Online supplementary materials

These are the Online supplementary materials for the paper titled "Revisiting strategic versus non-strategic cooperation" authored by Ernesto Reuben and Sigrid Suetens.

Instructions

These are the instructions for the *Main* treatment. The instructions for other treatments are very similar and are available from the authors upon request.

General

You are participating in an experiment on economic decision making and will be asked to make a number of decisions. If you follow the instructions carefully, you can earn money. At the end of the experiment, you will be paid your earnings in private and in cash.

You are not allowed to communicate with other participants. If you have a question, raise your hand and one of us will help you.

During the experiment your earnings will be expressed in points. Points will be converted to EUR at the following rate: *10 points = €1.50*.

The experiment is *strictly anonymous*: that is, your identity will not be revealed to others and the identity of others will not be revealed to you.

In the experiment, participants will be randomly divided into groups of 2 participants. You will therefore be in a group with one other participant. The composition of the groups will *remain the same during the entire experiment*.

In each group, one participant will be randomly assigned to the *first mover* position. The other participant in the group will be in the *second mover* position. Your position as first or second mover will remain the same during the entire experiment.

Your decision in each period

The experiment is divided into periods. In each period, both the first and the second mover make a choice between option A and option B. The first mover makes his/her decision first. Thereafter the second mover makes his/her decision. The following table shows what the first and second movers earn (in points) depending on their choices:

	first mover's earnings	second mover's earnings
both choose A	22	22
first mover chooses A and the second mover chooses B	10	33
first mover chooses B and the second mover chooses A	33	10
both choose B	15	15

Number of Periods

For each group, the number of periods in the experiment is determined **randomly**. In each period, the computer uses its random number generator to determine whether that period was the last period of the experiment or whether the experiment continues. In every period, the probability that the experiment continues is 60% and the probability that the experiment ends is 40%.

After each period, you will receive feedback concerning the decision of the other participant in your group and on your earnings.

The decision of the first mover

In each period, the first mover makes his/her decision in each of the two following situations:

- Do you choose A or B if the current period *is not* the final period (in other words the experiment proceeds to a next period)?
- Do you choose A or B if the current period *is* the final period (in other words the experiment does not proceed)?

If the result of the coin toss is that the experiment continues (heads), then earnings in that period will depend on the answer to the first question. If the result of the coin toss is that the experiment ends (tails), then earnings depend on the answer to the second question.

The decision of the second mover

In each period, the second mover makes his/her decision in each of the four following situations:

- *If the first mover chooses A:* Do you choose A or B if the current period *is not* the final period (in other words the experiment proceeds to a next period)?

- *If the first mover chooses A:* Do you choose A or B if the current period *is* the final period (in other words the experiment does not proceed)?
- *If the first mover chooses B:* Do you choose A or B if the current period *is not* the final period (in other words the experiment proceeds to a next period)?
- *If the first mover chooses B:* Do you choose A or B if the current period *is* the final period (in other words the experiment does not proceed)?

If the result of the random draw is that the experiment continues and the first mover chooses A, earnings will depend on the answer to the first question. If the result of the random draw is that the experiment ends and the first mover chooses A, earnings will depend on the answer to the second question. If the result of the random draw is that the experiment continues and the first mover chooses B, earnings will depend on the answer to the third question. If the result of the random draw is that the experiment ends and the first mover chooses B, earnings will depend on the answer to the fourth question.