

## Appendix A: Experimental instructions of the StuLab, CitLab, and CitHome experiments

This appendix contains the instructions used in the StuLab, CitLab and CitHome experiments. The instructions are translated from Dutch. The sentences between curly brackets are omitted in the CitHome experiment.

Dear participant,

Welcome to this study of Tilburg University. Before the experiment begins, we would like to tell you two things. First, your participation is fully anonymous. You will never be required to give your name during this experiment. Second, researchers are not permitted to lie to participants in a study. These instructions are written truthfully.

- You have received a transparent envelope. The transparent envelope contains a card and two notes of €5.
- As you can see, the transparent envelope is addressed to someone else. A while ago, this person did some voluntary work for Tilburg University. This envelope is a thank you for the volunteer.

### The procedure

- You have randomly taken the transparent envelope in front of you from a pile of envelopes. All transparent envelopes in this pile are addressed to volunteers of Tilburg University.
- More participants are taking part in this study. Like you, they have also randomly taken a transparent envelope from this pile. However, the number of envelopes from this pile is greater than the total number of participants. Some envelopes will therefore be left over. These will be sent by Tilburg University to the addressed volunteers.
- {As soon as you have finished reading these instructions carefully, you may leave. Please take the transparent envelope with you.}

### **The experiment**

- Please decide whether or not you are going to send the transparent envelope to the addressed volunteer.
- {When you have left the laboratory (with the transparent envelope),} please execute your decision. (If you want to send the envelope, you have to do that yourself. We cannot do this for you.)

### **Anonymity**

- Your participation in this study is fully anonymous.
- We can verify the total number of transparent envelopes that has been sent by all participants of this study. However, in no way can we make a link between you personally and the transparent envelope which you have taken (randomly) from the pile.

{You are now kindly requested to leave the laboratory. Please take the transparent envelope with you. Thank you for your participation.}

## Appendix B: Additional analyses

On average, subjects in CitLab took the longest to return an envelope: 5.05 days. In StuLab this was the shortest, with 4.00 days. Return times in CitHome and CitField were, on average 6.25 days and 4.74 days respectively.

**Result B1** The return time of envelopes differs across the four experiments.

**Support for Result B1:** A Kruskal-Wallis test rejects the hypothesis of an equal return time ( $N_1 = 43, N_2 = 41, N_3 = 31, N_4 = 35, p = 0.03$ ). Only envelopes are included that contain money. The difference in delivery time stems from the StuLab treatment. It has significant differences compared to CitLab (Mann-Whitney test,  $N_1 = 43, N_2 = 41, p = 0.01$ ), CitHome ( $N_1 = 43, N_2 = 31, p = 0.03$ ), and CitField ( $N_1 = 43, N_2 = 35, p = 0.01$ ). Mann-Whitney tests across the other experiments show no significant results. Including also the envelopes returned without money gives similar results. ■

In CitField only, an envelope that is returned can be linked to the address where it is ‘misdelivered’. The following is observed:

**Result B2** In CitField, there is a correlation between returning an envelope and the physical distance between subject and volunteer.

**Support for Result B2:** A Spearman’s correlation test between returning an envelope and physical distance has a value of  $-0.22$ , and is significant ( $N = 80, p = 0.05$ ). ■

Twenty of the 35 money envelopes that were returned in CitField were delivered personally. Fifteen were delivered by mail. The following is observed:

**Result B3** Conditional on returning an envelope, there is a significant correlation between returning an envelope personally and the physical distance between subject and volunteer.

**Support for Result B3:** A one-sided Spearman's correlation test between physical distance and returning an envelope personally has a value of  $-0.53$ , and is significant ( $N = 35, p < 0.01$ ). ■