

Experimental Materials
Experiment Instructions – Double-Blind Procedure

Instructions for Players A

Thank you for coming. Each of you will receive a \$5 show-up fee, to be paid in cash at the end of the session. You will now have a chance to earn additional money.

The purpose of this session is to study how people make decisions in a particular situation. From now until the end of the session, unauthorized communication of any nature with other participants is prohibited. If you violate this rule we will have to exclude you from the experiment and from all payments. If you have a question, please raise your hand and we will come to you to answer your question privately.

During the session you will participate in a game that gives you the opportunity to earn money. The game concerns two players, Player A and Player B. In the game, Player A chooses one of the six available options. Each player then receives the payment specified in the chosen option. Thus, the option Player A chooses will determine his/her payment as well as that of the player B he/she is matched with. The game is played only once. Here are the 6 options.

If A chooses ``Option 1," then A receives \$20.00 and B receives \$0.00.
If A chooses ``Option 2," then A receives \$18.00 and B receives \$2.00.
If A chooses ``Option 3," then A receives \$16.00 and B receives \$4.00.
If A chooses ``Option 4," then A receives \$14.00 and B receives \$6.00.
If A chooses ``Option 5," then A receives \$12.00 and B receives \$8.00.
If A chooses ``Option 6," then A receives \$10.00 and B receives \$10.00.

Every participant has been assigned randomly to a role. Everyone in this room is a Player A. Each of you in this room will be randomly paired with a Player B in another room. You will not be paired with anyone in this room during the experiment. This experiment is structured so that no one, neither the experimenters nor the other subjects nor anyone else will ever know the personal decision or earnings of anyone in the experiment. This is accomplished by the following procedure.

As a Player A, you will be given a small envelope with ten \$2 coins. Then, one at a time, you will go to a decision room, which is just down the hallway. Once there you are asked to make your decision in complete privacy. You will take out as many of the \$2 coins as you wish to keep and put them away. You will leave the \$2 coins that you want to give to Player B in the small envelope. Then you will put the small envelope in a manila envelope which will be provided in the decision room, and place it in the box outside the decision room. This procedure ensures that neither the experimenter nor anybody else learns your decision.

After you have made your choice, you will be privately paid a \$5 show-up fee. You will also keep your earnings from the game. Each Player B will see the choice of the Player A he/she has been matched with. Each Player B will then be paid a \$5 show-up fee plus his or her earnings from the game. Once you have been paid you are free to leave. Thank you for participating. Are there any questions?

Instructions for Players B

Thank you for coming. Each of you will receive a \$5 show-up fee, to be paid in cash at the end of the session. You will now have a chance to earn additional money.

The purpose of this session is to study how people make decisions in a particular situation. From now until the end of the session, unauthorized communication of any nature with other participants is prohibited. If you violate this rule we will have to exclude you from the experiment and from all payments. If you have a question, please raise your hand and we will come to you to answer your question privately.

During the session you will participate in a game that gives you the opportunity to earn money. The game concerns two players, Player A and Player B. In the game, Player A chooses one of the six available options. Each player then receives the payment specified in the chosen option. Thus, the option Player A chooses will determine his/her payment as well as that of the player B he/she is matched with. The game is played only once. Here are the 6 options.

If A chooses ``Option 1," then A receives \$20.00 and B receives \$0.00.

If A chooses ``Option 2," then A receives \$18.00 and B receives \$2.00.

If A chooses ``Option 3," then A receives \$16.00 and B receives \$4.00.

If A chooses ``Option 4," then A receives \$14.00 and B receives \$6.00.

If A chooses ``Option 5," then A receives \$12.00 and B receives \$8.00.

If A chooses ``Option 6," then A receives \$10.00 and B receives \$10.00.

Every participant has been assigned randomly to a role. Everyone in this room is a Player B. Each of you in this room will be randomly paired with a Player A in another room. You will not be paired with anyone in this room during the experiment.

Players A were given a small envelope with ten \$2 coins. They could take out as many of the \$2 coins as they wished to keep and left the \$2 coins that they wanted to give to Player B in the small envelope. These small envelopes were put in a manila envelope to make them indistinguishable. As a Player B, you will see the choice of your randomly matched Player A.

We will ask each of you to go one at a time to draw a manila envelope with Player A's decision inside. After you have selected an envelope, please proceed to the payment desk just outside the room. You will then be privately paid a \$5 show-up fee plus your earnings from the game. Once you have been paid you are free to leave. Thank you for participating. Are there any questions?

Experiment Instructions – Single-Blind Procedure

Instructions for Players A

Thank you for coming. Each of you will receive a \$5 show-up fee, to be paid in cash at the end of the session. You will now have a chance to earn additional money.

The purpose of this session is to study how people make decisions in a particular situation. From now until the end of the session, unauthorized communication of any nature with other participants is prohibited. If you violate this rule we will have to exclude you from the experiment and from all payments. If you have a question, please raise your hand and we will come to you to answer your question privately.

During the session you will participate in a game that gives you the opportunity to earn money. Immediately upon completion of the session we will pay you your total game earnings in cash. Earnings are confidential: only you and the experimenter will know the amount of money you make.

The game concerns two players, Player A and Player B. In the game, Player A chooses one of the six available options. Each player then receives the payment specified in the chosen option. Thus, the option Player A chooses will determine his/her payment as well as that of the player B he/she is matched with. The game is played only once. Here are the 6 options.

If A chooses ``Option 1," then A receives \$20.00 and B receives \$0.00.
If A chooses ``Option 2," then A receives \$18.00 and B receives \$2.00.
If A chooses ``Option 3," then A receives \$16.00 and B receives \$4.00.
If A chooses ``Option 4," then A receives \$14.00 and B receives \$6.00.
If A chooses ``Option 5," then A receives \$12.00 and B receives \$8.00.
If A chooses ``Option 6," then A receives \$10.00 and B receives \$10.00.

Every participant has been assigned randomly to a role. Everyone in this room is a Player A. Each of you in this room will be randomly paired with a Player B in another room. You will not be paired with anyone in this room during the experiment. You will not know your partner's identity, nor will they know yours. Furthermore, these identities will not be revealed after the session is completed.

As a Player A, you will be given a Decision Form. Please indicate the option you wish to choose by circling it on the decision form. After you have made your choice, you will be privately paid a \$5 show-up fee plus your earnings from the game. Each Player B will see the choice of the Player A he/she has been matched with. Each Player B will then be paid a \$5 show-up fee plus his or her earnings from the game.

When you are finished please wait quietly. We will ask each of you to go one at a time to the payment desk just outside the room where you will be paid privately. Once you have been paid you are free to leave. Thank you for participating. Are there any questions?

Instructions for Players B

Thank you for coming. Each of you will receive a \$5 show-up fee, to be paid in cash at the end of the session. You will now have a chance to earn additional money.

The purpose of this session is to study how people make decisions in a particular situation. From now until the end of the session, unauthorized communication of any nature with other participants is prohibited. If you violate this rule we will have to exclude you from the experiment and from all payments. If you have a question, please raise your hand and we will come to you to answer your question privately.

During the session you will participate in a game that gives you the opportunity to earn money. Immediately upon completion of the session we will pay you your total game earnings in cash. Earnings are confidential: only you and the experimenter will know the amount of money you make.

The game concerns two players, Player A and Player B. In the game, Player A chooses one of the six available options. Each player then receives the payment specified in the chosen option. Thus, the option Player A chooses will determine his/her payment as well as that of the player B he/she is matched with. The game is played only once. Here are the 6 options.

If A chooses "Option 1," then A receives \$20.00 and B receives \$0.00.
If A chooses "Option 2," then A receives \$18.00 and B receives \$2.00.
If A chooses "Option 3," then A receives \$16.00 and B receives \$4.00.
If A chooses "Option 4," then A receives \$14.00 and B receives \$6.00.
If A chooses "Option 5," then A receives \$12.00 and B receives \$8.00.
If A chooses "Option 6," then A receives \$10.00 and B receives \$10.00.

Every participant has been assigned randomly to a role. Everyone in this room is a Player B. Each of you in this room will be randomly paired with a Player A in another room. You will not be paired with anyone in this room during the experiment. You will not know your partner's identity, nor will they know yours. Furthermore, these identities will not be revealed after the session is completed.

Players A were given a Decision Form. After a Player A had indicated his/her choice on the form, the experimenter paid him/her a \$5 show-up fee plus his/her earnings from the game. As a Player B, you will see the choice of your randomly matched Player A.

We will ask each of you to go one at a time to draw an envelope with Player A's decision inside. After you have selected an envelope, please proceed to the payment desk just outside the room where you will open the envelope. You will then be privately paid a \$5 show-up fee plus your earnings from the game. Once you have been paid you are free to leave. Thank you for participating. Are there any questions?

Decision Form

Option	Player A's Earnings	Player B's Earnings
Option 1	\$20	\$0
Option 2	\$18	\$2
Option 3	\$16	\$4
Option 4	\$14	\$6
Option 5	\$12	\$8
Option 6	\$10	\$10

As a Player A, I choose (Please circle only one):

Option 1 Option 2 Option 3 Option 4 Option 5 Option 6