Appendix A: Experimental Instructions

Instruction in Part One

Welcome to our experiment!

This is an experiment in decision-making. The amount of money you earn will depend upon the decisions you make and on the decisions other people make. This experiment has 3 parts and in total there are 24 participants.

Now you have already got 7 Euro for showing up here. Your total earnings will be the sum of your payoffs and the show-up fee. In this experiment, we use experimental points (1 euro = 1 points). At the end of the experiment you will be paid IN CASH. Everyone will be paid in private and you are under no obligation to tell others how much you earn.

You will receive separate instructions for the three parts before each part begins. Please read all instructions carefully and do NOT communicate with each other during the experiment. If you have a question, feel free to raise your hand, and an experimenter will come to help you.

[Subjects go to instruction on next page.]

For this experiment, we have randomly assigned you a personal ID (in capital). Yours is – (the personal ID). Please remember your ID because you will use it later. Also please enter below a three digit number between 99 and 1000 (for example: 123) as your personal password to relog-in your page.

In this part you view three pairs of paintings so that we can know your preference for paintings. You grade paintings with a slider (see below). The total scores of two paintings in one pair will add up to 100. The more you prefer a painting, the higher score you give. For example, if you strongly prefer a painting and dislike the other one, you can give 100 to the former and 0 to the latter.

Now you can practice with the slider below. The default score is 50 for each painting. If you prefer the painting on the left, simply move the slider to the left and you will see the corresponding score. If you prefer the painting on the right, move the slider to the right. You can always change your preferences before submitting your results.

[Subjects see the slider and they can practice with the example slider.]

Click on the slider, drag it, and see how the scores change! If it does not work, raise your hand!

There are no right or wrong answers in this part. Also, you will not earn money in this part.

After you decide your preference, click on "confirm" to submit your choice. You will not come back to the previous page.

Create your personal password: – (a three-digit number between 99 and 1000.)

[Subjects go to next page.]

Instruction Question in Part One

Before the experiment starts, we will ask you some questions to check your understanding about the first part. You can return to the instructions by clicking at the bottom of the page.

Will you get paid in part one?
- No.
- Yes.
- It depends.

When you are viewing two paintings, what does a score of "0" for a painting mean on a slider?
- I really don't like this painting.
- I really like this painting.
- I have no idea about this painting.

How often can you go back from the current paintings to change your scoring for the previous pair?
- Never.
- Once.
- As often as you like.

[Three pairs of paintings are reviewed.]

Result Part One

Your score for the paintings on the left is –, and your score for paintings on the right is –.

Your rating is among the 12 people who have the highest rankings for paintings on the right ([left for the other half of subjects]) in today's experiment.

Thus We will now split the 24 participants in todays experiment in two laboratories. The split will be based on your taste for paintings. You and the other 11 with the highest preferences for paintings on the right will stay in this laboratory. You will move to another computer station, however. Please pick up you belongings and find a desk in this laboratory with a red marker and sit down. Then log into the computer by entering the ID that was assigned to you and the 3-digit password you chose. Further instructions will follow when everyone has logged in.

[Subjects move to the other laboratory or different seats in the same lab. They will re-login with their ID and password.]

Instruction in Part Two

Now you have selected yourself into this lab with people who have similar tastes for paintings. You have three tasks to do in this part. You will read the instructions at the beginning of each of the three tasks.

Now the first task is:

Choose a slogan for your own lab

We have prepared three candidate slogans for your laboratory. Before you choose, you will be given a chance to discuss the options with the other laboratory members via a chat box. Before this is started, you will need to answer a few questions to check whether you have understood these instructions.

The chat box will be opened on the next page. You will be able to chat with the others in this laboratory, but not with the other laboratory. The other laboratory will not be able to see your chat.

In this part you are going to choose a slogan for your lab from three options. You log in with your personal ID.

You can leave the chat by choosing "exit chat". You will then be asked to vote for a slogan. The slogan chosen by the majority will be the one used by your laboratory.

[Group chat box is open and they can talk with their group members about the slogan by typing. There is no time limit.]

Choose one from the three candidates for your lab: [an example from one lab]
- Young Genius!
- My precious, my!
- Gifted Artist!

[After that, subjects go to the second task.]

Lab Tournament

In this part, your laboratory will participate in a tournament with the other laboratory. Everyone will individually be shown five pairs of paintings. Each painting was made either by a young child

or by a professional artist. You will be asked to choose for each of the two paintings which is the case.

All paintings were randomly selected from a pool of 15 paintings by young children and 15 by professional painters. For each pair, there are four possible answers: both paintings are by children; the one on the left is by a child and the one on the right by a professional; left is by a professional and right by a child; or both are by professional painters.

For each correct answer, you will receive one point, so you can earn a maximum of five points. The points scored by everyone in your laboratory will be added up. The laboratory with most points in total will receive 24 points, to be split equally. This means that if your team scores more than the other lab, you will receive 2 points as a prize. If the other team scores best, you will receive nothing for this task.

The winning lab of this tournament will be announced in the end of the experiment.

[Five pairs of paintings are presented. Subjects work on the task. There is no time limit.]

Divide Money

Now, we ask you to divide 2 points between one randomly chosen other person in your own laboratory and one randomly chosen person in the other laboratory. The amount you give will be exchanged for euros at the end of the experiment.

Everyone else is making the same decision. This means that at the end of the experiment, you may receive money from someone in your own laboratory and from someone in the other laboratory.

How many points do you want to give to someone else in your own laboratory? [From 0 to 2, with an increment of 0.1 point]
How many points do you want to give to someone in the other laboratory? [From 0 to 2, with an increment of 0.1 point] [Subjects go to instruction in Part Three]

Instruction in Part Three

We now move to part 3. For this, you will be put in groups of three. Each group consists of two performers and one judge. Each of the three members of your group could be from your laboratory or from the other laboratory. You will be told later from which laboratory they are.

The two performers will perform a task. After they have finished, the judge will decide on the winner. The winner will receive 10 points (to be converted to euros at the end of the experiment). In addition, each performer will receive 5 points at the start of the task. The judge will not perform the task and will receive a fixed payment of 10 points.

Next page you will find the instruction of the task.

The task that the performers do is a matrix game in eight minutes. You will see two 10x10 matrices. Your job is to find the highest number in the left matrix and the highest number in the right matrix. Add these two numbers up and enter it. After you have entered a number, two new matrices will appear no matter if your answer was correct or incorrect. You will receive at most 30 matrices in 8 minutes.

The judge will be told the number of correct answers by the two performers in the group and must then determine the winner of the prize.

Questions about instruction in part three

Before the third part starts, we would like to ask you a few questions to check your understanding of the instruction. You can return to the instruction for this part on the bottom of this page.

How many roles there are for this task in part 3?
- Only one, we are either all performers or all judges.
- There are two roles: judges and performers.
- There are more than two roles.

Is it possible to play the task with another person from the other lab?
- Yes, I might play with another one or two persons from the other lab in this part.
- No, and I only play with the persons in this lab.
- Yes, and I only play with persons from the other lab.

What are the procedures for this task?
- First the computer will decide who are the judges and performers, and then performers start the matrix game and judges wait.
- Everybody will complete the matrix game first, and then the computer chooses judges in each group and the judge decides who is the winner between rest two performers.
- First the computer decides who are the judges and performers, and then everyone does the matrix game.

How many judges and how many performers there are in this task?
- There are 12 judges and 12 performers, each performer is matched with one judge.
- There are 8 judges and 16 performers.
- The number of judges and performers are unknown.

How many minutes does the matrix game take for performers?

The matrices that you will see during the experiment will be much larger. For now, assume that one of the matrices on your screen consists of the numbers 19, 23, 41, 16, 25, 30, 12, 29, 22 and the other matrix consists of the numbers 31, 36, 20, 15, 28, 38, 17, 19, 31. What would be the correct number to enter?

[On the next page, their role of whether they are judges or performers will be assigned. To enhance the salience of group identity, the group slogan is mentioned.]

Pages for judges:

You are a judge.

Pages for performers:

[*in treatment Both weak tie]* The two performers are both from a different laboratory than the judge.
Slogan of your lab is [ ]

[*in treatment One strong tie*] You and the judge are from the same laboratory. The other performer is from another laboratory. / You are from a different lab. The judge and the other performer are from another laboratory.
Slogan of your lab is [ ]

[*in treatment Both strong tie*] You (two performers and the judge) are all from the same laboratory.
Slogan of your lab is [ ]

[Matrix task]

[Performers solve matrix task while judges are waiting for the results. When judges are informed about the results of performance and bribes, she nominates the winners.]

[*Performers' page for bribing*]

You have now completed the task. We will report to the judge that you have [ ] correct answers.

In addition, you and the other performer now have the option to send points to the judge. The judge will know both scores and how much money the two performers have sent before deciding on the winner. The winner is awarded 10 points.

You may choose to send any number of points between 0 and 10. The judge will keep all points sent, no matter who is declared winner. Recall that you received 5 points at the start of this part. If you send more and do not receive the prize, you may have to pay back some of the 7 euro you received as a show-up fee.

Choose points to send to the judge: [performers choose from 0 to 10 points on the screen]

[*Judges' page for winner nomination*]

You must now decide on the winner of the contest. The performers have been given the option to send you points.

All points sent to you are yours to keep, independent of the decision you make. Here are the results of two performers:

Performer 1 from the other lab/from your lab solved [ ] matrices correctly. Performer 1 sent to you [ ] point(s).

Performer 2 from the other lab/from your lab solved [ ] matrices correctly. Performer 2 sent to you [ ] point(s).

The winner is: [judges choose between performer 1 and performer 2].

Exit Survey

Please fill out the following questionnaire.

1) Gender:
- Male
- Female

2) Age: (only numbers)

3) Have you participated in a CREED experiment before?
- No.
- Yes, once.
- Yes, more than once.

4) Department where you study:
- Faculty of Economics and Business
- Faculty of Social and Behavioural Sciences-Psychology
- Faculty of Social and Behavioural Sciences-non Psychology
- Faculty of Science
- IIS: beta gamma bachelor
- Faculty of Law
- Faculty of Humanities
- Faculty of Medicine
- Faculty of Dentistry
- Another university
- A Dutch "hogeschool" (HBO)
- Other different places

5) You have done a lot of tasks today, individually and with others. Please rate how closely attached you felt to different labs throughout the experiment . On a scale of 0 to 10 where 0 means you don't feel anything to this lab and 10 means you really feel like belonging to this lab.

How much you feel close to your own lab?
How much you feel close to the other lab?

6) We will give you one more chance to make some money in this experiment. You can do so by predicting how well people did in the matrix task. How do you think people today in this experiment

perform in this matrix game? There are 16 performers in total who played the matrix game in this experiment. Choose the number of people you think solve this number of matrices correctly. You are given 5 points for a fully correct answer. For every difference between your answer and the correct answer, we will subtract 0.25 points. If your answer differs by more than 20 from the correct answers, your payment for the survey would be 0. Your earnings in part 2 and part 3 will not be influenced. Make sure the total number of performers is 16. We know from previous experiments that the best record for the matrix game is 12 matrices in 8 minutes.

[On the final page, the results for matrix game, group tournament, other-other allocation, and the guesses about how well the others performed are revealed.]

Appendix B: Part One

This appendix shows the three pairs of paintings used in part 1 of the experiment to split participants in two 'minimum' groups. paintings used were obtained from open sources on the internet.

Figure B1: Painting Pair 1 in Part One

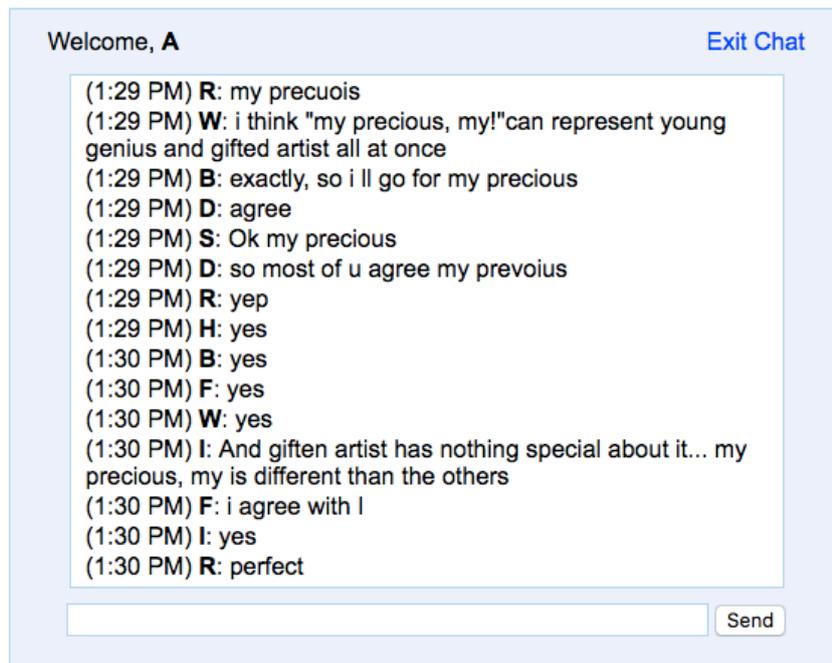Figure B2: Painting Pair 2 in Part One

Figure B3: Painting Pair 3 in Part One

Appendix C: Paintings Used in Part Two

This appendix first discusses how participants jointly select a slogan for their laboratory. Subjects are informed that the chosen slogan will be shown on their computer monitors in the remaining parts of the experiment. They discuss three candidate slogans provided by us in a chat box that is only available to subjects in the same laboratory. Subsequently, they decide by majority vote. There is no time constraint for the chat. An example is given in Figure **??**.

Figure C1: Group chat

Notes: The conversations is a screenshot from session 16 in the experiment. Subjects are randomly assigned capital letters as their personal IDs. The three options for the laboratory slogan are listed on the same page beneath the chat box. Subjects can see their conversations in the same laboratory only and they can exit the chat whenever they wish.

Next, we show the painting pairs that were used for the intergroup tournament in Part 2. The correct solutions are provided below.

Figure C2: Paintings in Group Tournament: Pair One

Figure C3: Paintings in Group Tournament: Pair Two

Figure C4: Paintings in Group Tournament: Pair Three

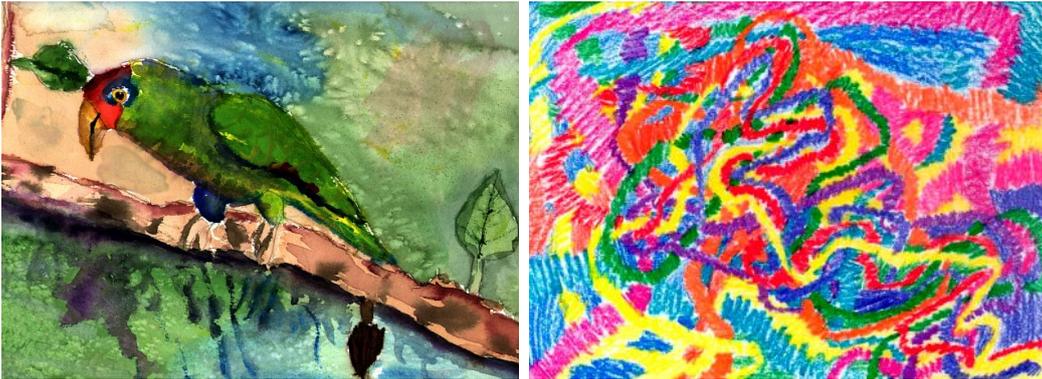Figure C5: Paintings in Group Tournament: Pair Four

Figure C6: Paintings in Group Tournament: Pair Five

Answers:

figure 2: left - child: Yavagina M, Age 11, Belarus, right - professional 'Sam Gilliam';

figure 3: left - child: Anna L., Age 2, U.S.A., right - professional 'Gerhard Richter';

figure 4: left - professional 'Gerhard Richter', right - professional 'Picasso';

figure 5: left - child: Jean-Pierre L., Age 9, U.S.A., right - child: Nicole G., Age 10, U.S.A.

figure 6: left - professional 'Gerhard Richter', right - professional 'Nick Mauss'.

Appendix D: Descriptives

Table D1: Descriptive statistics

	Bribe Treatment			No Bribe Treatment		
	Both weak ties	One strong tie	Both strong ties	Both weak ties	One strong tie	Both strong ties
Age	22.62	22.54	21.58	21.44	22.23	22.02
	(2.74)	(2.61)	(2.21)	(1.95)	(2.43)	(3.89)
Female%	60	60.29	58.33	58.33	56.25	58.33
	(49.4)	(49.29)	(49.72)	(49.82)	(50.13)	(49.82)
Economics major	72	73.53	70	72.92	66.67	70.83
	(45.44)	(44.45)	(46.21)	(44.91)	(47.64)	(45.93)
Closeness towards own group	5.4	5.04	4.67	5.13	5.02	5.06
	(2.37)	(2.83)	(2.89)	(2.86)	(2.62)	(2.64)
closeness towards other group	1.98	2.37	2.15	2.56	2.35	2.4
	(1.84)	(2.14)	(1.96)	(2.38)	(2.15)	(2.2)
Performers	40	48	40	32	32	32
evaluators	20	20^{NB}	20	16	16	16
Subjects	60	68	60	48	48	48

Notes: Task performance refers to the number of matrix pairs correctly solved. Treatments are defined in section 2.2.1.