

Appendix A: Instructions (treatment 3C)

Thank you for participating in this session. The purpose of this experiment is to study how people make decisions in a particular situation. Feel free to ask us questions as they arise, by raising your hand. Please do not speak to other participants during the experiment.

You will receive CHF 10, as a show-up fee for participating in this session. You may also receive additional money, depending on the decisions made (as described below). Upon completion of the session, this additional amount will be paid to you individually and privately.

During the session, you will be grouped with two other people. However, no participant will ever know with whom he or she is grouped.

Decision tasks The amount of money you earn depends on the decisions made in your group. In each group, one person will have the role of A, and the other two will have the role of B. There are 2 types for B; call these LOW and HIGH. The chance that a B type is LOW is $2/3$ and the chance that the B type is HIGH is $1/3$. The computer will roll a six-sided die and show the outcome on B's waiting screen: if the die comes up 1, 2, 3, or 4 then B is LOW and if the die comes up 5 or 6 then B is HIGH. Thus, the chance that in your group

- That both B's are LOW is $4/9$ (44 %)
- That one B is LOW and one B is HIGH is $4/9$ (44 %)
- That both B's are HIGH is $1/9$ (11 %)

A does not know B's type.

On the decision screen, each person A will first indicate with which B (either Person 2 or Person 3) he or she wishes to be paired. The B who is NOT chosen by A will receive CHF 5 but not interact with A anymore. The B who is chosen by A will proceed with A through the session.

After choosing the paired B, each person A then will indicate whether he or she wishes to choose IN or OUT. If A chooses OUT, both A and the paired B receive CHF 10 (in addition to the show-up fee).

We will then convey to each B the choice made by the A with whom he or she is paired. If A chose OUT, B has no choice to make. If A has chosen IN, B will indicate whether he or she wishes to ROLL.

If A chooses IN and B chooses DON'T ROLL, A receives CHF 14 and B receives CHF 14. If A chooses IN and B chooses ROLL, the result depends on B's type. If B is the LOW type and chooses ROLL, then A receives CHF 0 and B receives CHF 20. If B is the HIGH type and chooses ROLL, then B receives CHF 20 and the outcome of the second roll of a 6-sided die determines A's payoff. If the die comes up 1, A receives CHF 0; if the die comes up 2–6, A receives CHF 24. (All of these amounts are in addition to the CHF 10 show-up fee.) The information is summarized in Fig. 1.

	A receives	B receives
A chooses OUT	\$10	\$10
A chooses IN and:		
B is LOW type and chooses DON'T ROLL	\$14	\$14
B is LOW type and chooses ROLL	\$0	\$20
B is HIGH type and chooses DON'T ROLL	\$14	\$14
B is HIGH type and chooses ROLL, die = 1	\$0	\$20
B is HIGH type and chooses ROLL, die = 2,3,4,5, or 6	\$24	\$20

Fig. 1 Payoff matrix

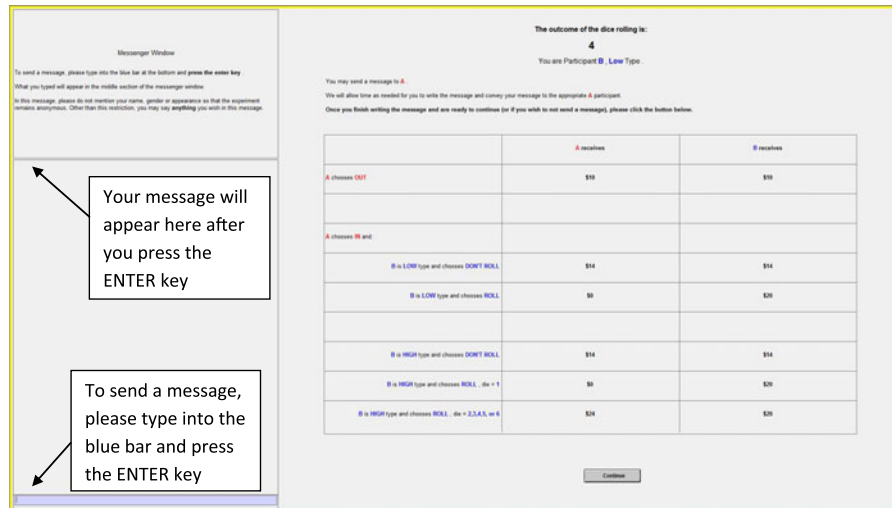


Fig. 2 B's messenger window

A message Prior to the decisions by A and his or her paired B, B participants have an option to send a message to A. Each B is provided with a messenger window on the left side of the screen, in which a message can be written, if desired. To send a message, please type into the blue bar at the bottom and press the ENTER key. When you press the ENTER key, what you typed will appear in the middle section of the messenger window. It is important to press the ENTER key to record your message. If you forget to press ENTER, A will not see your message. We will allow time as needed for people to write messages. We will convey this message to the appropriate A participant and then A and B will proceed as described above.

In these messages, no one is allowed to mention their name, gender, or appearance so that the experiment remains anonymous. Other than this restriction, the Bs may say *anything* they wish in their messages.

An example of B's messenger window is shown in Fig. 2.

Are there any questions?

Appendix B: Messages in the communication treatments

Following C&D (2011), we consider both HR (promises to be high type and choose Roll) and PH (claims to be high type with no promise about the action) as HR-message type. The LD-message type includes LD (reveals to be low type and promises to choose Don't Roll) and PD (promises to choose Don't Roll without disclosing her type). Our NP-message type contains PL (claims to be low with no promise about the action), PR (promises to roll without disclosing the type), E (empty talk) and N (no message).¹

¹In the coding table of C&D (2011), messages that contain implicit promises are separately coded as ILD and IHR, and messages that promise not to be selfish are coded as PNS. Since C&D classified both ILD and PNS as LD-message and IHR as HR-message when analyzing the messages in the paper, we asked coders directly coded these messages as either HR or LD type. Also, C&D put PL into the Other-message category and considered E and N messages to be Silence-message. We combined PL, PR (C&D had no observation on this category), E, and N messages into one category and labeled it as NP-message in the paper.

Table 1 Treatment 2C-NDR

Treatment	ID (B)	Type	A choice	B choice	Message	Class
2C-NDR	1	L	IN	D	hi! I'm unfortunately LOW type but I will choose DON'T ROLL... I'm not cheating... you can be sure I'm choosing DON'T ROLL	LD
2C-NDR	2	H	IN	R	roll b high, choose in	HR
2C-NDR	3	L	IN	R		N
2C-NDR	4	L	IN	D	Hi A, im the low type of B, so if you choose In, i'll chose don't roll	LD
2C-NDR	5	H	IN	R	Nice, I'm the high type and I'll of course chose roll. So the two of us will gain 20 CHF.	HR
2C-NDR	6	L	IN	R	hey again! luckily i am high, so if you choose to be in we can both go home with an extra 20CHF ;)	HR
2C-NDR	7	H	IN	R	We're lucky, my type is high. Please stay in, then I will roll, so we can both get 20..I know I could be lying but I'm not. Bye	HR
2C-NDR	8	L	IN	R	i'm participant b, low type	PL
2C-NDR	9	L	IN	D	I'm B low. Lets go for 14\$ each!	LD
2C-NDR	10	L	IN	D	My type is Low, but i am going to choose DON'T ROLL, if you choose IN. Then all in all we'll have the best profit.	LD
2C-NDR	11	L	IN	D	hey you should choose in	E
2C-NDR	12	L	OUT	-	i am b low	PL
2C-NDR	13	L	IN	D	Hello, we are not very lucky: I am the low type! to be...to say the truth ...so you chose IN and I will chose ROLL, no sorry, DONT ROLL and we will receive both 14 CHF in additional. okay: DONT ROLL. Bye	LD
2C-NDR	14	L	OUT	-	Okay i am B Low type, i will decide dont roll. so it would be better to choose in;) so i am ready lets go ;)	LD
2C-NDR	15	L	IN	R	the dice shows a 5 choose wisely	HR
2C-NDR	16	L	IN	D	My type is low, if you choose in, i will choose dont roll	LD
2C-NDR	17	H	OUT	-	The dice has rolled, and I'm high type so lets go for the 20 share for each Nothing more to say, please choose In, and so we both will get the 20 francs I'm clicking continue. Have a nice evening	HR
2C-NDR	18	L	IN	R	Hey i am low please choose IN	PL
2C-NDR	19	H	IN	R	!! I'am B HIGH!!! ROLL it ;)	HR
2C-NDR	20	L	IN	D	hey, I am low type and i will choose don't roll	LD

Table 1 (Continued)

Treatment	ID (B)	Type	A choice	B choice	Message	Class
2C-NDR	21	L	OUT	–	Hello Dear A I'm type LOW! So if you look at the table, you see that we can both earn 14\$ to the startup fee I will choose don't roll so that both of us can go home with 24\$ I will not choose ROLL, this would not be fair! So please choose IN to go home with 24\$. Thank you for your cooperation!	LD
2C-NDR	22	L	IN	R	Hello i am B High hm? thats it :)	HR
2C-NDR	23	L	IN	D	hi, I am low type, but I am going to divide equally so if you choose In we get both 14 instead of only 10	LD

Table 2 Treatment 2C-WDR

Treatment	ID (B)	Type	A choice	B choice	Message	Class
2C-WDR	1	L	IN	R	Hello* The highest payoff for the both of us is* if you choose IN, then I follow with don't roll, gives us both a payoff of 14* ¹	LD
2C-WDR	2	L	IN	D	i'm B high type, so i would choose in, because i will choose roll anyway, so the possibility (<i>possibility</i>) ² that you get 24 chf is pretty big, right?	HR
2C-WDR	3	L	IN	D	am low, so i guess i won't roll the dice, that would be mean cause you only get 10.- show-up fee choose IN	LD
2C-WDR	4	L	IN	R	choose IN ;) and both will take 14.- ?	LD
2C-WDR	5	H	IN	R	Looks we are lucky! Choose IN and you will get 24\$!!!	HR
2C-WDR	6	H	IN	R	i m (<i>I am</i>) b high type (die is 5) i'll roll if you choose in	HR
2C-WDR	7	H	IN	R	I am high type* it is best if you choose IN* then I will choose roll* then we can most probably get 24 and 20 francs*	HR
2C-WDR	8	H	IN	R	What have you chosen?	E
2C-WDR	9	H	IN	R	the dice showed up with a 5 (high type) the chances for a high outcome are better if you choose in I have got a 5, the chance for a higher outcome is greater if you choose in.*	PH

Table 2 (Continued)

Treatment	ID (B)	Type	A choice	B choice	Message	Class
2C-WDR	10	H	IN	R	im high type b, dice 5	PH
2C-WDR	11	H	IN	R	I am type B, high type, die 6. So it is the best for the both of us if you choose IN, then I will choose Roll, then you will get 24 and I 20.*	
2C-WDR	12	H	IN	R	I'm B high dice rolling 5	PH
2C-WDR	13	L	IN	D		N
2C-WDR	14	L	IN	D	I am participant B, Low Type. If you choose IN, I will choose DON'T ROLL. So we will both get 14 CHF.*	LD
2C-WDR	15	L	OUT	–	hey i'm high type you should get in	PH
2C-WDR	16	H	IN	R	I am B high* Thus, you have good chance to win.*	PH
2C-WDR	17	L	OUT	–	Sooo	E
2C-WDR	18	L	IN	R	hi I have high type	PH
2C-WDR	19	L	IN	D	I am LOW, if you choose IN, I will choose DON'T ROLL, I promise!*	LD
2C-WDR	20	L	IN	R	don't see anything important to write... you'll have to make your decision without any information	E
2C-WDR	21	L	IN	D	hi Im B and low type i will choose dont roll so we both have 14	LD
2C-WDR	22	L	IN	D	B and low....unfortunately it's up to you I prefer 14.00 rather than 10.00 if you choose IN, I promise you that I will choose DON'T ROLL so it's 14.00 for both of us	LD
2C-WDR	23	L	IN	R	hi Well... I can only say that I'm high and that I will roll If I could tell you for sure, I would... but I guess you just have to trust me! I mean if I wouldn't roll... the chance to win some money is quite low...	HR
2C-WDR	24	L	IN	D	hello good morning! how are you? i think you should choose IN so we both get our money, ok? we may not know us, but i think it is good to play fair, isn't it? so please choose IN, and we both get a good result. thanks and have a nice day.	E

¹The messages indicated with a star (*) are translated from (Swiss-) German

²The italic words in brackets are corrections of spelling mistakes in the original chat

Table 3 Treatment 3C

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	1	1	H	In	R	well, thanks for wishing me luck! i'm ready to share the money.	E
3C	1	2	L	Unpaired	Unpaired		N
3C	2	1	L	Unpaired	Unpaired	a choose me	E
3C	2	2	H	In	R	i'm high type i'll choose Roll if you choose IN	HR
3C	3	1	H	Unpaired	Unpaired	choose in!	E
3C	3	2	H	Out	-	hi, pick me and I'll choose don't roll*	PD
3C	4	1	L	In	Dr	is A a risky player? if not, you should always pick out, because theres more money to win :-) to tell you the truth, i am b low, so you woul (<i>would</i>) get 14 franks because i am a nice person but i dont expet (<i>expect</i>) you tor trust me:-) your choice ^^	LD
3C	4	2	L	Unpaired	Unpaired	i'm B low type	PL
3C	5	1	L	Unpaired	Unpaired		N
3C	5	2	L	Out	-		N
3C	6	1	L	Out	-	i am B and like to cooperate with you	LD
3C	6	2	H	Unpaired	Unpaired		N
3C	7	1	H	In	R	B High5, you in, I Roll!	HR
3C	7	2	L	Unpaired	Unpaired	hello a hope you make the right decisions;-) i'm a low type just to let you know	PL
3C	8	1	L	Out	-	, so we will both earn 14.-	E
3C	8	2	L	Unpaired	Unpaired	hi, hope you are fine. . . * are the two or the three of us in the chat now? . . . * It is somehow a bit complicated. . .but i wish you all good luck.*	E
3C	9	1	L	Out	-	i am type b, unfortunately only low type* my suggestion is that you pick me, then you choose IN and then I play don't roll* i am not fooling you, so do it really* we would both get 14.-* that would be great =)* hm. . .now i am going to woo you* I am sure you are a very kind person and will pick me, won't you? =)* ok, i have tried, do what you think is right =)*	LD

Table 3 (Continued)

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	9	2	L	Unpaired	Unpaired	i am low b*	PL
3C	10	1	L	Unpaired	Unpaired	Hello, let us both earn 14 CHF!	LD
3C	10	2	H	In	R	i'm b, high type dice: 5	PH
3C	11	1	L	Out	–	hi, i'm a high type so choose IN and i gonna ROLL, that's the best for both of us because (<i>because</i>) there's a 1/6 chance that i gonna roll a 1, which is very little. . . so it's gonna be higher than that for sure	HR
3C	11	2	H	Unpaired	Unpaired	it is going well* as i ve said im num 3!!!	E
3C	12	1	L	Unpaired	Unpaired	i'm low type, so go in but don't roll. 14.- each.	LD
3C	12	2	L	In	R	hello A here's B high so we should go for the roll so we make the most money	HR
3C	13	1	L	Unpaired	Unpaired	roll	PR
3C	13	2	L	Out	–	im (<i>I am</i>) low so i hope u can trust me and choose in, i will then choose dont roll im (<i>I am</i>) not after the 6 francs difference but after the feeling to have done something good today	LD
3C	14	1	L	Unpaired	Unpaired	I am B and low, if you A choose IN, I will pick don't roll, this makes 14 for both of us.*	LD
3C	14	2	H	In	R	im (<i>I am</i>) high type. if you trust me, we had a big change to earn a lot of money. So please choose in! i now you can't know if i don't lie. but try it	HR
3C	15	1	L	In	R	I am HIGH :)	PH
3C	15	2	L	Unpaired	Unpaired	Pick me :)* chose in and roll => CHF CHF CHF ;)	HR
3C	16	1	H	Out	–	Hi A b high type says hello ;) dice says 5 is it to maximate (<i>maximize</i>) our winnings we're lucky ;)	PH
3C	16	2	L	Unpaired	Unpaired	Hello A! for me the decision IN and DON'T ROLL is a win-win situation hence I will choose DON'T ROLL	LD
3C	17	1	L	Out	–	Hi there. I'm a B high type, so I will choose the option ROLL as you see you win a probability of 5/6 24 CHF So let me roll the die and we both will leave this room with a smile Thanks ähhh. . . shit I just now saw that the outcome of the dice rolling is 4 so you surely win 24 CHF :-))	HR

Table 3 (Continued)

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	17	2	L	Unpaired	Unpaired	<p>Hi, I am playing DONT ROLL You had a cjanc eto (<i>chance to</i>) get 24 if die reveals anything (<i>anything</i>) except 1 as I am hight (<i>high</i>) type if I play roll, I get 20 you had a chance to get 24 05. Ju parobability (<i>probability</i>) are u risk lover? it's not even risky if I even play roll, you still win 14 while with low type guy. it is just 0 so it's better to deal with high type guy and my type is HIGH in this case luckily again, if you choose the low guy, you may end up with 0. in case of high type guy you get at least 14 with probality (<i>probability</i>) 5/6 u should choose high type Person 3 is high type!!!!</p>	HR
3C	18	1	L	Unpaired	Unpaired	<p>I'm totally high :D just like a hippy B by the way Am I the only one speaking? blabla :d Love and Happiness all around If I were low, I'd totally go for don't roll 14 each is pretty cool, huh? trust me :D haha you won't believe me a thing anyway just do whatever you like</p>	E
3C	18	2	H	In	R	<p>Oh lucky guy, I am a High Type I am gonna go for ROLL best chance for money for both of us ;-) oh i see that the outcome of the dice rolling is already known as well its a 5. that would mean that you get the highest pay out :-) money money money haha choose wisely ;-)</p>	HR

Table 3 (Continued)

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	19	1	H	In	R	<p>Hi, I want to let you know that I am of high type</p> <p>So, I am going to play Roll next round and you are going to get either 24 or 0 franks (<i>francs</i>)</p> <p>I think it is better for you rather choosing D when you get only 14 franks</p> <p>you get either 24 with probabilitz (<i>probability</i>) 5 over 6 or 0, but this variant is verz (<i>very</i>) rare</p> <p>So, please choose me and I will guarantee the high payoff for both of us</p> <p>I see you have some doubts. . .</p> <p>I do not know how I am able to convince you that I am of high type</p> <p>No idea. . .</p> <p>I just beg you to choose me for both of us to earn money</p> <p>I do not want to waste such a chance</p> <p>Do you think that 14 for certainty is better? ?</p> <p>In this case me and you get onlz (<i>only</i>) 14 franks, compare to 24 for you with almost certainty and 20 for me</p> <p>It is not better, I think</p>	HR
3C	19	2	L	Unpaired	Unpaired		N
3C	20	1	L	In	DR	<p>ok, it was clear. . .I am low :(. . .</p> <p>Well, I am too honest to tell you something different. Ok, if you pick me, I will choose don't roll and we'll both get at least 14.. who knows if the other b. . .*</p>	LD
3C	20	2	H	Unpaired	Unpaired	<p>Hi A, we both have the same goal, so I suggest you choosing me IN, because I'm B High. So we both can get the most of it if we work together. The chance that the die will be 1 is pretty small and it's the only way that you can get 24 CHF. I'll</p>	HR
3C	21	1	H	Unpaired	Unpaired	<p>hey a, im (<i>I am</i>) high type with dice number 5, so good outcome for both of us =)</p> <p>i would choose roll, so you would get 24 chf and i 20!</p>	HR

Table 3 (Continued)

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	21	2	L	Out	–	it would be the best for both of us:) I'm sure the other b will tell you that he is high type 2, 3, 4, 5 or 6 :D I know that this sounds better but I wanted to be honest because in most cases it is better for both so I promise that I'll press dont roll :) otherwise we would be in a prisinors (<i>prisoners</i>) dilemma thats why I decided to tell the truth and as I said Ill pic (<i>pick</i>) dont roll promise so however you decide good luck and nice time at university :) maby (<i>maybe</i>) we will meet one day without knowing that we had this conversation :D	LD
3C	22	1	L	Unpaired	Unpaired	i am B low* if A is IN, I would be fair and choose don't roll*	LD
3C	22	2	H	In	R	I am a B HIGH and will choose ROLL.	HR
3C	23	1	H	In	R	high ;)	PH
3C	23	2	L	Unpaired	Unpaired	make sure to roll	PR
3C	24	1	L	Unpaired	Unpaired	hi A, let's have a good game together	E
3C	24	2	L	In	R	i am high type and will roll*	HR
3C	25	1	L	Out	–	I'm high (not drunk) ;-)) chose me I will roll so 5/6 possibility of win 1/6 of loss. hmm what else can I talk with you ?	HR
3C	25	2	L	Unpaired	Unpaired		N
3C	26	1	H	Out	–	if you chose me, you will win. . .	E
3C	26	2	L	Unpaired	Unpaired	yeah, high type, additional 24 francs are waiting for us*	HR
3C	27	1	L	Unpaired	Unpaired	hey i wont roll the die, take me	LD
3C	27	2	L	In	R	!!! :D	E
3C	28	1	L	In	R	i am b high type*	PH
3C	28	2	L	Unpaired	Unpaired		N
3C	29	1	H	Unpaired	Unpaired	hey. . . the chance that the outcome is 2, 3, 4, 5 or 6 is very high, then we would both earn a lot of money!!*	E
3C	29	2	H	In	R	i am high type and will roll*	HR
3C	30	1	L	In	DR	Hi A I'm going to choose don't roll, so we have both an outcome of 24 I think this is the best way today	LD

Table 3 (Continued)

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	30	2	L	Unpaired	Unpaired		N
3C	31	1	L	Out	–	it seems the most money we could make together...having pretty good chances but i bet its pretty hard to believe isnt it? :)	E
3C	31	2	L	Unpaired	Unpaired	If I were u I wouldn't roll so we can both take 14..	LD
3C	32	1	L	Out	–	...ok, well, I'd say pick me...it is really better :)* hey cool, I can write you messages endlessly long* you will earn more this way...it is true.*	E
3C	32	2	L	Unpaired	Unpaired	Hey A! I am B high, if you choose me, I will choose ROLL. So are you taking the risk of getting nothing with a probability of 1/6?*	HR
3C	33	1	L	Unpaired	Unpaired	Or, with a chance of 5/6 the maximum of 24., if I have understood it correctly. :D* hello someone at home? ah, no I get it I can not see what you actually want to say	E
3C	33	2	L	In	DR	hi A. im B. im a low type. lets do 50-50. :) o yeah...btw im pretty trustworthy.	LD
3C	34	1	H	Unpaired	Unpaired	hey its me ok u are a wait... i am b B B High so press ROLL its 5/6 chance that i get 20 and u 24 thats more than enough chance no risk no fun did u get that? im B HIGH so press ROLL its the best for us Cheers i'm gonna press continue now so i hope u press ROLL :) oh and yeah press IN!!	HR
3C	34	2	L	Out	–		N
3C	35	1	H	In	R	In??!!	E
3C	35	2	L	Unpaired	Unpaired		N
3C	36	1	L	In	DR	hey A, i am surely fair* i will make sure that also you get something, i promise* i am b high*	PH

Table 3 (Continued)

Treatment	Group	ID (B)	Type	A choice	B choice	Message	Class
3C	36	2	L	Unpaired	Unpaired		N
3C	37	1	L	In	DR	I m high type B. I m gonna choose dont roll. <lets have 14 That will be honest.)	LD
3C	37	2	H	Unpaired	Unpaired	hey ? hallo ? red rose*	E