6.3 Instructions for *SmallWeak* (*N=6, J=4*)

Welcome to this experiment on decision-making. Please read the following instructions carefully. When everyone has finished reading the instructions and before the experiment starts, you will receive a handout with a summary of the instructions. At the start of the experiment, you will be randomly assigned to a group of 6 participants. Throughout the experiment you will stay in the same group. You will play a number of rounds (at least 30, but not more than 80) in which you will make decisions. In the experiment, you will receive a starting capital of 1500 points. In addition, you earn and sometimes lose points with your decisions in the rounds. These amounts will be added to (or subtracted from) your starting capital. At the end of the experiment, your final point earnings will be exchanged for euros. Five points will be exchanged for 1 eurocent. Therefore 500 points will earn one euro.

Each round, every participant in the group will make a decision between "Door A" and "Door B". The payoff you receive from choosing a particular door in a round will be the sum of two parts, based on:

- Your **private value** for the door (which could be positive, zero or negative), and
- Your **social value** for the door (which could also be positive, zero or negative).

Private value

At the start of each round, you will be informed of your own private value for each door. Private values are generated as follows: At the start of a round, we will draw **common values** for each door, which no subject can see and which may change in each new round. The common value for a door will be the same for every participant in your group. However, the two doors will most often have different common values. For each door, we will then draw **individual shocks** for each participant, which again no subject can see. For each door, every participant's private shock is randomly drawn from a normal distribution (with an average value of 0 and a standard deviation of 10). The graph below clarifies how frequently different private shocks occur.

Each participant receives an independent private shock for each door. Therefore, the private shocks for one participant usually differ from the private shocks of the other participants. We then add the common value for each door to your private shock for that door, which gives you your **private value**. Therefore, for each door, your private value could be higher or lower than the average private value of your group. No other participant can see your private values.

Social value

Your social value in a round depends on how many other people in your group make the same door choice as you. You gain if the majority of the other

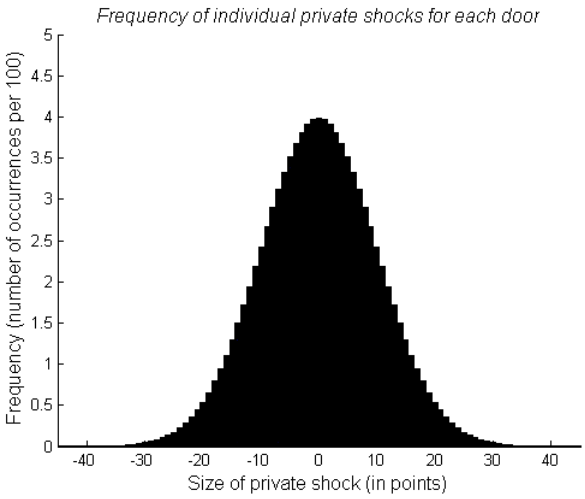


Fig. 8

participants make the same choice as you, but you make a loss if the majority makes the other choice. Specifically, you **gain 8 points** for every person who makes the **same** choice as you, but you **lose 8 points** for every person who makes the **opposite** choice to you. As there are five other people in your group, you can get a maximum social value of 40 points if everyone chooses the same door as you, or you can maximally lose 40 points if everyone chooses the other door to you.

The other participants in your group face the same decision as you do. That is, they receive similar information as you do (although their private values will most likely differ), they also choose between Door A and Door B and they make money in the same way as you do.

Example

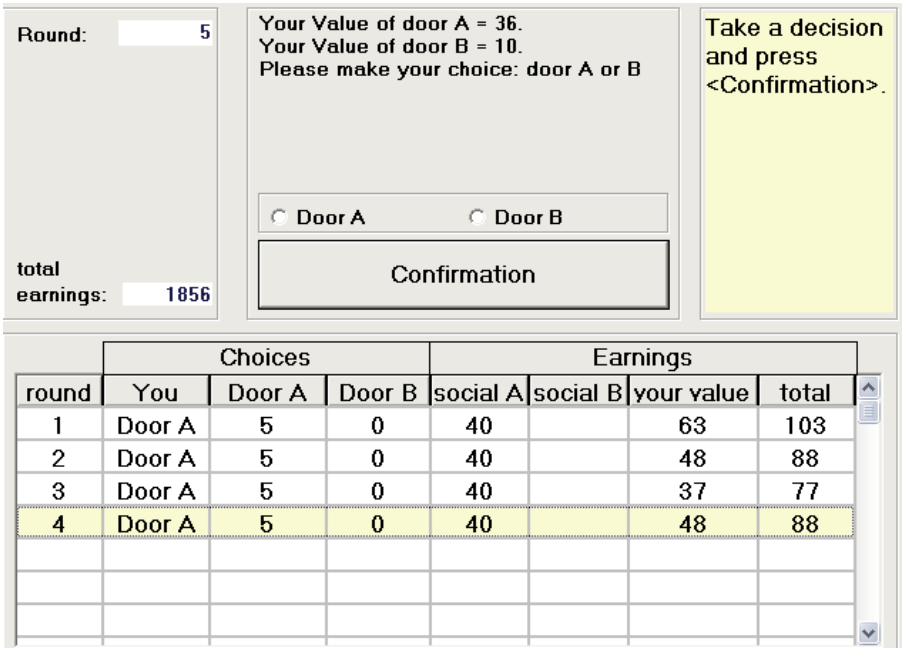
In this game, there are 5 other participants in your group. So, for example, if you choose Door A with a private value of 60 points and 4 others also choose Door A, your payoff equals your **private value** (60) plus a **social value** (32 - 8 = 24), for a **total of 84 points**.

If on the other hand you choose Door B with a private value of 50 points and the 5 others choose Door A, your payoff equals your **private value** (50) *minus* a **social value** of 40 points, for a **total of 10 points**.

Sequence of events

Summing up, each round is characterised by this sequence of events:

– At the start of each round, you are told your private values for the doors.



	Choices			Earnings			
round	You	Door A	Door B	social A	social B	your value	total
1	Door A	5	0	40		63	103
2	Door A	5	0	40		48	88
3	Door A	5	0	40		37	77
4	Door A	5	0	40		48	88

Fig. 9 Screenshot of individual in *SmallWeak* treatment
Notes: Screenshot is taken from the start of round 5. The history footer has a scroll function such that the complete history up until the current round is accessible. Theoretical values were multiplied by 10 in the experiment.

- You make your choice between Door A and Door B.
- At the end of a round, you are told the number of your group members who made each choice, what the social values were for those who chose each door, and you are informed of your payoff in that round. Each round's payoff is the sum of your chosen door's **private value** and your chosen door's **social value**.

Other participants face exactly the same sequence of events.

You can always see the history of the group's choices for all rounds up to that point at the bottom of your screen. You can also always see the sum of the number of points that you earned so far at the top left corner of your screen.

On the next screen you will be requested to answer some control questions. Please answer these questions now.

6.4 Instructions for *Communication*

Welcome to this experiment on decision-making. Please read the following instructions carefully. When everyone has finished reading the instructions and before the experiment starts, you will receive a handout with a summary of

the instructions. At the start of the experiment, you will be randomly assigned to a group of 6 participants. Throughout the experiment you will stay in the same group. You will play a number of rounds (at least 30, but not more than 80) in which you will make decisions. In the experiment, you will receive a starting capital of 1500 points. In addition, you earn and sometimes lose points with your decisions in the rounds. These amounts will be added to (or subtracted from) your starting capital. At the end of the experiment, your final point earnings will be exchanged for euros. Five points will be exchanged for 1 eurocent. Therefore 500 points will earn one euro.

Each round, every participant in the group will make a decision between "Door A" and "Door B". The payoff you receive from choosing a particular door in a round will be the sum of two parts, based on:

- Your **private value** for the door (which could be positive, zero or negative), and
- Your **social value** for the door (which could also be positive, zero or negative).

Private value

At the start of each round, you will be informed of your own private value for each door. Private values are generated as follows: At the start of a round, we will draw **common values** for each door, which no subject can see and which may change in each new round. The common value for a door will be the same for every participant in your group. However, the two doors will most often have different common values. For each door, we will then draw **individual shocks** for each participant, which again no subject can see. For each door, every participant's private shock is randomly drawn from a normal distribution (with an average value of 0 and a standard deviation of 10). The graph below clarifies how frequently different private shocks occur.

Each participant receives an independent private shock for each door. Therefore, the private shocks for one participant usually differ from the private shocks of the other participants. We then add the common value for each door to your private shock for that door, which gives you your **private value**. Therefore, for each door, your private value could be higher or lower than the average private value of your group. No other participant can see your private values.

Social value

Your social value in a round depends on how many other people in your group make the same door choice as you. You gain if the majority of the other participants make the same choice as you, but you make a loss if the majority makes the other choice. Specifically, you **gain 8 points** for every person who makes the **same** choice as you, but you **lose 8 points** for every person who makes the **opposite** choice to you. As there are five other people in your

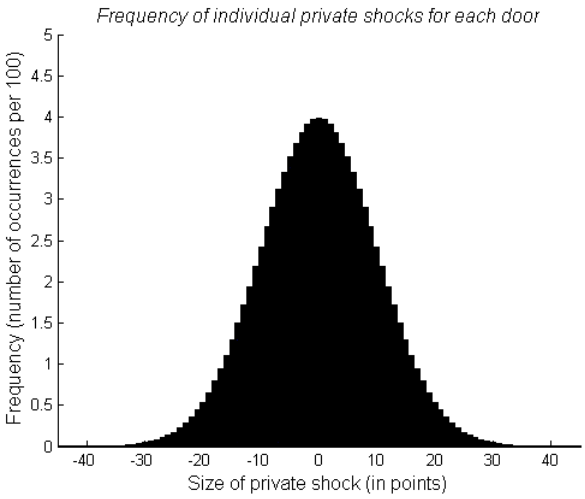


Fig. 10

group, you can get a maximum social value of 40 points if everyone chooses the same door as you, or you can maximally lose 40 points if everyone chooses the other door to you.

The other participants in your group face the same decision as you do. That is, they receive similar information as you do (although their private values will most likely differ), they also choose between Door A and Door B and they make money in the same way as you do.

Example

In this game, there are 5 other participants in your group. So, for example, if you choose Door A with a private value of 60 points and 4 others also choose Door A, your payoff equals your **private value** (60) plus a **social value** (32 - 8 = 24), for a **total of 84 points**.

If on the other hand you choose Door B with a private value of 50 points and the 5 others choose Door A, your payoff equals your **private value** (50) *minus* a **social value** of 40 points, for a **total of 10 points**.

Bulletin Board

In every round, **before you choose your door**, you can indicate your intentions. On the *Bulletin Board*, which everyone can see, you can choose to post that you intend to choose Door A or Door B. Posts are **anonymous** and there is no obligation to honour your posts. Alternatively, you can also elect not to post anything. After everyone has made their decision about posting for that round, you will be able to see the total number of posts for Door A and Door B on the *Bulletin Board* before finally choosing your door.

Sequence of events

Summing up, each round is characterised by this sequence of events:

- At the start of each round, you are told your private values for the doors.
- You can choose either to anonymously post on the *Bulletin Board*, or not to post at all.
- You see the number of posts for each door on the *Bulletin Board*.
- You make your choice between Door A and Door B.
- At the end of a round, you are told the number of your group members who made each choice, what the social values were for those who chose each door, and you are informed of your payoff in that round. Each round's payoff is the sum of your chosen door's **private value** and your chosen door's **social value**.

Other participants face exactly the same sequence of events.

You can always see the history of the group's choices for all rounds up to that point at the bottom of your screen. You can also always see the sum of the number of points that you earned so far at the top left corner of your screen.

On the next screen you will be requested to answer some control questions. Please answer these questions now.

6.5 Instructions for *Full Information*

Welcome to this experiment on decision-making. Please read the following instructions carefully. When everyone has finished reading the instructions and before the experiment starts, you will receive a handout with a summary of the instructions. At the start of the experiment, you will be randomly assigned to a group of 6 participants. Throughout the experiment you will stay in the same group. You will play a number of rounds (at least 30, but not more than 80) in which you will make decisions. In the experiment, you will receive a starting capital of 1500 points. In addition, you earn and sometimes lose points with your decisions in the rounds. These amounts will be added to (or subtracted from) your starting capital. At the end of the experiment, your final point earnings will be exchanged for euros. Five points will be exchanged for 1 eurocent. Therefore 500 points will earn one euro.

Each round, every participant in the group will make a decision between "Door A" and "Door B". The payoff you receive from choosing a particular door in a round will be the sum of two parts, based on:

- The **common value** of the door (which is the same for all participants),
- Your **private value** for the door (which could be positive, zero or negative), and
- Your **social value** for the door (which could also be positive, zero or negative).

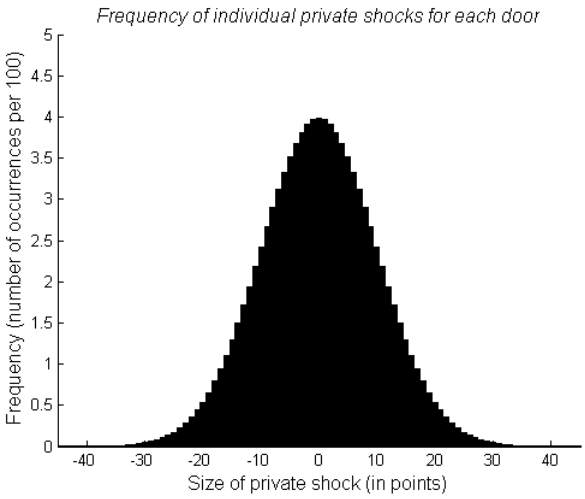


Fig. 11

Common value

At the start of a round, you will be told the common value for each door, which everyone can see, and which may change in each new round. The common value for a door will be the same for every participant in your group. However, the two doors will most often have different common values.

Private value

At the start of each round, you will be told your private value for each door, which will be the same for every round and which no other participant can see. For each door, every participant's private value is randomly drawn from a normal distribution (with an average value of 0 and a standard deviation of 10). The graph below clarifies how frequently different private values occur. Each participant receives an independent private value for each door. Therefore, the private values for one participant usually differ from the private values of the other participants. Your private values are the same for every round in the experiment.

Social value

Your social value in a round depends on how many other people in your group make the same door choice as you. You gain if the majority of the other participants make the same choice as you, but you make a loss if the majority makes the other choice. Specifically, you **gain 8 points** for every person who makes the **same** choice as you, but you **lose 8 points** for every person who

makes the **opposite** choice to you. As there are five other people in your group, you can get a maximum social value of 40 points if everyone chooses the same door as you, or you can maximally lose 40 points if everyone chooses the other door to you.

The other participants in your group face the same decision as you do. That is, they receive similar information as you do (although their private values will most likely differ), they also choose between Door A and Door B and they make money in the same way as you do.

Example

In this game, there are 5 other participants in your group. So, for example, if you choose Door A with a common value of 80 points, a private value of -10 points and 4 others also choose Door A, your payoff equals the **common value** plus your **private value** (80 + 10 = 70) plus a **social value** (32 - 8 = 24), for a **total of 94 points**.

If on the other hand you choose Door B with a common value of 40 points and a private value of 20 points, and 5 others also choose Door B, your payoff equals the **common value** plus your **private value** (40 + 20 = 60) plus a **social value** of 40 points, for a **total of 100 points**.

Sequence of events

Summing up, each round is characterised by this sequence of events:

- At the start of each round, you are told your constant private values for the doors.
- At the start of each round, you are told the new common values for the doors.
- You make your choice between Door A and Door B.
- At the end of a round, you are told the number of your group members who made each choice, what the social values were for those who chose each door, and you are informed of your payoff in that round. Each round's payoff is the sum of your chosen door's **common value**, your **private value** and your chosen door's **social value**.

Other participants face exactly the same sequence of events.

You can always see the history of the group's choices for all rounds up to that point at the bottom of your screen. You can also always see the sum of the number of points that you earned so far at the top left corner of your screen.

On the next screen you will be requested to answer some control questions. Please answer these questions now.