Appendix 3 (Instructions)

1 Instructions (Public Officials in BG)

1.1 Introduction

You are now taking part in an economic decision making study. During the experiment you can earn money by receiving a fictitious currency called *"Mohar"*. We will pay you 200 *Mohars* for participating but you can earn additional money depending on the decisions you and the others make. All *Mohars* that you earn in the experiment will be exchanged into Rupees at the end of the experiment. The exchange rate is:

$$1\ Mohar\ \ = Rs\ \ 0.50$$

The experiment consists of several parts and a survey. Please follow the instructions carefully. If you have any questions please let us know by raising your hand. Your question will be answered by us in private.

Please note that communication between participants is strictly prohibited during the experiment. Further instructions will be provided at the beginning of each step of the experiment.

We will give each one of you an identity number. Please do not lose your identity number. This entire experiment is anonymous. We will sometimes form pairs of two participants. The matching of two participants has been randomly determined in advance. You will never be informed of the identity of the participant with whom you have been matched.

Please raise your hand if you have any question.

1.2 The Game

We have divided the total number of participants in this experiment session randomly into two equal groups: Citizens and Public Officials. All the participants in this room are Public Officials. All the Citizens are located in another room.

In this part each one of you is a "Public Official" and you are paired with a "citizen" who is in the other room. Each one of you will receive a booklet filled out by the citizen you are paired with. Nobody will ever be informed of the identity of the citizen he/she is paired with. Your task is to count the number of correct answers in their citizen's booklet. In order to do it, we provide you with the "SOLUTION MANUAL" which contains the list of correct answers to the problems.

The Citizen's Booklet

The citizen's booklet consists of simple math problem of the following type. It has boxes like this:

1.79	3.70	2.99
8.34	7.19	5.55
9.01	4.45	6.32

The citizen has to find a pair of numbers in the box which add up to 10. Having found the pair, they are required to encircle the corresponding numbers and put a tick into the box corresponding to "Got it". In this example note that only 4.45 and 5.55 add up to 10. The booklet will contain 20 such boxes. The identity number of the citizen is written on top of the booklet.

Your Task

The SOLUTION MANUAL given to you contains the correct answers to the problems. In each box the correct answers are underlined and bold. Your role is to find the number of correct answers in the citizen's booklet with the help of this SOLUTION MANUAL.

Description of the Game

Now please take a look at the figure attached to the instructions. You will be paid 400 *Mohars* for correcting the citizen's booklet in addition to the participation fee of 200 *Mohars* i.e. in total for this job you earn 600 *Mohars.* If the citizen solves at least ten box correctly then she "passes" the test and is entitled to a payment of 400 *Mohars* in addition to the participation fee of 200 *Mohars.* In case she is able to solve only less than ten boxes then she is eligible for a payment of 200 *Mohars* only and the game ends. However even if the citizen passes the test, you may ask from the citizen a bribe. Notice that if the citizen "passes" then she is eligible for a payment of 400 *Mohars* more than if she had not "passed". So you can ask for a maximum bribe of 400 *Mohars.* You may also choose not to ask for a bribe. If you do ask for a bribe the citizen may accept it or reject it. If she accepts then your earning equals the bribe amount plus 600 *Mohars.* The citizen's earning is 600 *Mohars* less the amount of bribe she paid. If she rejects then she earns only 200 *Mohars* and your earning is 600 *Mohars.* Note that you can ask bribe in multiples of 20 *Mohars* only. Citizen scores 13 in the matrix task. She is entitled to a payment of 600 *Mohars.* You demand a bribe of 200 for yourself. Citizen accepts it. Your earning is 600+200=800 *Mohars.* Her earning is 600-200=400 *Mohars.*

Citizen scores 13 in the matrix task. She is entitled to a payment of 600 *Mohars.* You demand a bribe of 350 for yourself. Citizen rejects it. Your earning is 600+0=600 *Mohars.* Her earning is 200+0=200 *Mohars.*

You can observe how much you earn for each of your decision from the figure below.

Game Begins

Now please grade the answersheet.

You will find a response sheet on the desk for you to fill up now.

Please mark whether Citizen has solved at least 10 boxes correctly or not.

Please write down how much, if at all, you want to demand as bribe.

Please put the paper in the envelope and seal it. We will collect envelopes from you one by one and hand it in to the corresponding Citizen.

If you have any questions regarding these instructions, please raise your hand. We will answer your questions in private.

In the meantime please fill out the survey questionnaire.

The response of the citizens have arrived. Check the envelope to see whether she has accepted your demand. Now calculate the total number of *mohars* that you have earned. In another envelope placed underneath the desk, you will find some money. You can take the money that you have earned. Remember that the exchange rate is 1 *Mohar= Rs. 0.50.*

You may leave the room now.

(Figure 1(a) was included)

2 Instructions (Citizens in BG)

2.1 Introduction

You are now taking part in an economic decision making study. During the experiment you can earn money by receiving a fictitious currency called *"Mohar"*. We will pay you 200 *Mohars* for participating but you can earn additional money depending on the decisions that you and the others make. All *Mohars* that you earn in the experiment will be exchanged into Rupees at the end of the experiment. The exchange rate is:

$$1\ Mohar\ \ = Rs\ \ 0.50$$

Please follow the instructions carefully. If you have any questions please let us know by raising your hand. Your question will be answered by us in private.

In this experiment you will need to solve few math problems without the help of any electronic device. Please note that communication between participants is strictly prohibited during the experiment.

We will give each one of you an identity number. Please do not lose your identity number. This entire experiment is anonymous. We will sometimes form pairs of two participants. The matching of two participants has been randomly determined in advance. You will never be informed of the identity of the participant with whom you have been matched.

2.2 The Game

We have divided the total number of participants in this experiment session randomly into two equal groups: citizens and public officials. All the participants in this room are citizens. All the public officials are located in another room.

In this part each one of you is a "citizen" and you are paired with a "public official" who is in the other room. Nobody will be informed of the identity of the public official with whom he/she is paired. You will receive a booklet which you are required to fill out. The answer booklet contains twenty boxes. In each of the box at least two numbers add up to 10. Your task is to find the two numbers.

Answer Booklet

The answer booklet consists of simple math problems of the following type. It has boxes like this:

1.79	3.70	2.99
8.34	7.19	5.55
9.01	4.45	6.32

You have to find a pair of numbers in the box which add up to 10. Having found the pair, you are required to encircle the two corresponding numbers. In this example note that only 4.45 and 5.55 add up to 10. The booklet will contain 20 such boxes. You will have 10 minutes to complete the boxes. Please write your id on top of the page.

Description of the Game

The public official will be paid 400 *Mohars* for correcting the citizen's booklet in addition to a fixed payment of 200 *Mohars* i.e. his total earnings are 600 *Mohars*. If you solve at least ten boxes correctly then you "pass" the test and you are entitled to a payment of 600 *Mohars* i.e. 400 *Mohars* in addition to the fixed participation fee of 200 *Mohars.* In case you are able to solve less than ten boxes then you are eligible for the participation fee of 200 *Mohars* only and the game ends. However if you pass then a public official may ask from you a "bribe" before letting you have the entitlement. Notice that if you "pass" then you are eligible for a payment of 400 *Mohars* more than if you do not "pass". So the public official can ask for a maximum bribe of 400 *Mohars.* He may also choose not to ask for a bribe. If he does ask for a bribe, you may accept it or reject it. If you do accept it then your earning is 600-bribe *Mohars* and the public official's earning is 600+bribe *Mohars*. If you reject it then you earn only 200 *Mohars* and the public official's earning is 600 *Mohars*.

You score 13 in the matrix task. You are entitled to a payment of 600 *Mohars.* Public official demands a bribe of 200 for himself. You accept it. Public Official's earning is 600+200=800 *Mohars*. Your earning is 600-200=400 *Mohars.*

You score 13 in the matrix task. You are entitled to a payment of 600 *Mohars.* Public official demands for a bribe of 350 for himself. You reject it. Public Official's earning is 600+0=600 *Mohars*. Your earning is 200+0=200 *Mohars.*

You can observe how much you earn for each of your decision from the figure below.

Game Begins

Now please start solving the box booklet. You have fifteen minutes and your time starts now.

Please stop writing now and hand over the answer sheets.

Now please fill out the exit survey.

Now that the response sheet from the public official is back. Please mark whether you accept or reject to pay the bribe amount demanded on the response sheet.

Please hand in your response sheets one by one and receive your payments now.

(Figure 1(a) is included here)

3 Instructions (Participant B in UG)

3.1 Introduction

You are now taking part in an economic decision making study. During the experiment your payoffs will be stated in terms of a fictitious currency called *"Mohar"*. You will receive 200 *Mohars* for participating but you can earn additional money depending on the decisions you and the others make. You will be able to exchange all *Mohars* into Rupees at the end of the experiment. The exchange rate at which you can convert *Mohars* into Rupees is:

$$1\ Mohar\ \ = Rs\ \ 0.50$$

Please follow the instructions carefully. If you have any questions please let us know by raising

your hand. Your question will be answered by us in private. Please note that communication between participants is strictly prohibited during the experiment.

We will give each one of you an identity number. Please do not lose your identity number. This entire experiment is anonymous. We will sometimes form pairs of two participants. The matching of two participants has been randomly determined in advance. You will never be informed of the identity of the participant with whom you have been matched.

3.2 The Game

We have divided the total number of participants in this experiment session randomly into two equal groups: Group A and Group B. All the participants in this room are participants of Group B. All the participants of Group A are located in another room.

In this part each one of you is a "Participant B" and you are paired with a Participant A who is in the other room. You will receive a booklet filled out by the Participant A with whom you are paired with. Nobody will be informed of the identity of the Participant A he/she is paired with. Your task is to count the number of correct answers in Participant A's booklet. In order to do so, we provide you with a "SOLUTION MANUAL" which contains a list of correct answers to the problems.

Participant A's Booklet

Participant A's booklet consists of simple math problem of the following type. It has boxes like this:

1.79	3.70	2.99
8.34	7.19	5.55
9.01	4.45	6.32

Participant A has to find a pair of numbers in the box which add up to 10. Having found the pair, they are required to encircle the corresponding numbers and put a tick into the box corresponding to "Got it". In this example note that only 4.45 and 5.55 add up to 10. The booklet will contain 20 such boxes and they have 15 minutes to do the task. The identity number of Participant A is written on the top of the booklet.

Your Task

The Solution Manual given to you contains the correct answers to the problems. In each box the correct answers are underlined and bold. Your role is to find the number of correct answers in the Participant A's booklet with the help of this Solution Manual.

Description of the Game

You will be paid 400 *Mohars* for correcting Participant A's answer booklet in addition to the fixed participation payment of 200 *Mohars* i.e. you will receive a total of 600 *Mohars.* If Participant A solves at least ten boxes correctly then she "passes" the test and becomes eligible to take part in next part of the game. If Participant A is unable to solve at least ten boxes correctly then she "fails" the test and will not be able to take part in the next part of the game and the game ends.

Suppose that Participant A solves at least ten boxes correctly and is able to take part in the next part. In this part, you may propose to split 400 *Mohars* between her and yourself. For example, if you propose to keep for yourself x, then Participant A is allocated $400 - x$. However note that

Participant A may Accept or Reject the proposal suggested by you. If Participant A accepts your proposed division then both of you will earn as per your proposal. If participant A rejects then she gets 200 *Mohars i.e.* the participation payment only and you earn 600 *Mohars.*

Participant A scores 13 in the matrix task. She qualifies for the next part. You propose a split of 200 for yourself and 200 for her. Participant A accepts it. Your earning is 600+200=800 *Mohars.* Her earning is 200+200=400 *Mohars.*

Participant A scores 13 in the matrix task. She qualifies for the next part. You propose a split of 350 for yourself and 50 for her. Participant A rejects it. Your earning is 600+0=600 *Mohars.* Her earning is 200+0=200 *Mohars.*

Game Begins

Now please grade the booklet.

You will find a response sheet on the desk for you to fill up now.

Please mark whether Participant A has solved at least 10 box correctly or not.

Please write down how much, if at all, you want to share with Participant A.

Please put the paper in the envelope and seal it. We will collect envelopes from you one by one and hand it in to the corresponding Participant A.

If you have any questions regarding these instructions, please raise your hand. We will answer your questions in private.

You will be paid once we get the response from Participant As.

In the mean time please fill out the survey questionnaire.

The response of the Participant A has arrived. Check the envelope to see whether she has accepted your demand. Now calculate the total number of *mohars* you have earned. In another envelope placed below your desk you will find some money. You can take the money that you have earned from the envelope. Remember that the exchange rate is 1 *Mohar= Rs. 0.50.*

(Figure 1(b) was included)

4 Instructions (Participant A in UG)

4.1 Introduction

You are now taking part in an economic decision making study. During the experiment your payoffs will be stated in terms of a fictitious currency called *"Mohar"*. You will receive 200 *Mohars* for participating but you can earn additional money depending on the decisions you and the others make. You will be able to exchange all *Mohars* into Rupees at the end of the experiment. The exchange rate at which you can convert *Mohars* into Rupees is:

$$1\ Mohar\ \ = Rs\ \ 0.50$$

If you have any questions please let us know by raising your hand. Your question will be answered by us in private. Please note that communication between participants is strictly prohibited during the experiment.

We will give each one of you an identity number. Please do not lose your identity number. This entire experiment is anonymous. We will sometimes form pairs of two participants. The matching

of two participants has been randomly determined in advance. You will never be informed of the identity of the participant with whom you have been matched.

4.2 The Game

We have divided the total number of participants in this experiment session randomly into two equal groups: Group As and Group Bs. All the participants in this room are participants of Group A. All the participants of Group B are located in another room.

Each one of you is paired with a Group B participant who is in the other room. Nobody will be informed of the identity of the Participant B he/she is paired with. Each one of you will receive a booklet which you are required to fill out. The answer booklet contains twenty boxes. In each box at least two numbers add up to 10. Your task is to find the two numbers.

Answer Booklet

The answer booklet consists of simple math problem of the following type. It has boxes like this:

1.79	3.70	2.99
8.34	7.19	5.55
9.01	4.45	6.32

You have to find a pair of numbers in the box which add up to to 10. Having found the pair, you are required to encircle the corresponding numbers. In this example note that only 4.45 and 5.55 add up to 10. The booklet will contain 20 such boxes. You will have 15 minutes to solve the 20 boxes. Please write your id on top of the page.

Description of the Game

You are asked to complete the above task. Participant B will be paid 600 *Mohars* for correcting your answer booklet i.e 400 *Mohars* in addition to the fixed participation payment of 200 *Mohars*. If you solve at least ten boxes correctly then you "pass" the test, earn 200 *Mohars* and can then participate in next part of the game. If you are unable to solve at least ten box correctly then you "fail" the test and will not be able to take part in the next part of the game and the game ends.

Suppose now that you have solved at least ten boxes correctly and thus qualify to participate in the next part. In this part Participant B may propose to split 400 *Mohars* between himself and you. For example, if Participant B proposes to keep for himself x, then you are allocated $400 - x$. But you may Accept or Reject the proposal as suggested by Participant B. If you accept his proposed division then both of you will earn as per the proposal. If you reject then you get 200 *Mohars* and she earns 600 *Mohars.* Note this will take place only if you "pass" the test.

You score 13 in the matrix task. You qualify for the next part. Participant B proposes a split of 200 for himself and 200 for you. You accept it. His earning is 600+200=800 *Mohars*. Your earning is 200+200=400 *Mohars.*

You score 13 in the matrix task. You qualify for the next part. Participant B proposes a split of 350 for himself and 50 for you. You reject it. His earning is 600+0=600 *Mohars*. Your earning is 200+0=200 *Mohars.*

Game begins

Now please start solving the box booklet. You have fifteen minutes and your time starts now.

Please fill out the exit survey now.

Now that the response sheet from Participant B is back. Please mention whether you Accept or Reject the split as proposed by him on the response sheet.

Please hand in your response sheets one by one and receive your payments now.

(Figure 1(b) was included)

5 Instructions-Norms

5.1 Introduction (Common for BG and UG treatments)

You are now taking part in an economic decision making study.

We will give each one of you an identity number. Please do not lose your identity number. This entire study is anonymous. Please do not discuss with your neighbors at any point during the study. Please raise your hands once you have read the questions.

General Instructions

Please write your participant ID in the space provided above.

On the following pages, you will read descriptions of a series of situations. These descriptions correspond to situations in which a person must make a decision. This description will include several possible choices available to, lets say, Individual A.

After you read the description of a situation, you will be asked to evaluate the different possible choices available to Individual A and to decide, for each of the possible actions, whether taking that action would be "socially appropriate" and "consistent with moral or proper social behavior" or "socially inappropriate" and "inconsistent with moral or proper social behavior." By socially appropriate, we mean behavior that most people agree is the "correct" or "ethical" thing to do. Another way to think about what we mean is that if Individual A were to select a socially inappropriate choice, then someone else might be angry at Individual A for doing so.Social appropriateness rating is on a scale of -3 to +3 where -3 is "very socially inappropriate" and +3 is very socially appropriate.

In each of your responses, we would like you to answer as truthfully as possible, based on your opinions of what constitutes socially appropriate or socially inappropriate behavior.

To give you an idea of how the experiment will proceed, we will go through an example and show you how you will indicate your responses. On the next page you will see an example of a situation.

Example

Individual A is at a local coffee shop near campus. While there, Individual A notices that someone has left a wallet at one of the tables. Individual A must decide what to do.Individual A has four possible choices: take the wallet, ask others nearby if the wallet belongs to them, leave the wallet where it is, or give the wallet to the shop manager. Individual A can choose only one of these four options.

The table below presents a list of the possible choices available to Individual A. For each of the choices, please indicate your rating for the social appropriateness of the action on a scale of -3 to +3. Indicate your response in the table below.

Individual A's choice	Your rating
Take the wallet	
Ask others nearby if the wallet belongs to them	
Leave the wallet where it is	
Give the wallet to the shop manager	

If this were one of the situations for this study, you would consider each of the possible choices above and, for that choice, indicate the extent to which you believe taking that action would be "*socially appropriate*" and "*consistent with moral or proper social behavior*" or "*socially inappropriate*" and "*inconsistent with moral or proper social behavior*". Recall that by socially appropriate we mean behavior that most people agree is the "*correct*" or "*ethical*" thing to do.

For example, suppose you thought that taking the wallet was *very socially inappropriate*, asking others nearby if the wallet belongs to them was somewhat *socially appropriate*, leaving the wallet where it is *was somewhat socially inappropriate*, and giving the wallet to the shop manager *was very socially appropriate*. Then you would indicate your responses as follows:

Individual A's choice	Your Rating
Take the wallet	-3
Ask others nearby if the wallet belongs to them	+1
Leave the wallet where it is	-1
Give the wallet to the shop manager	+3

Are there any questions about this example situation or about how to indicate your responses?

On the following pages, the situations deal with decisions that "Individual A" might have to make. For each situation, you will receive a sheet, with a table on which to indicate your responses.

For each situation, the experimenter will read a description of the situation. You will then indicate whether each possible choice available to Individual A is socially appropriate or socially inappropriate.

At the end of the session today, we will select one of the two situations by a coin toss (Head - Situation I and Tail - Situation II). We will then ask you to randomly choose one category from an envelope containing all the categories. Thus, we will select both a situation and category at random. For each situation and category, we will calculate the most frequently occurring response from all the responses in the room today. We will pay you Rs. 110 for your participation today. However if you give the same response as that most frequently given by other people in the room, then you will receive an additional Rs. 110 i.e. you will earn a total of Rs. 220. This amount will be paid to you, in cash, at the end of the experiment.

For instance, suppose that we randomly select the example situation above and the possible choice "Leave the wallet where it is". Now if your response had been "somewhat socially inappropriate," i.e rating -1 and if this was the response selected by most other people in today's session, then you would receive Rs. 110, in addition to the Rs. 110 participation fee - your total earning would be Rs. 220. Otherwise you would receive only participation fee which is Rs. 110.

If you have any questions from this point on, please raise your hand and wait for the experimenter to come to you.

Please wait to turn the page until the experimenter asks you to do so. If you have any questions, please raise your hand and wait for the experimenter. All earnings in the hypothetical situation given below is stated in terms of a fictitious currency called *Mohar.* Each *mohar* in the situation can be exchanged into Rupees at the rate of $1 Mohar = Re.\ 0.50$

5.2 The Situation (BG)

Please look at the figure given below. Citizens and public officials play a game where they are seated in two separate rooms but each citizen is randomly matched with exactly one public official. A citizen is given 20 problems to solve in 15 minutes. The public official grades the answer sheet of the citizen with whom he is matched. If the citizen solves at least 10 problems correctly, she "passes" the test but if she scores less than 10 she "fails" the test. The citizen is entitled to a prize of 400 in addition to a base amount of 200 if she solves at least 10 problems and "passes" the test but she earns only 200 if she fails. However even if the citizen solves 10 problems or more correctly the supervisor demands a bribe in order to let the citizen pass and earn the prize. In other words whether to let the citizen pass is entirely his discretion. He may demand a bribe amount of {0,20,40...400}. He can also choose not to take a bribe i.e. demand 0. The citizen upon receiving a demand for bribe may accept or reject the bribe offer.

If she accepts the bribe offer then she gets 200 (base participation fee) + 400 (prize money) - bribe amount. If she rejects the bribe demand then she does not gets the prize but only gets 200 (base participation fee). If the citizen accepts the bribe demand then the public official gets 600 + bribe amount demanded. If she rejects to pay the bribe then the public official gets only 600. Let us go through the figure again to calculate the earnings in each scenario.

Citizen scores 13 in the matrix task. Citizen is entitled to a payment of 600 *Mohars.* Public official demands for a bribe of 200 for himself. Citizen accepts it. Public Official's earning is 600+200=800 *Mohars*. Citizen's earning is 600-200=400 *Mohars.*

Citizen scores 13 in the matrix task. Citizen is entitled to a payment of 600 *Mohars.* Public official demands for a bribe of 350 for himself. Citizen rejects it. Public Official's earning is 600+0=600 *Mohars*. Citizen's earning is 200+0=200 *Mohars.*

Rate the action of the public official and the citizen on a scale of -3 to +3 as stated above.

However the citizen may accept to pay a bribe or she may reject it.

Remember you are not being asked to report your personal appropriateness rating but social appropriateness rating and you will be paid if your rating matches with the rating of most other participants.

Rate the action of Public official on a scale of -3 and +3 in the response sheet given to you.

Rate the action of Citizen on a scale of -3 to +3 in the response sheet given to you.

Remember you will be rewarded if your rating matches with the rating of most other people in the room today.

Figure 1(a) shown below gives a visual description of the payoffs.

(Figure 1(a) was included)

Response Sheet

Identity Number. _____

Situation

Rate Public Official's decision.

Total amount that can be extracted as bribe is 400.		Rating
Amount Sought by the public official as bribe	Amount of the prize left with the citizen	
0 i.e. Public official does not ask for a bribe	400	
10-50	390-350	
60-200	340-300	
110-150	290-250	
160-200	240-200	
210-250	190-150	
260-300	140-200	
310-350	90-50	
360-390	40-10	
400 i.e. Public official demands the entire amount as bribe	0	

Now rate the decision of the Citizen.

Total surplus that can be extracted as bribe is 400 Amount Sought by the public official as bribe	Citizen's response	Rating
0 i.e. Public official does not demand a bribe	-	
10-50	Accept	
	Reject	
60-200	Accept	
	Reject	
110-150	Accept	
	Reject	
160-200	Accept	
	Reject	
210-250	Accept	
	Reject	
260-300	Accept	
	Reject	
310-350	Accept	
	Reject	
360-390	Accept	
	Reject	
400 i.e. Public official demands the entire amount as bribe	Accept	
	Reject	

5.3 The Situation (UG)

Please look at the figure given below. Participants A and Participants B play a game where they are seated in two separate rooms but each Participant A is randomly matched to exactly one Participant B. Participant A is given 20 problems to solve in 15 minutes. Participant B is supposed to grade the answer sheet of the Participant A he was matched with. If Participant A solves at least 10 problems correctly then she qualifies to take part in a the next part of the game. Otherwise she earns only 200 and leaves. If she qualifies for the next part of the game then she is eligible for a transfer from Participant B. Each participant B has 400 between himself and Participant A. Participant B then splits 400 between himself and Participant A. He can share any amount including 0 and 400 i.e. he can share nothing with Participant A or he could give away the entire amount to her. P-A in turn could accept or reject the proposed division by Participant B. If she rejects the offer then she gets only 200 and P-B gets 600. If she accepts the offer then P-A gets 200+400 - amount that P-B keeps with himself and P-B gets 600+amount he keeps with himself. Let us go through the figure to further clarify.

Participant A scores 13 in the matrix task. Participant A qualifies for the next part. Participant B proposes a split of 200 for himself and 200 for her. Participant A accept it. Participant B's earning is 600+200=800 *Mohars*. Participant A's earning is 200+200=400 *Mohars.*

Participant A scores 13 in the matrix task. Participant A qualifies for the next part. Participant B proposes a split of 350 for himself and 50 for her. Participant A rejects it. His earning is 600+0=600 *Mohars*. Participant B's earning is 200+0=200 *Mohars.*

Rate the action of Participant B on a scale of -3 and +3 in the response sheet given to you.

Rate the action of Participant A on a scale of -3 to +3 in the response sheet given to you.

Remember you will be rewarded if your rating matches with the rating of most other participants.

Figure 1(b) shown below gives a visual description of the payoffs.

(Figure 1(b) was included)

Response Sheet

Identity Number. _____

Situation

Rate Participant B's Decision.

Total amount to be divided is 400		Rating
The part Participant B proposes to keep with himself.	Amount offered to Participant A	
0 i.e. Participant B does not keep anything with himself	400	
10-50	390-350	
60-200	340-300	
110-150	290-250	
160-110	240-110	
210-250	190-150	
260-300	140-200	
310-350	90-50	
360-390	40-10	
400 i.e. Participant B keeps everything for himself	0	

Now rate the action of Participant A.

Total amount to be divided is 400 The part participant B proposes to keep with himself.	Participant A's response	Rating
0 i.e. Participant B does not keep anything with himself	-	
10-50	Accept	
	Reject	
60-200	Accept	
	Reject	
110-150	Accept	
	Reject	
160-110	Accept	
	Reject	
210-250	Accept	
	Reject	
260-300	Accept	
	Reject	
310-350	Accept	
	Reject	
360-390	Accept	
	Reject	
400 i.e. Participant B keeps everything for himself	Accept	
	Reject	