

Online Appendix

A Instructions for the Baseline Treatment (T1)

1. Introduction

This is an experiment in decision-making. The instructions are simple, if you follow them carefully and make good decisions, you could earn a considerable amount of cash that will be paid to you immediately and privately after the experiment. The amount of cash you earn depends partly on your decisions, partly on the decisions of others, and partly on chance.

The participants in this experiment will participate in a game. At the start, you will be assigned to be either Player A, Player B or Player C randomly. The computer will also randomly and anonymously match the participants into groups such that there is one player A, one player B and one player C in each group.

We will use a computer program to coordinate the experiment. The specific decisions for each player are described below.

2. Moves and Decisions

Player A	Right	Player B	Right	Player C	Right	
Left		Left		Left		2
						7
						10
5		7		11		
5		9		11		
5		-3		9		

Player A moves first:

- Player A chooses either LEFT or RIGHT.
- If Player A chooses LEFT, the game ends and Players A, B and C each receive 5 points.
- If Player A chooses RIGHT, Player B's choice matters.

Player B moves second: (You cannot observe A's choice and you always get to choose)

- Player B chooses either LEFT or RIGHT.

- If Player B chooses LEFT, the game ends and Player A receives 7 points, B receives 9 points and C makes a loss of 3 points.
- If Player B chooses RIGHT, Player C's choice matters.

Player C moves third: (You cannot observe A's and B's choices and you always get to choose)

- Player C chooses either LEFT or RIGHT.
- If Player C chooses LEFT, Player A receives 11 points, B receives 11 points and C receives 9 points.
- If Player C chooses RIGHT, A receives 2 points, B receives 7 points and C receives 10 points.

PAYOFF TABLE FOR THE <u>EXPERIMENTAL GAME</u>			
	A receives	B receives	C receives
A chooses <u>LEFT</u>	5	5	5
A chooses <u>RIGHT</u> , B chooses <u>LEFT</u>	7	9	-3
A chooses <u>RIGHT</u> , B chooses <u>RIGHT</u> , C chooses <u>LEFT</u>	11	11	9
A chooses <u>RIGHT</u> , B chooses <u>RIGHT</u> , C chooses <u>RIGHT</u>	2	7	10

3. Guessing what the other players will choose:

After the game, we ask that you answer the following questions. We ask that you answer the questions according to what you believe to be true.

Question for Player A: I guess the number of Player B who chose Left is ()

(If your answer matches the actual number of Player B who chose Left, you get 1 point.)

Question for Player B: I guess that the number of Player Cs who chose Left is

(If your answer matches the actual number of Player C who chose Left, you get 1 point.)

Questions for Player C: Player A has guessed the number of Player B who chose left, I guess that the average of Player A's guesses is ()

(If your answer falls in the actual average of Player As guesses ± 0.5 , you get 1 point.)

4. Cash Earnings

Your final earnings = 12 dollars + 66 cents \times (total points).

B Instructions for the AtoC Free-Form Private Treatment (T2)

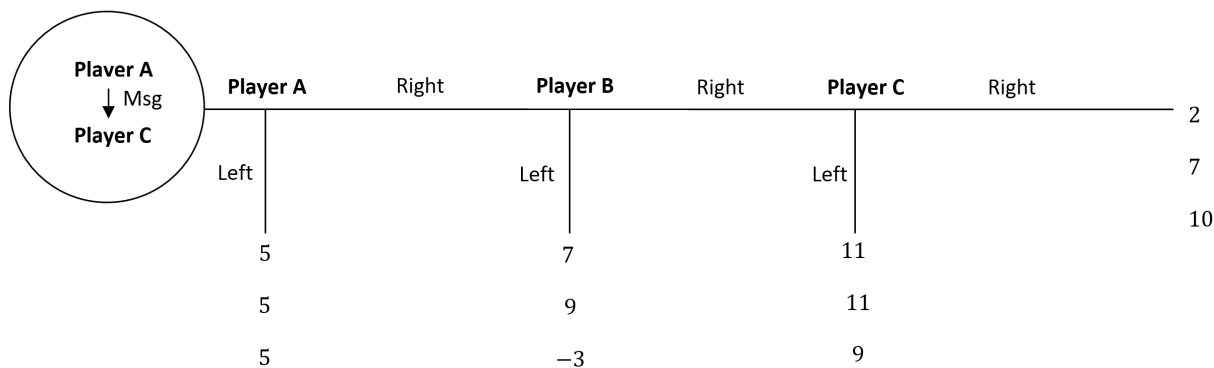
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In each group, Player A can send a message to Player C at the start of the game. This message is not revealed to Player B. We will use a computer program to coordinate the experiment. The specific decisions for each player are described below.

2. Moves and Decisions



Player A moves first:

- Player A sends a message to Player C. Player A can type whatever she wants to say to Player C. Please type your message in the dialog box in 90 seconds.
- After the message is sent, only Player C can see the message sent by A.
- Player A chooses either LEFT or RIGHT.

- If Player A chooses LEFT, the game ends and Players A, B and C each receive 5 points.
- If Player A chooses RIGHT, Player B's choice matters.

Player B moves second: (You cannot observe A's choice and you always get to choose)

- Player B chooses either LEFT or RIGHT.
- If Player B chooses LEFT, the game ends and Player A receives 7 points, B receives 9 points and C makes a loss of 3 points.
- If Player B chooses RIGHT, Player C's choice matters.

Player C moves third: (You cannot observe A's and B's choices and you always get to choose)

- Player C chooses either LEFT or RIGHT.
- If Player C chooses LEFT, Player A receives 11 points, B receives 11 points and C receives 9 points.
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A chooses <u>RIGHT</u> , B chooses <u>LEFT</u>	7	9	-3
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A chooses <u>RIGHT</u> , B chooses <u>RIGHT</u> , C chooses <u>RIGHT</u>	2	7	10

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Question for Player A: I guess the number of Player B who chose Left is ()

(If your answer matches the actual number of Player B who chose Left, you get 1 point.)

Question for Player B: I guess that the number of Player Cs who chose Left is

(If your answer matches the actual number of Player C who chose Left, you get 1 point.)

Questions for Player C: Player A has guessed the number of Player B who chose left, I guess that the average of Player A's guesses is ()

(If your answer falls in the actual average of Player As guesses ± 0.5 , you get 1 point.)

4. Cash Earnings

Your final earnings = 12 dollars + 66 cents \times (total points).

C Instructions for the AtoC Free-Form Public Treatment (T3)

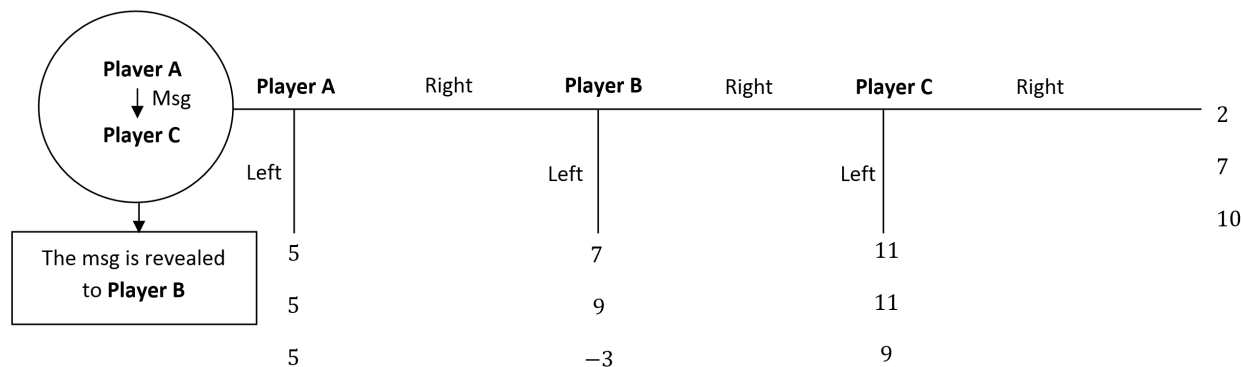
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- Player A sends a message to Player C. Player A can type whatever she wants to say to Player C. Please type your message in the dialog box in 90 seconds.
- After the message is sent, both Player B and Player C can see the message sent by A.
- Player A chooses either LEFT or RIGHT.
- If Player A chooses LEFT, the game ends and Players A, B and C each receive 5 points.
- If Player A chooses RIGHT, Player B's choice matters.

Player B moves second: (You cannot observe A's choice and you always get to choose)

- Player B chooses either LEFT or RIGHT.
- If Player B chooses LEFT, the game ends and Player A receives 7 points, B receives 9 points and C makes a loss of 3 points.
- If Player B chooses RIGHT, Player C's choice matters.

Player C moves third: (You cannot observe A's and B's choices and you always get to choose)

- Player C chooses either LEFT or RIGHT.
- If Player C chooses LEFT, Player A receives 11 points, B receives 11 points and C receives 9 points.
- If Player C chooses RIGHT, A receives 2 points, B receives 7 points and C receives 10 points.

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A chooses <u>RIGHT</u> , B chooses <u>RIGHT</u> , C chooses <u>RIGHT</u>	2	7	10

3. Guessing what the other players will choose:

After the game, we ask that you answer the following questions. We ask that you answer the questions according to what you believe to be true.

Question for Player A: I guess the number of Player B who chose Left is ()

(If your answer matches the actual number of Player B who chose Left, you get 1 point.)

Question for Player B: I guess that the number of Player Cs who chose Left is

(If your answer matches the actual number of Player C who chose Left, you get 1 point.)

Questions for Player C: Player A has guessed the number of Player B who chose left, I guess that the average of Player A's guesses is ()

(If your answer falls in the actual average of Player As guesses ± 0.5 , you get 1 point.)

4. Cash Earnings

Your final earnings = 12 dollars + 66 cents \times (total points).

D Examples of Messages from Player A to Player C

"Cooperative" Message	<p>hi please left. If I go right, B goes right and you go left, we are at a win-win situation. (T2)</p> <p>hey. So when it is your turn if you pick right you get an extra \$.66 but a and b lose out big. to me that doesn't seem worth being a jerk over. so please just hit left :) (T2)</p> <p>Obviously we get more money if Player C chooses left. i kinda wanna get extra meat on my subway sandwich for lunch. ok thank you i have faith. (T2)</p> <p>hey. If we go A:right, B:right, C:left. Everyone gets the most possible. C could trick us but only for 1 point. So im not sure they will. (T3)</p> <p>B chooses Right, C chooses Left. Thank you guys! (T3)</p> <p>hey everyone. We all benefit if player a chooses right, player b chooses right, and player c chooses left. (T3)</p>
"Alternative" Message	<p>Im going to choose Left (T2)</p> <p>I want to choose right,because there is chance to get more point. (T2)</p> <p>Hi there, I'll pick left. Hope you will do it as well. :-p I won't blame if you chose right. :-0 (T2)</p> <p>Prepare for unforeseen consequences (T3)</p> <p>Hi. Let's make some money together. I am gonna choose left. (T3)</p> <p>I am planning on going right. (T3)</p>
"Null" Message	<p>Trump is a good prisednt? (T2)</p> <p>hello. what's upppppppp. (T2)</p> <p>NA (T2)</p> <p>you can close the chat now (T3)</p> <p>The room is too warm. Also, I am thirsty. (T3)</p> <p>RiFF RAFF Tonight at whirled pies. Get twisted. (T3)</p>