	DECIDE YOUR TRANSFER			0	70	20	40	___
...	30	DECIDE YOUR TRANSFER			0	70	30	40	___
...	40	DECIDE YOUR TRANSFER			0	70	40	40	___
...	50	DECIDE YOUR TRANSFER			0	70	50	40	___
...	60	DECIDE YOUR TRANSFER			0	70	60	40	___
...	70	DECIDE YOUR TRANSFER			0	70	70	40	___

○  
no  
loss

<b><u>Player X2</u></b> ○									
<b><u>Player X1</u></b> ●									
I TRANSFER TO <b><u>Player X1</u></b>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		0	10	20	30	40	50	60	70
IF <b><u>Player X1</u></b> DECIDED TO GIVE YOU... (CONDITIONAL)					<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
...	0	DECIDE YOUR TRANSFER			0	70	0	40	___
...	10	DECIDE YOUR TRANSFER			0	70	10	40	___
...	20	DECIDE YOUR TRANSFER			0	70	20	40	___
...	30	DECIDE YOUR TRANSFER			0	70	30	40	___
...	40	DECIDE YOUR TRANSFER			0	70	40	40	___
...	50	DECIDE YOUR TRANSFER			0	70	50	40	___
...	60	DECIDE YOUR TRANSFER			0	70	60	40	___
...	70	DECIDE YOUR TRANSFER			0	70	70	40	___

## 4<sup>th</sup> game (soli + shock)

####... control group

####... treated group

We will now start with the fourth game. It is the very same as the second game, which we played before.

[Hang up Poster with decision sheet of second game again]

Everyone starts with 200 pesos in the beginning. Again, we have a bag with two white balls and one red ball in it. Each member of a group of three people will draw a ball from this bag. The player that draws the red ball, loses 200 pesos.

We would ask you again to decide your transfer if your friend draws the red ball and your transfer if Player X draws the red ball. We would also like you to guess how much they would transfer to you, if you draw the red ball. You will receive 10 pesos extra for each correct guess.

Are there any questions regarding the fourth game? [WAIT SOME SECONDS AND ANSWER QUESTIONS]

Now we would like to ask you some questions to see if you understand the game.

What is the maximum amount of money you can earn in this game?	[ANSWER: 220]
What is the minimum amount of money you can win in this game?	[ANSWER: 0]
What is the highest amount you can transfer to the other player?	[ANSWER: 70]
What is the least amount of money you can transfer to the losing player?	[ANSWER: 0]
How much does the losing player earn, if the other two other players transfer nothing?	[ANSWER: between 0, 10 or 20]

[PROCEED WHEN PARTICIPANTS SHOW THAT THEY HAVE UNDERSTOOD THE GAME]

We now distribute the decision sheets for the fourth game.

The fourth game is similar to the second game that we played earlier. But this time, the group of three persons starts with a total amount of 400 pesos. However, there is a two-thirds chance, i.e. two out of three times, of losing 200 pesos of this initial amount. Whether the group can keep the 400 pesos for the rest of the game is decided by drawing balls from the opaque bag. This time, there are two red balls and one white ball in the bag. I will now go to each group of three people and the person sitting on the far left side draws a ball for the whole group. If this person draws a red ball, the group loses 200 pesos and starts with 200 pesos

instead of 400 pesos. If, instead, this person draws a white ball, the group starts with 400 pesos. After this procedure, some groups will commence the actual game with 400 pesos and others with 200 pesos. Each group has the same chance of losing the 200 pesos in the beginning, as I always put the ball back into the bag. Note that I cannot influence the outcome of the draw. We will now begin drawing balls for each group.

[GO TO EACH GROUP AND DRAW A BALL VISIBLY FOR ALL GROUP MEMBERS. MAKE SURE THEY REALIZE THAT THE DRAW WAS CONDUCTED IN A FAIR WAY. REPEAT THIS PROCEDURE FOR ALL GROUPS OF THREE PEOPLE IN THE ROOM. GIVE NON-ANONYMOUS PLAYERS A RED PIECE OF PAPER SO THAT THEY REMBER THAT THEY START THE GAME WITH 200 PESOS. A WHITE PEACE OF PAPER INDICATES THAT THEY START THE GAME WITH 400. ANONYMOUS PLAYERS DO NOT RECEIVE A PIECE OF PAPER, SINCE THEY DO NOT KNOW WITH HOW MUCH MONEY THEY START THE GAME.]

Now that we have finished drawing balls from the bag, there are some groups that start with 400 pesos in this game, and some that start with 200 pesos. There is one thing to mention. The anonymous players do not know in what group they are. [point to left-hand side where anonymous players sit] Therefore they also do not know if they start the game with 200 or with 400 pesos. We now continue like in the second game.

[Hang up Poster with decision sheet of second game again]

Again, we have a bag with two white balls and one red ball in it. Each member of a group of three people will draw a ball from this bag. The player that draws the red ball, will lose 200 pesos. So, when you start with 200 pesos in this game and draw a red ball, you begin with zero pesos. When you started with 400 pesos and draw a red ball, you commence with 200 pesos. We would ask you again to decide your transfer if your friend draws the red ball and your transfer if Player X draws the red ball. We would also like you to guess how much they would transfer to you, if you draw the red ball. You will receive 10 pesos extra for each correct guess.

Are there any questions regarding the fourth game? [WAIT SOME SECONDS AND ANSWER QUESTIONS]

Now we would like to ask you some questions to see if you understand the game.

What is the maximum amount of money you can earn in this game?	[ANSWER: 220 if group drew red ball, 420 if group drew white ball]
What is the minimum amount of money you can win in this game?	[ANSWER: 0 if group drew red ball, 200 if group drew white ball]
What is the highest amount you can transfer to the other player?	[ANSWER: 70]
What is the least amount of money you can transfer to the losing player?	[ANSWER: 0]
How much does the losing player earn, if the other two other players transfer nothing?	[ANSWER: between 0, 10 or 20 if red ball, 200, 210 or 220 if group drew white ball]

[PROCEED WHEN PARTICIPANTS SHOW THAT THEY HAVE UNDERSTOOD THE GAME]

We now distribute the decision sheets for the fourth game.

### [Priming Stage]

Now our Assistants will come to you to conduct a short questionnaire.

[Priming will be randomly assigned at group level (groups of three people) and involves conducting a short survey. We have three questionnaires: positive priming, negative priming and neutral priming.]

## 5<sup>th</sup> game (primed soli + beliefs)

We will now start with the fifth game. It is the very same as the second game, which we played before.

[Hang up Poster with decision sheet of second game again]

Everyone starts with 200 pesos in the beginning. Again, we have a bag with two white balls and one red ball in it. Each member of a group of three people will draw a ball from this bag. The player that draws the red ball, loses 200 pesos.

We would ask you again to decide your transfer if your friend draws the red ball and your transfer if Player X draws the red ball. We would also like you to guess how much they would transfer to you, if you draw the red ball. You will receive 10 pesos extra for each correct guess.

Are there any questions regarding the fourth game? [WAIT SOME SECONDS AND ANSWER QUESTIONS]

Now we would like to ask you some questions to see if you understand the game.

What is the maximum amount of money you can earn in this game?	[ANSWER: 220]
What is the minimum amount of money you can win in this game?	[ANSWER: 0]
What is the highest amount you can transfer to the other player?	[ANSWER: 70]
What is the least amount of money you can transfer to the losing player?	[ANSWER: 0]
How much does the losing player earn, if the other two other players transfer nothing?	[ANSWER: between 0, 10 or 20]

[PROCEED WHEN PARTICIPANTS SHOW THAT THEY HAVE UNDERSTOOD THE GAME]

We now distribute the decision sheets for the fifth game.



## 6<sup>th</sup> game (primed spite)

In this game, you are no longer in the same groups you were before. Now you will be playing with a random participant from this room, **but not one of your friends you came here with initially**. In this game, you will be called Player A and the other player will be called player B.

[EXPLAIN AND SHOW WITH HELP OF DECISION SHEET ON POSTER]

Which option do you prefer?			
I want to choose...	<b>Option 1</b> <input type="checkbox"/>	<b>Option 2</b> <input type="checkbox"/>	<b>Option 3</b> <input type="checkbox"/>
which reduces Player B's income by:	0	40	160
which costs me:	0	10	40
According to your opinion, what option does the other player pick?	<b>Option 1</b> <input type="checkbox"/>	<b>Option 2</b> <input type="checkbox"/>	<b>Option 3</b> <input type="checkbox"/>

You and Player B both receive 200 pesos in the beginning. In this game, you can decide to reduce Player B's income or not. The reduction of player B's income will cost one peso per four peso you want to reduce his or her money. This time you can decide between three options, 1, 2 and 3. You can either reduce Player B's income by zero pesos at the cost of zero pesos (Option 1), reduce Player B's income by 40 pesos at the cost of 10 pesos (Option 2) or reduce Player B's income by 160 pesos at the cost of 40 pesos (Option 3). Remember that both of you make the same type of decision and thereby influence each other's income. For example, if both of you choose Option 1, both of you will earn 200 pesos in this game. If both of you choose Option 2, both of you get 150 pesos in this game (because each player has to pay 10 pesos, minus the reduced income of 40 pesos). If both of you choose Option 3, both of you will get no money from this game (because each player has to pay 40, minus the income reduction by 160). You do not know Player B's decision and Player B does not know yours.

**It is very important to keep in mind that the decisions are absolutely private and that your decision will not be shown to anybody else.**

We would also like to ask you what you believe which option the other player picks. If you guess correctly, you will receive 10 pesos.

Before we hand out the decision sheets, we would like to ask you some questions to see if you have understood the game.

[TEST QUESTIONS: EACH ASSISTANT ASKS MEMBERS OF THE RESPECTIVE GROUP SEPARATELY. PROCEED IF ALL PARTICIPANTS SHOW THAT THEY UNDERSTAND THE GAME AND CAN ANSWER THE FOLLOWING QUESTIONS CORRECTLY]

How much do you have to pay in <b>option 1</b> ?	[ANSWER: 0]
How much does the other player lose if you choose <b>option 1</b> ?	[ANSWER: 0]
How much do you lose, if your co-player chooses <b>option 2</b> ?	[ANSWER: 40]
How much do both players get from this game, if both choose <b>option 3</b> ?	[ANSWER: 0]
How much do you receive for guessing the other persons decision correctly?	[ANSWER: 10]

## Randomization of show-up fee

We have now finished with our games for today. Now we would like to give you a present. As you may recall, you receive 100 pesos for showing up today, regardless of your decisions in the games. We would like to increase this show-up fee. However, the size of the increase is determined by a random generator. You can get an additional amount between 0 and 50 pesos in steps of ten. This means that your show up fee is going to be somewhere between 100 pesos and 150 pesos.

## Survey and pay-out

We will now determine the games that we will use to compute the money that you will get. Therefore, we draw balls from the opaque bag again. The balls have numbers from 1 to 6 on them. The number we draw determines which game is relevant for your earnings today. [SHOW BAG AND BALLS AND DRAW BALLS VISIBLE TO EVERYBODY]

[IF GAME ONE IS DETERMINED TO BE PAID OUT]

We will now determine which of the three lotteries will be paid out. Therefore, we use our opaque bag again and balls with numbers from 1 to 3 on them [SHOW BALLS AND BAG AGAIN AND DRAW]. Now we will determine, which of the decisions you made regarding this lottery will be used to determine the pay-out. We use a random generator that selects the relevant line of the lottery choices. [USE RANDOM GENERATOR TO DETERMINE RELEVANT LINE]

[IF GAME 2-5 IS DETERMINED TO BE PAID OUT]

We will now determine the losing player of each group. Our assistants will go to each group and let every participant draw one ball from the opaque bag. The person that draws a red ball, is determined to be the one that loses 200 pesos. Remember, there are two white balls, and one red ball in the bag. [SHOW BALLS AND PUT THEM IN THE BAG]. We will now start drawing balls from the bag.

Now we would like to conduct a survey with you. [Assistants conduct surveys individually]

We will now give you your earnings. Please stay seated for now and wait until your player number is called, then come to see Lukas at the front of the room. Please take your tag with the player number on it with you and give it back to us. Make sure that you take all your belongings with you when you depart from the room.

[Call each participant separately to the front to receive winning. Let participant sign a receipt and put the receipt somewhere safe. Put the money in an envelope, close it, and hand it to the participant. Make sure the participants leave the area and do not witness the pay-off given to other participants.]  
[Thank everyone and say goodbye]